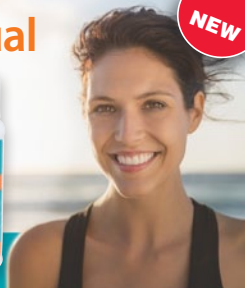


Help relieve premenstrual symptoms and morning sickness with Pyridox.



Available from Symbion, Sigma API & CH2. Always read the label and follow the directions for use.

## Today's issue of PD

*Pharmacy Daily* today features five pages of industry news, including our **Beauty & Wellness** feature and a full page from **Dispense Assist**.

## Dispensary help

**DISPENSE** Assist is a low-cost staffing solution with dispensary technicians available 24/7, at rates from as low as \$7.42 per hour, for services including compounding, DAAs and any other tasks - see **page six**.

## Blackmores tools

**BLACKMORE** Institute has launched a new AI-powered Complementary Medicine Interactions Guide Chat and a new Drug-Nutrient Depletions Guide in response to growing demand from pharmacists. **CLICK HERE** to access both.

## Healthy future for Sigma

**SIGMA** Healthcare Limited has reported a 45.7% jump in statutory net revenues to \$4.8 billion for the year-ending 31 Jan (**PD** breaking news) along with a non-recurring after-tax loss due to its merger with Chemist Warehouse Group (CWH).

The now-complete merger will see Sigma's next financial results report, which will reflect the period ending 30 Jun 2025, incorporate the first full-year's results from Chemist Warehouse and Sigma's performance from 12 Feb to 30 Jun.

Sigma incurred \$43.5 million in transaction, advisory and other costs relating to its CWH merger efforts along with \$2.8 million in onboarding costs relating to its new CWH supply contract.

The company reported a statutory EBITDA of \$47.5 million, down 7.9% on last year, along with an after-tax net loss of \$13.8 million, which factored in all merger expenses.

Sigma CEO and Managing Director Vikesh Ramsunder said the company's "laser focus" strategy

to build scale, drive efficiencies, simplify the business and enhance margins had materially enhanced its operational performance.

Highlights for the full-year included the successful onboarding of the CWH supply contract, a new five-year wholesale industry agreement to sustain distribution of medicines throughout Australia and an 8.5% like-for-like wholesale sales growth across its Amcal and Discount Drug Stores brands.

"During this period, I was particularly proud of how we maintained our high standards of delivering and meeting the needs of all our customers despite the increase in volume which followed the onboarding of the new Chemist Warehouse supply contract and the significant management time that was dedicated to the merger," Ramsunder added.

The company said on this occasion, no dividend would be paid on account of the results. **ML** More from Sigma on **page three**.

## Grant EOIs open

**THE** Pharmaceutical Society of Australia (PSA) has opened Expressions of Interest for the 2025 Faye McMillan Conference Grant.

The grant is awarded to Aboriginal and Torres Strait Islander pharmacists to attend PSA25, the association's flagship national conference, which will take place in Sydney from 01-03 Aug 2025.

This year, eligibility for the grant has been extended to pharmacy students to unlock a potential opportunity to foster their ongoing career growth.

PSA National President Associate Professor Fei Sim said the purpose of the grant is to ensure First Nations Australian pharmacists and students have an opportunity to engage in professional development, connect with peers and contribute to shaping the future of the profession.

**CLICK HERE** for more details.

Driven to innovate

# FRED

www.fred.com.au

APP 20-22 March 2025 Gold Coast

VISIT US ON STAND 124-125

Your Success Is Our Passion

Pharmacy Business Sales - Sue Raven

OVER 25 YEARS EXPERIENCE  
M: 0407 759 736  
E: sue.raven@srpbs.com.au  
W: srpbs.com.au

## Attending the APP 2025?

So are we!  
Let's connect for a confidential one-on-one discussion about pharmacy sales.  
Book your appointment with Sue now! "

**BOOK NOW**

## The market-leading PI cover for Australia's pharmacists

Renew now →

Come and see us at APP stand #44/45

**PDL** pdl.org.au

**Zsoftware**  
Come find him at **Stands 379-380**

## World IBS Day

**HEALTHCARE** providers are invited to submit questions relating to irritable bowel syndrome on the World IBS Day website - **CLICK HERE** - which may feature in a free patient webinar next month.

