



## Today's issue of PD

Pharmacy Daily today features four pages of news, plus full pages from WholeLife Pharmacy and the April MIMS Update.

## L'Oreal pays \$3.7b

LOREAL has purchased personal care brand Aesop from its parent company Natura & Co for close to \$US2.53b (\$AUD3.7b) including debt.

Aesop has brought big growth to Natura & Co since its inception into the company in 2012, with gross sales increasing from \$US28m (\$AUD41m) to \$US537m (\$AUD791m) over 10 years.

Its number of stores globally also increased from 52 to 395, with it more recently opening up its first physical store in Mainland China last year.

The brand is known for being plant-based and cruelty-free.

# Well-capitalised sector set for growth

THE average spend by consumers is increasing with total pharmacy spend rising from \$92.5m in Jul 2019 to \$123.7m in Jan 2023, as shown in the *Data-Driven Insights 2023: Pharmacies on the healthcare frontline* report released recently.

The Westpac Group using data insights drawn from the activity of 11,322,068 of its cardholders and 632 community pharmacies from Feb 2019 to Jan 2023, and in collaboration with the Pharmacy Guild of Australia, showed an increase of +33.7% in pharmacy spend from Jul 2019 to Jan.

In-store pharmacy services are growing says Westpac and as consultation numbers rise, pharmacists are upskilling for delivery of services.

According to the Pharmacy Guild Members Survey 2022, 70% of consumers sought pharmacist advice in the 12 months to Jul 2022.

Businesses are evolving to accommodate the expanding volume and range of services on offer while investing in IT

infrastructure in response to ongoing digitisation.

According to the Guild Members survey 64% of its members have either changed their business model or practices fundamentally, very or quite substantially, in the last three to five years.

Investing all around for a new tomorrow was highlighted further as the Australian Digital Health Agency showed that 114+ million e-prescriptions were issued since May 2020.

Westpac Group data found that the growth of in-store pharmacy spending in the wake of COVID-19 looks likely to stick, as consumers continue to channel more of their pharmacy spend in-store than online across all jurisdictions.

In response, the percentage of total pharmacy spend grew in-store from 58.9% in Jul 2019 to 79.8% in Jan 2023, the Westpac data found.

Healthcare reforms have made medicines more accessible and affordable as PBS co-payments came down from \$42.50 to \$30 on

01 Jan this year (*PD* 26 Oct 2022), while the remit for pharmacists looks set to keep expanding.

Westpac data showed that the pandemic spike in pharmacy spending has stabilised, and spend per basket decreased by 17.7% in Feb 2023 compared to the same time in 2022.

However, data throughout the study period from 2019 to Jan 2023 showed an overall upward trend, with an average spend per basket at pharmacies increasing by 8.6% from \$34.80 to \$36.80.

"Panic buying had stabilised by 2022 but, for most of our membership, the year was defined by the scale of people sourcing rapid antigen tests and COVID-19 vaccinations from their community pharmacy," said Trent Twomey, Guild's National President.

"The result is that our sector started 2023 in a well-capitalised position and most of the network has held on to working capital to ensure that they could increase their stock levels," Twomey said.



**SR73247 - Outback Town South West QLD**

Looking for a pharmacy to call your own? A pharmacy with no opposition. Want to be your own boss whilst being a vital part of the community? This could be the pharmacy for you.

- One Pharmacy Town
- FY22 Sales \$652,664
- Closes 1/2hr for Lunch

[READ MORE ...](#)

### TikTok off devices

THE Australian government said yesterday that it would remove TikTok on all Federal Government-owned devices due to security issues, a decision that follows many countries in the West in barring the Chinese-owned video app.



### PBS stationery

SERVICES Australia is currently resolving a system error with PBS Stationery Online Ordering where the screen goes dark when pharmacists submit an order. Services Australia said orders can still be submitted. Pharmacists are asked to select the Tab key on their keyboard to highlight Submit Order, then select the Enter key.

# WIZARD

pharmacy

Does your BDM develop your business or theirs?

