



**The Pharmacy
Guild of Australia**

Industry Update

PRESENTED BY: TRENT TWOMEY, National President

SUZANNE GREENWOOD, Executive Director



Acknowledgement of Country





The Pharmacy
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COVID-19 vaccine rollout UPDATE



2,464,600 vaccines in pharmacy

MODERNA

1,220,000

COVID-19 vaccines
administered by
community
pharmacy reported
in AIR

ASTRAZENECA

1,180,000

COVID-19 vaccines
administered by
community
pharmacy reported
in AIR

PFIZER

64,600

COVID-19 vaccines
administered by
community
pharmacy reported
in AIR

Number of pharmacies administering by state

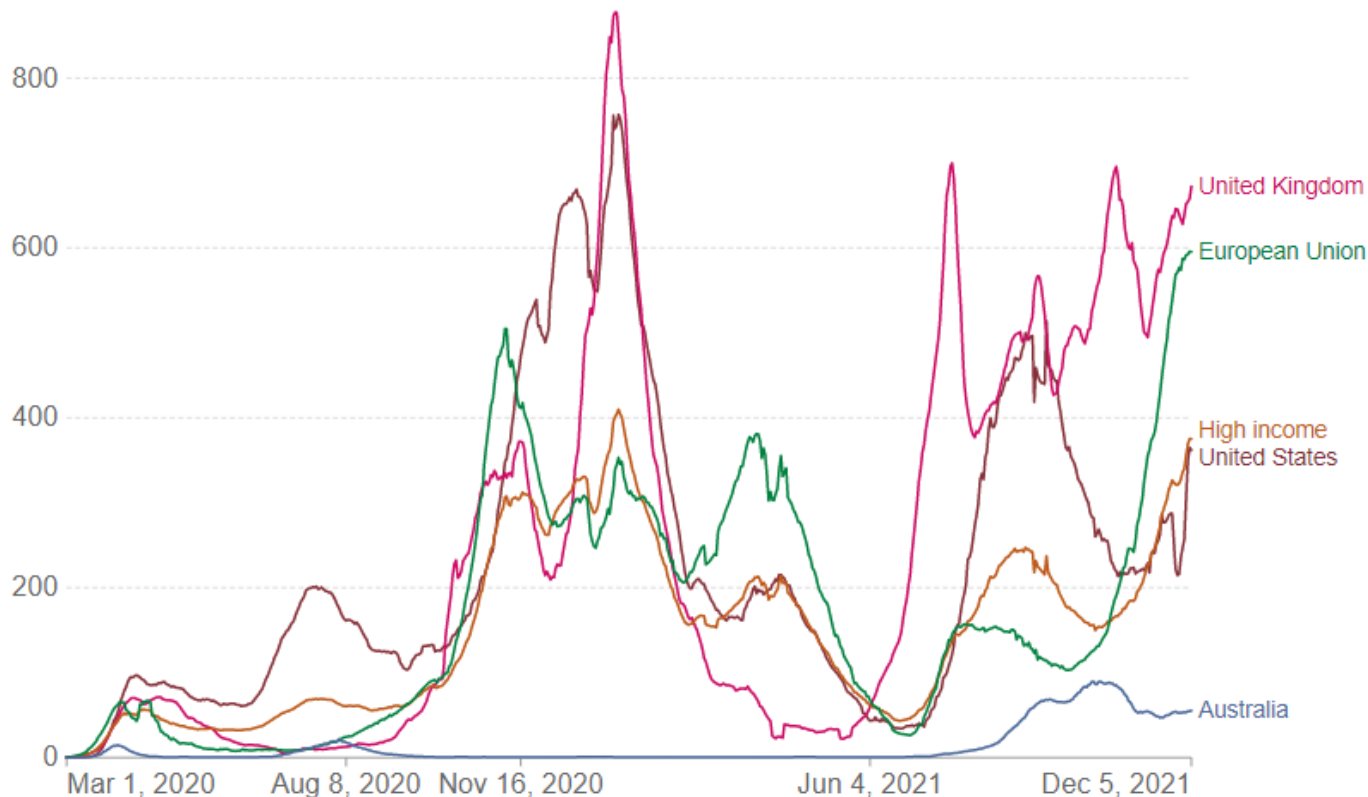
Vaccine	ACT	NSW	NT	QLD	SA	TAS	VIC	WA	TOTAL
AstraZeneca	65	1121	19	742	275	93	702	441	3458
Moderna	64	1083	17	722	268	91	693	425	3363
Pfizer	40	592	4	345	163	38	382	258	1822



