



Arrotex, Pfizer team up on Enbrel

ARROTEX Pharmaceuticals and Pfizer Australia have inked a new strategic commercial partnership, under which Arrotex will represent Enbrel (etanercept) across Australian community and hospital pharmacy channels, as well as prescriber channels.

The move is part of Pfizer's recognition of the critical and evolving role of community pharmacy within the Australian healthcare landscape, and reflects its commitment to further engage with and invest in the sector.

Key outcomes for pharmacies include enhanced commercial value through the integration of Enbrel into Arrotex's established partnerships platform and a new opportunity for pharmacy to access value associated with a longstanding originator brand.

Arrotex Chief Commercial Officer Hayley Tamborini commented, "We are proud to enter our first partnership with Pfizer - an important milestone for our organisation and a strong endorsement of our partnerships platform.

"Representing a Pfizer-partnered product within this structure enables us to deliver additional commercial value to pharmacies on a product not previously included in such programs," she explained.

The Arrotex sales team has begun engaging with aligned pharmacies on Enbrel.

IPA awards retail excellence

INDEPENDENT

Pharmacies Australia (IPA) hosted its second annual Retail Excellence Awards on Mon evening, with five team members celebrated for their best-in-class commitment to pharmacy excellence.

The awards recognised individuals within the IPA network who demonstrated excellent professional commitment in categories such as: driving loyalty programs in-store, demonstrating exceptional leadership early in their career journey, prioritising outstanding service and customer satisfaction, making significant contributions to their team culture and local community and developing creative and impactful consumer engagement efforts.

Bianca Wilson (**pictured centre**) from Ningi Pharmacy, Qld, was presented with IPA's Rising Star Award for quickly making an impact, showing leadership, innovation and commitment to excellence early in her career.

Meanwhile, IPA's Service Excellence Award recipient was Julie Singh from Chris O'Brien Pharmacy, Sydney, for her ongoing commitment to delivering exceptional service to her customers and remaining steadfast in her approach to customer satisfaction.

Also recognised were Sue Hagan of Warners Bay Pharmacy in NSW with the Customer Engagement Award; Lauren Kleinitz of Chemist Discount Centre Bendigo, who



was presented with the Loyalty Champion Award; and Leisa Stone of Orana Mall Pharmacy in Dubbo for Community Impact.

The awards took place at the IPA's three-day Retail Excellence Conference (**PD 02 Feb**), which had more than 200 members and supplier sponsors in attendance.

IPA Managing Director Steven Kastrinakis (**pictured left**) said the awards were a valuable opportunity to recognise the contributions of those within the IPA network who continue to exhibit ongoing and outstanding dedication to both their communities and their craft.

"To be selected as one of five prestigious winners from this cohort is a testament to the outstanding work and innovation we're seeing across the business," Kastrinakis said.

"On behalf of the entire team at Independent Pharmacies Australia, I'd like to congratulate all five of the award recipients.

"We value and recognise your commitment to community pharmacy and driving healthcare outcomes for your patients," Kastrinakis concluded. *KB*

CSL slumps in 1H FY26, CEO out

CSL has recorded substantial losses in first half year 2026 financial results reported yesterday, with earnings down 81% after it was forced to write down the value of its assets by \$1.6 billion.

Despite a headline that the "transformation program is progressing well", CFO Ken Lim stated, "we are clearly not satisfied with our performance and have implemented a number of initiatives to drive stronger growth going forward".

Lim highlighted impacts on revenue, such as increased competition in the market for iron deficiency products, falling revenues for its core blood plasma business, reduced demand for vaccines in the US due to policy changes, and US regulatory hurdles.

The release of 1H financial results was prefaced on Tue with the announcement of CEO Dr Paul McKenzie's sudden retirement, with board member Gordon Naylor named as interim CEO and MD.

Naylor, who has been with CSL for 33 years, is expected to lead for the next year while an international search for a permanent CEO takes place.

The company said it has ambitious growth plans for the rest of the year, and reaffirmed its guidance for around 2-3% growth in revenue and 4-7% net profit after adjusting for one-off restructuring costs.

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Editor's Choice: Wake up to visibly repaired skin and lips

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Dermal Therapy

DERMAL Therapy has introduced two new products formulated to work while asleep.

Overnight Face Repair Cream (RRP \$11.99) and Overnight Lip Repair Treatment (RRP \$12.99) have been clinically tested to deliver visibly smoother, firmer and deeply hydrated skin in just eight hours.

Powered by a unique blend of over 30 skin-loving ingredients, these intensive treatments restore, repair and replenish skin overnight.

Hyaluronic acid in a nine-part emollient base provides ultimate hydration, while collagen and



peptides firm and plump the skin.

The products also offer barrier repair powered by a ceramide complex, as well as gentle exfoliation with 5% urea and lactic acid.

Meanwhile, antioxidants and essential vitamins rejuvenate and restore the skin from damage.

For stockist or wholesaler enquiries contact 1300 555 597 or click [HERE](#).

Hair and beauty trends



FROM biomimetic peels to metallic makeup, the winners of the Australian Beauty Industry Awards have shared their trend predictions for 2026 with *Beauty Directory*.

