

A man in a blue suit and patterned shirt stands on a street, smiling. The background shows a building and a blue trash can.

BUSINESS REPORT

Date: **6th February 2026**
Business Reference: **37958**

About the Business:

Fully Licensed Pharmacy & Dispensary with Stock – Rural Tzaneen

Fully licensed pharmacy & dispensary for sale in rural Tzaneen. Stock included, low rental, and medical doctor on site. A turnkey growth opportunity—an essential element in basic healthcare, perfect for a pharmacist or healthcare group expanding their footprint.

Fully Licensed Pharmacy & Dispensary with Stock – Rural Tzaneen



Sector: **Retail**

Asking Price:

R **130,000**

Monthly Profit:

R **0**

Asset Value:

R **0**

Stock Value:

R **70,000**

Yearly Net Profit :

R **0**



Business Report

Fully describe the business's activities?

- Licensed Community Pharmacy – operating as a going concern.
- Services Offered:
 - Dispensing of prescription medicines.
 - Over-the-counter medicines.
 - Primary healthcare products.
 - Front-shop retail items.
- Community Role:
 - Serves a rural village community in Ga-Sekororo, Tzaneen, Limpopo.
 - Acts as a trusted healthcare hub for local residents.
- Healthcare Synergy:
 - Benefits from a General Practitioner consulting on site, driving prescription volumes and patient traffic.
- Premises:
 - Operates from owner-owned property located on the main road.
 - Secure investment with asset value included.
- Compliance:
 - Fully licensed with the South African Pharmacy Council (SAPC).
 - Registered with the Department of Health.

How long has the business been established?

Operating for under 2 years and currently in an early growth phase

How long has the owner had the business?

Since November 2024

Legal Entity:

The pharmacy is operating under TeeDee Holdings (Pty) Ltd, a company registered with CIPC. TeeDee Holdings trading as Marapo Med Pharmacy.

How does the business operate on a daily basis?

Basic Overview

- Staffing:
 - Locum Pharmacist – responsible for dispensing prescriptions, ensuring compliance, and patient consultation.
 - Cashier – handles payments, point-of-sale, and customer transactions.
 - Shop Assistant – supports front-shop retail, restocking, and assisting customers with OTC products.
- Client Flow:
 - Walk-in Clients – community members purchasing prescription medicines, OTC items, and healthcare products.
 - GP Referrals – patients consulting the General Practitioner in the same building, who then fill prescriptions at the pharmacy.
- Operations Rhythm:
 - Pharmacy opens daily to serve the local village community.
 - Prescription volumes are supported by the on-site GP practice.
 - OTC and front-shop sales supplement core dispensing activities.

How are the clients attracted to the business?

- Location Advantage:
 - Situated on the main road in Ga-Sekororo Village, making it highly visible and accessible.
 - Convenience is a major draw, especially since the nearest competitor requires a taxi ride.
- Healthcare Synergy:
 - General Practitioner in the same building refers patients directly to the pharmacy.
 - This creates a steady flow of prescription clients daily.
- Community Reliance:
 - Serves as the default healthcare provider for the village.
 - Trusted reputation built through consistent service and compliance with SAPC and Department of Health.
- Walk-in Traffic:
 - Local residents purchase OTC medicines, primary healthcare products, and front-shop retail items.
 - The pharmacy is seen as a “one-stop shop” for both medical and daily essentials.
- Word of Mouth & Local Presence:
 - In rural communities, reputation and personal relationships are key.
 - Positive experiences with the pharmacist and staff drive repeat visits and referrals.

What Advertising/Marketing is carried out?

- Digital Presence (Facebook & TikTok):
 - Active social media pages showcase services and build awareness.
 - Helps reinforce credibility and attract younger, digitally connected clients.

What competition exists?