Better Care - Better Returns - Better Lifestyle | Better Get In-touch

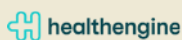
EDWIN VAN DER GRAAF | 0449 543 776

FIND OUT MORE HERE ➔

## Healthengine seeks new head & focus

**ONLINE** healthcare booking pioneer Healthengine is searching for its next CEO, announced its spokesperson.

Nearly 17 years ago, Founder and CEO Dr Marcus Tan started on the journey of creating an online healthcare directory which went on to pioneer online healthcare booking and has made Healthengine into one of Australia's largest consumer healthcare platforms.



Tan will continue as CEO until a successor is on board and will remain as an ambassador for the business.

The Healthengine Board of Directors is leading the CEO succession effort, assisted by Derwent Executive.

Healthengine offers the Patient Appointment Management System for pharmacies which allows pharmacies to manage health service appointments,

including flu and COVID-19 vaccinations.

Healthengine currently works with pharmacies including TerryWhite Chemmart, Sigma Healthcare, and API/Priceline.

Further, Healthengine is refocusing its business to prioritise and resource strategic growth areas to support the future of the business.

A spokesperson for Healthengine said that given recent efforts to refocus the business, there are "unfortunately role losses and our immediate priority is to support our Healthengineers affected by this change."

"Moving forward, we will prioritise our growth areas of software/SaaS to support healthcare practices, pharmacy and our consumer platform to offer patients more digital services to support their healthcare navigation and experiences."

**GO INTO THE DRAW TO WIN 1 OF 10 \$100 PETER ALEXANDER VOUCHERS\***  
WHEN YOU COMPLETE THE BSA THERAPEUTICS PHARMACY ASSISTANT TRAINING MODULES.

- 1 Scan the QR code
- 2 Complete the training module on WW & TIC
- 3 Receive 50 iRewards points
- 4 Go into the draw to Win 1 of 10 \$100 Peter Alexander vouchers\*

Always read the label and follow directions for use.

BRAND SOLUTIONS  
iTHERAPEUTICS  
THE IRON COMPANY  
WAKEY WAREY

\*Peter Alexander offer ends Friday 14th April 2023.

## Dukoral is in stock

CSL Seqirus has advised that new stock of Dukoral (oral, inactivated cholera vaccine) is now available in both single and twin pack presentations, following a period of short supply and back-orders will be filled.

Cholera is an acute bacterial infection where transmission mainly occurs when people ingest faecally contaminated food or water, though seafood caught from contaminated water has also caused outbreaks.

Cholera can be brought back to Australia by children and adults travelling to cholera-endemic areas.

Cholera endemic areas include some popular travel destinations for Australians in South and Southeast Asia including Indonesia, India and Nepal.

Cholera vaccination is recommended for children (≥2 years of age) and adults who have a high risk of exposure when travelling to areas where cholera exists and who have a higher risk of acquiring diarrhoeal disease.

## UTAS survey

THE University of Tasmania Australia (UTAS) is interested in perceptions and experiences of pharmacy students towards incorporating computer-based simulation within the pharmacy practice curriculum.

The university has put out an online survey and are keen to hear from pharmacy students from all countries.

The survey should take approximately 10-15 minutes to complete.

After completing the survey, participants will be invited to enter a random draw for a chance to win one of 10 \$50 virtual gift cards that will be sent to your preferred email.

For further information email

**HERE.** To complete the survey **CLICK HERE** or scan this QR code.



# Arma Your Team



**ArmaForce®**

Relieves symptoms of common colds & flu



**REGISTER NOW**

to enter the lucky door prize draw on the night

Learn about how to support your customers with the ArmaForce® Range. Pharmacy Assistants, Pharmacists, Naturopaths, Nutritionists and Pharmacy Staff welcome.

Product Training

Customer Case Studies

Live Webinar

Join our Naturopathic Educator's for live online product trainings.

