

A man in a blue shirt and brown blazer stands on the right side of the frame, gesturing with his right hand. To his left is a large graphic consisting of a blue-outlined rectangle containing various white medical icons (pill bottle, syringe, DNA helix, heart rate monitor, eye, stethoscope, tooth, microscope, etc.) connected by dashed lines. Above this rectangle is a green-outlined rectangle containing the text "AT RSM, WE KNOW PHARMACY.".

AT RSM,  
WE KNOW PHARMACY.

## PHARMACY SERVICES

Your strategic partner, focused on pharmacy.

THE POWER OF BEING UNDERSTOOD  
AUDIT | TAX | CONSULTING



## EXPERIENCE THE POWER OF BEING UNDERSTOOD

### At RSM, we know pharmacy.

- **First-hand knowledge**  
20 years of Pharmacy experience through working with pharmacy owners, The Pharmacy Guild of Australia and various industry bodies
- **Accessible anywhere**  
Accounting services provided to owners through 30 offices across Australia
- **We speak the same language**  
\$1 discount, PBS reforms, professional services, gross margins, leases, sales, profit – we understand and know how to help
- **The industry knows who we are**  
Pharmacy Valuers, Conference presenters, Australian College of Pharmacy supporter for over 10 years, pharmacy author and columnist – RSM is a part of the industry

## 5 WAYS YOU CAN BENEFIT FROM OUR EXPERIENCE

By having an accounting and business advisor who understands your industry, pharmacy owners can benefit by:

- 1 Gaining from our experience in dealing with a range of pharmacies – different models, locations, size.
- 2 Gaining from our understanding of the industry benchmarks and how your business can improve.
- 3 Having access to pharmacy solutions which we are able to develop because we deal with many owners and their businesses.
- 4 Knowing that we will understand the issues you are facing and suggest the right strategy for you.
- 5 Knowing that we can tackle the issues appropriately and, if necessary, bring in other industry specialists to address the particular area of concern you may have.

We have a team of accountants who can talk directly to the issues that you face in your pharmacy.

“The RSM Pharmacy team has been instrumental in developing and maintaining sound business and financial discipline at Rx Management since our creation in 2003, over which time we have seen significant growth. RSM, with its national footprint, is well placed to advise Rx Management who works with a group of owners operating pharmacies across Australia. I look forward to a continuing long term relationship.”

John Loveridge  
Rx Management Group









## WHAT IS YOUR STRATEGY?

At RSM, we know Pharmacy. With PBS reforms bringing pressure to bear on business profits, we believe that the right strategy is needed if pharmacy owners are to adopt a pharmacy model that will provide a sustainable business for the future.

Whether the issue be which pharmacy model you should adopt, location rules, getting the right tax structure, managing cash flow or buying a pharmacy, RSM can strategically advise you on how to best manage your business issues.

## EXPERIENCE AND KNOWLEDGE

### How can we help you?

Pharmacy profits and cash flow require the right information quickly and we can work with owners to put in place the right reporting systems and management processes. Managing tax well is what we do naturally as accountants, but ensuring the profits are maximised before that is what the RSM pharmacy team can work with you to achieve.

Here are just some of the areas where RSM's Pharmacy Services can help you:

