

Pharmacy Pulse

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

Q4 2023



Summary Q4 2023

Irish Economic Trends

The latest Central Bank quarterly report for 2023 says that modified domestic demand is predicted to increase by 1.5% in 2023, 2.5% in 2024 and 1.9% in 2025.

Inflation

Inflation in the eurozone was 2.9% in December 2023, a decrease from 4.3% at the end of the previous quarter. Food, alcohol and tobacco has seen the largest increase at 6.1% when compared to the same month last year.

Chemist Warehouse opens New Store

Global pharmacy retail chain Chemist Warehouse, which launched its first store in Ireland in October 2020, has opened its ninth Irish store. The new store is located in Westend Shopping Park, Blanchardstown, Dublin.

Government plans to Expand Prescribing

Following calls for pharmacists to be allowed to substitute medicines without GP oversight, a proposed new bill will allow pharmacists to extend prescriptions up to a maximum of 12 months if they consider it safe and appropriate to do so.

Global Economic Trends

Pressures from the war in Ukraine, high energy and food prices, inflation and sharply higher interest rates have forced the IMF to cut its global growth forecast for 2023 to 2.7%, compared to a 2.9% forecast in July

Revenue Pulse

Value of sales

The value of sales, as measured by the CSO, increased by 7% in December 2023 against the same period last year.

Value of Sales: CSO

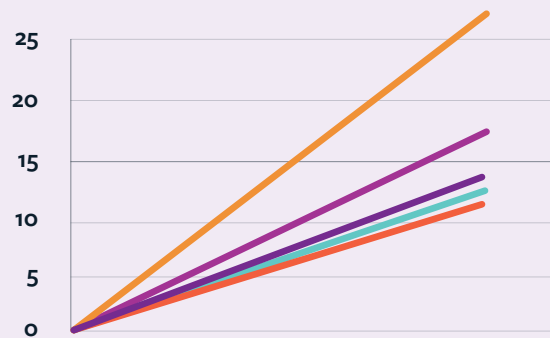
7% ↑

SOURCE: CSO

Rx Tracker

IQVIA data has found RX classes are up 7% in value and 2% in volume vs the same period last year.

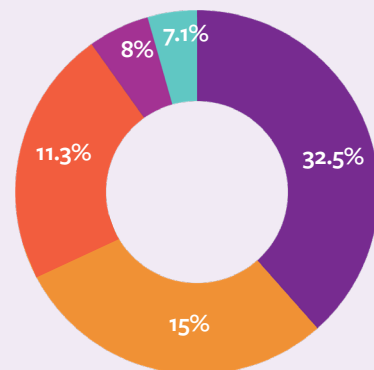
Top RX Classes by Growth



- Diagnostic Agents 27%
- Parasitology 17%
- Dermatologicals 14%
- Alimentary T. & Metabolism 13%
- Sensory Organs 11%

SOURCE: IQVIA

Top RX Classes by Value



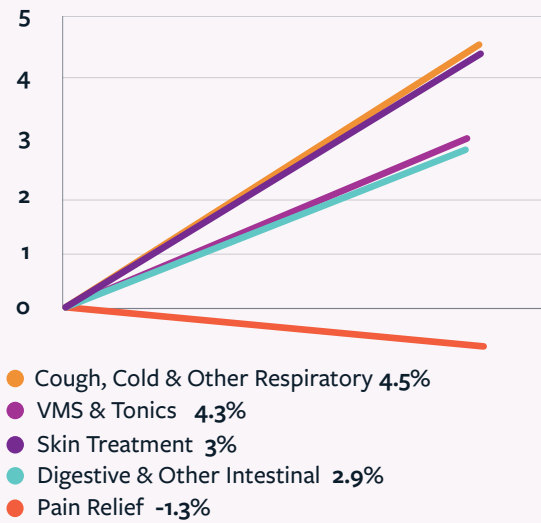
- Antineoplast Immunomodul 32.5%
- Nervous System 15%
- Alimentary T. & Metabolism 11.3%
- Systemic Anti Infectives 8%
- Respiratory System 7.1%

