

**Johnston Rorke Period Review DispensaryLoop analysis - 1 June 2009 to 31 July 2009 compared to same period last year
Benchmarked against Non-DispensaryLoop Stores**

Summary

	Sales Growth			Gross Profit Growth			Middle Health \$ per script		
	DispLoop	Control Group	Difference	DispLoop	Control Group	Difference	DispLoop	Control Group	Difference
General	1.94%	0.56%	1.39%	-4.36%	-9.48%	5.11%			
Middle Health	20.84%	7.02%	13.82%	17.04%	5.34%	11.70%	\$1.81	\$0.74	\$1.07
Dispensary	10.18%	9.11%	1.06%	11.29%	10.46%	0.83%			

DispensaryLoop Sample

Pharmacy	Sector	1/6/09 to 31/7/09				1/6/08 to 31/7/08				Add. Sales	Average Script #	\$ P/Script
		Sales	Items Sold	Customers	Gross Profit	Sales	Items Sold	Store Customers	Gross Profit			
Pharmacy 1	Middle Health	\$100,336	8,591	6,934	\$44,317	\$86,979	7,877	6,164	\$40,739	\$ 75,912	Not avail.	
	General	\$47,218	5,618	4,344	\$22,524	\$45,840	5,059	3,901	\$23,934	\$ 1,378		
	Dispensary	\$301,726	9,887	5,589	\$108,945	\$ 268,296	8,941	5,052	\$ 92,691	\$ 33,430		
Pharmacy 2	Middle Health	\$162,891	10,761	8,591	\$51,863	\$117,565	8,372	6,932	\$44,476	\$ 45,326	11500	\$ 3.94
	General	\$18,326	2,061	1,610	\$5,843	\$18,155	2,357	1,785	\$5,025	\$ 171		
	Dispensary	\$439,202	14,021	6,070	\$146,034	\$371,286	12,267	5,446	\$121,228	\$ 67,916		
Pharmacy 3	Middle Health	\$150,798	13,849	10,210	\$58,553	\$128,545	12,727	8,650	\$53,428	\$ 34,346	23400	1.47
	General	\$33,404	5,204	3,623	\$10,156	\$37,968	4,822	3,529	\$12,824	\$ (4,564)		
	Dispensary	\$658,632	21,820	9,561	\$210,486	\$592,365	20,468	9,342	\$191,979	\$ 66,267		
Pharmacy 4	Middle Health	\$94,724	8,090	6,357	\$37,107	\$78,994	7,134	5,418	\$32,396	\$ 15,730	10200	\$ 1.54
	General	\$26,466	5,405	3,208	\$7,830	\$22,417	4,299	2,768	\$7,579	\$ 4,049		
	Dispensary	\$362,620	11,681	5,186	\$133,383	\$345,194	10,583	4,770	\$112,759	\$ 17,426		
Pharmacy 5	Middle Health	\$225,563	21,892	15,599	\$89,116	\$195,577	18,079	14,391	\$69,018	\$ 29,986	24200	\$ 1.24
	General	\$60,048	8,821	4,710	\$19,916	\$57,547	11,502	4,860	\$19,931	\$ 2,501		
	Dispensary	\$722,739	22,851	10,816	\$216,145	\$678,217	22,139	10,679	\$213,644	\$ 44,522		
Total										\$ 125,388	69300	\$ 1.81

Totals

Middle Health	\$734,312	63,183	47,692	\$280,956	\$607,660	\$54,189	\$41,566	\$240,057
General	\$185,462	27,109	17,495	\$66,269	\$181,927	\$28,039	\$16,843	\$69,293
Dispensary	\$2,484,919	80,260	37,221	\$814,993	\$2,255,358	74,398	35,288	\$732,301

Growth

	Sales Growth	Items Sold Growth	Customer Growth	Gross Profit Growth
General	1.94%	-3.32%	3.87%	-4.36%
Middle Health	20.84%	16.60%	14.76%	17.04%
Dispensary	10.18%	7.88%	5.48%	11.29%

Control Group Sample

Pharmacy	Sector	1/6/09 to 31/7/09				1/6/08 to 31/7/08				Add. Sales	Average Script #	\$ P/Script
		Sales	Items Sold	Customers	Gross Profit	Sales	Items Sold	Store Customers	Gross Profit			
Pharmacy 1	Middle Health	\$178,204	16,592	12,049	\$63,042	\$170,828	16,193	11,336	\$61,103	\$ 7,376	13943	\$ 0.53
	General	\$51,265	5,984	4,525	\$13,395	\$55,666	5,612	4,240	\$15,988	\$ (4,401)		
	Dispensary	\$576,978	16,848	8,421	\$192,696	\$523,642	15,777	7,998	\$165,094	\$ 53,336		
Pharmacy 2	Middle Health	\$72,764	8,251	6,372	\$26,384	\$72,570	8,532	6,187	\$27,532	\$ 194	10594	\$ 0.02
	General	\$29,780	9,543	4,575	\$6,028	\$30,434	6,877	4,102	\$9,732	\$ (654)		
	Dispensary	\$383,593	13,351	6,118	\$135,287	\$393,468	13,295	5,973	\$130,688	\$ (9,875)		
Pharmacy 3	Middle Health	\$205,464	18,523	13,429	\$75,217	\$195,049	18,917	12,353	\$71,470	\$ 10,415	19075	0.55
	General	\$55,823	4,036	3,094	\$14,790	\$46,687	4,175	3,092	\$13,336	\$ 9,136		
	Dispensary	\$781,597	24,731	10,367	\$238,410	\$671,406	22,540	9,625	\$212,163	\$ 110,191		
Pharmacy 4	Middle Health	\$125,381	11,054	7,664	\$34,897	\$111,054	10,273	6,998	\$30,141	\$ 14,327	Not avail.	
	General	\$40,109	5,479	3,562	\$7,271	\$43,343	5,051	3,180	\$9,065	\$ (3,234)		
	Dispensary	\$298,253	8,624	4,468	\$92,184	\$280,697	8,784	4,344	\$86,440	\$ 17,556		
Pharmacy 5	Middle Health	\$159,555	12,984	8,254	\$60,819	\$143,243	11,611	7,074	\$56,920	\$ 16,312	12188	\$ 1.34
	General	\$37,557	5,199	3,920	\$13,370	\$37,214	4,853	3,725	\$12,475	\$ 343		
	Dispensary	\$436,945	13,407	922	\$142,251	\$401,231	12,367	911	\$130,590	\$ 35,714		
Total										\$ 41,248	55800	\$ 0.74

Totals

Middle Health	741,368	67,404	47,768	\$260,359	\$692,744	\$65,526	\$43,946	\$247,166
General	\$214,534	30,241	19,676	\$54,854	\$213,344	\$26,568	\$18,338	\$60,596
Dispensary	\$2,477,366	76,961	30,296	\$800,828	\$2,270,444	72,763	28,851	\$724,975

Growth

	Sales Growth	Items Sold Growth	Customer Growth	Gross Profit Growth
General	0.56%	13.82%	7.30%	-9.48%
Middle Health	7.02%	2.87%	8.70%	5.34%
Dispensary	9.11%	5.77%	5.01%	10.46%