

# Pharmacy Pulse

Analysis of the key trends in the Irish Community Pharmacy sector, prepared by Fitzgerald Power on a quarterly basis.

Q4 2022



# Summary Q4 2022

## Irish economic trends

Early estimates indicate that GDP in Ireland grew by an estimated 3.5% in Q4 2022, when compared with Q3 2022. GDP for the full year 2022 is estimated to have increased by 12.2%, when compared with 2021.

## IPU Survey

A survey of pharmacists carried out by the Irish Pharmacy Union found six in 10 were concerned that difficulties in getting hold of key medicines was putting the health of patients at risk. The latest medicine shortage index shows there are 247 drugs out of stock, an increase of 19 medicines since the end of last month.

## Global economic trends

The IMF's World Economic Update project forecast that global growth will fall from an estimated 3.4% in 2022 to 2.9% in 2023, then rise to 3.1% in 2024. The 2023 forecast is 0.2% higher than predicted in the October 2022 World Economic Outlook.

## Energy crisis

So far Europe has managed to avoid the worst of the energy crisis as a combination of substitution to new energy sources in industry, a relatively mild winter, and an increase in stored gas helped undercut the decline in supply.

## Rising prices

Inflation in the Eurozone rose 9.2% year on year in December 2022, with energy prices remaining the biggest contributor to accelerating prices, rising 25.7%. and Food, alcohol and Tobacco at 13.8%.

# Revenue Pulse

## Volume of sales

The volume of sales, as measured by the CSO, decreased by 0.8% in December 2022 against the same period last year.

Volume of Sales: CSO

-0.8% ↓

SOURCE: CSO

## Unit Trends

According to HMR Ireland research, the Irish prescription market grew by 6.62% in units compared to the same period last year.

Unit Growth: HMR Ireland

6.62% ↑

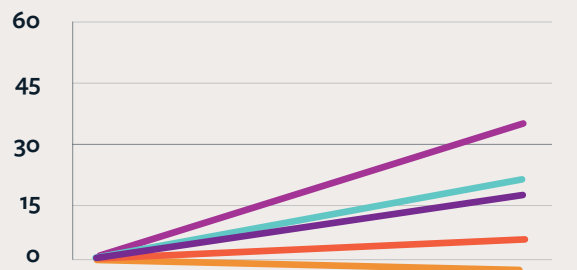
SOURCE: HMR IRELAND

## Footfall Pulse

Compared to the previous period in 2021, mobility increased 18% in supermarkets and pharmacies.

The largest increase was in Leitrim at 37%. Mobility decreased 6% in Dublin, but increased 5% in Cork and 16% in Limerick over the period.

### Changes in Footfall Mobility



● Overall 18%    ● Leitrim 37%  
Biggest positive movement

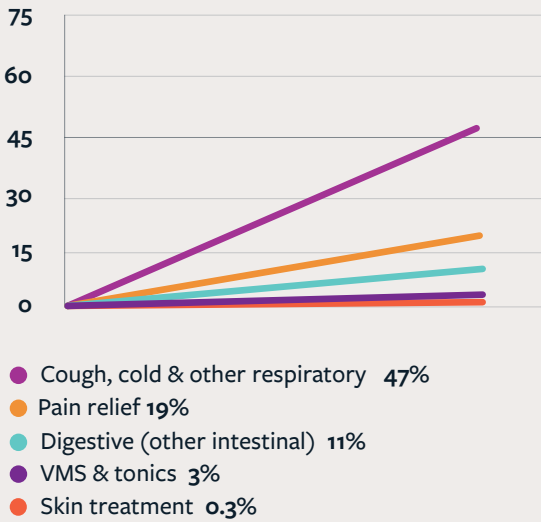
● Cork 5%    ● Limerick 16%    ● Dublin -6%