Training Schedule	Time (AEST)
Tuesday, 16th of May 2023	7:30 - 8:15pm
Wednesday, 31st of May 2023	7:30 - 8:15pm
Tuesday, 13th of June 2023	8:30 - 9:15pm
Wednesday, 28th of June 2023	7:30 - 8:15pm
Wednesday, 12th of July 2023	8:30 - 9:15pm



Scan to register



Always read the label and follow the directions for use.

\* IQVIA™, Pharmacy Sell Out Service, Vitamin's category, Cold & Flu segment, Total Pharmacy Sales, 52 weeks Week Ending 2023-03-11.

## PanaNatra range

**THE** World Health Organization states that 88% of all countries are estimated to use natural medicines and that over 40% of pharmaceutical formulations are based on natural products.

To tap into this trend Haleon, the makers of Panadol, have launched PanaNatra, a new range of naturally derived pain relief products.

The PanaNatra range consists of three products:

- PanaNatra Muscle Pain relief for muscle aches, pains, and soreness contains Rhuleave-K, which is based on an extract of curcumin and boswellia.
- PanaNatra Joint Pain Relief for mild joint aches, pain, inflammation, and symptoms of mild osteoarthritis.
- PanaNatra Sleep & Pain Relief for sleep problems due to pain, containing a root extract of Ashwagandha.

## Top 5 trends in complementary meds

**THE** top trends in Australia's complementary medicines industry, which was valued at \$5.5b in 2022, representing a 5.5% increase from the previous year, and growing at an average annual rate of 4.8% over the past five years, are predicted by Daniel Xu, COO, GMP Pharmaceuticals.

"Australian consumers are increasingly seeking products that can help prevent illness and support the body's natural healing processes and promote a more holistic approach to health and wellbeing," Xu noted

Xu's five key predictions for the sector in the coming years include:

- **Personalised healthcare**  
Consumers are increasingly seeking products and services that are tailored to their individual needs, and with continuous advancements in technology, the pharmaceutical and supplement industry is investing heavily in research and development to tailor supplements and health products



that cater to specific health needs.

- **The plant-based revolution**

Companies are developing plant-based supplements and health products to cater to vegetarian and vegan customers.

With its diverse climate and geography, Australia is home to a wide range of plant species that can be used to develop natural health products, allowing us to be leaders in the development of plant-based alternatives.

- **Convenience is key**

Aussie consumers are seeking products that are easy to consume and fit into their busy lifestyles such as gummies, powders, and liquids.

The trend towards convenience

has also led to the development of combination products that offer multiple benefits in one product and allows consumers to simplify their supplement regimen and save time.

- **Finding new and emerging markets**

With the increasing demand for health products in emerging markets, such as Asia, companies are investing in expanding their operations to these regions. The Australian Government has implemented policies such as the Export Market Development Grant to support businesses in their efforts to expand into overseas markets.

- **E-commerce explosion**

The COVID-19 pandemic has accelerated the shift towards online shopping. Australian companies are continuing to invest in developing their e-commerce platforms whether through their own online storefront or that of a distributor or wholesaler.

## A solution for every dispensary



We understand your patients always come first. We feel that's the same level of care you deserve. The Willach evidence-based approach uses data and draws on science to analyse the solution that's right for you.

No matter the size of your pharmacy, contact us for a confidential discussion to explore the range of options available.

**find out more**

- [www.willach.com.au](http://www.willach.com.au)
- Tel: (03) 9429 8222
- [info@willach.com.au](mailto:info@willach.com.au)

 **Willach** | Pharmacy Solutions

WHERE THERE'S A WILLACH THERE'S A WAY



Click here to follow Pharmacy Daily on Twitter



### Dispensary Corner

**IMAGINE** that a doctor prescribes a new treatment. It's pleasant and enjoyable, and you can have as much as you want.

Potential side effects include spontaneous euphoria and being in a good mood.

Not to mention, it's free and available all around you.

It's not a drug or some other medical procedure that your doctor has recommended.

Instead, it is a 'nature prescription' - a recommendation to spend time in nature.

Researchers from UNSW Sydney assessed international evidence for nature prescriptions and their ability to improve health.

