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EBOS reports revenue, profit surge



EBOS Limited this morning released its financial results for the six months to 31 Dec 2022, with overall sales up 17% to \$6.1b and a 30% increase in net profit after tax which reached \$141.6m.

The company said the positive performance had come despite a range of challenges such as staff shortages and supply side constraints, and was a “testament to the combined efforts of our approximately 5,000 employees across New Zealand, Australia and Southeast Asia”.

Underlying earnings in the healthcare division jumped 37.8%, driven by what EBOS said was its leading market positions and strong contributions from its Community Pharmacy, TerryWhite Chemmart (TWC), Institutional Healthcare and Contract logistics divisions and businesses.

Community pharmacy revenue was up 18.4% overall to \$578.6m.

The company noted “above market growth” in ethical sales

to major wholesale customers, as well as sales growth of high value specialty medicines.

There was also higher sales of COVID-19 related products including anti-viral medications and OTC cold and flu products.

“TWC further strengthened its position as Australia’s largest health advice-oriented community pharmacy network by welcoming 26 new pharmacies during the period, taking the network total to greater than 540 stores nationally,” the company noted.

Across the TWC network sales rose 18.6% in total, with 15.8% in like-for-like growth attributed to a continued focus and investment in catalogue and promotional

programs as well as increases in media spend.

The development of a new myTWC app to make it easier for customers to order and manage medications and bookings also reinforced TWC’s positive performance, the company said.

EBOS also noted a strong contribution from its Institutional Healthcare division, mainly driven by the five recent acquisitions including Pioneer Medical, Sentry Medical, MD Solutions and LifeHealthcare which together expanded the firm’s presence in medical consumables and medical technology distribution.

The EBOS Board declared an interim NZ 53c per share dividend, saying the business expects another full year of profitable growth.

“EBOS’ balance sheet is strong and we are well positioned to pursue new growth opportunities, in line with our strategic vision, and continue to deliver value to our shareholders and the communities we serve,” the company said.

Today's issue of PD

Pharmacy Daily today features three pages of news, plus a full page from WholeLife Pharmacy.

WholeLife offer

PHARMACY owners are being urged to consider joining the WholeLife Pharmacy & Healthfoods brand as a way of kickstarting the growth of their business in 2023 - for more details see the last page.



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Bianco L et al., *J Am Geriatr Soc* 2012; 60:1180-1.



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Butler to speak at APP23

THE conference program for APP2023 has been modified as the Federal Minister for Health and Aged Care, Mark Butler, will be presenting as a speaker at APP2023 on Fri 24 Mar (**PD** breaking news yesterday).

Pharmacy Guild National President Trent Twomey welcomed the news, saying Minister Butler would address around 6,000 delegates on the Gold Coast during what is an increasingly busy period for the government.

“The profession is seeking the Federal Health Minister to play a coordinating role between the states and territories, and we are keen to hear his view on the role community pharmacists will play in primary healthcare, with the necessary changes required under a strained healthcare system.

“We acknowledge the increased vote of confidence in the last few months from Federal and State leaders; this support has been overwhelming for the community

pharmacy profession and we look forward to hearing more about the Minister’s views on pressure points on the healthcare system,” Twomey explained.

Conference convenor, Kos Sclavos AM, is encouraging those who have not yet registered to do so and not miss out on quality presentations.

“Due to the Minister’s exhaustive schedule and commitments in Parliament, we are thrilled that this year - with the Federal Minister attending on the second day of APP2023 - he will be able to further explore the conference, and walk through the trade exhibition and experience the showcase from community pharmacy suppliers.

“I want to remind delegates to keep an eye on the latest program as we have made a few changes to accommodate Minister Butler and arrange no other conflicting presentations during his address.

“It’s also been pleasing to see the highest number of early bird registrations to date,” said Sclavos.

TWC commits to raising \$100k for OCA



TO MARK its 17th year of partnership, TerryWhite Chemmart (TWC) has launched a new initiative to raise more funds, and awareness for Ovarian Cancer Australia (OCA).

