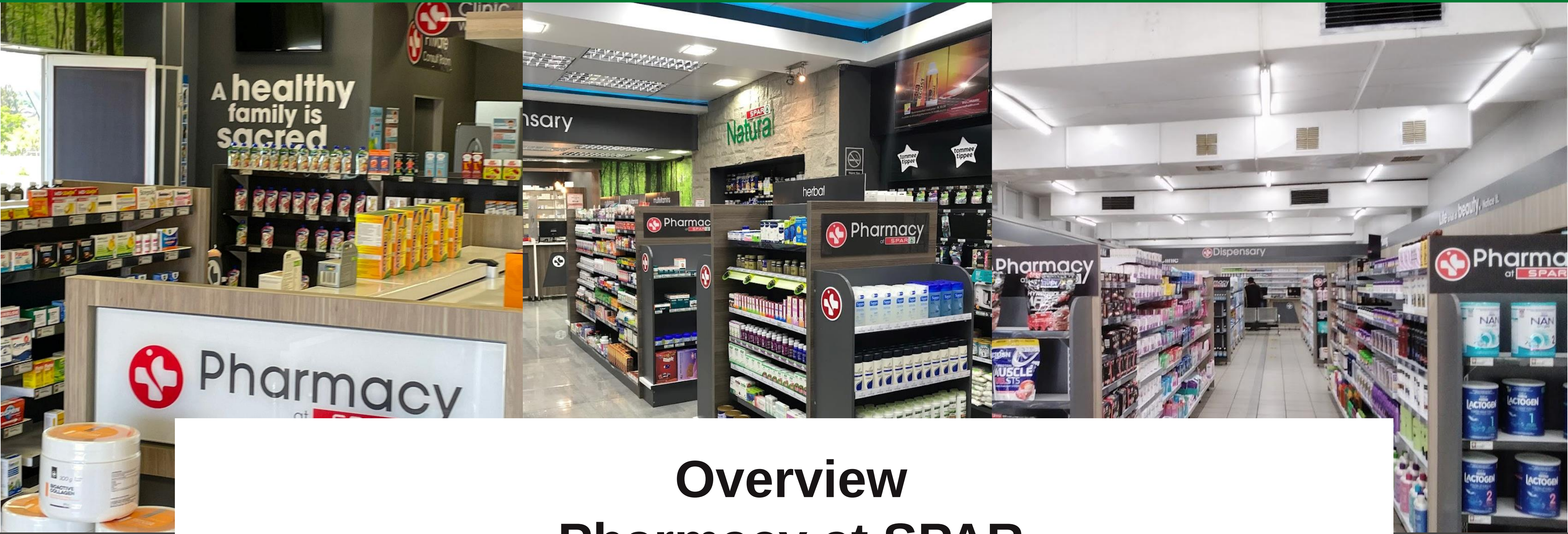


Overview
Pharmacy at SPAR
SPAR Health

Jeremy Nicol - MD

SPAR Health ("S Buys Group")

380+ employees.

Wholesaler

(Pharmacies, Hospitals, Doctors + non-Medical customers)

Scriptwise Specialised Pharmacy

Academy

[120+] SPAR Pharmacies incl. Park Pharmacy

The business of SPAR Health

Wholesaler
- Pharmacies, Hospitals and Doctors.
- SPAR: Pharmacies and Supermarkets (non-Schedule health & personal care products).

Scriptwise Specialised Pharmacy
- Patient-named Scripts delivered directly to the patient/doctor/clinic.
- High-value medicines for High-Risk patients. Chronic = Repeat Scripts.
  . Renal Dialysis, Ophthalmology, Autoimmune Diseases, Neurology, Transplant, Rare Diseases.
- Stakeholders - Specialist Doctors, Medical Schemes, Pharma Suppliers.
- Patient Support Programmes - education, funder & specialist compliance = treatment adherence.

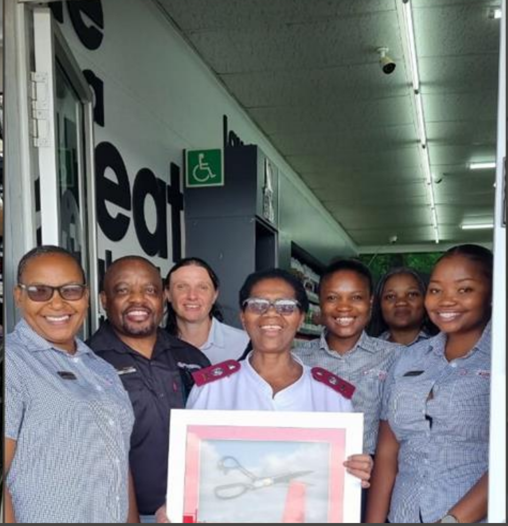
Academy
- Key Pharmacy Support Personnel - Pharmacist Assistant courses (Basic and Post-Basic).
  . transition to Occupation-based training (QCTO - Quality Training for Trade and Occupations).
- Dispensing Licenses for Doctors and Nurses.
- CPD compliance for Pharmacists (‘Continuing Professional Development’).

