



CommBank Pharmacy Insights

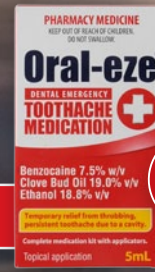
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Today's issue of PD

Pharmacy Daily today features three pages of news, plus a front cover wrap from CommBank.

PATY countdown

WITH a few days to go before judging day, excitement is building for the eight Pharmacy Guild of Australia/Maxigesic Pharmacy Assistant of the Year (PATY) state and territory winners, who will compete for the title at the Pharmacy Assistant National Conference, held at the Hyatt Regency, Sydney, from 31 Aug-02 Sep.

The national winner will be announced at the cocktail party on Fri evening, and will receive \$5,000, flights, travel and accommodation packages.

Judge and 2018 PATY winner & Guild trainer, Alice Vanderpol, who is looking forward to selecting this year's winner said, "every year the bar is raised in terms of the passion and commitment displayed and choosing just one winner is always an extremely difficult task".

See more [HERE](#).

Financial levers session

PHARMACISTS need vital information to help navigate not just the looming 60-Day Dispensing changes but also staffing, inflation and interest rate challenges.

Solutions and tools for these challenges will be outlined at a Pharmacy Ownership Masterclass at Pharmacy Connect on 31 Aug.

National professional services firm RSM Australia will join CommBank Health and Scrypt at the masterclass to help pharmacists navigate ownership from purchase and financing to operation and financial management.

RSM Australia's pharmacy lead Kian Ghahramani (pictured) will step through real-life examples to show pharmacists how to understand the financial levers of a pharmacy and how to drive performance and value.

This includes a close look at the budgeting process, what KPIs to set and how to interpret them at speed and take the required actions.

RSM Business Advisory Manager Anne Seah will speak on due diligence in acquisitions and how to understand pharmacy financials.

Belinda Hegarty and Ben Massey, from key sponsor CommBank Health, will guide participants



through financing a pharmacy, including the way risk is assessed, how borrowing works and understanding ongoing covenants.

The masterclass includes a practical session on the use of data to optimise customer engagement, script management and operational performance, presented by Scrypt.

Pharmacists will learn about the important use of digital tools required when taking over a business to retain goodwill, drive retention and enhance the uptake of services.

"This pharmacy ownership masterclass is all about getting pharmacy acquisition, management and day-to-day operations right, running through all stages from purchase to fine-tuning of the daily running of the business," Ghahramani said.

All conference attendees can register for the masterclass, [HERE](#).

Industry insights

THE CommBank Pharmacy Insights report is produced in partnership with UTS and IQVIA, and is a must read. See more on the [cover page](#).

MOU renewed

THE Pharmaceutical Society of Australia (PSA) and the National Australian Pharmacy Students' Association (NAPSA) have reaffirmed their partnership to enhance support for pharmacy students at 18 Australian universities.

The renewed Memorandum of Understanding (MOU) ensures that students are supported throughout their studies and professional development, a statement said.

PSA National President Fei Sim recognised the importance of pharmacy students as the future of the profession.

"Through our partnership with NAPSA, we are giving pharmacy students around Australia the opportunity to engage with the broader profession, and have their voices heard on the issues that affect them and their futures."

NAPSA President Bano Serhan said the renewed agreement "will continue to provide students with the best opportunities to engage in a professional environment alongside their education".

"NAPSA's members are best served by our close relationships with industry organisations, and with the keen interest of the new Board in policy and advocacy, I am looking forward to the year ahead working closely with the team at PSA."

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WA's new panel

WESTERN Australia's Medical Research Minister Stephen Dawson announced a new advisory panel on Fri, following the launch of the WA Health and Medical Research Strategy 2023-2033, aimed at building WA's health workforce & partnerships, and promoting the state's health and medical research achievements at home and overseas.

Learn more [HERE](#).

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Wesfarmers Health reports \$45m profit

THE recently formed Wesfarmers Health division, which was created when the conglomerate acquired Australian Pharmaceutical Industries last year (PD 21 Jan 2022), has seen strong growth in its wholesale business, according to the Wesfarmers Annual Report which was released on Fri.

The division also cited elevated sales of COVID-19 antiviral products amounting to over \$300 million and “solid sales results for the year” via the Priceline Pharmacy network, with growth across health and beauty categories which moderated in the second half of the 2022/23 financial year.

Overall revenue for the Health businesses was \$5.3 billion, with earnings of \$45 million amid a swathe of merger and acquisition activity including the purchase of InstantScripts for \$135 million which settled on 03 Jul.

In late Jun, Wesfarmers also entered into a Scheme Implementation Deed with



SILK Laser Australia, which will complement the group’s existing Clear Skincare clinics.

The past year also saw Wesfarmers increase its stake in the SiSU health station business to 60%.

As at 30 Jun 2023 the Health division included 390 Priceline Pharmacy franchise stores and 76 company-owned Priceline outlets.

There are 43 pharmacies operating under the Soul Pattinson Chemist banner, and 53 Pharmacist Advice outlets.

Wesfarmers said the Health division has a “complementary portfolio of health, wellbeing

and beauty assets that is well positioned to deliver long-term growth and capitalise on health sector tailwinds”.

