



FOCUS ON

PHARMACIES



There are almost 12,000 pharmacies in the UK providing a mix of retail sales, NHS prescriptions and medical services.

These pharmacies are a mix of national firms, franchised outlets and independent operators.

The challenge pharmacies face is unique in a time when they are set to be busier and more in demand than ever.

PRESCRIBED CASHFLOW

As the Government move to release pressure on the NHS, one of the areas being more in demand is the local pharmacy. Over the last few years we have seen a campaign to take pharmacist advice before seeing your GP, this follows to pharmacies dispensing the flu jab and becoming Covid vaccination centres.

The next logical step is to take that ability and expand it to travel immunisations and, probably, more regular vaccination against different strains of Covid in the years to come.

Good news for pharmacies, but as we know, with growth comes a need for capital and if that capital is not planned for then it becomes a cash flow problem.

The Cash Flow Challenge



With more NHS associated work comes a larger chunk of income that sits further back in the cash flow cycle.

The percentage of work that is paid after 60, 90 or 120 days becomes a larger percentage of the overall income, meaning good news for profits but a challenge for cash flow.

For those pharmacies who don't address their future cash flow before it happens, there may be a rude awakening not too far away.

WHO WE ARE

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As with all things cash flow, the earlier you address it the less of a problem it is and the less of an impact it has on trading and the day to day running, of what should be, a very successful business model in more and more demand.

Luckily there are some really good ways this cash flow need can be solved.

This is one way that can work really well:



There are finance options, just for pharmacies, that allow the NHS income each month to be financed up to x4 of the amount billed to the NHS.

This means that not only can the business finance the stock, staffing and overheads generated by an increase in work, it also allows them to plan and fund peak periods over autumn and winter.

As with any cash flow finance, the key is in knowing that demand exists and planning ahead. Our experience is that most businesses do plan ahead and do plan their cash flow, it is just that sometimes that need is only identified late in the day.

Whilst we are happy to help finance urgent cash flow or capital requirements, we also know that the best solution that generates the happiest client is when things can be picked up in advance.

For more details then please **get in touch**.



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