Christie Cameron (pictured), who won ABIA Beauty Therapist of the Year, predicted a rise in biomimetic treatments as clients are more educated and prioritising skin integrity and barrier health.

"This has driven demand for intelligent exfoliation formulations that mimic natural skin processes, respect recovery time, and support sustainable results," she said.

"This includes carefully selected biomimetic peels, barrier supportive actives, and treatment protocols that prioritise recovery and skin resilience."

Makeup in 2026 will move towards "softness and movement", said Shiree Collier, ABIA Editorial Makeup Artist of the Year.

"Lips will be more diffused rather than defined," she said.

"Blush will melt into skin instead of sitting on top and skin will look like skin, breathable and softly perfected," she added.

Meanwhile, more consumers will use metallics in their makeup looks, with small touches of chrome and holographic shades, she noted.

Revlon's new skin tint

REVLON has launched the new PhotoReady Lift and Fill Skin Tint (RRP \$41), creating a luminous, buildable glow.

Made with Stevia Complex, the formula aims to address fine lines, firm the skin and reduce the appearance of wrinkles, and is available in eight shades.



Happy Kat, Lew pair up to empower new mums



HELEN Sykes, the founder of the first pharmacy-ready postpartum recovery pack Happy Kat, has teamed up with wellness expert and natural health educator Andi Lew to highlight the importance of postpartum care in pharmacies.

The duo will work together to normalise conversations about postpartum recovery - a topic that they say is rarely addressed in a meaningful or practical way.

"After birth, everything is about the baby - but very little attention is given to what the mother is going through physically and emotionally," said Sykes (pictured).

"Postpartum recovery is real, messy and deeply personal."

"Mothers deserve dignity, comfort and practical support, not silence."

Find out more [HERE](#).

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Dispensary Corner

ALMONDS have emerged as the latest trending superfood, with research suggesting that they may play a role in boosting physical health as well as brain health, with those who eat them every day less likely to report conditions such as dementia and Parkinson's disease.

"Nuts like almonds are a powerhouse of nutrition," explained Professor Sarah Berry, chief scientist at ZOE and associate professor at King's College London.

"They're packed with heart-healthy fats, fibre and bioactive compounds that support blood vessel function and the gut microbiome - both of which are increasingly linked to cognitive health and dementia risk."

If that is not enough to tempt you to grab a handful of almonds, it turns out they are also full of polyphenols, which help reduce inflammation.

Additionally, almonds can assist in keeping blood vessels healthy and dilated, thanks to a particular amino acid they contain called arginine.



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Dedicated to Care



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Pharma taking PBAC to court over knockback

PERTH-BASED Lawley

Pharmaceuticals has lodged an application in the Federal Court of Australia seeking judicial review of the decision by the Pharmaceutical Benefits Advisory Committee (PBAC) in Nov 2025 to not recommend listing of AndroFeme 1, a transdermal testosterone cream formulated for post-menopausal women, on the PBS (*PD* 06 Jan).

The only female-specific formulation for hypoactive sexual desire dysfunction (HSDD) with marketing authorisation anywhere in the world, AndroFeme was registered in the Australian Register of Therapeutic Goods in Nov 2020 and is presently available as a private prescription.

Pointing out that men have access to several PBS-subsidised sexual dysfunction products, Lawley's founder, CEO and pharmacist, Michael Buckley, said: "This rejection means women will pay between 14 to 16 times more for treatment than their male counterparts pay for the treatment of similar sexual dysfunction conditions."

"This decision is an astounding rejection of the physical, mental and sexual needs of post-menopausal women," he added.

While the public summary documents for the PBAC's decision are not yet available, comments from the Nov 2025 PBAC meeting outcomes outline its concerns around safety and efficacy.

The PBAC considered the clinical evidence comparing testosterone with placebo presented in the submission was not strong, with trial participants not representative of the proposed PBS listing and inconsistent definitions of sexual dysfunction used.

The PBAC also noted that inappropriate use of testosterone is associated with adverse effects including the potential for androgenisation if testosterone levels are not carefully monitored.

"Overall, it considered the clinical data did not show that testosterone was more effective than placebo, or as safe, for the relevant patients."

Lawley said that the PBAC non-recommendation was affected by jurisdictional error because it made its decision in a procedurally unfair way, failed to have regard to a mandatory consideration under the National Health Act 1953 (Cth), and made a decision that involved irrational or unreasonable findings.

Lawley also contended that the PBAC failed to deal with a substantial, clearly articulated argument that the listing of AndroFeme 1 was required to redress inequitable access to sexual dysfunction products for women.

"To not challenge the decision would be tantamount to endorsing the PBAC's flawed approach and

accepting that Australian women do not deserve cost-effective access to the kind of product that Australian men can obtain cheaply and easily," Buckley concluded. *KB*

TGA continues vape seizures

MORE than 57,000 illegal vaping goods were seized from a commercial storage facility and vehicles in Burwood NSW by the Therapeutic Goods Administration last week, with support from the NSW Police Force and the Australian Federal Police.

Forty-eight busts have now been conducted by the TGA, Australian Border Force, health departments and police agencies since the introduction of vaping reforms, as they act to disrupt and dismantle the illegal vaping trade.