Pharmacy Pulse

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

Q2 2025

Fitzgerald Power ADDING VALUE. ALWAYS.

Summary Q2 2025

Irish Economy

Ireland's GDP grew by 0.2% quarter-on-quarter in Q2 2025, a reversal of the preliminary estimate of a 1.0% decline. However, GDP was still up 17% in the year to Q2 2025.

PCRS 2024 Report Released

The HSE have released the Primary Care Reimbursement Service Statistical Analysis of Claims and Payments 2024, which is available here.

Four takeaways from the report are:

1. Over €105 million worth of prescription items were paid for by the PCRS, an increase of 6.5% YOY.
2. Increase in the value of fees reimbursed to pharmacists of 5.4% YOY.
3. Decrease of fees reimbursed under vaccination schemes of 1% YOY.
4. There was a net increase of one additional pharmacy contractor in 2024, with the number of contractors at 1912 (to include hospital pharmacies).

Global Economy

Global economic growth is slowing slightly, with forecasts for 2025 downgraded due to weaker activity in major economies. Projections now range from 2.3% to 3.0%, as trade barriers and policy uncertainty weigh on investment.

Medicine Shortages

Pharmacists are spending over six hours a week managing medicine shortages, according to an Irish Pharmacy Union (IPU) survey. Shortages of key drugs like hormone replacement therapy and ADHD treatments are affecting patient care. The IPU calls for greater pharmacist discretion to find alternatives and ease the impact.

US Tariffs

Tariffs introduced by the United States in early 2025 continue to impact global trade and economic growth. These tariffs have raised costs for importers and manufacturers worldwide, contributing to higher consumer prices and inflationary pressures. Supply chain disruptions persist across multiple sectors.

Revenue Pulse

Value of sales

The value of sales, as measured by the CSO, increased by 0.7% in June 2025 against the same period last year.

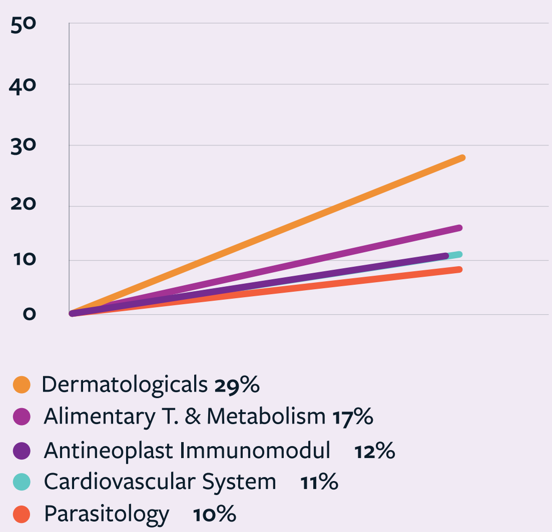
Value of Sales: CSO	0.7% ↑

SOURCE: CSO

Rx Tracker

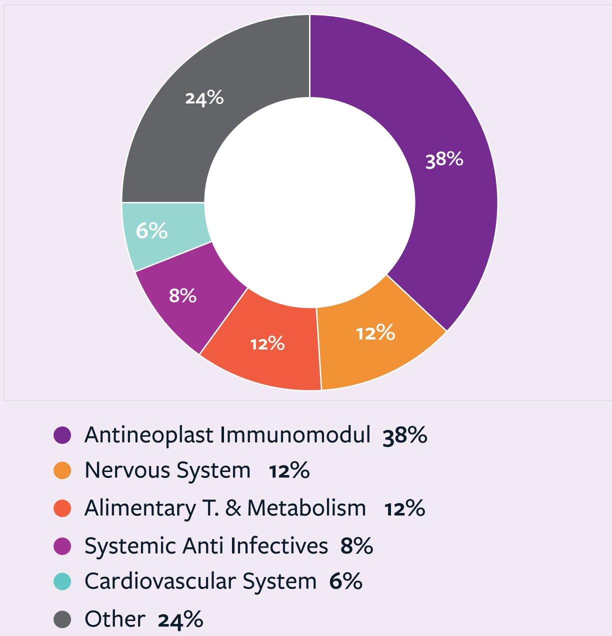
IQVIA data has found RX classes are up 8% in value and 6% in volume vs the same period last year.

