

For Sale

Location: **Darwin**
Asking: **\$4,000,000**
Type: **Retail Other**

Highly Profitable NT Marine Dealership Over 20 Years Trading

Exclusive Dealerships Outstanding Profits Strong Growth Potential

Priced Under \$4 Million | Exceptional Return on Investment

An outstanding opportunity exists to acquire one of Darwin's oldest and most profitable marine dealerships. Operating continuously since 2003, this highly successful business has developed an excellent reputation for quality products, professional service and strong customer relationships throughout the Northern Territory.

The business enjoys a significant competitive advantage through its exclusive Northern Territory dealership for one of Australia's most popular and highest-quality outboard motor brands, consistently ranking among the brand's top five dealerships nationally. Additional exclusive boat hull dealerships and premium marine electronics dealer status further strengthen its market position.

With multi-million-dollar annual revenue at excellent margins, the business delivers outstanding earnings and strong cashflow. Its diversified revenue comes from new boat and motor sales, an exceptionally busy mechanical workshop, and marine parts, accessories and electronics.

Key Features:

- * Established in 2003 with over 23 years of continuous trading and an excellent industry reputation
- * Annual sales exceeding \$6 million with substantial profits and an attractive return on investment
- * Exclusive NT dealership for a leading outboard motor brand, consistently ranked among its top five Australian dealerships
- * Exclusive dealerships for several highly regarded boat hull brands
- * Premium marine electronics dealership with access to specialist product ranges
- * Large, loyal customer base with substantial repeat sales and ongoing servicing requirements
- * Diversified customers comprising approximately 80% recreational and 20% commercial and government clients

Contact:

Andrew Hahn
0413 013 367 or [08 8941 3000](tel:0889413000)

aubizbuysell.com.au/135097

Business Brokers Network
Australia
Broker Ref: 26595



* Extremely busy mechanical workshop, booked well in advance, with experienced, long-serving qualified staff

* Multiple income streams from boat and motor sales, mechanical servicing, repairs, electronics and accessories

* Strong word-of-mouth referrals generating new business with minimal paid advertising

* Established showroom, workshop facilities and operational systems

* Operates only five days per week, providing an attractive work-life balance

* Supplier floorplan finance facilities available

* Opportunities to capitalise on Darwin's expanding Defence, Oil & Gas and construction sectors

The business benefits from Darwin's strong recreational fishing and boating culture, supported by a substantial base of long-term customers who regularly return for servicing, upgrades and replacement equipment.

Further growth opportunities exist through targeting the increasing number of well-paid younger tradespeople and professionals attracted to Darwin by major Defence, energy and construction projects. These customers represent an attractive market for recreational boats, outboard motors and marine accessories.

For an experienced marine industry operator, investor or suitably qualified owner-operator, this represents an opportunity to acquire a substantial, established business with exclusive supplier relationships, proven profitability and a strong position in the Northern Territory marine market.

Opportunities to acquire a marine dealership of this scale, profitability and market standing are rarely available in the Northern Territory.

Qualified buyers are invited to make a confidential enquiry. Financial capacity will be required to be confirmed prior to information release. Further financial and operational information will be provided to suitably qualified parties following an initial discussion and execution of a Confidentiality Agreement.

Contact Andrew Hahn today on 08 8941 3000 or andrew@tbsav.com.au

Licensed Agent: AL 1040 16 Smith Street Darwin NT 0800

Photos are for illustrative purposes only and may not be of the actual business assets or activities