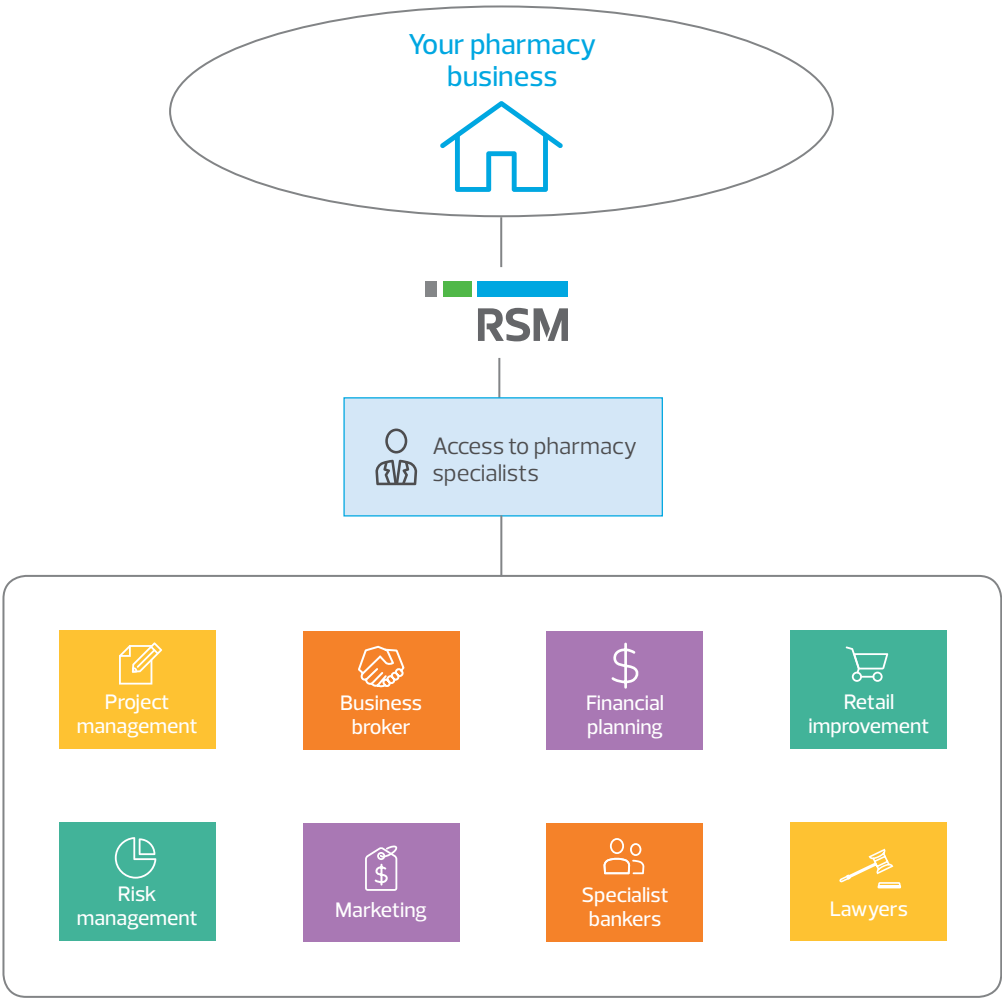
- Buying a pharmacy
- Cloud accounting and reporting solutions
- Improving your pharmacy
- Managing your cash flow
- Strategy & advice
- Structures, finance & valuations

"We have been associated with the pharmacy team at RSM for over 15 years. Their expert advice has been invaluable in assisting us through the growth phases of our group and strategically working with new opportunities."