They analysed 28 studies that tested nature prescriptions in real-world patients.

The systematic review and meta-analysis, published yesterday in *The Lancet Planetary Health*, found that nature prescriptions provided both physical and mental health benefits.

Patients had reduced blood pressure, lower depression and anxiety scores - and they had a higher daily step count.

"What we need now is to work out how to make nature prescriptions happen in a sustained way for those people with high potential to benefit, but who currently spend little time in nature," said lead researcher Prof Xiaoqi Feng.

The researchers want a nature prescriptions scheme to start in Australia.

## US lawsuit Merck vs Bayer thrown out

A US judge this week dismissed Merck's lawsuit seeking to hold Bayer responsible for more talc-related liabilities stemming from its US\$14.2b (A\$20.9b) purchase of Merck's consumer care business in 2014, *Reuters* has reported.

Vice Chancellor Nathan Cook of the Delaware Chancery Court said the purchase agreement "clearly and unambiguously" left Merck liable for claims related to products, including Dr. Scholl's foot powder, sold before the transaction closed.

The companies face potentially billions of dollars of liability from lawsuits by consumers alleging that asbestos contained in talc-based products such as Dr. Scholl's caused cancer.

Merck claimed that its liability ended on 01 Oct 2021, seven years after the transaction closed, and sued Bayer after the German



company refused to assume liability.

But the judge called Bayer's interpretation of the purchase agreement "the only reasonable one", and said letting Merck "dump" cases would give the Rahway, New Jersey-based company an incentive to prolong or stall lawsuits.

"Nothing in the (agreement) indicates that the parties intended Bayer to assume liability for all of Merck's actions for the period during which it formulated,

marketed, and sold the products" at issue, Cook wrote in a 37-page decision.

Merck said it was disappointed with the decision and planned to appeal.

Bayer did not immediately respond to a request for comment.

The US\$14.2b (A\$20.9b) purchase also included Merck's Claritin allergy medicine and Coppertone sunscreen lines.

Bayer separately inherited liability for litigation over whether the weedkiller Roundup causes cancer when it spent US\$63b (A\$93b) in 2018 to buy Monsanto.

In Jun 2020, Bayer agreed to settle much of that litigation for US\$10.9b (A\$16b).

As of Feb, about 109,000 of the 154,000 claims it faced had been settled or deemed ineligible, said *Reuters*.

## PRODUCT SPOTLIGHT

Suppliers wanting to promote products in this feature should email [newproducts@pharmacydaily.com.au](mailto:newproducts@pharmacydaily.com.au)

### Revive Tears - now PBS listed

Revive Tears lubricant eye drops provide long lasting and soothing relief against burning, irritation and discomfort due to dry eye.

Moisturises, comforts and refreshes dry, tired and strained eyes. Revive Tears helps lubricate, hydrate & protect dry eyes.

Suitable for use with contact lenses.

Contains hypromellose 3mg/g.

**Supplier:** Available from Symbion, Sigma & API.

**RRP:** \$4.32 (available in 10ml packs)

**Website:** [www.petrus.com.au](http://www.petrus.com.au) for more information.





**WHOLELIFE**  
PHARMACY & HEALTHFOODS

## IS 2023 THE YEAR TO KICKSTART YOUR PHARMACY GROWTH?



WholeLife Pharmacy Healthfoods is Australia's fastest growing pharmacy, health & wellness destination.

