



PRESCRIPTION FOR GOOD HEALTH

Jhoots Pharmacy has long been known as the leading independent, community pharmacy chain within the Midlands.

Jhoots have done this through offering an efficient and reliable service for all of their patients and customers.

Manjit Jhooty (CEO of Jhoots Pharmacy) has prided himself in ensuring that everyone is given the time and attention they deserve by ensuring Jhoots Pharmacy tailor their services to meet everyone's individual needs.

In order to continue to help Jhoots Pharmacy in their expansion they have taken support from HSBC UK Bank Plc ("HSBC") who have had a good relationship with the pharmacy chain and have continued to support them over the years.

Thus, it was a natural step for HSBC to continue to provide support for Jhoots Pharmacy as part of their reorganisation in order to allow the pharmacy to continue to offer its full range of Essential, Advanced and Enhanced NHS Services.

Manjit said "it goes without saying HSBC have the skill set and experience to deal with the pharmaceutical

sector but what makes the bank different is the personal approach and the genuine interest they have in their customers which reflects how I deal with my customers within my business."

Partho Bose (Senior Business Development Manager at HSBC) said "working with Manjit has always been a pleasure because he is focused in his goals which means things have to be done at a pace in order to allow him to move onto other things."

In order to deliver the deal, HSBC used our firm as we are a panel firm for the bank.

Manjit specifically wanted our firm to represent the bank as he knew our skill and reputation for delivering a deal on time.

Colin Rodrigues (our Corporate Partner) said "having done a previous deal for the bank for Manjit, I knew there was no room for slippage when starting the transaction. In this particular transaction, not only was there a lot to do but the time frame was very tight thus, we had to work as a cohesive team to deliver the deal for the bank and Manjit."



Colin Rodrigues of Hawkins Hatton

Colin Rodrigues has finally persuaded Mutti aka Harminder to take a plunge for charity on 18 June 2022... and agreed not to cut the strings (just yet), and instead get support for her chosen charity, which is Save the Children.

As you can appreciate, this is a good cause, and we would be grateful if you could consider a donation by following the link at <https://www.justgiving.com/hsandhu-skydive>.

Thank you.



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DÉJÀ VU

The government has announced its new “Energy and Security Strategy”. Obviously, the focus will be on renewables and nuclear.

But will eight new nuclear power stations ever be commissioned even if these are going to be located on the existing power station sites? Will the new offshore wind farms come into the fore? That’s why I say déjà vu, it is as if we are back where we started on the energy debate.

It was just the other day at the “COP26” in Scotland where the UK restated its aim of net zero.

Thus, in reality there is nothing new in the strategy being put forward for the short term. Is this a missed opportunity given that everything is focused on the long term?

All it takes is a change in government, for policy decisions to be consigned to the bin, especially when some of these policy decisions do not affect the term of that current government but instead successive governments.

Any nuclear power station will take at least 15 years to come online even once the planning and finances have been agreed. Part of the energy security debate has to take in account how to fix supply and not just look at how to generate supply.

In the short term there are very easy wins when looking at energy saving installations which will save money

on energy consumption. The UK’s housing stock is one of the most energy inefficient in Europe despite years of government grants to improve the situation.

Surely there has to be a dual approach.

Even if the government is not going to focus on energy saving improvements, I suppose it is a good thing that at least the government is looking at a new offshore grid and hydrogen to replace natural gas.

However, the government needs to be bolder as back in 1973 the oil crisis led to “Messmer plan” which made France focus on nuclear energy as a means of power generation.

It is the lack of investment in the UK which will cause further bill shocks in the future. If the government invested in nuclear and alternative renewables despite energy bills being at their current height, in the long term the UK consumer would secure a better return.

This sounds contrary but some of the earlier wind generation contracts which looked expensive at the time are now paying dividends as they are generating electricity at prices lower than the current energy price.

So maybe a bold approach with energy saving measures framed in a radical approval process for new projects could be the solution but as always only time will tell as the government has to follow through no matter what the short-term cost are going to be as there will be long term gain then we can avoid déjà vu.



SUMMERTIME AND THE FEELING IS GOOD

Just like in that Mungo Jerry song we are coming up to summertime and in summertime, when the weather is hot... we are all looking to enjoy the sunshine and a summer break in some way.

Notwithstanding, I usually comment on business trends and economic pressures on the economy, I thought this time it may be appropriate in the prelude to summer to talk about a staycation, as this would make for a seasonal article.

Many of us at the moment are experiencing the effects of the cost of living crisis just as we have started to emerge from Covid, which paralysed both the economy and the world at large in terms of trade and travel.

Of late, there has been a trend in staycation and this has been due to a combination of factors including Covid and now the cost of living.

Though it may also be that people's sentiments may have shifted towards having shorter breaks more often within the UK rather than just grabbing two weeks in the sun abroad. I am not saying that holidays abroad are dead, I am simply saying that more people are trying to get away more often and the easiest way to do this is to get away locally even if it is just overnight.

There is compelling evidence to show that there is a real change in travel trends since the pandemic lockdowns. It has even been suggested that within the UK online

searches have increased by over 500 percent compared with last year.

This is further backed up by the Staycation Market Report 2021, which indicated that over 50% of people in the UK taking a holiday would do so in the UK whether this is a short break or a longer vacation.

With all this talk about staycation it is no wonder that there is a very buoyant market for businesses that offer staycations.

Two particular sectors that I have seen a growth in as a result of direct experience with clients is leisure on the water and caravan parks.

