



## Perth WA

### KEY INFORMATION

#### Address

Perth WA

#### Price

\$3,900,000

#### Type

Business / Services

#### Land Area

N/A

#### Build Area

N/A

#### Car Spaces

N/A

#### Listing Type

Sale

- LEADING IN REPAIR, FABRICATION
- ISO "QUALITY ASSURED" SERVICES
- SAFETY DRIVEN REPEAT DEMAND
- BUILDING AREA 1800 Sqm

It is a great pleasure to present this reliable, highly profitable business. I advised the owner regarding its value, prior to acquisition in 2013. Having such an intimate understanding of trading history assures a high degree of commercial confidence in again recommending this to the fortunate entrepreneur, or a corporate seeking growth, in a rarified busy, engineering space.

Since acquisition, the owners' clear strict protocols have maintained the highest of standards in finishing all ISO and other, bespoke projects. The mantra is "do it right the first time, the second time may be too late. During the past [3] financial years a fantastic super profit and two fine "well anticipated high profits" were logged.

### AGENT INFORMATION



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This is noteworthy, considering but notwithstanding Covid and Ukraine led logistic issues, which were challenging, but particularly well, and readily, surmounted.

The client list is a who's who of mining companies, and recently includes a formally agreed contractual service, providing an ideal diversification, into the Agri-sector.

If you already provide mechanical or engineering services to W.A. miners this may be synergistically fortuitous, given economies for an even better, "one stop shop". There's no catch, just upside. The owners accept they are idling toward retirement, yet they look forward to a younger dynamic team, capitalizing on their exceptional reputation. An improvement to current technical efficiencies will enhance revenue.

Benefits of operating from a new premises [as feasible] and an up-skilling of staff to processes crucial modification and repair work locally, will add great value.

Many customers enjoy the convenience of local expertise and services, rather than suffering long lead times, for imported "original brand" attention, to similar work.



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The value proposition is a proven 3 year average adjusted EBIT of \$1.22m including one super profit [FY21 of \$1.73m] which was well above, the "mooted budget".

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From a synergy perspective, capable in-house staff can oversee operations for the investor seeking an "under management" business model.

The owner will enhance transition over an acceptable timeframe, as substantial WIP is