Another peak in new COVID-19 cases

Daily new confirmed COVID-19 cases per million people

7-day rolling average. Due to limited testing, the number of confirmed cases is lower than the true number of infections.

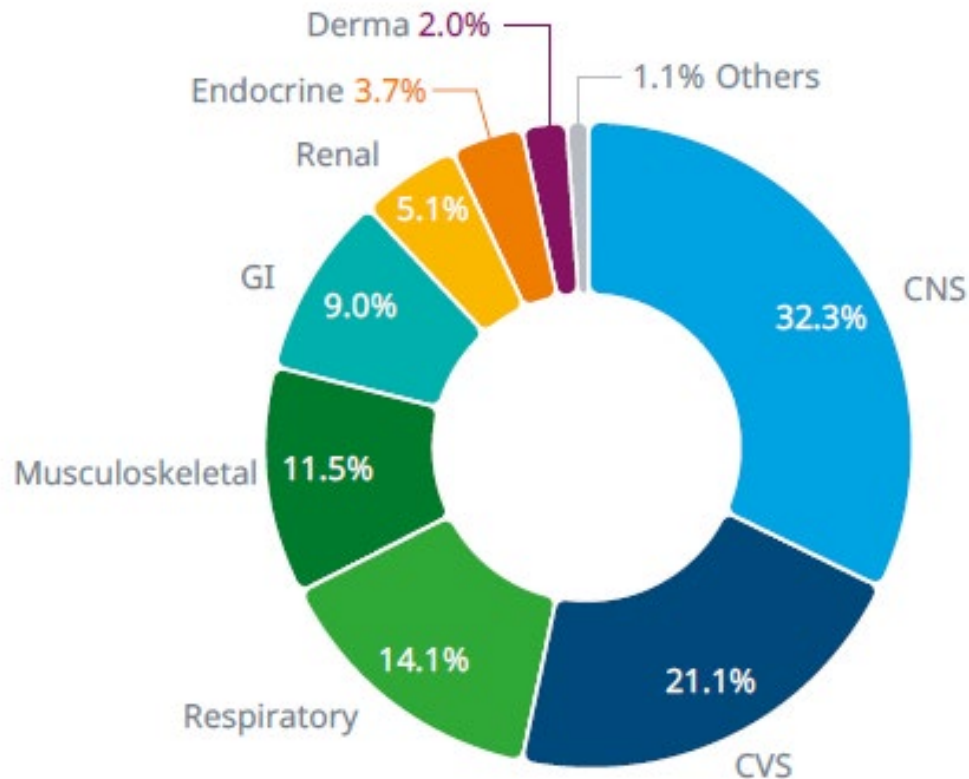


Source: Johns Hopkins University CSSE COVID-19 Data



Post COVID conditions

(Percentage of post-COVID conditions by organ system in the U.S)



CNS = Central nervous system

CVS = Cardiovascular system

Note: Others include Ear nose and throat (ENT) indications like otalgia, tinnitus and multi system inflammatory syndrome.

Source: IQVIA medical open claims database, June 2021



Marketing Campaign Update

- Over **250,000** vaccination bookings made through **Find A Pharmacy**
- Digital advertising viewed over **20 million times** by more than **6 million Australians**
- National newspaper advertising with readership of over **15 million Australians**. Advertising driven **10,000 + website visits**
- Guild Corporate Health program positively engaging with big corporate organisations, associations and universities
- Campaign extended to end of February 2022 to promote booster program and vaccination of 5-11 year olds

COVID-19 VACCINATIONS AVAILABLE AT YOUR LOCAL COMMUNITY PHARMACY



Same day appointments are available,
so there's no need to wait.



