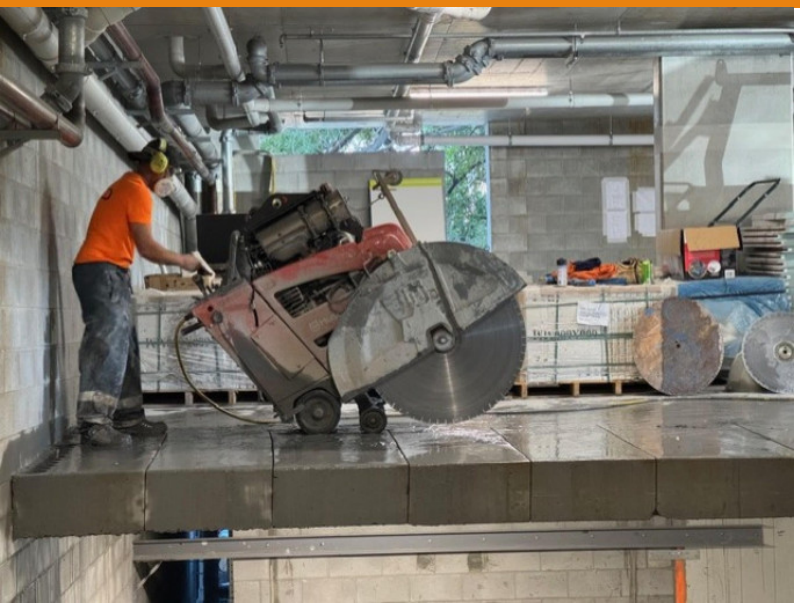
Established Concrete Business for Sale Brisbane



For Sale

Location: **Brisbane**

Asking: **$2,000,000**

Type: **Construction**

Established Concrete Scanning, Cutting Demolition Services Turnover $2M+, Management Team In Place'

Established Concrete Services Business Turnover $2M+, Management Team In Place

An established specialist concrete services business operating across South East Queensland, providing scanning, cutting, coring, drilling, surface preparation and demolition to the commercial construction sector.

Turnover exceeds $2 million with a gross profit margin of 49%. Work arrives through repeat engagement, referral and direct enquiry the business has never employed a business development function, tendered for work or conducted outbound marketing. That is an untested channel available to an incoming owner.

The business holds positions with tier one and major commercial builders, having delivered subcontract works on landmark South East Queensland projects including major CBD commercial towers, an integrated resort precinct and a regional hospital development. These are credentials a competitor cannot acquire by price.

The business works across both union and non-union sites. Union site access requires industrial arrangements, fund registrations, prequalification and a record of performing on comparable work. It takes time to establish and cannot be bought, and a contractor without it is excluded from the largest projects in the market regardless of capability or price.

Demand is compliance-driven rather than discretionary. Scanning to locate post-tension cables and embedded services is a mandated control before any penetration on a commercial site not a service a builder elects to buy. This produces repeat work through the construction cycle and insulates the business from the discounting that affects discretionary trades.

Eleven capabilities are delivered under a single engagement. A builder that would otherwise appoint two or three subcontractors appoints one.

The operation is managed rather than owner-delivered. A Project Manager and an experienced administration officer hold scheduling, client communication, reporting and invoicing between them.

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supported by four experienced operators and two trainees. The owner carries no delivery, estimating or administrative function.

Key points

* Turnover $2M+ with gross profit margin of 49%

* Tier one and major commercial builder client base

* Union and non-union site capability

* Largest single account represents only 12.1% of revenue approximately 20 active accounts

* Management structure in place beneath the owner

* Compliance-driven, non-discretionary demand

* Eleven service lines delivered under one engagement

* 99.7% of work performed by employed crews, not subcontracted

* Plant, equipment and seven-vehicle fleet included

* Premises-light no fixed plant or fit-out

* Scope to add crews, service lines and geographic coverage

* Owner available for negotiated handover