SPAR Health FY2025

Performance tracking well
- Strong sales support from Pharmacy at SPAR and Scriptwise.
- Substantial opportunity for non-SPAR wholesaler sales (pharmacies, hospitals, doctors).
- Academy Sales gaining traction.

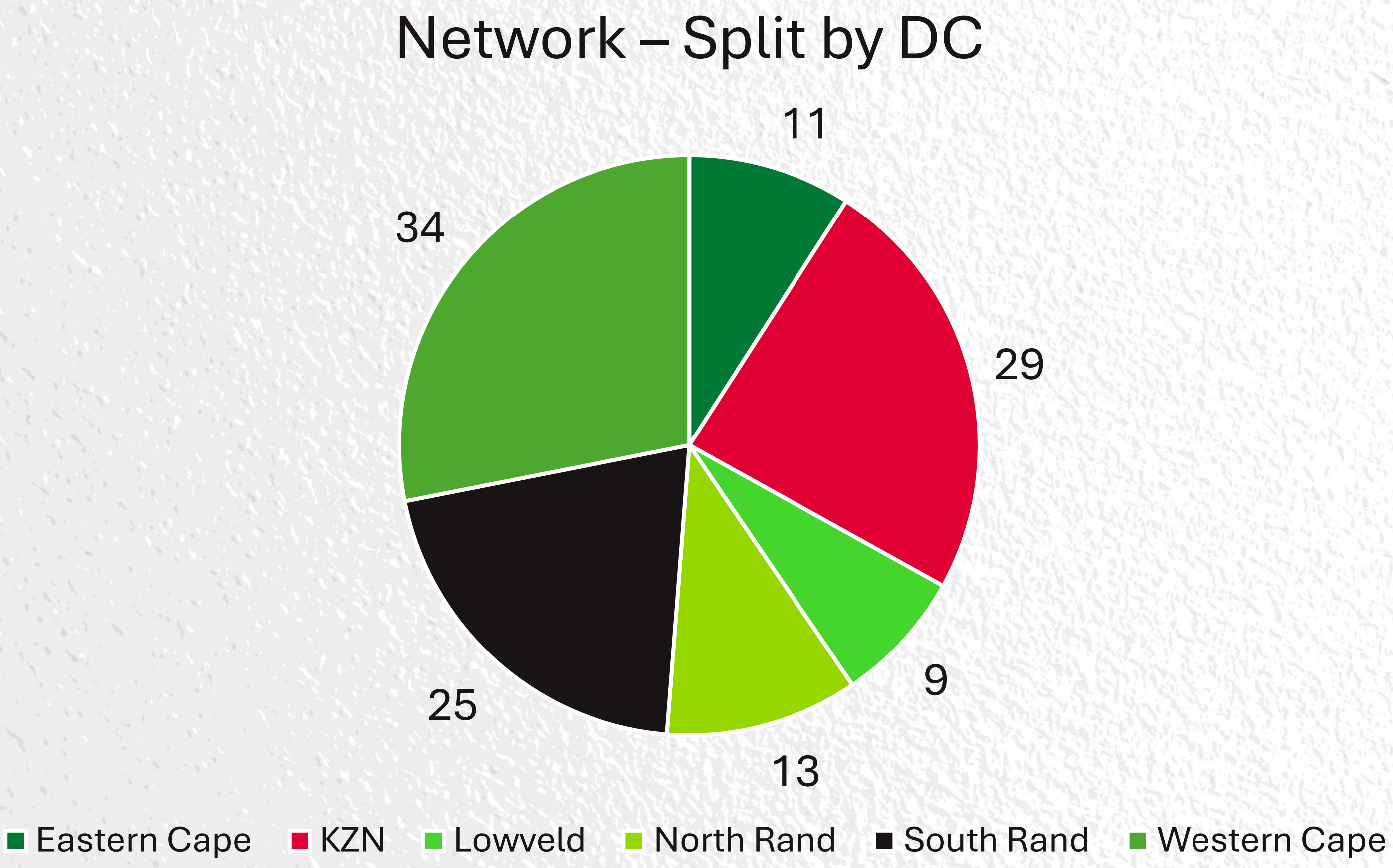
Pharmacy at SPAR
- Ongoing positive traction on key metrics - retail turnover & negative trading stores, wholesaler purchases per pharmacy, own brand sales, medical scheme compliance & script count, transaction count & basket spend.
- While loyalty has plateaued at 60%, better than 2024 and will increase as the key strategic initiatives roll-out.