Simply use the QR code or visit findapharmacy.com.au to find your closest participating pharmacy and book your appointment today.



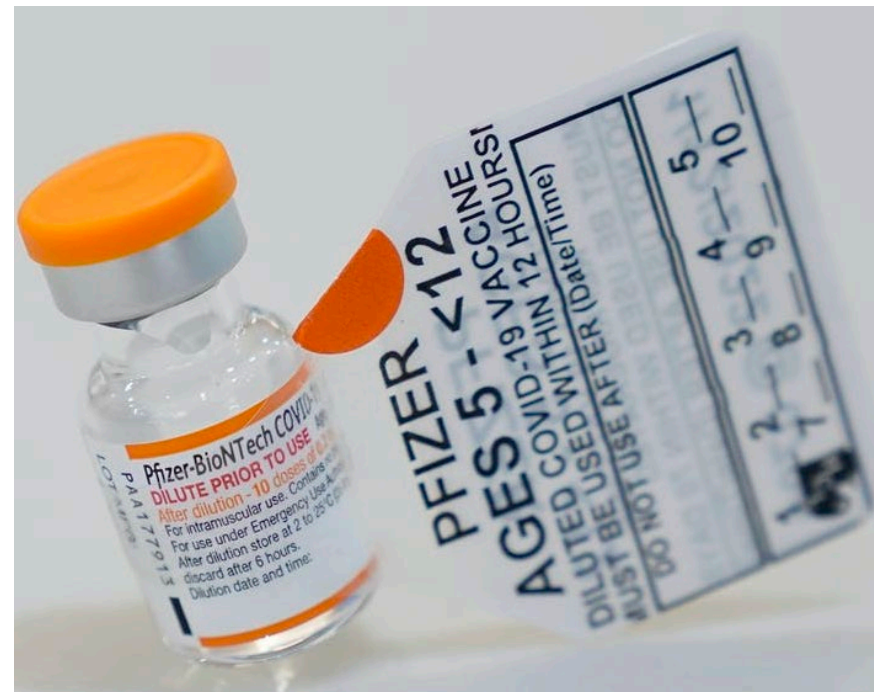


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Paediatric Vaccination

Pfizer 5-11 year vaccine approved by ATAGI

- Different formulation
- Different draw up volume
- Different size vial
- Orange cap
- Lasts 10 weeks when thawed
- Specific, mandatory training module available from week commencing 20 December





Vaccinating 5-11 year olds

- Pharmacies will receive information from PPA in next few days
- Order through CVAS:
 - Pfizer 12+ (purple)
 - Pfizer 5-11 (orange)
- No site declarations required if you have already ordered Pfizer
- Orders placed 11-17 December to arrive from 6 January
- Deliveries may be suspended pending state/territory regulations
- Vaccinating from 10 January
- Don't accept bookings until you have stock





Jurisdictional comparison

	ACT	NSW	NT	QLD	SA	TAS	VIC	WA
Vaccines	All ARTG listed	AZ PF Moderna	AZ PF Moderna	All ARTG listed	All ARTG listed	AZ PF Moderna	All ARTG listed	All ARTG listed
Age	≥10 and/or as TGA approved	AZ ≥18 PF ≥12 Mod ≥12	1 st AZ ≥18 PF ≥12 Mod ≥12	As TGA approved	As TGA approved	1 st AZ ≥60 2 nd AZ ≥18 Mod ≥12 PF ≥12	As TGA approved	As TGA approved
Who can administer	Pharmacists Interns	Pharmacists Interns	Pharmacists	Pharmacists Interns Pharmacy students	Pharmacists Interns	Pharmacists	Pharmacists Interns Pharmacy students	Pharmacists Interns