However, near-term market conditions are expected to remain challenging, with the division actively managing the impacts of cost inflation as well as changes to the PBS and the implications of the 60-Day Dispensing policy.

The Health division continues to pursue logical expansion opportunities across digital health, medical aesthetics and pharmaceutical wholesale, according to the report.

Headache implant

IN A medical milestone, an Australian patient at Nambour Selangor Private Hospital, Qld, became the first patient to receive Salvia BioElectronics’ paper-thin neuromodulation solution for severe migraines and cluster headaches.

This procedure marks the first time that bioelectronic foils have been implanted, the company stated.

Dr Paul Frank, the interventional pain specialist who performed the procedure, said that it “ushers in a new era of possibilities in headache treatment”.

The first patient, a 29-year-old woman from Australia who has suffered from debilitating headaches since the age of 14, “experienced immediate and remarkable improvements in the frequency and intensity of her cluster headache attacks following the treatment”, added Frank.

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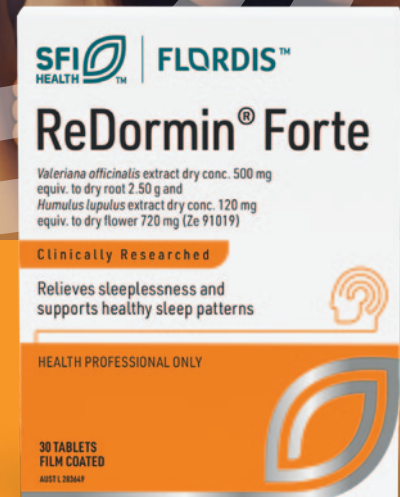
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¹Koetter U, et al., *Phytother Res.* 2007;21:847-851. ²Fussel A, et al., *Eur J Med Res.* 2000;5:385-390.

³Lataster MJ, et al., *Notabene Medici.* 1996;4:182-185.



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Dispensary Corner

WE'RE all aware of the stimulative effects of caffeine, but it appears that coffee is also now able to boost the performance of concrete. Researchers at Melbourne's RMIT University have developed a new technique which claims to make the vital construction material 30% stronger by adding processed waste coffee grounds to the mix.

Published recently in the *Journal of Cleaner Production*, a report on the breakthrough describes how the grounds are converted to "biochar" by roasting them at 350°C without oxygen present.

Lead author for the study, Dr Rajeev Roychand, explained "the disposal of organic waste poses an environmental challenge as it emits large amounts of greenhouse gases including methane and carbon dioxide, which is contributing to climate change".

He noted that Australia generates about 75,000 tonnes of ground coffee waste each year, with Roychand quipping that "the inspiration for our work was to find an innovative way of using the large amounts of coffee waste in construction projects rather than going to landfill - to give coffee a 'double shot' at life".



Typhoid patch pursued



VAXXAS has been awarded \$5.4m by global charitable foundation, Wellcome, to pursue a Phase I clinical study, with a potential second-generation typhoid vaccine, delivered by Vaxxas' proprietary high-density microarray patch (HD-MAP).

Vaxxas CEO David Hoey (pictured) said, "we believe our HD-MAP has the potential to play a critical role in extending the global reach of typhoid conjugate vaccines, and make a significant difference to the lives of many".

The typhoid vaccine formulation used to coat the HD-MAP will be based on an approved typhoid conjugate vaccine that was jointly developed by Vaxxas' collaborator in this project, SK bioscience, and

the International Vaccine Institute.

The typhoid vaccine candidate used in these studies will be formulated to be stable at higher temperatures than for needle and syringe vaccination, Hoey added.

"Improved thermostability of vaccine products is a key potential benefit offered by Vaxxas' HD-MAP platform, and has the potential to reduce the cost and complexity of cold-chain distribution and storage, which are both significant barriers to vaccine accessibility in lower- and middle-income countries.

"The HD-MAP also has the potential benefit of requiring less training to administer and even self-administration," Hoey said.

The project is expected to be completed within two years.

Weekly Comment

Welcome to **Pharmacy Daily's** weekly comment feature. This week's contributor is **Amit Saha, MPharm, MBA, Head of Technical & Innovation, LaCorium Health.**



Cramp Bark: a wonder ingredient

CRAMP bark, scientifically known as *viburnum opulus*, is a native plant that is traditionally used for its medicinal properties. The name "cramp bark" is derived from its historical use to relieve muscle cramps and spasms. Some key information about the plant is:

1. Traditional use: cramp bark has been used for centuries in traditional herbal medicine, particularly by Native American and European herbalists, to alleviate various conditions such as menstrual cramps, muscle spasms, and other types of pain.
2. Medicinal properties: the three primary active compounds in cramp bark are valerenic acid, salicoside, and scopoletin, all believed to have muscle-relaxing and anti-inflammatory properties.
3. Menstrual cramps: one of the most common uses of cramp bark is to alleviate menstrual cramps, also known as dysmenorrhea. It is thought to work by relaxing the smooth muscles of the uterus, thereby reducing the intensity of cramps and pain during menstruation.
4. Muscle spasms: cramp bark's muscle-relaxant properties extend beyond menstrual cramps. It has been used to alleviate general muscle spasms and cramps, whether they are due to physical activity, tension, or other causes.

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