Top RX Classes by Growth



SOURCE: IQVIA

Top RX Classes by Value

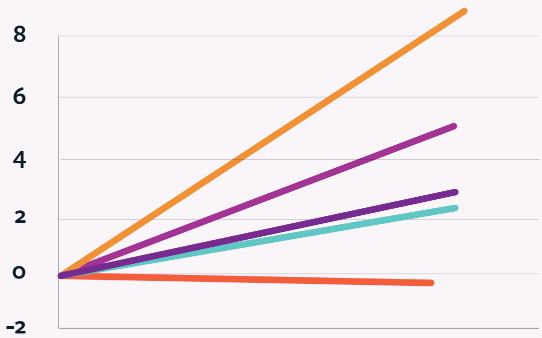


SOURCE: IQVIA

OTC Tracker

IQVIA data shows OTC classes are up 4% in value 1% in volume, as against the same period last year.

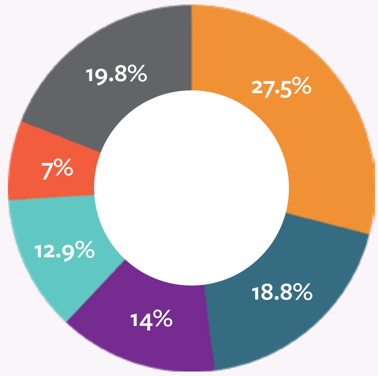
Top OTC Classes by Growth



- Digestive & Other Intestinal **11.3%**
- Skin Treatment **4.9%**
- Pain Relief **2.4%**
- VMS & Tonics **2.1%**
- Cough, Cold & Other Respiratory **-0.1%**

SOURCE: IQVIA

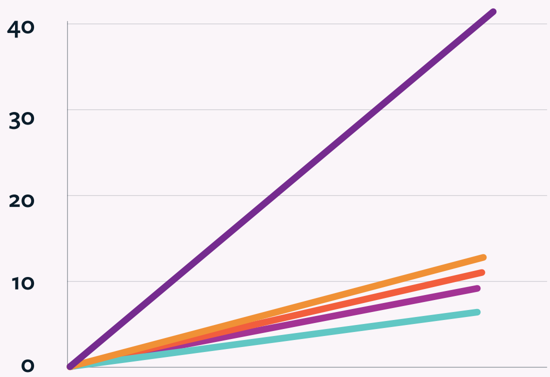
Top OTC Classes by Value



- Pain Relief **27.5%**
- Cough, Cold & Respiratory **18.8%**
- VMS & Tonics **14%**
- Digestive & Other Intestinal **12.9%**
- Skin Treatment **7.0%**
- Other **19.8%**

SOURCE: IQVIA

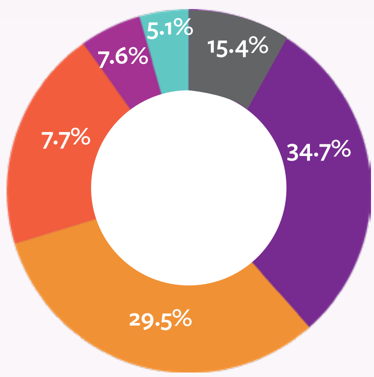
Top 5 Minor OTC Classes by Growth



- All Other Products **56.2%**
- Antivaricose **31.6%**
- Urolog Male Condition **19.7%**
- Calming & Sleeping **12.5%**
- Improve Fertility **11.6%**

SOURCE: IQVIA

Top 5 Minor OTC Classes by Value



- Smoking Control **34.7%**
- Eye Care **29.5%**
- Gynaecological Preps **7.7%**
- Urolog Male Condition **7.6%**
- Calming & Sleeping **5.1%**
- Other **15.4%**