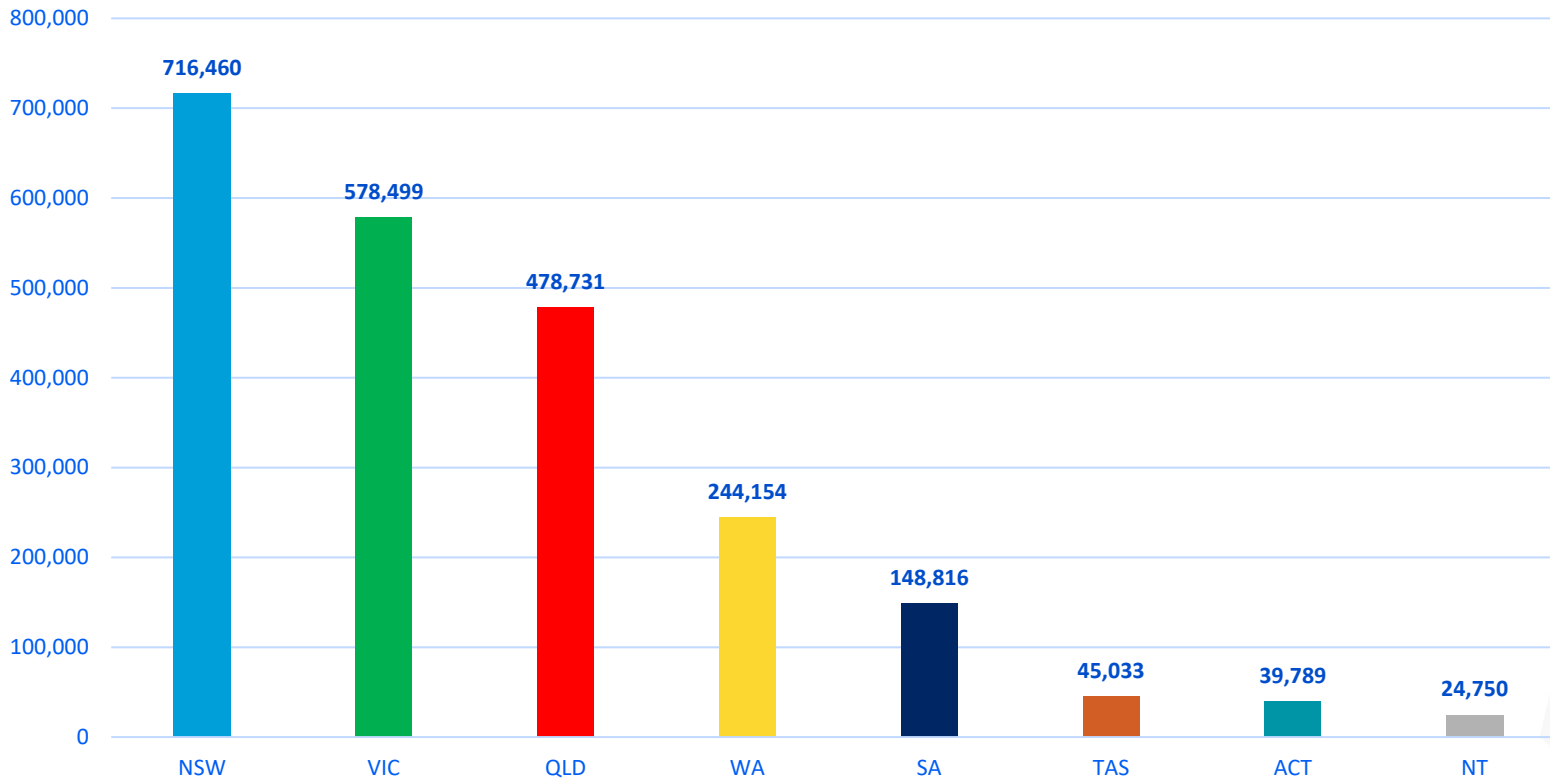
As of 7 December 2021

Other variations or specifications are related to location, booking systems, consent, records.



