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Today's issue of PD

Pharmacy Daily today features three pages of news.

Over 1,200 at inaugural Summit

THE organisers of last Fri's Pharmacy Careers Summit have confirmed that more than 1,200 people from across the industry attended the virtual event.

David Shaw from Raven's Recruitment hailed the strong response, saying it was great to see how much the industry had embraced the importance of workforce development.

Sessions from the event remain live for anyone wanting to revisit the contributions from industry leaders from the Guild, PSA, SHPA and more, while the exhibition booths are also still in place with contact details and resources from banner groups, suppliers and organisations.

To learn more [CLICK HERE](#).

Pharmacy resilient despite 60DD

IT'S still too early to say what effect the introduction of 60-day dispensing will have on pharmacy valuations in Australia, but the overall sector remains "very robust and resilient", according to Natalie and Frank Sirianni from Attain Business Brokers.

During a session on "The Journey to Pharmacy Ownership" in last Fri's Pharmacy Careers Summit (PD 07 Jul), the pair confirmed that although many vendors have held off selling due to the uncertainty, Attain still has several pharmacy transactions in play at the moment and progressing, adding that "only time will tell how that will impact".

Frank Sirianni acknowledged "a lot of fear and uncertainty" around the new dispensing rules, "and it's understandable that many first-time buyers would be looking at that and wondering whether there's a future".

"But the reality is that we've been through these cycles before," he

said, noting industry fundamentals such as the need at the community and patient level, and the certainty for financiers provided by the ongoing Community Pharmacy Agreements compared to other business sectors.

"Clearly pharmacy will remain critical to the primary healthcare network for some years to come," the Siriannis noted, highlighting the key role that COVID-19 had played in showcasing what community pharmacy can do.

Notwithstanding the pandemic pressure on pharmacists and pharmacy staff, the financial results during the pandemic were quite good, they added.

"What we also saw is that COVID confirmed the strength of pharmacy versus other small- to medium-sized businesses...and it also showed that community pharmacy, in general, does very well in times of economic hardship."

Banks will lend around 70-80% of

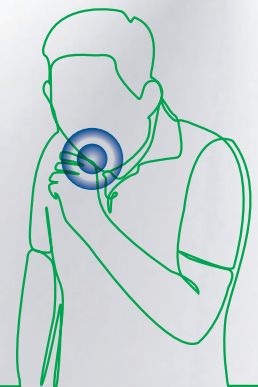
the value of a pharmacy business, and while rising interest rates are also a factor for people wanting to get into pharmacy ownership, the Siriannis noted that the figures are still lower than historical levels.

"For a long time (pre-GFC) many pharmacy owners were buying at 8 or 9%, maybe as high as 10... so if you can buy at the moment you're probably going to be paying somewhere around 5-6%, and when you consider the sort of yield that you get on a pharmacy purchase, there's a fairly good margin to cover the risks and uncertainty."

The most recent Attain pharmacy market sentiment survey, compiled in Feb prior to the 60-DD announcement, indicated huge demand from purchasers wanting to buy pharmacies, and while the supply side has been relatively low over the last few years, an increasing number of owners indicated they are looking to sell.

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Pill fatigue is real

THE complementary medicine offering is increasing in Australia, with the vitamins and dietary supplement category doubling in the last 10 years.

Yasmin Goldsmith, Marketing Manager for Nature's Way Adult Vita Gummies & Wellness, shared that "with an increased focus on wellness can come vitamin fatigue, a real condition that over two million who take OTC medicines, and the seven million plus who take a complementary medicine every day may experience".

"The high pill burden caused by taking medications due to several chronic conditions can lead to exhaustion from having to swallow multiple pills a day that can cause adverse effects or poor medical compliance.

"Chewable vitamins or gummies offer consumers more choice and are 99% sugar-free."

TGA's change is in step

TODAY'S TGA decision has removed the restrictions that prevented health professionals, including doctors and pharmacists, from prescribing and dispensing medical abortion pill MS-2 Step (mifepristone and misoprostol).

From 01 Aug, pharmacists will no longer need to be registered or undertake specific training to dispense MS-2 Step to patients across Australia.

Assistant Minister for Health and Aged Care Ged Kearney explained that, "we know that women experience structural barriers trying to access the healthcare that they need, particularly in regional and rural areas".

"That's why it's so important that all health practitioners can perform the care that they are already trained to provide."

PSA National President Dr Fei Sim shared that "by removing unnecessary red tape, pharmacists can help more Australian women access reproductive care, in line



with international experience".

"Pharmacists follow a robust process to ensure all medicines are dispensed safely and effectively.

"This approach recognises that pharmacists are medicine experts and that dispensing MS-2 Step and counselling patients on its use is already within the scope of practice of pharmacists."

Previously, medical practitioners had additional regulatory steps to follow which meant only one in 10 doctors could prescribe MS-2 Step and three in 10 pharmacists were able to dispense it.