Strategic Initiatives
- Wholesalers - regional expansion.
- Pharmacy Recruitment
- Training Laboratories - regional expansion on track.
- Consumer Health
- SPAR-connect - ongoing active engagement.



as per the SPAR model ..
driven by the strength of entrepreneurial pharmacists,
independent pharmacies & their staff - at the heart of their communities.

Network - Pharmacy at SPAR

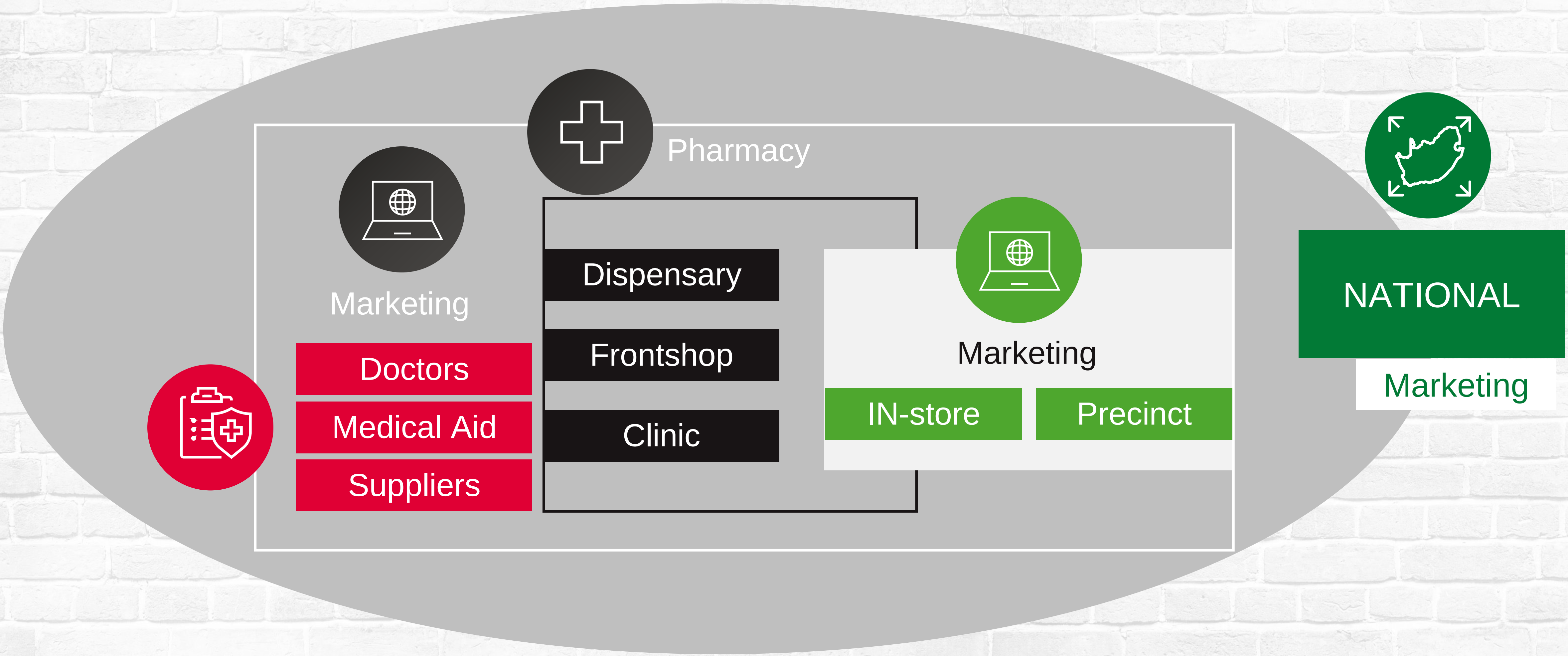


Current
121 Pharmacies

Historically Disadvantaged Owned stores	Women owned stores
45%	37%

Target
300 Pharmacies

Pharmacy business - the moving parts



PAS 2025 Focus

Growth: Pharmacy-by-Pharmacy

Pharmacy at SPAR

Retail Operations

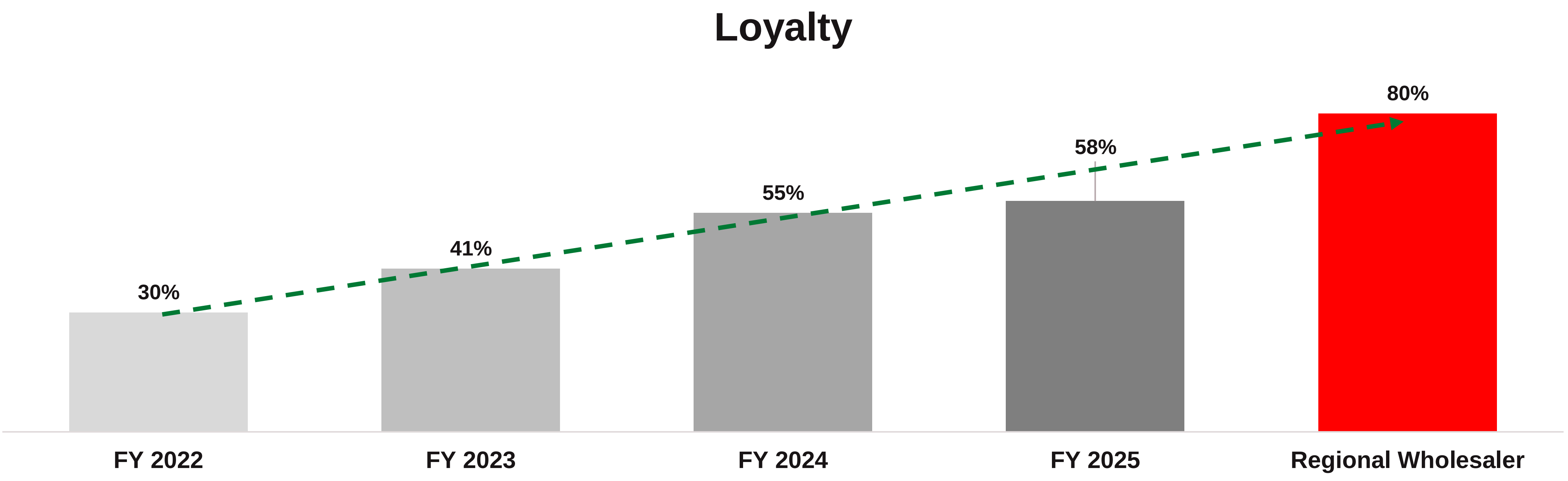
1. Dispensary - scripts, formulary management
2. Frontshop - range, price, private label
3. Clinic - primary healthcare, wellness
4. Marketing & Merchandising
   . in-store, precinct, community
   . SPAR Rewards
5. Alignment - SPAR Group & Regions

Growing COMPETITIVENESS
… working with Retail Ops and using the Dashboard

Support

- Pharmacy Committee (Guild)
- New Business - plugging the gaps
- Inclusion of SPAR Retailers

Retail - Pharmacy at SPAR



Dashboard

Pharmacy at SPAR

Store-by-Store

Turnover, GP.
Trading Density

Growth & Loyalty