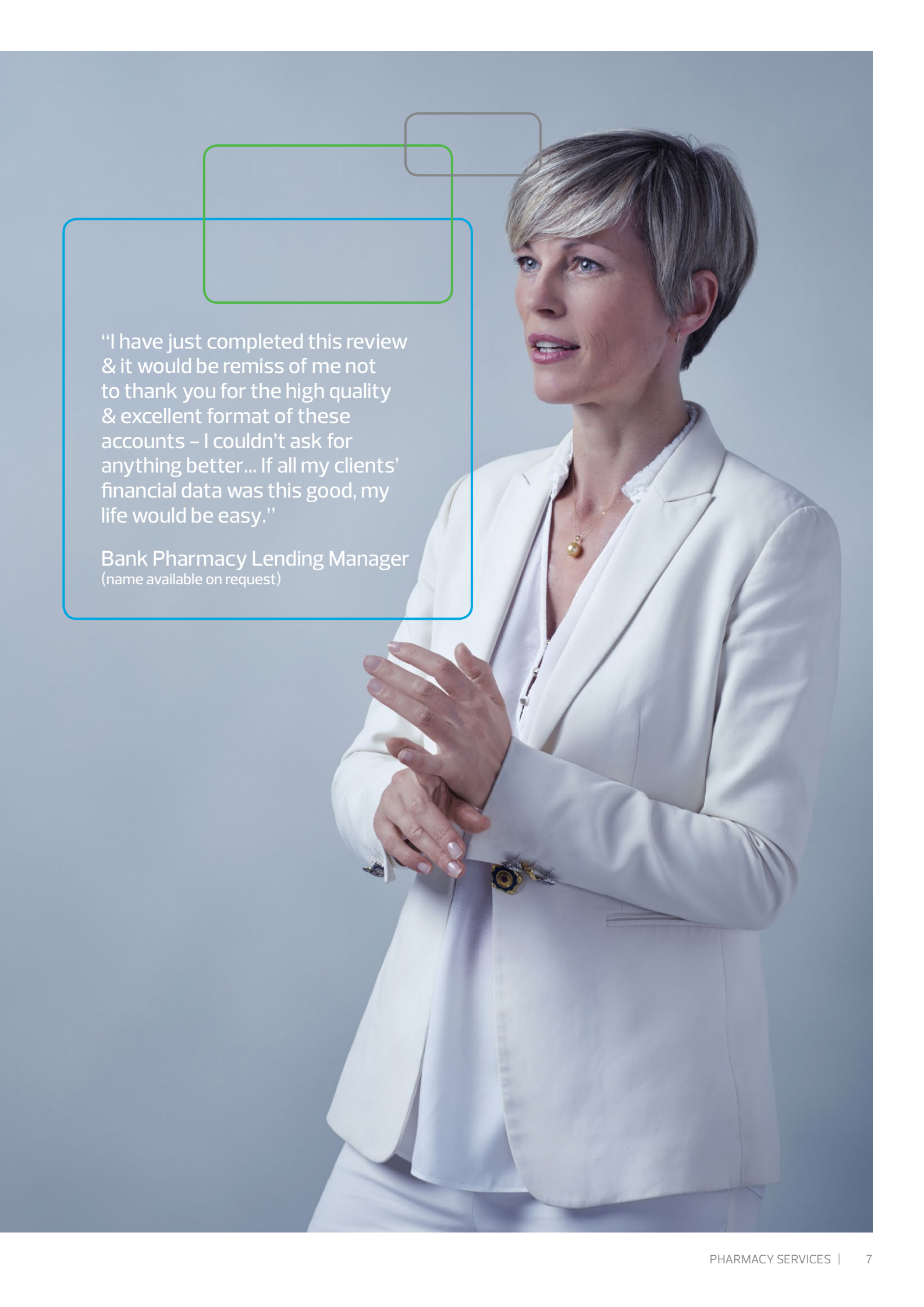
Brendan O'Loughlin & Alisa McCowen

# RSM BRINGS MORE THAN JUST ACCOUNTANTS

Whether it be in retail & marketing, law, finance, property or business acquisition or disposal, RSM know experts who can fill in the gaps on the strategic plan and cover those specialist areas. When you do a new fit out, who is managing the landlord, franchisor and fit out team to protect your interests? When your lease is up, who is the best person to negotiate your lease? When you go into business, have you considered what insurances you need? These are just some of the specialist issues that we know you need to address and can introduce you to the right person.



For further information contact the team at:  
[rsm.com.au/pharmacy](https://rsm.com.au/pharmacy)



"I have just completed this review  
& it would be remiss of me not  
to thank you for the high quality  
& excellent format of these  
accounts – I couldn't ask for  
anything better... If all my clients'  
financial data was this good, my  
life would be easy."

Bank Pharmacy Lending Manager  
(name available on request)

## THE POWER OF BEING UNDERSTOOD

### AUDIT | TAX | CONSULTING

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