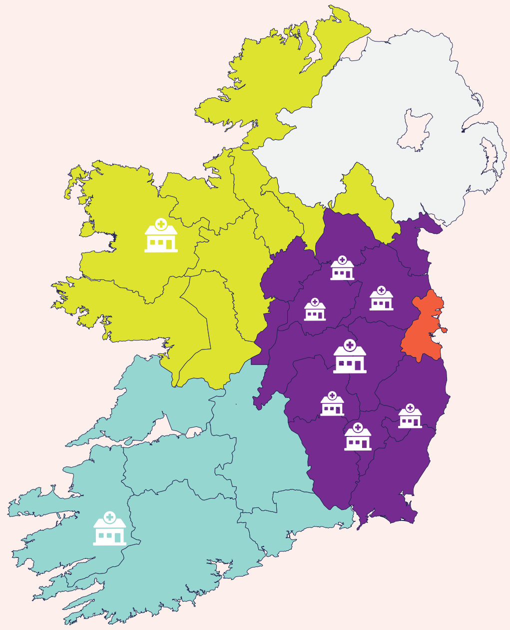
SOURCE: IQVIA

Market Pulse

Fitzgerald Power estimates that 9 transactions were completed in the 2nd Quarter of 2025.

Completed Deals in Q2 by Geographical Location

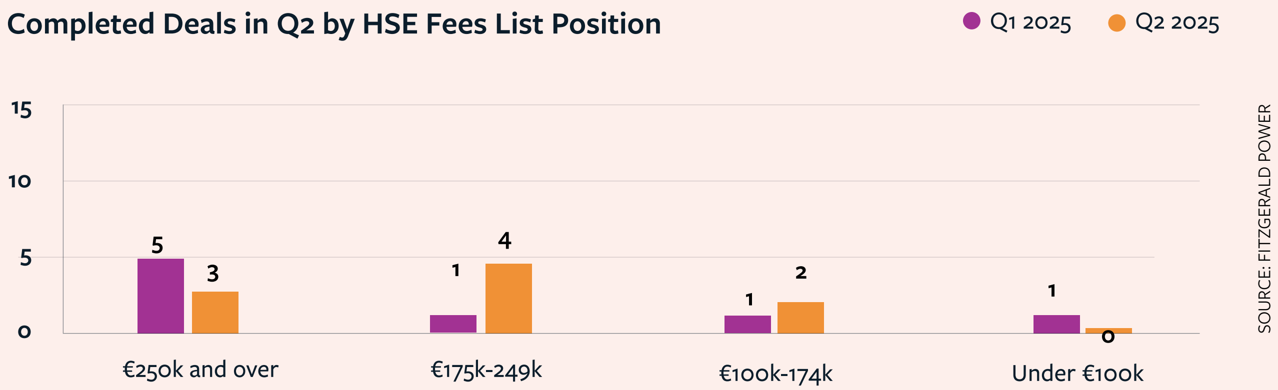
DUBLIN	0
REST OF LEINSTER	7
MUNSTER	1
ULSTER / CONNACHT	1



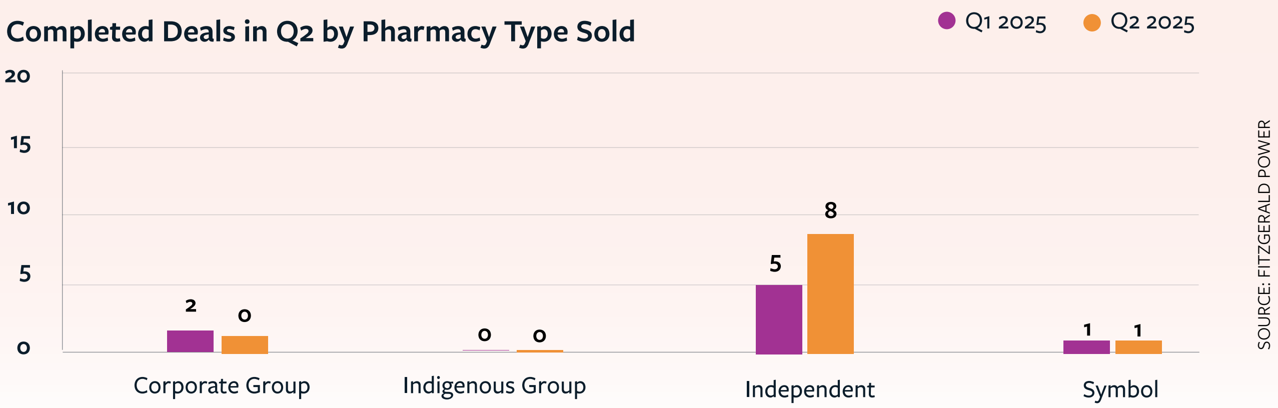
Leinster 7
Munster 1
Dublin 0
Ulster/Connacht 1