Sales - per EE, per hour, per day

Dispensing Fees, Medical Schemes, Doctors,

Script Counts (chronic_acute)

Split: Disp/Fshop/Clinic,

Top-products, Own Brand, Promotions.

Negative GPs.

Transaction & Foot count, Basket Size.

Customer Profile

Understanding the Competition

Pharmacy at SPAR

Community Pharmacies

Independents*	**1 936**	**48%**
Corporate	**2 116**	**52%**
Clicks	740	18%
Alpha*	310	8%
Dischem	286	7%
TLC	230	6%
Medirite	144	4%
Arrie Nel	127	3%
SPAR*	121	3%
RingPharm	158	4%
Total	**4 052**	**100%**

**True independent 62%* *2 525*

Wholesaler - Facilities

UPD	5
Alpha	6
CJ	3
Transpharm	3
Pharmed	3
S Buys	1
City Medical	4

SPAR - committed to Independent Pharmacy

Independent Pharmacy:
60% - footprint (#stores)
40% - market share (rands)

[470+] pharmacies added since 2021, +13%

[R7bn] scheduled med sales added (private) since Dec 24, +13,6%

The Market-leaders

	PAS	2 key competitors
Pharmacies	121	280+ to 720+
Clinic coverage	74%	30% to 100%
Dispensary growth	9%+	5%+ to 8%+
Split	68%	27%+ to 37%+
Market Share	3%+	48%+
Frontshop growth	6%+	6%+ to 10%+
Own Brand growth	23%	13%+
Wholesaler compliance	58%+	90% to 98%


Pharmacy
at SPAR
Peacemed
Pharmacy
at SPAR
Pharmacy
you can write.
Less
routine
-more

Q&A