## Labor caps co-payments

**EFFORTS** to make medicine more affordable for Australians are paying off, with the government pledging to cap co-payments on PBS-listed prescriptions at \$25 if it is re-elected this year (**PD** breaking news).

The \$6.60 co-payment reduction was formally announced this morning at the opening of the Australian Pharmacy Professional (APP) Conference on the Gold Coast. "This will keep people healthier and prevent serious complications resulting from patients not taking their essential medicine," said Pharmacy Guild of Australia President, Trent Twomey.

For Australians holding a health or concession card, their medicines co-payment will remain frozen at \$7.70 until at least 2030.

The lower price will come into effect in Jan 2026 if the government is re-elected, with prices to then rise annually based on indexation.

Federal Health Minister Mark Butler said the last time Australians paid no more than \$25 for a PBS medicine was over 20 years ago.



"Cheaper medicines are good for the hip pocket and good for your health," Minister Butler said.

The lower co-payment cap will be formally announced in next week's federal budget and is expected to cost the government \$689 million.

Opening APP today, Twomey said reducing the co-payment is five times more effective than increasing dispense quantities.

"If your Guild and your government had not acted at the last election, the general co-payment would have reached \$50 by the first of January 2026," Twomey said.

"Reducing the co-payment is the most popular cost-of-living initiative of this government - it was so good they agreed to do it again." *ML/KB*

## Positive parents

**STEPPING** Stones Triple P Online - a parenting program that offers strategies to help children with disability and neurodivergent needs - is now available free thanks to government funds - **CLICK HERE**.



## TRIMACORTE

Clotrimazole and Hydcortisone Cream 15g & 30g



**BROAD SPECTRUM  
ANTI-FUNGAL  
ANTI-INFLAMMATORY**

CONTACT NOVA on  
**1300 904 541** TODAY

T140325as3v1.0 - Ask your pharmacist about this product. Always read the label and follow the directions for use. For details on health warnings please see: <https://novapharm.com.au/products/trimacorte-anti-fungal-1-cream-30g/>

Simplify your in-store advertising

# Screen Cast

Launching at APP  
Stand 431

Pharmacy | Groups | Suppliers

## Come & visit Alita Sales AT APP!



**NEW PRODUCT LAUNCHES  
HOT DEALS  
NATIO  
CHRISTMAS BUYING OPPORTUNITIES**



**APP 2025 STAND  
145-150**



**EASY TO USE  
SPRAY**

**INFLAMAX<sup>®</sup> with Sam Wood\***  
Provides effective temporary relief from muscle pain and inflammation

**CLICK HERE TO VIEW OFFER**

Always read the label and follow the directions for use. \* Paid partnership with Sam Wood

ARE YOU A HEALTH PROFESSIONAL?  
ARE YOUR DETAILS CORRECT?

As a health professional, did you receive today's special edition? Click here to change your subscription details via email.



## Palliative comms

**PALLIATIVE** Care Australia (PCA) has said 92% of health professionals taking part in its recent course to improve end-of-life communication skills described it as “extremely helpful or very helpful”.

The free course, which consists of eight modules, was put together by PCA in collaboration with the Quality of Care Collaborative Australia (QuoCCA) and is now available to undertake online.

PCA said the course can be taken by anybody working in any health sector and teaches techniques to embed compassionate conversations within day-to-day interactions.

PCA Paediatric Project Manager Annette Vickery said these communication skills are crucial in ensuring families receive the care they deserve, with over 40,000 children and young people expected to need support in coming years.

## Sigma's show of strength

**SIGMA** Healthcare CEO and Managing Director Vikesh Ramsunder is attending APP2025 to offer a united and strong outlook for the recently merged company's three major franchise brands - Amcal, Chemist Warehouse and Discount Drug Stores (DDS).

