



AEQUITAS

CHARTERED ACCOUNTANTS • REGISTERED AUDITORS



MAXIMISING PHARMACY PROFITS

Supporting Financial Growth and Balance

We have a highly-trained and skilled team with over 25 years' experience supporting pharmacies.

Offering a fully bespoke service and dependent upon requirements, we ensure a comprehensive system of support for our clients: single pharmacy owners, independent multiples, buying groups and LPCs.

Running a successful pharmacy involves:

- Adhering to a whole host of regulatory and compliance matters including GPhC inspections, CPD compliance, fulfilling PQS requirements etc
- Implementing a keen and efficient drug buying strategy to maximise gross margins, whether by direct tendering, negotiating directly with wholesalers, joining a buying group or a combination
- Managing and motivating staff, thereby ensuring their best performance to maximise sales of OTC products and your services
- Advertising and promoting the goods and services, provided to the wider community
- Ultimately, to monitor profitability and business performance.

At Aequitas, we can assist you with all of the above and so much more...

WHY AEQUITAS?

Award winning practice of Chartered Accountants and business advisors. Selected as the accountancy partner for prestigious and independent pharmacy networks. Always accessible and offer a confidential and caring service.

Pankaj Patel, owner and founder of Aequitas, is a Chartered Accountant with a keen interest in pharmacy. His training and qualifications facilitate a unique understanding of the pharmaceutical industry and how to maximise profits.

Our group of pharmacies have been with Aequitas for over 20 years... Pankaj Patel has been the backbone in helping us to get from one branch to four, seamlessly. Aequitas helped us through the transition teaching us marketing, branding, refurbishment, leaflet drops, advertising and all those aspects that university does not teach you. We are now running smoothly, with monthly management information being produced, which helps tremendously to gauge the progress of our group.

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AEQUITAS
Best Accounting & Auditing Practice
2019 - North West London



HOW CAN AEQUITAS HELP **YOU?**

We ensure that for all owners, whether single pharmacy or multiples of all sizes, the administrative and accounting aspects of the business are easily managed. Accounting systems and records are structured to facilitate ease of access and full understanding of financial information.

By working together, we can support **YOU** and your objectives for long-term success.

We provide accurate management information on a monthly basis which includes:

- Advice for business growth
- Management of effective and efficient systems
- Improved OTC sales and empowerment of teams

- Active and ongoing recommendations for improved visibility in the wider community for services, products and prescription advice
- Detailed profit analysis
- Accurate gross margins, matching the dispensing month's income with purchases
- Trends and KPIs for benchmarking comparison information
- Discuss operational issues, for example prescription switching
- Keeping you informed of regulatory deadlines.

We ensure monthly reporting systems, a process for expedient repayments, steady cash-flow and ongoing reviews which can maximise profits.

BUYING AND SELLING PHARMACIES

We help our clients by steering them through the complicated process of buying or selling a pharmacy and ensure a smooth transaction and process. If required, we can also negotiate on our clients' behalf.

-  Assessing the initial sales memorandum from the agents and ascertaining whether a potential pharmacy is worth pursuing
-  Assisting with the agreement of a suitable offer and negotiation through to an acceptable bid
-  Undertaking financial due diligence of the target pharmacy to ensure the underlying figures reflect the proposed purchase

-  Reviewing the Sale Purchase Agreement and providing guidance, together with solicitors, for warranties and indemnities etc

-  Agreeing the final Net Asset Value adjustment required in a share sale.

Post completion - When the purchase is complete, we will guide you through the setting up of suitable accounting systems to ensure your receipt of up-to-date management accounts and KPIs, for business progress monitoring.

We work closely with our pharmaceutical clients and are always readily available.



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