Precision health

ACCORDING to Bayer AG, more than 80% of consumers globally want more personalised healthcare and tools to help predict and prevent illness along with better ways to manage their health.

To address this demand, the company has set up a Precision Health business, which will sit within the Consumer Health division and identify "digital and digital-supported consumer healthcare opportunities," the head of R&D and Chief Scientific Officer David Evendon-Challis said.

"Working with start-up companies and other digital health providers while also improving Bayer's existing digital capabilities, Precision Health is about offering a holistic and personalised approach to self-care that increases trust in the company's consumer health brands," the R&D chief said.



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We're taking on the future together.

Over three days we'll tackle immediate challenges like 60-day dispensing and the opportunities of technology to streamline pharmacy operations and engage consumers to manage their health.

Program:

- Sun 27 Aug:** Optional activities & evening welcome function
- Mon 28 Aug:** Full-day conference sessions with inspiring keynote sessions
- Tue 29 Aug:** Full-day brand streams - Chemist Discount Centre, Pharmacy Alliance/Alliance Pharmacy, Advantage Pharmacy, Pharmacy Catalyst; plus Gala and Awards Dinner
- Wed 30 Aug:** Half-day conference leadership, budgeting, planning, developing a high performing team



Dave Wild
Futurist



Dennis Bastas
Chairman & CEO Arrotex



Gal Shvitiel
International Retail Expert



Paul Cross
Founder Daily Dispatch



Sonia McDonald
CEO & founder at LeadershipHQ

Dispensary Corner

RESEARCHERS in Australia have found that transferring frozen then thawed embryos to women's wombs from eggs collected in the summer resulted in a 30% higher likelihood of babies born alive, than if the eggs had been retrieved in the autumn.

Overall, live birth rate was 31 births per 100 people if eggs were collected in summer, compared to 26 births per 100 people if they were collected in autumn, according to the study published last week in *Human Reproduction*.

Lead researcher Dr Sebastian Leathersich from City Fertility Centre, and the King Edward Memorial Hospital in Perth said, "these days, many embryos are 'frozen' and then transferred at a later date".

"We realised this gave us an opportunity to explore the impact of the environment on egg development and early pregnancy separately, by analysing the conditions at the time of egg collection independently from the conditions at the time of embryo transfer.

"There are many factors that influence fertility treatment success, age being among the most important.

"However, this study adds weight to the importance of environmental factors and their influence on egg quality and embryonic development.

"It would also be interesting to look at the impact of season and environmental factors on sperm parameters," Leathersich said.

Have a talk on diabetes

NEW modelling from Diabetes Australia (DA), based on US research, has found that the cost impact of people in Australia living with type 2 diabetes not receiving recommended care was around A\$3,564 per person per annum.

An estimated 50% of Australians living with type 2 diabetes are not accessing a range of recommended diabetes health checks.

Missed health checks contribute to the increased prevalence of diabetes-related hospitalisations and complications.

Annually this includes 710,000 admissions to hospitals for dialysis; 256,000 admissions to hospitals for other kidney-related conditions; 19,000 diabetes-related emergency admissions; 100,000 hospitalisations for eye complications; and 5,163 amputations.

This results in extra costs to the health system, with an increased prevalence of diabetes-related complications, many of which are preventable.

The new cost analysis was released at the start of National Diabetes Week which runs from today till 15 Jul.

CEO Justine Cain said the



modelling highlighted the importance of supporting Australians living with all types of diabetes to receive the best possible healthcare.

Adding that this National Diabetes Week, DA was launching "the nation's biggest-ever conversation about diabetes to hear from people living with the condition about improving the quality of healthcare they receive and inform its submission to the parliamentary inquiry into diabetes".

"We're hoping to amplify the voice of people with diabetes who understand the reality of living with diabetes better than anyone, and encourage people to complete our *National Community Consultation Survey* and attend one of our Great Debates either in person or online," Cain concluded.

Learn more **HERE**.

Guild Update

Hurry! Nominations are closing

YOU have only a matter of weeks to get your nominations in for the 2024 Pharmacy of the Year.

Nominations for the prestigious award will close to the profession and the public on the 01 Aug.

Nominations can be made in three categories:

- Excellence in Business Management;
- Excellence in Professional Innovation; and
- Excellence in Community Engagement.

With an overall national winner chosen from these category winners.

The winners will be announced at next year's APP Conference on the Gold Coast, 14-17 Mar.

To nominate a pharmacy click **HERE**.

The Guild Pharmacy of the Year awards are proudly sponsored by Care Pharmaceuticals.

Routine support

A FLINDERS University research project has received over \$1.5m to address widely recognised problems faced by informal dementia carers by trialling a culturally tailored 'iSupport model' that will cater to their specific culture, their preferred language, as well as improving their access to the Australian health system.

iSupport was developed by the World Health Organization.

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