SOURCE: FITZGERALD POWER

Completed Deals in Q2 by HSE Fees List Position



Completed Deals in Q2 by Pharmacy Type Sold



PSI data suggests there have been 4 net openings in the 2nd Quarter of 2025, bringing the number of community pharmacies in Ireland to 1,908.

New Openings and Closures

New Openings between 1st January 2025 – 30th June 2025	7
Closures between 1st January 2025 – 30th June 2025	3
Net Openings between 1st January 2025 – 30th June 2025	**4**

SOURCE: PSI

Gross Profit Margin Pulse

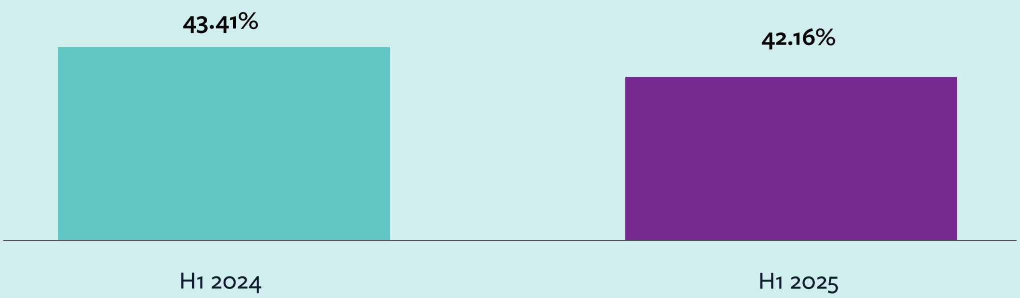
The Department of Health and the Irish Pharmaceutical Healthcare Association (IPHA) are expected to begin negotiations on a new Framework Agreement from October 2025, as the current four-year agreement expires on September 30th. This will replace the 2021 agreement which set policy on the pricing and supply of on-patent and originator medicines.

The IPHA has noted a reluctance on their part to begin negotiations until the Government can assure faster approval of medicines. Until now the Government has placed an emphasis on pricing of medicines, and the IPHA has claimed the Government has not met agreed goals in relation to the approval of new medicines. The cost saving goals from the 2021 agreement, however, were exceeded. The negotiations will have a broader importance to Irish fiscal policy as the medicines bill continues to take up a larger share of the health budget. However, there is a trade-off between the State's goals to limit how much they pay for medicines and incentives needed for drug companies to provide medicines to Irish market. Low prices for medicines make Ireland a less attractive proposition to drug companies, which is helping to drive current medicine supply issues.

At the individual pharmacy level, the Framework Agreement has an impact on the supply of medicines and profitability. The 2021 Agreement, for example, provided for staged increases in rebates to the HSE on sales of on and off-patent medicines, which influences the margins pharmacies can achieve.

Fitzgerald Power data shows that the average Gross Profit Margin achieved in the sector has decreased from 43.41% in H1 2024 to 42.16% in H1 2025. This is likely due, in part, to delays in accessing medicines, which often leads to individual pharmacies having to actively seek out higher cost substitutes to facilitate patient requirements.

Gross Profit Margin



Introducing Our Benchmarking Service

Discover the Power of Benchmarking

Now, you can assess your pharmacy's performance 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.

Contact Johnny

Contact Noel

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
50-56
Merrion Road
Dublin
D04 V4K3

T: (0)1 4693739
F: (0)51 871214

Fitzgerald Power
ADDING VALUE. ALWAYS.

fitzgeraldpower.ie
info@fitzgeraldpower.ie