2.3 million children aged 5-11 years in Australia

5-11 year age population by jurisdiction

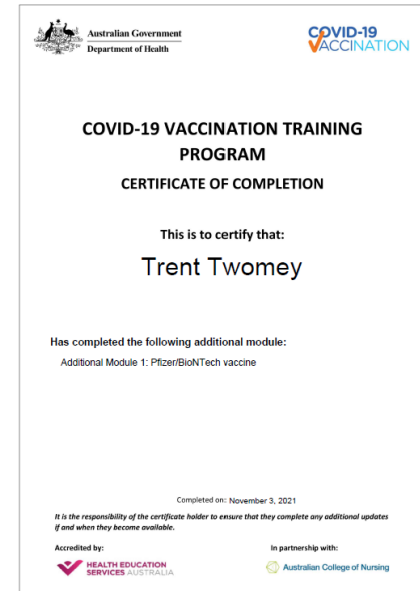




Pharmacist Training

Pharmacist immunisers must undertake
Commonwealth COVID-19 training

<https://covid19vaccinationtraining.org.au>



1. COVID-19: an introduction	4. Multi-dose vial training and delivery
2. Handling and storage	5. Documentation and reporting
3. Communication and purpose	6. Safety surveillance and reporting of adverse events following immunisation (AEFI)



AstraZeneca vaccine

Moderna vaccine

Pfizer vaccine

Pfizer vaccine (5-11 yrs)



Childhood Immunisation Training

- Guild L&D has a Childhood Immunisation Module for all pharmacists.
- Free access for Guild members, non-members for \$75.



apc | ACCREDITED
CPD

G2018053-5

This activity has been accredited for 1 hour of Group 1 CPD (or 1 CPD credit), suitable for inclusion in an individual pharmacist's CPD plan, which can be converted to 1 hour of Group 2 CPD (or 2 CPD credits) upon successful completion of relevant assessment activities.

To enrol in this course visit guilded.guild.org.au



Booster Program



Moderna approved for boosters

- Moderna has today been provisionally approved by TGA as a booster, to be used six months after completion of the primary course (second dose)
- Waiting for ATAGI advice



COVID Vaccines



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COVID Vaccines	5-11 years	12-17 years	18 years +	Booster 18 years +
AstraZeneca	✗	✗	✓	If mRNA vaccine contraindicated
Moderna	✗	✓	✓	Waiting on ATAGI advice
Moderna (paediatric)	Coming in 2022	✗	✗	✗
Pfizer 12+ (Purple)	✗	✓	✓	Six months after primary course (second dose). Can be given from 5 months
Pfizer 5-11 yrs (Orange)	✓	✗	✗	✗



Ordering vaccines over Christmas



Dates for ordering vaccines

Orders from Saturday 11 December to Friday 17 December delivered by 7 January

Orders from 18 December to 24 December delivered by 14 January

**If you need stock before 7 January
please order now**



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Woolworths, Wesfarmers and API



Why is API attractive

Brands:

- Priceline
- Pharmacist Advice
- Soul Pattinson
- Pharmacy Best Buys
- Clear Skincare
- Club Premium