Ramsunder said it is important for Sigma's brands to have a strong presence at APP, and he predicted continuing store growth in the years ahead for its major brands.

“The recent successful merger between Chemist Warehouse and Sigma was driven by the opportunity to combine one of Australia's most successful and recognised retail pharmacy franchisors with a dynamic and efficient pharmaceutical wholesaler, which has its own iconic retail brands,” he said.

“We will be showcasing the opportunity of our combined strengths at APP.”

Ramsunder pointed to Chemist Warehouse's “strong track record of

retail execution” which has driven its sustained growth, and said the team expects this to continue.

“The merger now enables us to tap into that experience and expertise that has been honed for decades to help deliver growth to the Amcal and DDS franchise brands,” he said.

“What APP celebrates is the ongoing contribution pharmacists make to the health and wellbeing of their communities daily,” he continued, adding that Sigma is pleased to be a principal sponsor at this year's event.

“As Australia's largest community pharmacy wholesaler, we pride ourselves in delivering the medicines pharmacies need on time and in helping to grow their businesses.

“We also ensure all Australians have access to the medicines they need daily.”

Ramsunder said he is looking forward to discussing the merger with delegates at APP. *KB*

## Price cut praised

**THE** Consumers Health Forum of Australia (CHF) has praised the government's move to cap the PBS co-payment at \$25 (**PD** breaking news).

CHF Chief Executive Elizabeth Deveny said the long-called-for step would bring meaningful relief to millions of Australians.

“Helping Australians better afford their medicine provides people with dignity and provides better health outcomes including preventing avoidable hospital admissions - it benefits the entire system.”

Work is still needed to improve the overall PBS system, Dr Deveny said, adding that automating the safety net scheme is the next objective.

“The PBS is complex and most people don't realise there are multiple payment tiers based on personal circumstance,” Dr Deveny said, with many eligible Australians missing out on savings.



Come find us at  
**APP**  
Stand 38

Look for our  
**NEW**  
**PACKS**

## Are your patients feeling out of balance? Is it their gut?

The gut's microbiome plays a crucial role in overall health, which is why **THER-BIOTIC™** is so beneficial. It unlocks the power of evidence-based therapeutic probiotic strains at the same doses used in clinical trials. From immunity and digestion to stress, mood balance, vaginal health and during antibiotic use, **THER-BIOTIC's** tailored range of probiotics can help balance gut health and maintain friendly gut flora.<sup>1-4</sup>

1. Goodman C et al. *BMJ Open* 2021;11(8):e043054. 2. Merenstein D et al. *Nutrients* 2021;13(8):2814. 3. Szajewska H, Kołodziej M. *Aliment Pharmacol Ther* 2015;42(7):793-801. 4. Can M et al. *Med Sci Monit* 2006 Apr;12(4):P119-22.



**THER-BIOTIC™**  
THE THER-APAUTIC  
PROBIOTIC

## Editor's Choice: SheaMoisture packs to protect and restore hair

**Shea Moisture** has launched four new haircare gift packs catering to diverse hair types and needs using ethically sourced Fair Trade ingredients.

The SheaMoisture Curl Revival Set (RRP \$46.99) is aimed at those with coily and curly hair and is designed for 3A to 4C hair types.

Each pack includes a Coconut & Hibiscus Curl & Shine Shampoo; Coconut & Hibiscus Curl & Shine Conditioner; and a silk hair wrap.

Meanwhile, the SheaMoisture Healthy Scalp Set (RRP \$46.99) aims to create healthier hair and a hydrated scalp using Fair Trade ingredients such as aloe butter.

The set is suitable for all hair types and includes the



Aloe Butter Scalp Moisture Shampoo; Aloe Butter Scalp Moisture Conditioner and a range of supporting products including a scalp massage brush.

