



A Scalable Business in a Fragmented Industry

Koala Insulation is a mobile service franchise that delivers energy-saving insulation solutions for residential, commercial, and light industrial clients. With over 400 franchises launched in the U.S. in under 5 years, Koala is now expanding across Canada — offering a professional, branded alternative in a market dominated by unregulated independents.

400+

Franchises launched in the U.S. in under 5 years



+1 (905) 832-4999

How It Works

Franchisees manage a mobile operation using high-performance insulation trucks and oversee a small crew. You don't do the labour — you lead the business. Koala provides the systems, branding, equipment, and support to help you scale in an underserved, high-demand market.

- ✓ Declining scale: starts at 7.5%, decreases as revenue grows
- ✓ No markups on supplies, trucks, or equipment
- ✓ Designed to reward volume and protect your margins

\$550K+

Total Startup Estimate

depending on number of territories and equipment

\$30K+

Franchise Fee

multi-unit discounts available

\$440K+

Vehicles & Equipment

financing available with 25% down

\$150K+

Required Liquidity

\$1M+

Recommended Net Worth

2,000^{SQ.FT}

Industrial Space

for storage and fleet

Territories Available

Koala is expanding across major urban centres in Canada. Each territory includes ~200,000 households. Multi-unit ownership encouraged (3+)

Secured:

- 📍 Kitchener–Waterloo
- 📍 Durham Region
- 📍 London
- 📍 Mississauga

Available:

- 📍 Greater Toronto Area
- 📍 Ottawa
- 📍 Windsor
- 📍 Barrie, and across Canada



Who We're Looking For

- ✓ Growth-minded operators (not hands-on installers)
- ✓ Sales or operations management experience preferred
- ✓ Able to lead a small team and manage day-to-day operations



Explore the Opportunity

If you are ready to take the next step toward owning a Koala Insulation franchise, Southbrook Business Development Group is here to help you navigate the process. Contact us today to learn more about territories, financial requirements, and the exciting opportunity to become part of the Koala Insulation network in Canada.

This document is for informational purposes only and does not constitute a franchise offering. All financial performance representations and legal terms are provided through the Franchise Disclosure Document (FDD) in compliance with the Arthur Wishart Act.

Support & Training



**U.S. hands-on training +
Canadian market onboarding**



**Sales tools, CRM (ServiceMinder),
quoting, and automation**



**Weekly sales coaching and
access to national systems**

SCAN ME



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