- Closest competitor is far away — clients must pay for a taxi, making Marapo Med the convenient choice.
- Within Ga-Sekororo Village, Marapo Med is the only licensed pharmacy.
- Indirect competition limited to small shops or clinics, none can dispense prescriptions.
- Advantage: Co-location with GP practice ensures steady prescription volumes and strong community loyalty.

Supplier Agreements:

The pharmacy has active supplier accounts with City Medical and Transpharm.

Are there up-to-date Management Accounts available?

- Growth Phase: Pharmacy is still in its early development stage.
- Turnover: Current monthly turnover exceeds R30,000.
- Medical Aid Registration: Not yet registered to accept medical aid claims — represents a clear growth opportunity for buyers.
- Financial Transparency: Management accounts are available on request for due diligence.

How could the profitability of the business be improved?

- Cut locum costs by employing a permanent pharmacist.
- Register with medical aid to expand client base and turnover.
- Diversify with groceries/convenience items to boost foot traffic.
- Leverage GP referrals for steady prescription volumes.
- Negotiate lower rent with the supportive landlord.

Give a breakdown of staff/ functions/ length of service?

1. Locum Pharmacist – Responsible for dispensing, supervising pharmacy operations, regulatory compliance, and patient counselling.
Length of service: \pm 1 year.
2. Cashier – Manages point-of-sale transactions, customer payments, and front-shop assistance.
Length of service: \pm 1 year.
3. Shop Assistant – Supports OTC sales, restocking, housekeeping, and customer service.
Length of service: \pm 1 year.

Do any have management potential?

The pharmacy has strong management and growth potential.
Medical aid registration is in progress, which is expected to increase prescription volumes and monthly turnover.
Additional marketing and stock optimization will further improve performance.

How involved is the Owner in running the business?

The owner is only the property landlord and has no involvement in daily pharmacy operations.
The business is run entirely by the pharmacist and staff.

When does the current lease end?

Seller owns the building

What are the trading hours?

- Monday to Friday: 08h00 – 17h00
- Saturday: 08h00 – 13h00
- Sunday & Public Holidays: Closed

Describe the shop and the lease

- Shop: Owner-owned premises on the main road, co-located with a GP. Includes pharmacy front-shop, dispensing area, and space for groceries.
- Lease: Flexible terms, with reduced rent available to support a committed operator.

What are the main assets of the business?

- Fully fitted premises with dispensary counters, shelving, fridges, computers, POS system, and standard pharmacy equipment.
- Asset list available on request for buyer review.

Strengths?

- Fully licensed and compliant with SAPC & Dept. of Health.
- Prime location on main road, co-located with GP practice.
- Fully fitted premises with dispensary counters, shelving, fridges, POS system.
- Lean staff structure keeps overheads low.

Weaknesses?

- Not yet registered for medical aid claims.
- Reliance on locum pharmacist increases costs.
- Early growth phase with limited turnover history.

Opportunities?

- Register with medical aid to expand client base.
- Diversify into groceries/convenience items to boost foot traffic.
- Leverage GP referrals for chronic medication and wellness services.
- Seasonal campaigns (flu, allergies) to drive predictable sales spikes.

Threats?

- Competition from larger, established pharmacies in nearby towns.
- Regulatory requirements tied to pharmacist availability.
- Rural community purchasing power may limit rapid growth.

What is the reason for the sale?

- The current owner is only the property landlord and cannot be involved in operating the pharmacy due to regulatory restrictions.
- He therefore wishes to sell the pharmacy business to a qualified operator who can actively manage and grow it.

The owner is involved in multiple business ventures and is therefore selling the pharmacy to allow a new owner to focus full-time on expanding the operation.

Why is this a good opportunity?

- Licensed & Compliant: Fully registered with SAPC and Department of Health.
- Prime Location: On the main road, co-located with a GP practice driving prescriptions.
- Growth Potential: Medical aid registration pending, offering immediate turnover expansion.
- Low Overheads: Lean staff structure and flexible lease terms.
- Fully Fitted: Dispensary counters, shelving, fridges, POS system, and equipment included.