Other sets available include the SheaMoisture On-The-Go

Essentials (RRP \$59.99), ideal for maintaining hair health while travelling and the SheaMoisture Stay Strong Set (RRP \$46.99), which strengthens and protects natural, chemically processed or heat styled 3A to 4C hair types.

## Trilogy collagen range



**NEW** Zealand Trilogy skincare brand is set to release a new range of Pro-Collagen+ products, aimed at plumping, protecting and rejuvenating the skin.

The Pro-Collagen+ Serum (RRP \$49.95) claims to strengthen and firm the skin.

It features actives including hyaluronic acid, squalene, and three vegan collagen amino acids.

The Pro-Collagen+ Milk Cream (RRP \$44.95) is a lightweight moisturiser that hydrates and strengthens the skin barrier.

Lastly, the Pro-Collagen+ Neckline TLC Treatment (RRP \$44.95) lifts and smooths the neck and décolletage.

The Pro-Collagen+ range will be available at Chemist Warehouse from 28 Mar.

Trilogy was launched in 2002 by two sisters in New Zealand, who discovered the skin benefits of rosehip oil.

Off the back of the brand's popular rosehip oil, it now uses nature led-science and effective products that are both kind to the skin and the planet.

The brand does not test on animals and recyclable or post-consumer recycled packaging is used where possible.

## Sensory Swisse

**SWISSE** has launched a new Sensorial range of Gummies and Melts to make taking supplements fun and flavourful.

The range includes Probiotic + Prebiotic Gummies and Multivitamin Gummies.

Meanwhile, the Melts on offer include the Bloat Relief Smart Melt; the Energy Boost Smart Melt; Stress Relief Smart Melt and Sugar Curb Smart Melt.



## Inika Organic wields botanicals in new range



**INIKA** Organic Skincare's new Phytofuse Renew Skincare collection has harnessed the power of potent botanicals including rose

of Jericho, maca root and the ever-exotic bakuchiol.

Products in the new range include the eye cream, Phytofuse Renew Day Cream, Adaptogenic Cleansing Oil, Overnight Repair Treatment, and Serum Foundation.

According to Inika, in just 28 days the new range delivers 38% more hydration, 61% wrinkle reduction, a 38% boost in elasticity and 20% brighter under-eyes.

Launched in 2006, Inika Organic said it is committed to creating high quality, certified organic, 100% natural and sustainable products that are both luxurious and healthy.

Ninety percent of its packaging is drawn from a combination of sustainable materials such as aluminium, glass, sugarcane and post-consumer recycled plastic.

**HAPPY KAT**

has now landed  
in pharmacies  
across Australia  
**ORDER NOW**



Send your orders to [sales@happykat.com.au](mailto:sales@happykat.com.au)



Scan to visit  
our website



Happy Kat



## Dispensary Corner

**ONE** 19-year-old woman in the UK has been left traumatised after finding out the hard way that jawbreaker lollies have their name for a reason - they can actually break your jaw.

Javeria Wasim recently bought a three-inch candy and because she could not wait to suck down into the gumball inside, she bit into it, chipping one tooth, and making the other wobbly.

An ambulance was called and Wasim went to hospital, where an X-ray and CT scan found that she had suffered two fractures in her jaw.

In fact, the wobbly tooth became loose because it was on top of the bone, which split.

After one hour in surgery, Wasim's jaw was finally put back in place and a bar was put in between her top and bottom gums, wiring it shut for several weeks.

However, even after the procedure, Wasim's wobbly tooth is now sideways, her front teeth have separated and she will need braces to fix her bottom teeth.

Wasim, who was forced to endure an all-liquid diet for several weeks, has a few words of wisdom for others out there with a sweet tooth:

"It was such a stupid thing, people break their jaws in car accidents and fights, this was such an avoidable way to break your jaw," she told *Metro.co.uk*.

"It's better to take the six weeks to get through to it than having six weeks suffering the consequences of biting it and having your jaw wired shut."