SOURCE: GOOGLE MOBILITY

# OTC Tracker

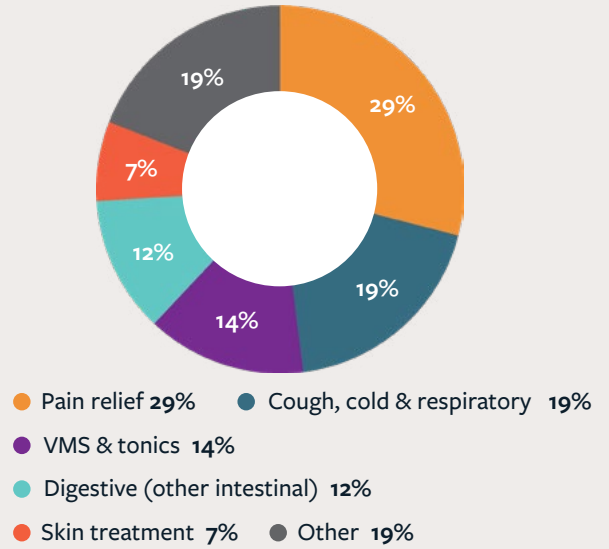
IQVIA data shows the largest growth in OTC classes was in the cough, cold & other respiratory category this quarter.

## Top 5 Major OTC Classes by Growth



SOURCE: IQVIA

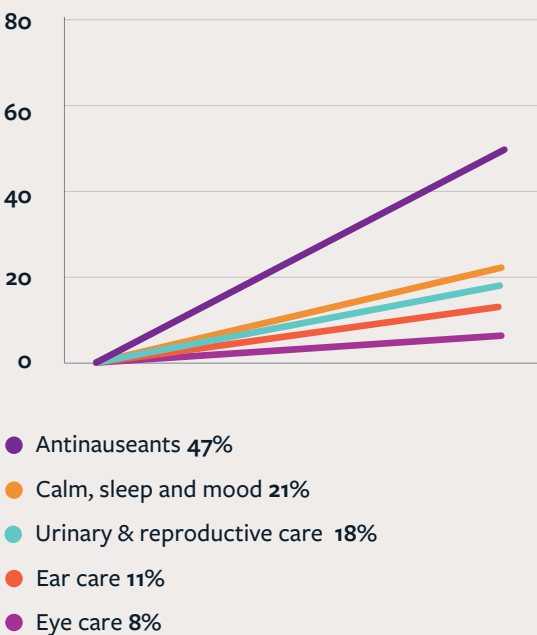
## Top 5 Major OTC Classes by Value



SOURCE: IQVIA

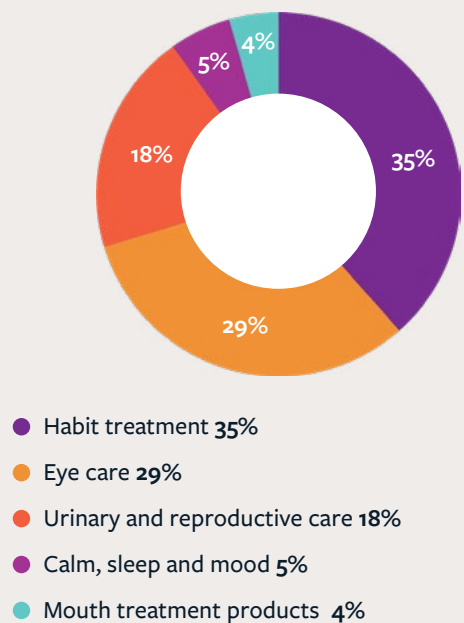
Minor OTC categories have seen significant growth, with antinauseants seeing 47% growth over the period.

## Top 5 Minor OTC Classes by Growth



SOURCE: IQVIA

## Top 5 Minor OTC Classes by Value



SOURCE: IQVIA

# Market Pulse

It was another strong quarter for sales, with Fitzgerald Power estimating 6 transactions completed in the 4th Quarter of 2022.

PSI data suggests there have been 5 net closures since January 2022, bringing the number of community pharmacies in Ireland to 1,906.

## New Openings and Closures

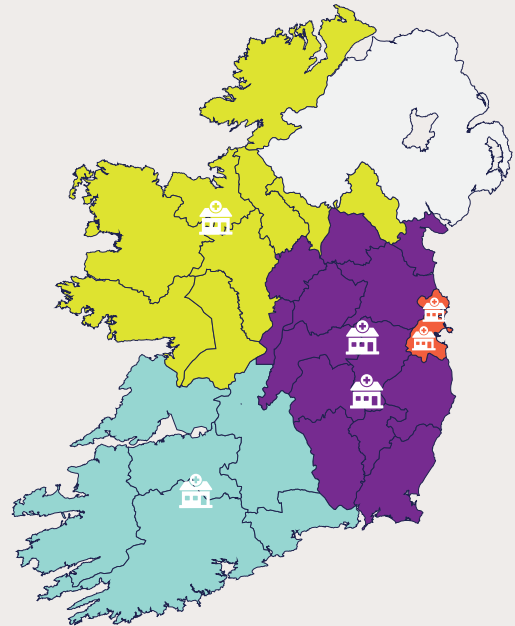
New Openings between  
1st January '22 – 31st December '22 **20**