SOURCE: IQVIA

OTC Tracker

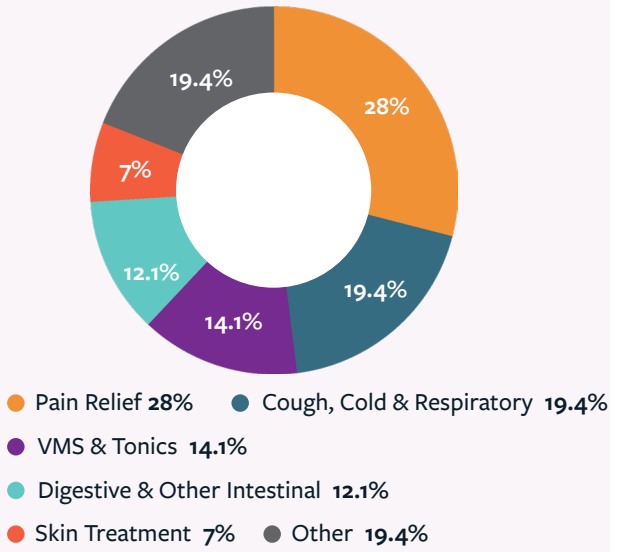
IQVIA data shows OTC classes are up 3% in value, but down 3% in volume, as against the same period last year.

