

### Today's issue of PD

Pharmacy Daily today has two pages of news including our weekly **Health & Beauty** feature.

### Last week to nominate

THIS is the last week to nominate amazing women for the Blackmores 2019



Mercie Whellan Women+Wellbeing Awards.

Put forward your outstanding candidate who has made a significant contribution to the local community by improving the health and wellbeing of others.

Learn more and nominate at [blackmores.com.au](http://blackmores.com.au).

### New Kapanol TGA tick

**SLOW-RELEASE** morphine product Kapanol from Mayne Pharma has been given the Therapeutic Goods Administration (TGA) nod for a new indication: treatment of chronic breathlessness in patients with advanced disease.

The Kapanol approval applies to low dose forms, 10mg and 20mg, and could improve the lives of more than 70,000 Australians, Mayne Pharma CEO Scott Richards said.

An application for this indication has been made to the PBAC for funding via the PBS.

## EBOS forecasts FY20 growth

EBOS says it expects to increase its underlying earnings during the remainder of the current financial year, with further growth forecast into 2019/20 "as we commence servicing the Chemist Warehouse contract volumes".

The company released its first half results this morning (*PD* breaking news), which also confirmed the acquisition of the Qunitns headline business - among other key achievements including the signing of the Chemist Warehouse deal and the acquisition of all minority shares in Terry White Group.

Total revenue for the six months to 31 December was \$3.5 billion, down slightly due to the ongoing impact of PBS reforms and lower sales of hepatitis C medications.

The statutory net profit after tax was down about 3.7% to \$67 million, including the impact of \$8.8 million in costs relating to mergers & acquisitions, rationalising warehouse facilities and employee redundancy costs.

CEO John Cullity said EBOS was pleased with the recent government decision to maintain strict service standards and reporting obligations relating to the Community Service Obligation - and in particular the changes preventing distributors from undertaking new exclusive-direct arrangements

participating in the CSO.

"However falling medicine prices, rising operational costs across the industry and a failure to fully resolve the issue of equal access for the distribution of PBS medicines have had an impact on our performance," Cullity said.

The EBOS Consumer Products division saw revenue jump 9.6% mainly driven by a strong performance of the Red Seal range and sales from the recently acquired Gran's Remedy brand.

EBOS also announced an interim dividend of NZ\$34.5c per share, up 4.5% on the prior corresponding period.



### API CAGR & ROE up

AUSTRALIAN Pharmaceutical Industries (API) has highlighted its FY18 ongoing upward trend of compound annual growth rate (CAGR) and return on equity (ROE) in its *CEO Connect* report.



The ASX announcement via powerpoint showed revenue of \$4.0 billion, underlying EBITDA of \$119 million, yielding 11.1c earnings per share and total dividends of 7.5c/share.

The future strength and stability was focused on evolving Priceline Pharmacy, expanding Clearskincare, building consumer brands and growing via the possible merger with Sigma.

## Blackmores bumper first half report

AUSTRALIA'S largest complementary medicines company Blackmores has reported first half F19 revenue record of \$319 million, up 11%, despite China sales dropping 11% in the same period (*PD* breaking news yesterday).

Even so the company estimated that with China-influenced sales through Australian retailers included, sales to Chinese consumers were up around 8% in total for the half year.

The company also reported strong growth across other Asian markets: Korea +67%, Taiwan +150%, Hong Kong +39%, Indonesia +72% and other Asian segment revenue up 34% pcp to \$53 million.

Blackmores' Bioceuticals brand leads the practitioner-only category with revenue up 7%.

Overall net profit for the half year was \$34 million with EBIT profit up 268% in other Asian businesses.

## CM doctors warned

DOCTORS prescribing alternative therapies have been warned against initiating treatment without a "reasonable expectation" of clinical benefit, under new guidelines from the Medical Board of Australia, reports *AusDoc*.

The Board called for new rules to be in play for doctors who work "outside mainstream medicine" to "protect patients against financial exploitation and unnecessary treatment" and to avoid financial conflicts of interest.

## Win with Nutri-Synergy

Everyday this week Pharmacy Daily and Plunkett's are giving away NS Hands and Heels prize pack valued at over \$45.

**Hands and Heels** - Dry, rough cracked hands and heels? Nutri-Synergy can help. NS is natural dermatology...natural active ingredients are synergistically combined to restore dry, sensitive and problem skin. NS 8 Heel Balm hydrates, softens and exfoliates dry cracked heels while NS hand creams absorb quickly to nourish and repair dry, cracked hands, nails and cuticles. Visit: [www.Plunketts.com.au](http://www.Plunketts.com.au) for more.

To win, be the first from WA to send the correct answer to the question to [comp@pharmacydaily.com.au](mailto:comp@pharmacydaily.com.au)

Which health care professionals recommend NS 8 Heel Balm?

Congratulations to yesterday's winner, Chetna Patel.