Closures between  
1st January '22 – 31st December '22 **25**

Net Closures between  
1st January '22 – 1st December '22 **5**

SOURCE: PSI

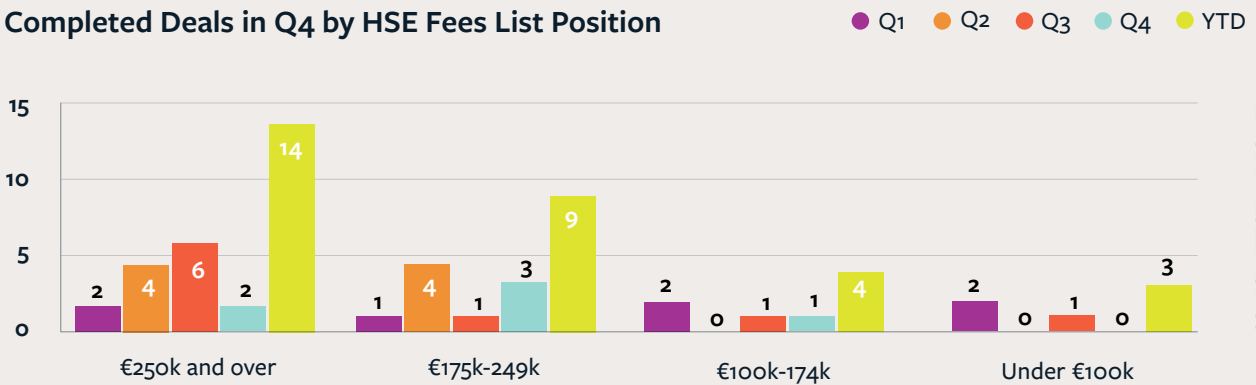
## Completed Deals in Q4 by Geographical Location



● Leinster 2      ● Munster 1  
● Dublin 2      ● Ulster/Connacht 1

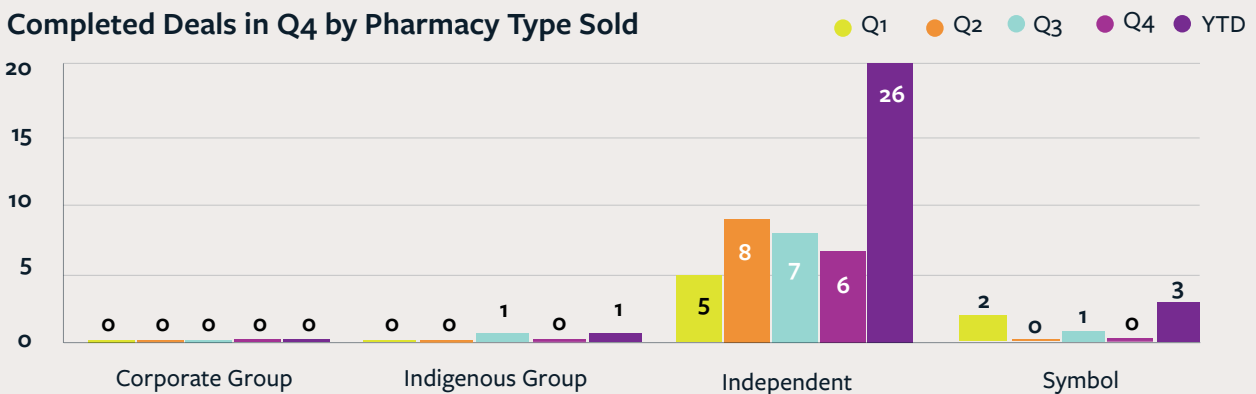
SOURCE: FITZGERALD POWER

## Completed Deals in Q4 by HSE Fees List Position



SOURCE: FITZGERALD POWER

## Completed Deals in Q4 by Pharmacy Type Sold



SOURCE: FITZGERALD POWER

Fitzgerald Power is the leading financial advisor to the Irish community pharmacy sector and the leading pharmacy sales brokerage firm in Ireland.

We'd love to hear from you so please get in touch if you think we can help.

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