## It's never too late to quit



**QUITTING** smoking after a cancer diagnosis can give people months or even years longer to live, depending on the type of cancer, according to international research led by the University of NSW.

The team looked at data on over 30,000 cancer patients with a tracked smoking history.

For cancers with a better prognosis, like prostate and breast cancer, quitting smoking provided a median gain of 2.1 years.

Cancers with a poorer prognosis, like lung and brain cancer, delivered a median gain of three months.

The figure averaged across all cancers was 11 months.

"The earlier you stop smoking, the more beneficial it is, but it can still make a difference after a cancer diagnosis," said senior author Associate Professor Freddy Sitas, from UNSW's International Centre for Future Health Systems.

He added that improvements in cancer survival rates since the data was collected meant the estimated benefits of quitting smoking post cancer diagnosis were likely on the conservative side - as survival rates continue to rise, so will the benefits of quitting smoking post diagnosis.

In addition to giving people with cancer more time, quitting smoking can improve their quality of life and reduce toxicity from radiotherapy.

"Smoking during cancer treatment causes significant side effects so it is important for oncology staff to take smoking seriously and encourage their patients to quit," A/Prof Sitas said.

"The minute you stop smoking, your response to radiotherapy is better, your response to chemotherapy is better - there are less toxic side effects."

"The last thing you want to do while you're being treated is smoke," he said.

However, he acknowledged that quitting smoking is of little priority or benefit for some, such as those with late-stage cancer.

"Some people might question if it is worth quitting after a cancer diagnosis, but it does matter," said first author, Dr Nina El-Haddad.

"Smoking impacts the effectiveness of the treatment people receive, the risk of their cancer reoccurring and their risk of getting a secondary cancer as well.

"If you quit, you have a better chance of survival, so it's crucial."

The researchers hope the numbers provide a clear guide to cancer patients about the benefits of quitting, but also prompt health practitioners to initiate more conversations on smoking cessation programs and benefits.

Read the full paper **HERE**. *KB*

## Free counselling

**AUSTRALIANS** for Mental Health has welcomed the government's announcement to make online and phone counselling free for Australians.

A free digital mental health support service will be available through Medicare by Jan 2026, the government said.

Executive Director Chris Gambian said the new service will take pressure off a system struggling to meet the needs of Australians.

"Making it easier for people, especially young people, to get support as early as possible and at no cost will be a game-changer," Gambian said.

Nearly 40% of Australians aged 16-24 experienced a mental health disorder in the past year - a figure which has increased by 50% since 2007.

## Juvenile arthritis

**AUSTRALIAN** Governor-General Sam Mostyn AC has become the patron of Juvenile Arthritis Foundation Australia (JAFA) in an effort to raise awareness of the condition.

The Governor-General will host families at Government House in Canberra this week as part of events to mark Juvenile Arthritis Week this week.

According to JAFA, an estimated 30,000 children and young adults under 24 are living with juvenile arthritis.

The association said awareness of the painful and incurable condition is low, even among healthcare professionals and that some children already have permanent damage by the time they are diagnosed.



**STAFF SHORTAGES?  
OVER-WORKED?  
WAGES INCREASING?**



**GIVE YOUR DISPENSARY  
THE HELP IT NEEDS**

**Dispense Assist** is a revolutionary way of dispensing prescriptions in your pharmacy for a fraction of your normal cost.

Utilising the latest technology, software and security, Dispense Assist technicians work on your workstation to dispense prescriptions and perform any other task you require.



We are available 24/7/365 at a moment's notice whenever needed for sessions of 30mins to 24hrs.

Rates as low as \$7.42 per hour with the same rates for days, nights, weekends and public holidays.

**PERFECT FOR DISPENSING AND OTHER TASKS FOR:**



DAA



Compounding



Cannabis



Private  
Hospitals



Online  
Sales



eScripts

**and much more**

Curious to see if it's a fit for your pharmacy?

**Sign up for a FREE Trial Now:**



[www.dispenseassist.com.au](http://www.dispenseassist.com.au)



Scan qr code