

Industry Update





Acknowledgement of Country





COVID-19 vaccine rollout UPDATE



2,464,600 vaccines in pharmacy

1,220,000
COVID-19 vaccines administered by community pharmacy reported in AIR

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

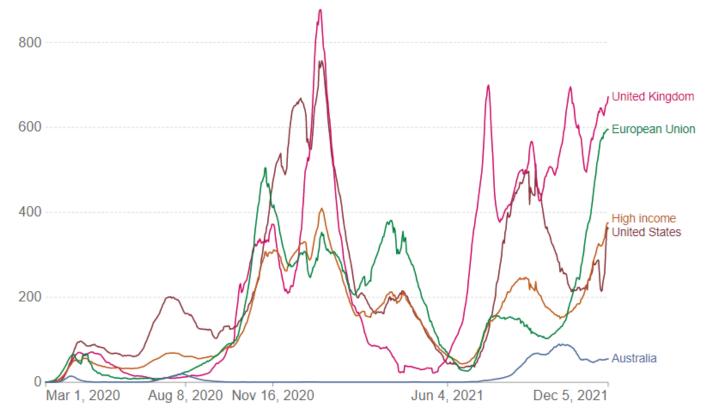


Another peak in new COVID-19 cases

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

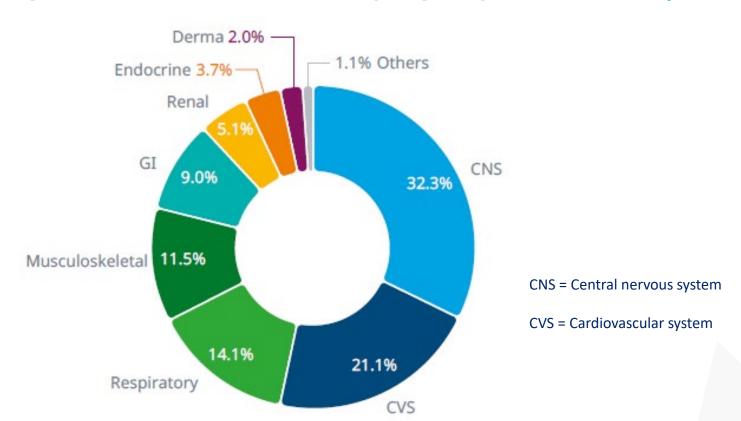


Source: Johns Hopkins University CSSE COVID-19 Data



Post COVID conditions

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



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





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	1st AZ ≥18 PF ≥12 Mod ≥12	As TGA approved	As TGA approved	1st AZ ≥60 2nd 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

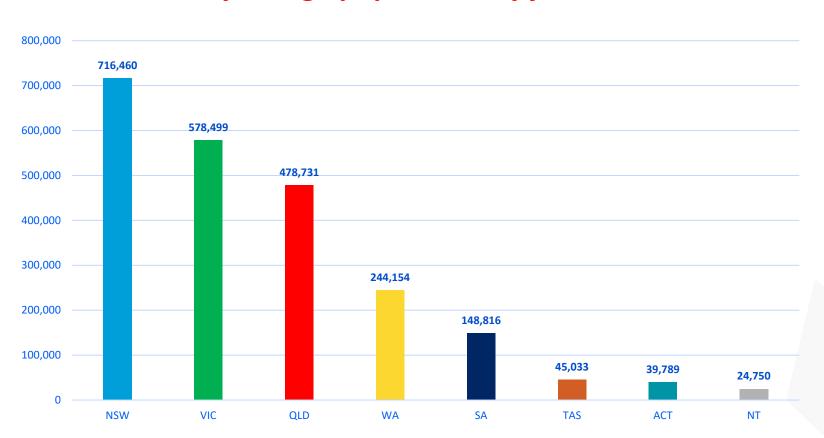
As of 7 December 2021

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



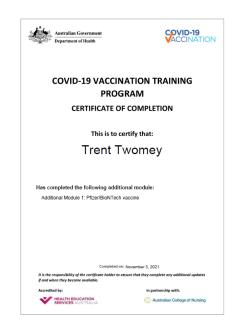


Pharmacist Training

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







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.





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



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)		\times	\times	



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



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 <u>must own</u> <u>pharmacies.</u>
- "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
- Quantium Group Holdings









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?



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

"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



Invited to make submission to ACCC



Ref No: MC21-040202

Professor Trent Twomey National President The Pharmacy Guild of Australia PO Box 310 FYSHWICK ACT 2609

Dear Professor Twomey

I am writing to you following recent engagement from the Pharmacy Guild of Australia regarding the acquisition of Australian Pharmaceutical Industries (API) by Woolworths.

As you are aware, the Coalition Government has a strong and longstanding record of partnership with community pharmacy and the Pharmacy Guild of Australia.

I was pleased to sign the five year Seventh Community Pharmacy Agreement (CPA) with the Guild in June 2020. This landmark agreement has implemented important structural reforms to support community pharmacy and will see an investment of over \$18.35 billion in guaranteed funding to ensure Australian patients can access essential Pharmaceutical Benefits Scheme (PBS) medicines and important health services. This builds on the Sixth CPA signed in 2015 with our Government which included additional structural reforms to pharmacy remuneration.