Top OTC Classes by Growth



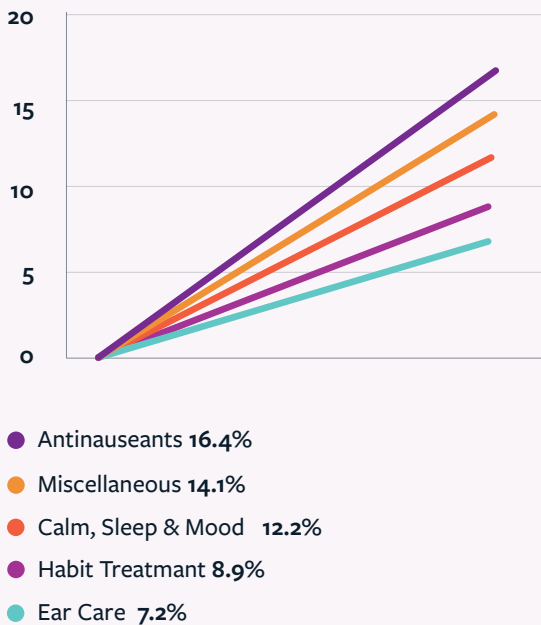
SOURCE: IQVIA

Top OTC Classes by Value



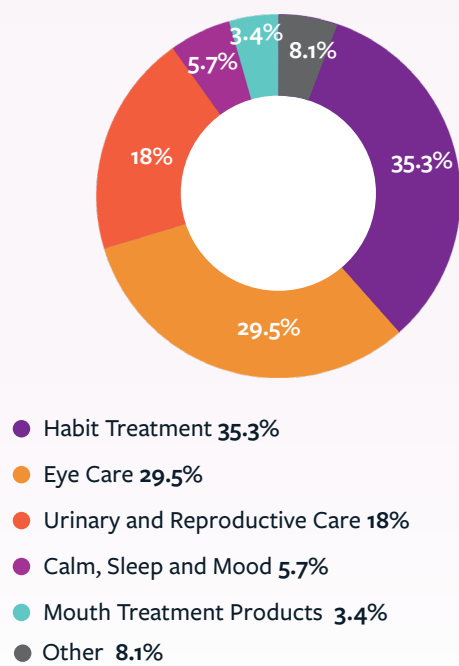
SOURCE: IQVIA

Top 5 Minor OTC Classes by Growth



SOURCE: IQVIA

Top 5 Minor OTC Classes by Value



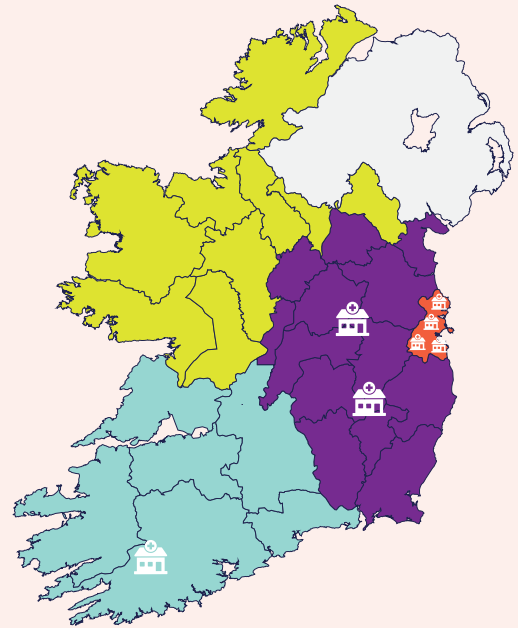
SOURCE: IQVIA

Market Pulse

It was another strong quarter for sales, with Fitzgerald Power estimating 7 transactions completed in the 4th Quarter of 2023.

Completed Deals in Q4 by Geographical Location

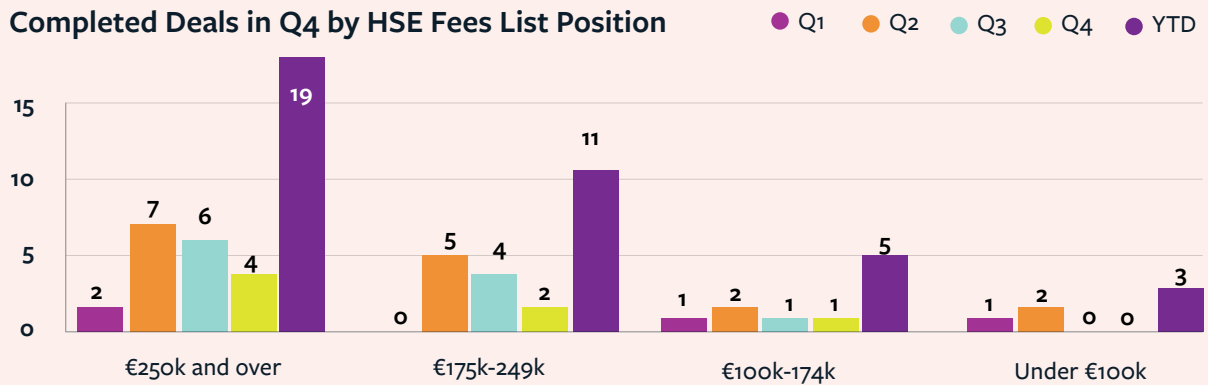
DUBLIN	4
REST OF LEINSTER	2
MUNSTER	1
ULSTER / CONNACHT	0



