

business
for sale



Date: **15th April 2026**
Business Reference: **37978**

About the Business:

Medical Equipment supplier - preferably a BEE buyer

Work from home, this is a medical distribution company that has scaled down over the past few years. The company can do with a new owner, especially BEE The sale includes all contacts and stock of around R140k

Medical Equipment supplier - preferably a BEE buyer



Sector: **Retail**

Asking Price:

R **350,000**

Monthly Profit:

R **15,839**

Asset Value:

R **10,934**

Stock Value:

R **140,000**

Yearly Net Profit :

R **190,063**



Business Report

Fully describe the business's activities?

This is a family-owned business that distributes medical equipment like Medical Equipment, Medical Disposables, Medical Consumables, and Orthopaedic Implants

How does the business operate on a daily basis?

Clients make contact to place orders, and the items are couriered for delivery

What Advertising/Marketing is carried out?

Very little to no advertising is being done. The company is registered in all the provinces

What competition exists?

There are other medical distributor companies around

How could the profitability of the business be improved?

Obtain the services of reps
Marketing

How involved is the Owner in running the business?

Fully owner operated and managed

When does the current lease end?

This is a work from home business and space is needed for the stock. With more sales come more stock that is required. Currently a single garage will suffice

What are the main assets of the business?

Laptop and shelving

Strengths?

Established brand with long-standing presence in the medical supplies sector.

Diverse product offering: medical equipment, disposables, consumables, and orthopaedic implants.

Strong compliance credentials: products carry ISO, ED, and FDA certifications.

Approved government tender supplier for hospitals and orthopaedic implants.

Regional footprint extending into neighbouring countries.

The business is SAPRA registered.

The business is registered on the government CSD

Weaknesses?

Website and digital presence are outdated

Family-owned structure may mean key operational knowledge is concentrated in a few individuals.

No visible online catalogue or e-commerce functionality, which is increasingly expected in the medical supply sector.

Opportunities?

Growing demand for affordable medical equipment in both public and private sectors.

Expansion into digital sales channels (online store, B2B procurement platforms).

Leveraging tender approvals to secure additional government contracts.

Increasing regional exports to neighbouring African markets where demand is rising.

Partnerships with clinics, private hospitals, and NGOs to broaden distribution.

Adding new product lines such as home-care devices, telehealth equipment, or refurbished equipment.

Adding the services of reps

Threats?

Highly competitive market with large distributors and low-cost importers.

Currency fluctuations affecting import costs.

Supply chain disruptions (global shortages, shipping delays).

Pressure on margins due to tender pricing and competitive bidding.

What is the reason for the sale?

Emigrating