



Today's issue of PD

Pharmacy Daily today features two pages of news plus full pages from:

- Total Beauty Network
- Sigma Healthcare

Flexible choice

SIGMA Healthcare's pharmacy brands offer owners a model to suit their needs. See page four for more.

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NSW mandates COVID-19 rent relief

COMMERCIAL and retail landlords in NSW who provide rental waivers to tenants impacted by COVID-19 lockdowns, will be eligible for up to \$3,000 a month in State Government funding.

The NSW Government reintroduced the National Cabinet's Mandatory Code of Conduct for Commercial Leasing to mandate rent relief for tenants impacted by the pandemic.

NSW Minister for Finance and Small Business, Damien Tudehope, said the *Retail and Other Commercial Leases (COVID-19) Regulation 2021* would be extended until 13 Jan 2022, to provide protection to small businesses, noting rent was one of the biggest fixed costs for them.

"We have always encouraged landlords and tenants to come to the table and negotiate, but now we are going one step further by

mandating the minimum relief that landlords need to provide impacted tenants," he said.

"It has been very tough for small businesses across NSW and we want to deliver more certainty for business owners who have bills continuing to pile up.

"The Government has not taken this step lightly but we saw last year that the framework set down by the National Cabinet brought tenants and landlords to the table to work out a way forward.

"Now, as part of the feedback from the community, we have ensured small landlords who rely primarily on rental income from commercial properties will also be able to access a monthly \$3,000 grant to help ease the burden and ensure they pass on rental relief to tenants."

The Regulation applies to commercial and retail tenants with



a turnover of up to \$50 million who qualify for the COVID-19 Microbusiness grant, COVID-19 Business Grant or JobSaver Payment, and follows a similar move in Victoria (PD 13 Aug).

It also prohibits a landlord from evicting or locking out a tenant for certain breaches of the lease unless they have first renegotiated rent and attempted mediation.

E-cig ad rules

THE Therapeutic Goods Administration (TGA) has revised its advertising permission allowing pharmacies to promote nicotine vaping products.

Ads will be limited to text only and published in three colours or shades.

Designer cosmetics

AUSTRALIA'S Total Beauty Network is highlighting the benefits of its Designer Brands cosmetics range.

The beauty brand offers "designer quality at incredible prices" with no discounting and a track record of outperforming market rivals.

See page three for more.

Look after your mental wellbeing: PSS

PHARMACISTS who are struggling with the increased workload and stress levels brought on by the COVID-19 pandemic are being urged not to "go it alone".

The Pharmacists' Support Service (PSS) has reported a 16% increase in call volume over the last 12 months, as the profession has taken on a frontline role in supporting communities through the pandemic.

PSS President, John Coppock, called on pharmacists to look after their personal mental health and "take time to support each other".

He also stressed the importance of self-care during challenging times, warning "pharmacy staff

who are exhausted and hungry will not perform at their best and may even place the public at risk if a concentration lapse results in an error".

"Reaching out for support is a much better option than trying to go it alone and perhaps making a poor decision, which can have negative consequences," he said.

"As pharmacists we are all in this together and it is important that we look after ourselves and we look after each other.

"If you need support, PSS is available as close as your phone."

PSS provides confidential peer-to-peer support between 8am and 11pm AEST every day on 1300 244 910.



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Dispensary Corner

CELEBRITIES can muddy the waters when it comes to giving advice, but not Nick Cave.

The Aussie singer, songwriter and actor has potentially shown he's the man to promote COVID-19 vaccination programs, with his response to a question about whether he has been immunised.

"I had my second jab on 26 May and I can now live in this embattled world knowing that if I catch COVID there is little chance of me dying from it," he said.

"I feel privileged to live in an age where our scientists are able to develop a vaccine to help combat a pandemic, and to do it with such an astonishing speed.

"It feels to me that this is such a momentous time in medical history.

"As for the prophylactic use of Ivermectin, I know little about this other than the evidence for its effectiveness appears speculative.

"The efficacy of the vaccine, however, is fact, and I feel I can move safely through the world with more than dog worming pills and an inflated belief in my own immune system for protection."



Corum seeks to regain market share

PHARMACY software provider, Corum Group, is primed to regain market share through "head office" products, on the back of a strong 2021 Financial Year.

In a statement to the Australian Securities Exchange (ASX) this morning, the company reported a 208% increase in earnings before interest, tax, depreciation and amortisation (EBITDA), to \$3.06 million for the year to 30 Jun, with revenue up 26% to \$13.38 million.

Corum noted that the completion of its acquisition of the remaining 57% of equity in pharmacy electronic ordering gateway, PharmX, had aided revenue growth.

The company told the ASX that it was focused on regaining market share through its pharmacy group management solutions - Corum RPM and Corum Clear Enterprise, which is currently in development - with 90% of pharmacies affiliated

with a group, banner, brand or buying group.

Corum added it would target groups through its existing relationships and "market-leading head office product", while building "on dispense, point-of-sale and other product opportunities through these partnerships".

The company also flagged further development of PharmX, noting "the past three years of equity holder litigation that was a significant distraction to the strategic focus of PharmX has been resolved through the acquisition".

"Corum will continue to provide PharmX with capital investment to achieve growth ambitions based on expected profitability and managed risk," it said.

"We are further integrating between Corum software products and PharmX to provide a more complete offering, especially to

groups."

Announcing the FY21 results, Corum Managing Director, Julian Sallabank, said he was pleased with the business's performance.

"We are strengthening our team, which will enable us to execute our strategy," he said.