*We support our pharmacists to:*

- ✓ BRING MORE CUSTOMERS INTO THEIR STORES, MORE OFTEN
- ✓ DELIVER LARGER AVERAGE BASKET SIZES PER PURCHASE
- ✓ BROADEN THEIR PRODUCT AND SERVICE OFFERINGS
- ✓ REVOLUTIONISE THEIR BUSINESSES TO BE MORE RELEVANT FOR TODAY'S CUSTOMERS



FOR A MORE CONFIDENTIAL DISCUSSION ABOUT THE WHOLELIFE OPPORTUNITY, CONTACT HEAD OF NETWORK DEVELOPMENT, MIKE MCKENNA ON 0497 407 001

or email [joinus@wholelife.com.au](mailto:joinus@wholelife.com.au) | [www.wholelife.com.au/join-us](http://www.wholelife.com.au/join-us)

## New Products

- **Belzutifan (Welireg)** is an inhibitor of hypoxia-inducible factor 2 alpha (HIF-2 $\alpha$ ). HIF-2 $\alpha$  is a transcription factor that plays a role in oxygen sensing by regulating genes that promote adaptation to hypoxia. Under normal oxygen levels, HIF-2 $\alpha$  is targeted for ubiquitin-proteasomal degradation by VHL protein. Lack of functional VHL protein results in stabilization and accumulation of HIF-2 $\alpha$ . Upon stabilization, HIF-2 $\alpha$  translocates into the nucleus and interacts with hypoxia-inducible factor 1 beta (HIF-1 $\beta$ ) domains to form a transcriptional complex that induces expression of downstream genes, including genes associated with cellular proliferation, angiogenesis, and tumour growth. Belzutifan binds to HIF-2 $\alpha$ , and in conditions of hypoxia or impairment of VHL protein function, belzutifan blocks the HIF-2 $\alpha$ -HIF-1 $\beta$  interaction, leading to reduced transcription and expression of HIF-2 $\alpha$  target genes. *Welireg is indicated for the treatment of adult patients with von Hippel-Lindau disease who require therapy for associated renal cell carcinoma, central nervous system haemangioblastomas, or pancreatic neuroendocrine tumours, not requiring immediate surgery.* Welireg tablets contain belzutifan 40 mg and are available in packs of 90.
- **Elasomeran and davesomeran (Spikevax Bivalent Original/Omicron BA.4-5)** contains messenger RNA (mRNA) encapsulated in lipid nanoparticles. The mRNA encodes for the full-length SARS-CoV-2 spike protein modified with 2 proline substitutions within the heptad repeat 1 domain (S-2P) to stabilise the spike protein into a prefusion conformation. After intramuscular injection, cells at the injection site and the draining lymph nodes take up the lipid nanoparticle, effectively delivering the mRNA sequence into cells for translation into viral spike protein. The delivered mRNA does not enter the cellular nucleus or interact with the genome, is nonreplicating, and is expressed transiently mainly by dendritic cells and subcapsular sinus macrophages. The expressed, membrane-bound spike protein of SARS-CoV-2 is then recognised by immune cells as a foreign antigen. This elicits both T-cell and B-cell responses to generate neutralising antibodies, which may contribute to protection against coronavirus disease 2019 (COVID-19). *Spikevax Bivalent Original/Omicron BA.4-5 has provisional approval as a booster dose for active immunisation to prevent COVID-19 caused by SARS-CoV-2 in individuals 12 years of age and older who have previously received at least a primary vaccination course against COVID-19.* Spikevax Bivalent Original/Omicron BA.4-5 is contraindicated in individuals with known severe allergic reactions (e.g., anaphylaxis) to a previous dose of Spikevax (original) or Spikevax Bivalent Original/Omicron (BA.1). Spikevax Bivalent Original/Omicron BA.4-5 suspension for injection contains elasomeran 25 mcg and davesomeran 25 mcg per 0.5 mL dose and is available in packs of ten 2.5 mL five dose vials or ten single use 0.5 mL prefilled syringes.
- **Relugolix, estradiol (hemihydrate) and norethisterone acetate (Ryeqo)** is a combination of a non-peptide gonadotropin-releasing hormone (GnRH) receptor antagonist and combined oral contraceptive. Relugolix binds to and inhibits GnRH receptors in the anterior pituitary gland. In humans, inhibition of GnRH receptors results in a dose-dependent decrease in the release of luteinizing hormone (LH) and follicle-stimulating hormone (FSH) from the anterior pituitary gland. As a result, circulating concentrations of LH and FSH are reduced. The reduction in FSH concentrations prevents follicular growth and development, thereby reducing the production of estrogen. Prevention of an LH surge inhibits ovulation and development of the corpus luteum, which precludes the production of progesterone. Therefore, Ryeqo provides adequate contraception when taken for at least 1 month. *Ryeqo is indicated for the treatment of moderate to severe symptoms of uterine fibroids in adult women of reproductive age.* Ryeqo is contraindicated in venous thromboembolic disorder, past or present (e.g. deep venous thrombosis, pulmonary embolism); arterial thromboembolic cardiovascular disease, past or present (e.g. myocardial infarction, cerebrovascular accident, ischaemic heart disease); known thrombophilic disorders (e.g. protein C, protein S or antithrombin deficiency or activated protein C resistance, including factor V Leiden); known osteoporosis; headaches with focal neurological symptoms or migraine headaches with aura; known or suspected sex steroid-influenced malignancies (e.g. of the genital organs or the breasts); presence or history of liver tumours (benign or malignant); presence or history of severe hepatic disease as long as liver function values have not returned to normal; pregnancy or suspected pregnancy and breastfeeding; genital bleeding of unknown aetiology; and concomitant use of hormonal contraceptives. Ryeqo tablets contain relugolix 40 mg, estradiol 1 mg and norethisterone acetate 0.5 mg and are available in packs of 28.