- Leinster 2
- Munster 1
- Dublin 4
- Ulster/Connacht 0

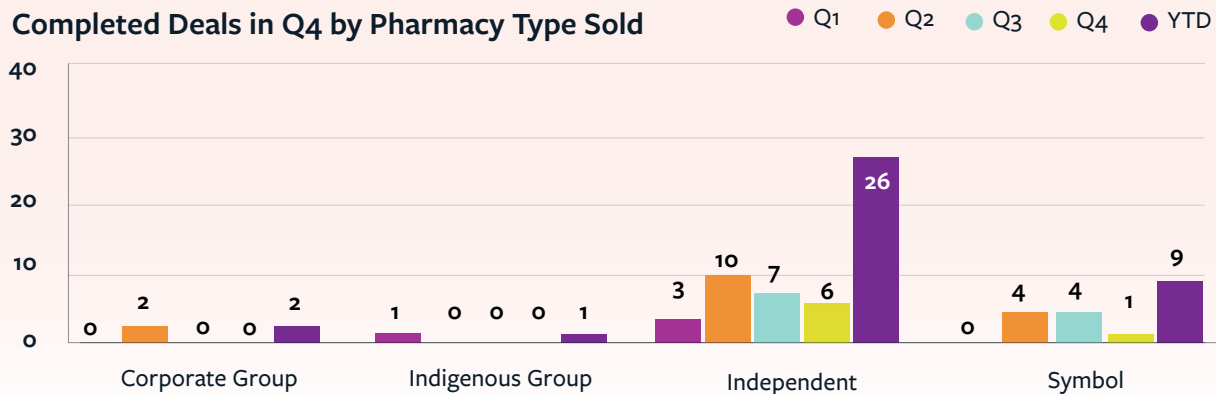
SOURCE: FITZGERALD POWER

Completed Deals in Q4 by HSE Fees List Position



SOURCE: FITZGERALD POWER

Completed Deals in Q4 by Pharmacy Type Sold



SOURCE: FITZGERALD POWER

PSI data suggests there have been 3 net openings in 2023, bringing the number of community pharmacies in Ireland to 1,909.

New Openings and Closures

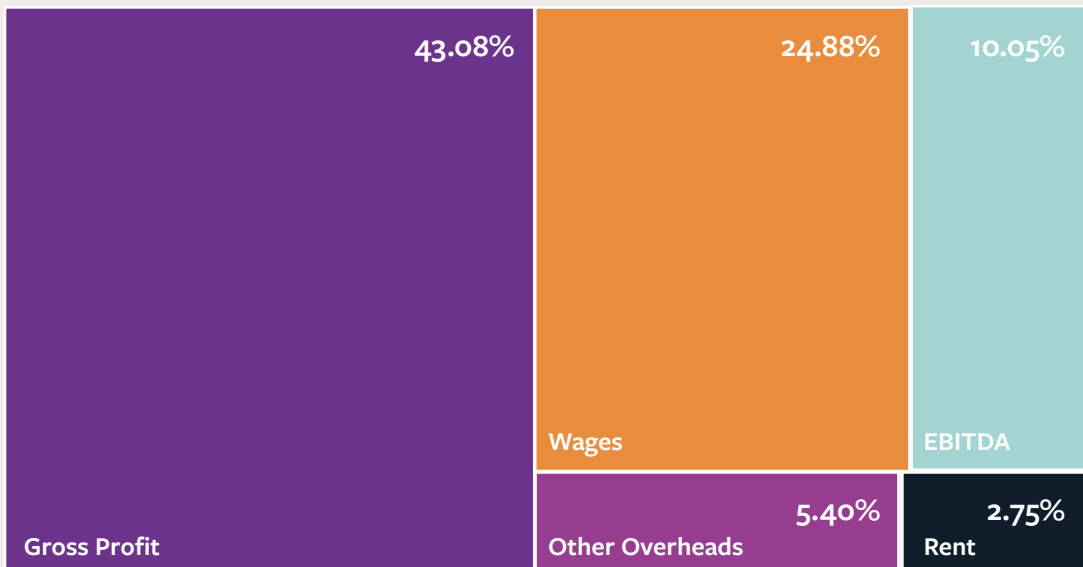
New Openings between 1st January 2023 – 31st December 2023	31
Closures between 1st January 2023 – 31st December 2023	28
Net Openings/Closures between 1st January 2023 – 31st December 2023	3

SOURCE: PSI

Benchmark Pulse

Wages and salaries continue to take up a significant share of pharmacy costs in Q4.

Benchmark KPI Averages Q4 2023



SOURCE: FITZGERALD POWER

Introducing Our Benchmarking Service

Discover the Power of Benchmarking

Now, you can assess your pharmacy's performance and labour rates in comparison to pharmacies with similar turnovers within your sector and geographical location. Take a proactive step to unlock your pharmacy's full potential and maintain a competitive edge in your industry.

Head Office

Greyfriars
Waterford
X91 K2WV

T: (0)51 870152

F: (0)51 871214

Waterford

Saint John's Parish Hall
Catherine Street
Waterford
X91 X827

T: (0)51 870152

F: (0)51 871214

Dublin

3013 Lake Drive
Citywest Campus
Dublin 24
D24 YXW2

T: (0)1 6794772

F: (0)1 6794775

