

4 ways to help build strong bones



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Today's issue of PD

Pharmacy Daily today features two pages of the latest industry news, plus a full page from ID Station.

High margins

THE ID Station biometric passport camera system provides ICAO-compliant passport photos that deliver high margin returns for pharmacy businesses.

It is quick to set up and easy to use, with no expertise required - learn more on p3.

Heidi to become "AI care partner"

LEADING clinical AI scribe Heidi has announced the launch of Heidi Evidence, a new clinical-grade research tool integrated directly into the Heidi platform.

Based on partnerships with HealthPathways, EMGuidance, MIMS, Vidal, NICE and the BMJ Group, the platform is designed to deliver real-time clinical insights while ensuring guidance reflects regional standards and formularies.

With the concurrent launch of Heidi Comms, an AI partner for healthcare teams to coordinate patient communications across calls, bookings, reminders and follow-ups, the company said Heidi is evolving from an AI scribe "into a comprehensive AI care partner".

Pharmx inks deal with Sigma

PHARMX Technologies has secured a landmark multi-year strategic alliance with Sigma Healthcare, becoming the preferred Electronic Data Interchange (EDI) service provider across Sigma's wholesale operations and retail outlets in Australia, New Zealand and selected international markets.

With over 3,000 pharmacy customers in Australia, including Chemist Warehouse, Amcal and Discount Drug Stores franchises, this alliance embeds Pharmx into one of Australia's largest pharmacy distribution networks.

The partnership aims to improve the reliability, efficiency and transparency of ordering and supply chain interactions and goes beyond day-to-day ordering with collaboration on global EDI capabilities and a range of digital services designed to modernise pharmacy supply chains and support industry-wide efficiency.

As part of the deal, Sigma will gain a stake in Pharmx as it subscribes to approximately 10% of Pharmx's shares and gets a seat on the Pharmx board.

Pharmx will pay Sigma an establishment fee of approximately \$8.7 million.

"This strategic, multi-year partnership with Sigma reflects a shared commitment to strengthening important infrastructure that underpins the pharmacy sector, whilst looking to create efficiencies in supply and ordering," said Pharmx CEO Tom Culver (pictured).

"By simplifying connectivity across the supply chain, driving data-led



insights and delivering modern ordering solutions, we are aiming to improve the everyday lives of those managing pharmacies [...] giving them more time to spend focused on patient and community care."

Sigma CEO Vikesh Ramsunder commented that Pharmx's product suite and the alignment in growth objectives make the alliance "a compelling strategic fit".

"By investing in Pharmx, we move beyond a traditional supplier-customer relationship to a scalable partnership that reduces complexity, enhances supply chain performance, drives deeper analytics and creates value and growth opportunities for both organisations," he concluded.

Movements at Mayne Pharma

MAYNE Pharma has announced that Shawn O'Brien has stepped down as CEO and MD, with Mayne's current CFO Aaron Gray appointed to replace him.

O'Brien will remain in an advisory capacity to ensure a smooth transition, while Mayne has started the recruitment process for a new CFO.

The company also released its first half-year 2026 financial results, reporting "resilient underlying EBITDA, with disciplined margin management, despite uncertainty from the Cosette transaction process".

While revenue remained steady and gross margin improved by 3.9 percentage points, EBITDA was down 8% compared with the corresponding period last year, in part due to legal costs related to the Cosette scheme.

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Dispensary Corner



COULD the clothes we wear help to save our lives?

Researchers from Imperial College London and the British Heart Foundation are exploring the possibility after developing a 'smart T-shirt' that can detect rare and inherited heart conditions.

The shirt features up to 50 sensors stitched into the fabric, and could offer a simpler and more convenient alternative to the heart Holter monitor.

It can be worn for up to a week, giving it more time to pick up issues compared to portable ECGs, which are typically used for one to two days at a time.

The device sends data to a computer which uses AI to analyse the information and flag any concerns to a doctor.

"We hope our AI-assisted T-shirt will provide a practical and comfortable solution, allowing us to carry out longer-term scanning that could improve diagnosis," said Zachary Whinnett, Prof of Cardiology at Imperial College London.

Med cannabis needs more oversight

THE Therapeutic Goods Administration (TGA) has provided an overview of responses to its recent medicinal cannabis safety and regulation review (*PD 11 Aug 2025*), with concerns over lack of awareness surrounding its regulatory status paramount.

With more than 1,000 unapproved products being accessed through the Special Access Scheme (SAS) and Authorised Prescriber (AP) scheme, the review was prompted by increasing concern about the safety risks, particularly for products containing higher levels of tetrahydrocannabinol (THC).

There were 790 submissions to the consultation, with broad agreement that the current access framework, which is intended for exceptional clinical circumstances, "is not fit-for-purpose and not proportionate to the potential safety and quality risks associated with unapproved medicinal cannabis products".

Key concerns included limited consumer/patient awareness that the products are not regulated by the TGA and have not been evaluated for safety, quality and efficacy, with submissions arguing for listing on the Australian Register

of Therapeutic Goods (ARTG).

Safety concerns around high THC products were raised, as well as health risks involved with smoking or vaping products, and pastille forms posing a risk to children.

Stakeholders highlighted risks inherent in vertically integrated telehealth services prescribing high volumes of medicinal cannabis with limited clinical oversight and called for prescriber eligibility standards, such as specialist training requirements or restrictions on initial telehealth prescribing.

There were also calls for greater enforcement of quality standards for medicinal cannabis products and devices.

In light of the responses, the TGA noted it is "undertaking actions to support healthcare practitioners and consumers to better understand the risks associated with unapproved medicinal cannabis products".

"In doing this, we will also aim to explore collaborative clinical education opportunities with other health regulators, reminding prescribers of their responsibilities and conditions of their approvals when prescribing unapproved medicinal cannabis products."

The feedback is available [HERE](#). *KB*

Arrotex to market novel eye drops

ARROTEX Pharmaceuticals has entered into a licensing agreement with Taiwan-based Formosa Pharmaceuticals for exclusive rights to the commercialisation of an innovative ophthalmic suspension in Australia and NZ.

The active ingredient is a super-potent corticosteroid derived from Formosa Pharmaceuticals' proprietary APNT nanoparticle formulation platform, which uses salts or sugars for milling pharmaceuticals, rather than metal or plastic beads.

"This agreement with Formosa Pharmaceuticals strengthens our expanding portfolio in specialist care and reinforces our ambition to deliver meaningful innovation to patients," said Arrotex CEO Matt Zeller.

"As Australia's partner in health, we will leverage our national ophthalmology footprint and unique infrastructure, ensuring medicines reach the people who need them most.

"We look forward to working with Formosa," he concluded.

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