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Category Margin & Mix Analyzer

Pharmacy & Chemist Retail

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This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Analyses margins across categories for a pharmacy — ethical vs generic vs OTC vs wellness vs surgical — with scheme income and expiry, to steer the mix toward real profit. Use it to optimise the mix. For pricing rules use the DPCO Price Compliance tool (P6).

Purpose of this tool & output

See where pharmacy profit really comes from

How the output is used

Use it to see where pharmacy profit really comes from — a category margin and mix analysis across generics, branded, OTC and wellness.

Who should vet it

Your CA or finance lead, to confirm the category margins and mix against your actual sales.

Important cautions

Ethical/price-controlled drug margins are regulated and thin — you cannot raise them, so grow blended margin by shifting mix toward higher-margin generics, OTC, wellness and surgicals. Factor distributor scheme income and category expiry risk. Indicative analysis; use your real data.

Companion documents

- Pharmacy P&L Modeller
- Pharmacy Break-Even Calculator
- Pharmacy Working Capital Planner
- Inventory Investment Optimizer
- Pharmacy Cash-Flow Planner
- Pharmacy Funding & Financing Plan

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