Why is API attractive

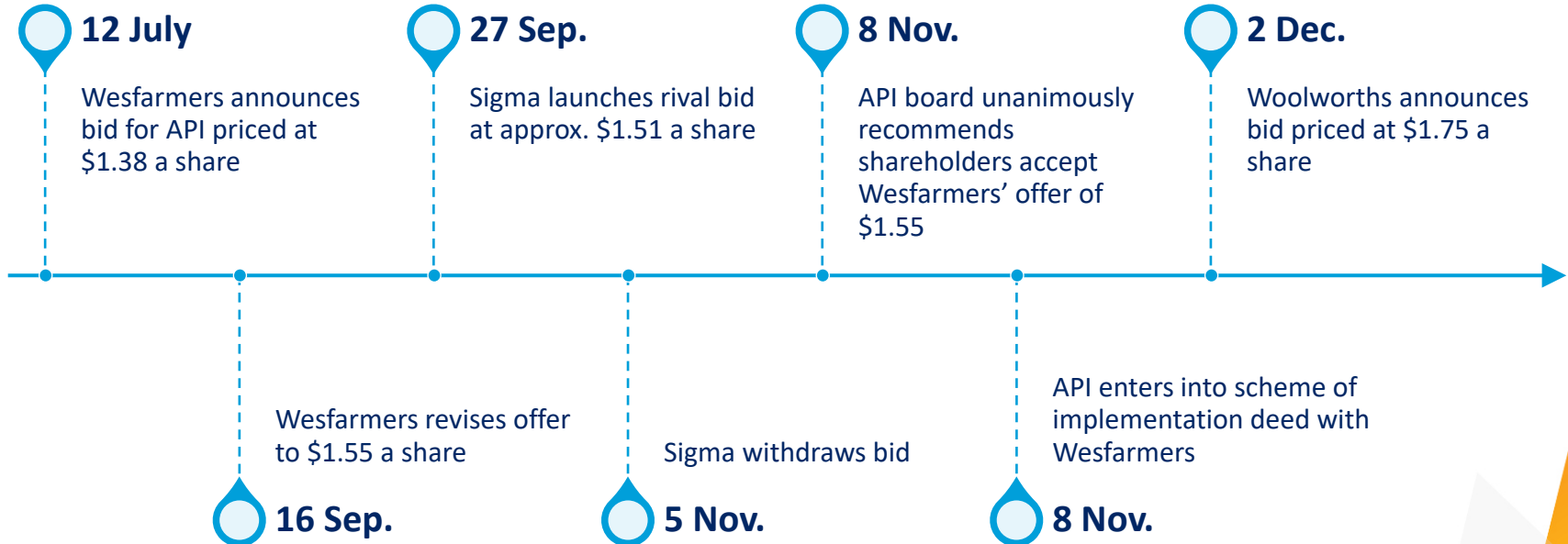
Real value is the Priceline Sisterhood

- Data
- Shopping habits





Timeline





Assurances for pharmacy

Wesfarmers' Rob Scott quoted in the *Australian*:

- “Wesfarmers continues to see opportunities to invest in and strengthen the competitive position of API and its community pharmacy partners by expanding ranges, improving supply chain capabilities and enhancing the online experience for customers.”
- Mr Scott said Wesfarmers would not attempt to integrate its new pharmacy assets into its big-box retail store offerings like Kmart, and pledged to respect federal government legislation that stipulated pharmacists must own pharmacies.
- “As we have previously stated, Wesfarmers supports the community pharmacy model, including the pharmacy ownership and location rules,” he said.
- “Wesfarmers recognises the importance of strong relationships with our trading partners and we look forward to working closely with API’s pharmacy partners, suppliers and other industry stakeholders.”



Assurances for pharmacy

API statement 2 December:

The API Board notes that Woolworths has indicated it supports the current ownership provision and locations rules . . . and is not seeking to change – now or in the future – the pharmacy ownership rules requirements of location rules.



Who is Woolworths?

\$49.47 billion company

- Woolworths (grocery)
- Big W

Others of note include:

- Woolies Liquor stores
- Pinnacle Wines
- Chapel Hill Winery
- Quantum Group Holdings

Woolworths 





Who is Wesfarmers?

\$64.47 billion company

- Bunnings
- K Mart
- OfficeWorks
- Chemicals, energy & fertilisers segment
- Coles (4.9%)
- Catch.com.au





Woolworths' track record with pharmacy

Countdown in NZ

- Discounter – fully waive new prescription fee charge of \$5 per item
- Struggle to retain staff, pharmacies closing





Guild response

Media release

- Why is a company with interests in the alcohol, tobacco, gambling and nightclub industries wanting to move into healthcare?
- How does it hope to convince Australians that it is serious about their health and welfare?
- How will it ensure the successful community pharmacy model, which is custodian of the PBS, is protected and maintained?



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2 December 2021

MEDIA RELEASE

Woolworths bid for API – many questions have to be answered

The Pharmacy Guild of Australia notes that Woolworths Group Ltd today has announced an on-market bid to acquire Australian Pharmaceutical Industries (API) Ltd.

A spokesperson for the Guild said it was monitoring the bid and examining any possible implications for community pharmacies and the patients they serve.

"The Guild also has a number of questions surrounding this bid," the Guild spokesperson said.