**When it comes to inflamed fungal skin infections, don't leave yourself open.**

**Get the PLUS side advantage.†**

† Resolve Plus is indicated for inflamed fungal infections where bacterial infection may be present.†

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Your pharmacist's advice is required. Resolve Plus 1.0 contains Miconazole Nitrate 2% w/w and Hydrocortisone 1% w/w. For inflamed or itchy fungal skin infections. Directions: Clean and dry affected area thoroughly. Gently apply to affected and surrounding skin twice daily. Once inflammation has subsided continue treatment with an antifungal cream for 14 days after symptoms disappear to avoid recurrence. Do not use Resolve Plus 1.0 on children under 12 years unless recommended by a doctor.  
 Review full PI before recommending or supplying Resolve Plus 1.0 PI available on request from Egi Pharmaceuticals Pty Ltd, Australia.  
 Reference: 1. Resolve Plus Product Information Date of Most Recent Amendment: June 13 2017.

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**AMH**  
AUSTRALIAN MEDICINES HANDBOOK

## Dispensary Corner

**FOR** some people, shaking hands with another human can be a traumatic experience, especially for those amongst us who are germaphobes and wince at the idea of touching another potentially germ-infested palm.

Well to those people we suggest steering clear of *Fox and Friends* presenter Pete Hegseth, who recently told his viewers live on air that he hadn't washed his hands in more than a decade.

"My 2019 resolution is to say things on air that I say off air...I don't really wash my hands, ever," Hegseth said, much to the angst of his two co-hosts.

"I inoculate myself. Germs are not a real thing. I can't see them. Therefore they're not real," he dubiously added.

Clearly not afraid to get down and dirty with facts, Hegseth later doubled down on his assertion, sharing a Tweet in support of his unusual concept of health and hygiene along with the hashtag #DontWash - (does he shower?).

The Centres for Disease Control and Prevention states that "handwashing is a vital way to prevent the transmission of disease. By washing your hands - especially after using the bathroom - prevents the spread of harmful bacteria like Salmonella and E.coli".

Even those who subscribe to Hegseth's strange logic appear unwilling to give him a high five for his stance, we wonder why?



## Health, Beauty and New Products

Welcome to our weekly promoted feature with all the latest health, beauty and new products for pharmacy. Suppliers wanting to promote products in this feature should email [newproducts@pharmacydaily.com.au](mailto:newproducts@pharmacydaily.com.au)

### Magnesium Oil Original Body Spray

Suffering from cramps, muscle aches and pains? Try the new BetterYou Magnesium Oil Original Body Spray. Use this gentle-action product to soothe and calm cramped muscles after a tough workout or stretching session. Simply concentrate the application of BetterYou Magnesium Oil Original Body Spray on joints, muscles and areas of concern. Apply topically to restore your magnesium levels. Use daily to preserve and support healthy wellbeing.

**Stockist:** 03 5976 3737  
**RRP:** \$29.95  
**Website:** [www.betteryou.com.au](http://www.betteryou.com.au)



### Tackle hangovers head on - LiviUp

LiviUp is a detox supplement that will come to your rescue after a crazy night out on the town, leaving your body rejuvenated and ready to thrive. Dihydropyridin enhances the activity of the enzymes ADH and ALDH to reduce the intensity of facial flushing, headache, nausea and other undesirable symptoms. Silybum marianum protects the liver by scavenging free radical damage to alleviate the harmful health consequences of excessive alcohol consumption. Thiamine (vit B1) is important to make up for the deficiency caused by alcohol intoxication.

**Stockist:** 03 9737 4355  
**RRP:** \$36.00 for 60 capsules  
**Website:** [www.entity-health.com](http://www.entity-health.com)



### VIP For Him by Playboy

Playboy VIP For Him is a fragrance as unconventional, masculine and addictive as the VIP who wears it. It has top notes of rhubarb, bergamot and rum; heart notes of apple, watery accord and lavender; and base notes of white chocolate, tonka bean and sandalwood. Playboy VIP For Him is that special occasion winner to leave all in his wake wondering. From catwalk to private after-party to members-only bar, this one will see him through.

**Stockist:** 02 8397 9254  
**RRP:** \$12.95 for 100mL  
**Website:** [www.coty.com](http://www.coty.com)



### Excess Shimmer Eye Shadows

Max Factor Excess Shimmer Eye Shadows is a range of blendable gel eyeshadows in metallic shades. The 3D silicone gel formula delivers a smooth, shiny finish and holds the intense pigments in place for up to 12 hours.

Excess Shimmer Eye Shadows are part of the Excess Boutique line-up. These enviable products are now available in six shades: Crystal 05, Copper 20, Pearl 10, Onyx 30, Bronze 25 and Pink Opal 15.

**Stockist:** 1800 812 663  
**RRP:** \$19.95  
**Website:** [www.coty.com](http://www.coty.com)