"We will continue to focus on profitable growth of our health business and are actively looking to augment that growth through acquisitions."



TWC continues 'impressive growth'

TERRYWHITE Chemmart (TWC) is continuing on its "impressive growth" path, adding 36 pharmacies to the group in the 2021 Financial Year, parent company, EBOS revealed.

Announcing its full year results to the Australian Securities Exchange (ASX) today, the company, which also owns pharmacy wholesaler, Symbion, reported its healthcare segment had generated revenue of \$8.7 billion for the year to 30 Jun, with an 11% increase in its statutory earnings before interest and tax (EBIT).

"This growth was driven by the performance of our community pharmacy, TWC, institutional healthcare and contract logistics

divisions," the company said.

"Community pharmacy revenue increased by \$199.2 million due to wholesale volume growth.

"Our TWC franchise continues its impressive growth with an additional 36 net new pharmacies joining the network.

"This builds on prior years' growth and further strengthens TWC's position as Australia's largest health services community pharmacy network with over 465 trading stores."

EBOS added that more than 400 TWC pharmacies are supporting the COVID-19 vaccination campaign, with 300 stores already administering shots.

Priceline lands No7 partnership

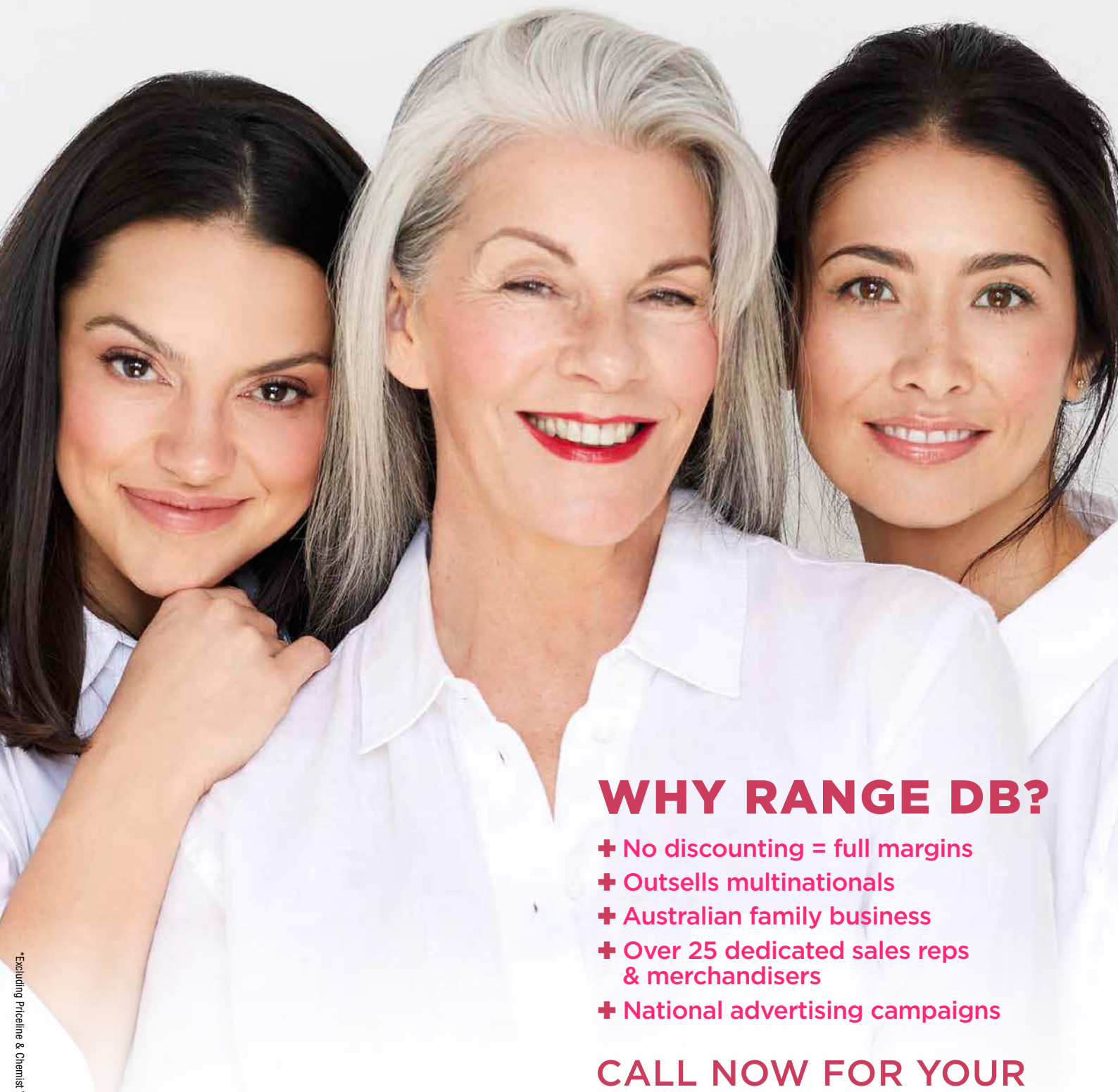
PRICELINE Pharmacy is set to offer the full range of British skincare brand, No7, products from Oct, after entering an exclusive partnership.

Supporting the launch of the new range, Priceline is rolling out a comprehensive online training program to support pharmacy staff.

Priceline added that the brand had invested significantly in a comprehensive marketing campaign to support the launch of the No7 range, with General Manager, Andrew Vider, expecting the new products to drive increased foot-traffic and sales in stores over the coming months.

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