"Why is a company with interests in the alcohol, tobacco, gambling and nightclub industries wanting to move into healthcare?"

"How does it hope to convince Australians that it is serious about their health and welfare?"

"How will it ensure the successful community pharmacy model, which is custodian of the PBS, is protected and maintained?"

"We look forward to having many conversations with the Woolworths team as well as with Prime Minister Scott Morrison and the Leader of the Opposition Anthony Albanese on these important questions."

The spokesperson said the Guild recognised that the boards of both Woolworths and API had as a first obligation to look after the interests of their respective shareholders.

"Similarly, the Guild has a duty to our members and their patients and we will act accordingly in their interests."

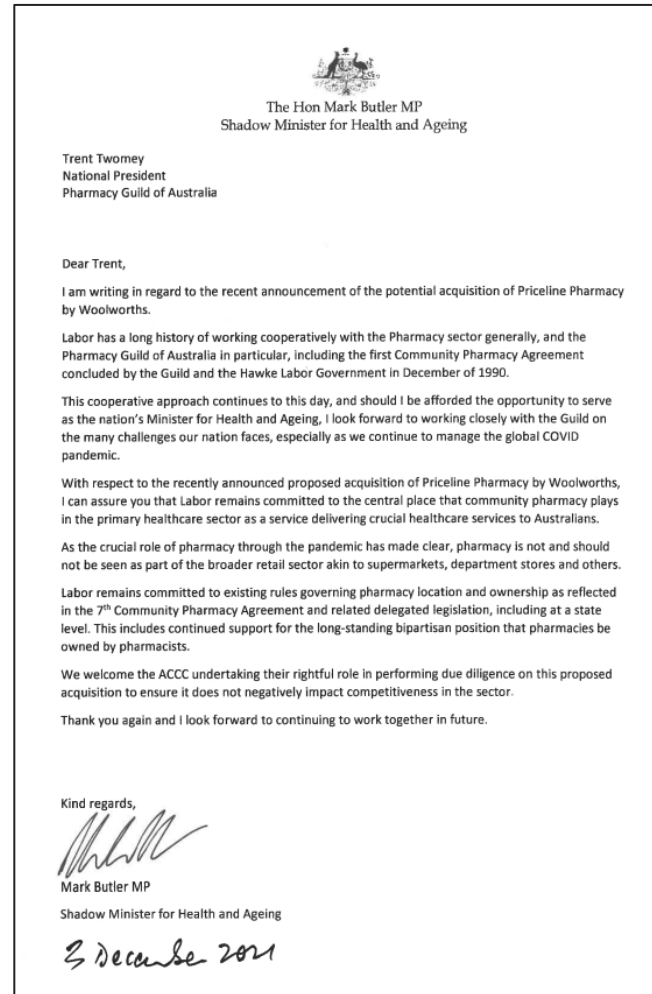
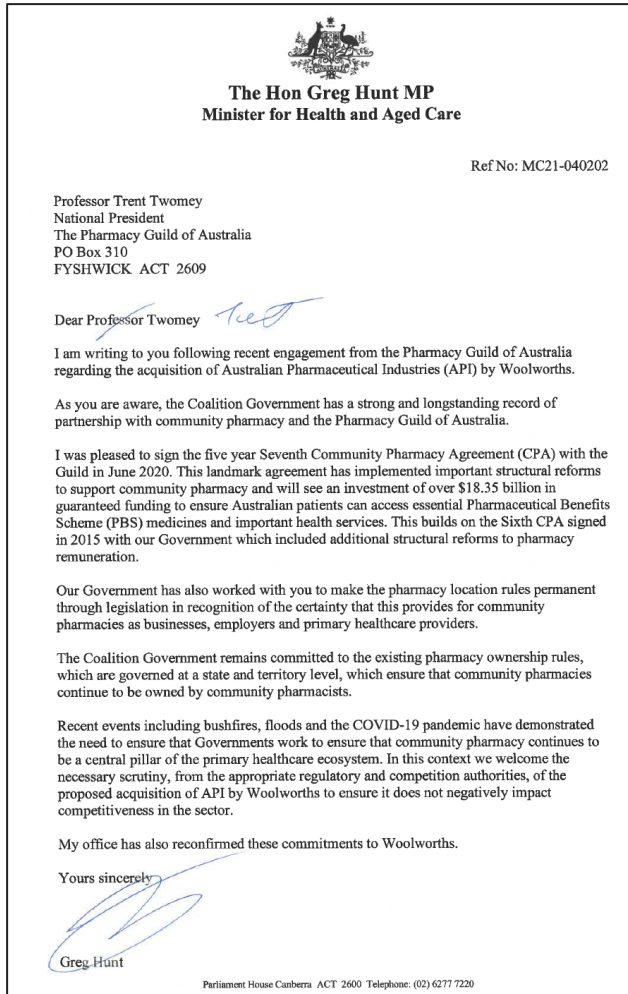
Media enquiries: Peter Waterman 0419 260 827