Our Government has also worked with you to make the pharmacy location rules permanent through legislation in recognition of the certainty that this provides for community pharmacies as businesses, employers and primary healthcare providers.

The Coalition Government remains committed to the existing pharmacy ownership rules, which are governed at a state and territory level, which ensure that community pharmacies continue to be owned by community pharmacies.

Recent events including bushfires, floods and the COVID-19 pandemic have demonstrated the need to ensure that Governments work to ensure that community pharmacy continues to be a central pillar of the primary healthcare ecosystem. In this context we welcome the necessary scrutiny, from the appropriate regulatory and competition authorities, of the proposed acquisition of API by Woolworths to ensure it does not negatively impact comnetitiveness in the sector.

My office has also reconfirmed these commitments to Woolworths.

Yours sincerely

Greg Hunt

Parliament House Canberra ACT 2600 Telephone: (02) 6277 7220



The Hon Mark Butler MP Shadow Minister for Health and Ageing

Trent Twomey National President Pharmacy Guild of Australia

Dear Trent.

I am writing in regard to the recent announcement of the potential acquisition of Priceline Pharmacy

Labor has a long history of working cooperatively with the Pharmacy sector generally, and the Pharmacy Guild of Australia in particular, including the first Community Pharmacy Agreement concluded by the Guild and the Hawke Labor Government in December of 1990.

This cooperative approach continues to this day, and should I be afforded the opportunity to serve as the nation's Minister for Health and Ageing, I look forward to working closely with the Guild on the many challenges our nation faces, especially as we continue to manage the global COVID

With respect to the recently announced proposed acquisition of Priceline Pharmacy by Woolworths, I can assure you that labor remains committed to the central place that community pharmacy plays in the primary healthcare sector as a service delivering crucial healthcare services to Australians.

As the crucial role of pharmacy through the pandemic has made clear, pharmacy is not and should not be seen as part of the broader retail sector akin to supermarkets, department stores and others.

Labor remains committed to existing rules governing pharmacy location and ownership as reflected in the 7th Community Pharmacy Agreement and related delegated legislation, including at a state level. This includes continued support for the long-standing bipartisan position that pharmacies be owned by pharmacists.

We welcome the ACCC undertaking their rightful role in performing due diligence on this proposed acquisition to ensure it does not negatively impact competitiveness in the sector.

Thank you again and I look forward to continuing to work together in future.

(ind regards

Mark Butler MP

Shadow Minister for Health and Ageing

3 December 2021



Workforce Shortages



Workforce shortages

Skilled migration

Supporting university pharmacy schools

Rural and regional workforce incentives

Workforce capability project



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.





Affordable Medicines Reform





Affordable Medicines Reform

The problem

\$60.00

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

PBS Co-payments 1960 to 2021



The solution

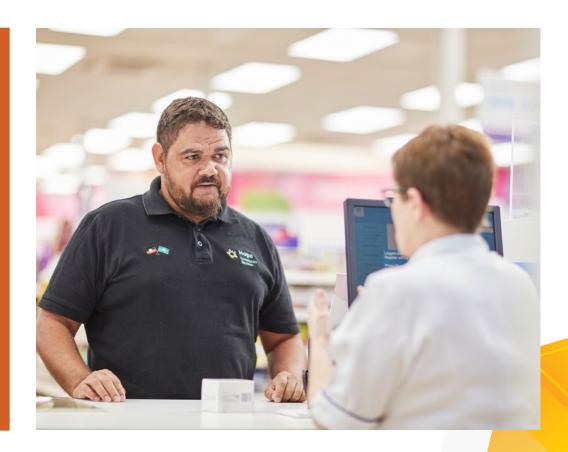
- Introduce Affordable
 Medicines Reforms (AMR)
 starting with a reduction to
 the general patient co-pay
 to \$19 from 1 January 2023
- To help offset the Government costs raise biosimilar medicine awareness and uptake, lowering the prices of these high cost drugs, which will contribute to the fiscal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



Benefits of AMR

Patients

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





Updates





Important Dates

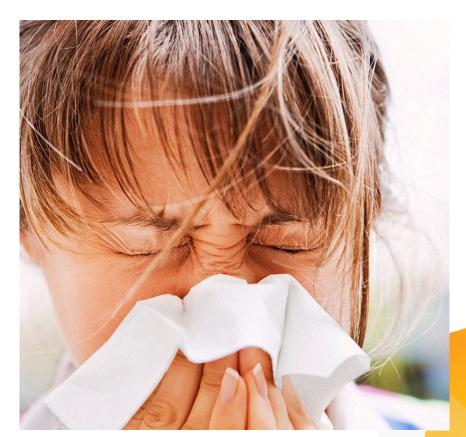
- PBS safety net stationery orders must be placed by 15 December
- Increase in co-payment from 1 January 2022
- 7CPA transparency of PBS price resources avail early January
- Complete Guild Digest by 31 January
- IME helpline change (new security question) 1 February
- CTG error codes (PBS warning code 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...







Thank you for all that you do to support your communities



Remember we are here for you!

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