This Feb, TWC aims to raise over \$100k in additional funds to support OCA.

This initiative is run in partnership with over 16 industry partners who will donate 50 cents from the sale of certain products to support OCA’s cause.

TWC Executive General Manager Nick Munroe said: “I’m

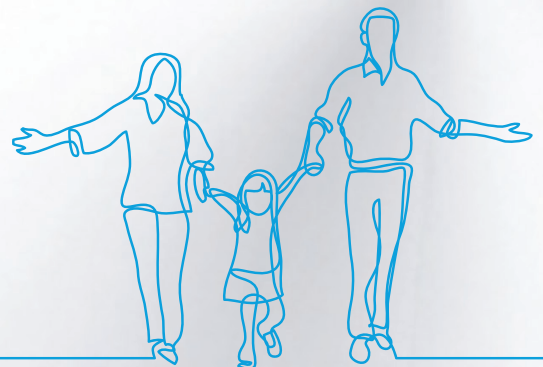
very proud to see the fundraising efforts of the TWC network.

“This year, we are committed to building awareness and supporting women, to better understand the risk factors associated with ovarian cancer, and are planning key events and programs to engage the local communities in our network.”

The TWC pharmacy network has raised close to \$1.76m so far, through various fundraising activities.

Pictured: TWC Pharmacy Clyde, Vic, hosting their tea event.

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Dispensary Corner

THIS is why you should take your shoes off before entering someone's home - particularly if you live in New York.

Researchers at a local college in the Big Apple have published a new study which quantifies just how much faecal bacteria is on the city's sidewalks.

Apparently, the COVID-19 pandemic saw dog ownership in New York explode, as the locked-down populace sought extra canine companionship - a move which has not been without consequences in terms of the quantity of excrement now left behind as they take their daily exercise.

The Marymount College paper, published in the *Indoor and Built Environment* journal ([CLICK HERE](#)), reports on the painstaking process of collecting sidewalk samples using sterile pipettes, and also testing the surfaces inside homes, finding about 31,000 faecal bacteria per 100ml of pooled rainwater.

Inside buildings, the microbial density gradually decreased but was found to be significantly higher on carpets than on adjacent uncarpeted flooring.

"Overall our evidence indicates ubiquity of FIB (faecal indicator bacteria) on sidewalks, a translocation pathway via shoe soles and accumulation on indoor floor surfaces, particularly carpeted areas," the authors said, noting that the findings "present ample opportunity for human exposure to faecal pathogens in the indoor environment".

WholeLife strides away from Sigma

WHOLELIFE Pharmacy and Healthfoods have parted ways from the Sigma Healthcare group to focus on expanding their member base as an independent group.

Owners Vince and Frank Pappalardo (**pictured L-R**) said that "over the past five years, we have worked to better understand changing customer needs and the success of our stores is proof that our research and investment are working."

Research conducted by WholeLife in Aug 2022 showed that the WholeLife shopper is more likely to have a larger basket size, shop more frequently, and talk about the brand more favourably with friends when compared with other pharmacy brands, and convenience seems to be the key driver for choice of pharmacy store.



Damian Young, Head of WholeLife said that "WholeLife provides a proven and successful model that has been shown to increase foot traffic, basket sizes and revenue across a broad range of locations, demographics, and store sizes.

"Over the past 12 months to 30 Sep 2022, our stores have had sales growth of 32%, which is more than double of any other pharmacy

brand in the Sigma portfolio.

"Our customers actively seek out our stores, and so we have shifted the paradigm that convenience is the key driver for choice of pharmacy store.

"We have had an increase in enquiries from pharmacy owners who want to understand more about the WholeLife opportunity and who are looking to capitalise on the differentiated offering from the WholeLife portfolio to stand out in their local area.

"We are ready to hit the accelerator on our store expansion plans," Young said.

Vince added, "watch this space! We have big and exciting plans, and we can't wait to share them with the market".

For more on WholeLife's new plans, see **back page**.

HEALTH & BEAUTY

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