Next steps



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- Invited to make submission to ACCC





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Workforce Shortages



Workforce shortages

**Skilled
migration**

**Supporting
university
pharmacy
schools**

**Rural and
regional
workforce
incentives**

**Workforce
capability
project**





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The Workforce Capability Project

Aims to create a single source of accessible information and data relating to workforce capability, capacity and employability needs for pharmacy.

The project will investigate:

- Workforce composition
- Qualifications and training
- Remuneration
- Pharmacy operational scope
- Career pathways
- Future needs primary health workforce capability

You may be contacted by the Workforce Capability Project team to assist. Your participation will provide valuable insights to ensure community pharmacies operations are sustainable now, and into the future.





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Affordable Medicines Reform



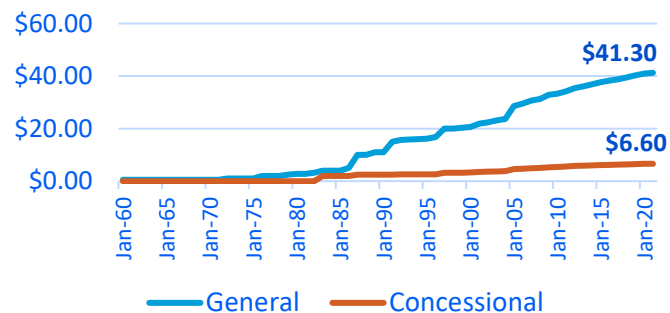


Affordable Medicines Reform

The problem

- Cost driving skipping prescriptions or doses
- 12.2% of people that self assessed with fair/poor health delayed or did not get a prescription due to cost

PBS Co-payments 1960 to
2021



The solution

- Introduce Affordable Medicines Reforms (AMR) starting with a reduction to the general patient co-pay to \$19 from 1 January 2023
- To help offset the Government costs raise biosimilar medicine awareness and uptake, lowering the prices of these high cost drugs, which will contribute to the fiscal sustainability of the PBS



Benefits of AMR

Patients

- Improve affordability
- Restore universality
- Improved medication adherence
- Reduces costs on health system from better medication adherence





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Updates





Important Dates

- PBS safety net stationery orders must be placed by **15 December**
- Increase in co-payment from **1 January 2022**
- 7CPA transparency of PBS price resources avail **early January**
- Complete *Guild Digest* by **31 January**
- IME helpline change (new security question) **1 February**
- CTG error codes (PBS warning code 810) ceases 31 January. Turn into rejections from **1 February**
- APP conference **24-27 March**
- Image base prescribing extended to **31 March**
- SMS costs for issuing repeat (eprescription), tokens extended to **30 June**





Updated ATAGI advice on flu vaccine in 2021

- Increased risk of influenza outside of the usual season – associated with borders opening
- ATAGI recommends if your patients have not had their 2021 flu shot yet please advise them to do so now
- Can be co-administered with COVID vaccine
- 2021 influenza vaccines should be offered if valid with some expiry dates in late February 2022





A Message from Santa...





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Seasons
Greetings

**Thank you for
all that you do
to support your
communities**



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**Remember we are here
for you!**

**Call 13 GUILD OR
covid-19@guild.org.au**