## New Indications

- **Carfilzomib (Kyprolis)** is now indicated for the treatment of patients with relapsed or refractory multiple myeloma who have received at least one prior therapy as part of combination therapy with dexamethasone, lenalidomide and dexamethasone, daratumumab and dexamethasone, or isatuximab and dexamethasone.
- **Ivacaftor (Kalydeco)** is now indicated for the treatment of cystic fibrosis in patients aged 4 months and older who have at least one mutation in the CFTR gene that is responsive to ivacaftor potentiation based on clinical and/or *in vitro* assay data.
- **Nivolumab (Opdivo)** is now indicated as a neoadjuvant treatment of patients with resectable non-small cell lung carcinoma in combination with platinum-doublet chemotherapy.
- **Polatuzumab vedotin (Polivy)**, in combination with rituximab, cyclophosphamide, doxorubicin, and prednisone, is now indicated for the treatment of adult patients with previously untreated diffuse large B-cell lymphoma.

## New Contraindications

- **Allopurinol (Zyloprim)** is now contraindicated in children with the exception of those with hyperuricaemia secondary to malignancy or with Lesch-Nyhan syndrome.
- **Gestodene and ethinylestradiol (Minulet)** is now contraindicated with concomitant glecaprevir and pibrentasvir.

- **Lercanidipine hydrochloride and enalapril maleate (Zan-Extra)** is now contraindicated in patients undergoing dialysis; left ventricular outflow tract obstruction; untreated congestive cardiac failure; unstable angina pectoris; recent (within 1 month) myocardial infarction; and with concomitant aliskiren-containing products in patients with diabetes mellitus or GFR < 60 mL/min, strong CYP3A4 inhibitors, grapefruit or grapefruit juice, and sacubitril + valsartan (enalapril must not be initiated earlier than 36 hours after the last dose of sacubitril + valsartan).
- **Levonorgestrel and ethinylestradiol (Triphasil)** is now contraindicated with concomitant glecaprevir and pibrentasvir.
- **Norethisterone and ethinylestradiol (Brevinor, Brevinor-1)** is now contraindicated with concomitant glecaprevir and pibrentasvir.
- **Somatogon (Ngenla)** is now contraindicated in patients with active tumours.
- **Susoctocog alfa (Obizur)** is now contraindicated in congenital haemophilia A with inhibitors.
- **Trimethoprim and sulfamethoxazole (Septrin Sugar Free Oral Liquid)** is now contraindicated in patients with a history of drug-induced immune thrombocytopenia with use of trimethoprim and/or sulphonamides; and in patients with acute porphyria.

*This list is a summary of only some of the changes that have occurred over the last month.  
Before prescribing, always refer to the full product information.*