Both industries have one thing in common, which is that once you have funded the initial capital commitment (which can be the main barrier to entry), the advantage is that these industries do not require a great deal of labour to maintain and what is noticeable is that leading banks including HSBC UK Bank Plc have been spearheading finance for caravan parks throughout the country.

Ian Coulson (Area Director, Business Banking Western Midlands of HSBC) said *"as a bank we do not try and follow trends but we look for clients and sectors where we can provide the best support and there are so many benefits for staycation not just the reduced environmental footprint and the money that is put back into the local economy"*.

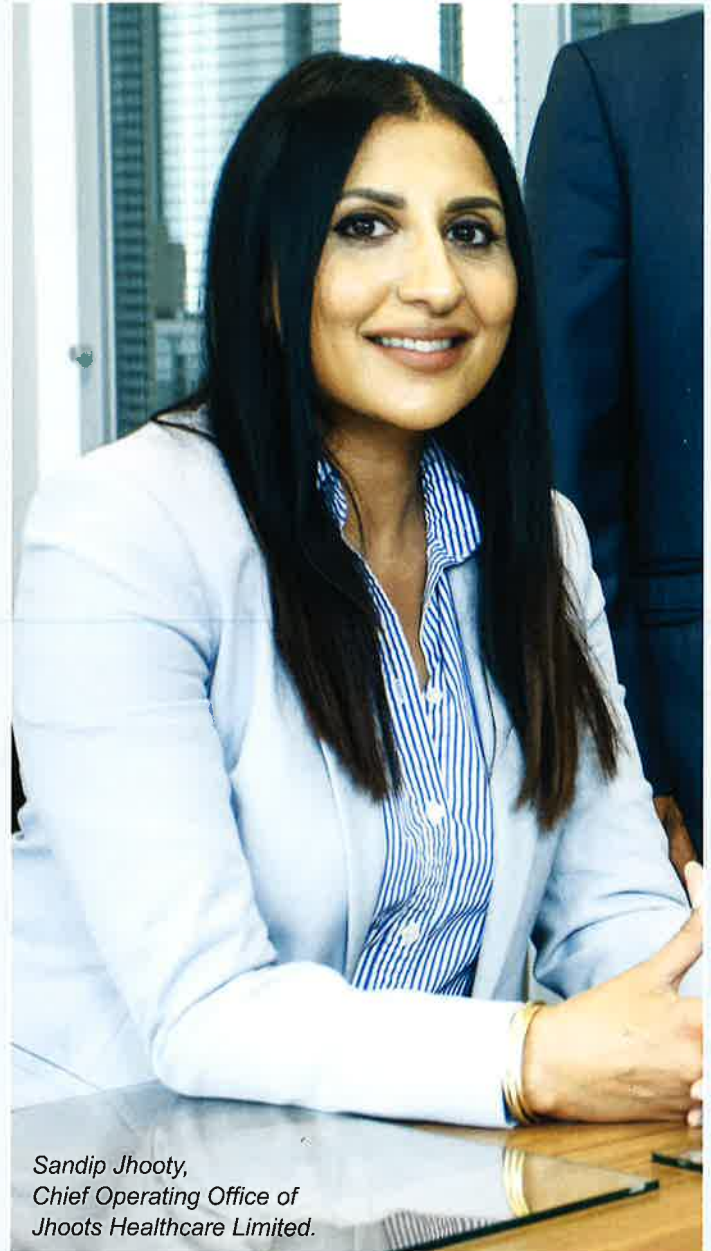


GETTING TO KNOW YOU

This is a feature where we ask clients of HH a range of obscure questions in order to get a better appreciation of their life and interests.

This edition features **Sandip Jhooty, Chief Operating Office of Jhoots Healthcare Limited.**

1. **Where were you born?** *Wolverhampton born and bred.*
2. **Where would you like to be in 5 years?** *Creating, innovating, and continuing to excel with passion.*
3. **What do you enjoy most about being in business?** *Being able to find solutions to obstacles almost daily.*
4. **What one piece of advice would you give to aspiring entrepreneurs?** *Have a five year plan and have a bite size approach to ensure your pathway is designed to achieve this.*
5. **Who has influenced you the most in your life whether business or not?** *My parents and broader family.*
6. **What is your favourite book?** *Kane and Abel by Jeffrey Archer.*
7. **What was the biggest challenge you faced in your business and how did you overcome it?** *Losing control and regaining it by going back to basics, knowing when to cut your losses.*
8. **If you could travel in time, where would you go first?** *Too many places to mention, however instinctively I guess where my ancestors were and who they were.*
9. **What's your favourite ice cream flavour?** *Mint*
10. **What is your favourite food?** *Chicken*
11. **If you had one wish what would it be?** *To always be content.*
12. **What are you currently listening to?** *Any lounge chill out music.*
13. **What was the last film you watched?** *House of Gucci.*
14. **What is the highlight of your career to date?** *Winning numerous awards.*
15. **What makes your approach to business unique / different / special?** *The ability to be driven.*
16. **What did you wish you knew this time last year?** *That I should value it more than I did.*
17. **What would your ideal Sunday be?** *Family time with my loved ones whether that is about being out together or just being together – quality time making memories.*



Sandip Jhooty,
Chief Operating Office of
Jhoots Healthcare Limited.

18. **What three words would you use to describe your business and why?** *Ambitious, innovative and ahead of competitors.*
19. **What is your biggest regret and why?** *Not delivering my full potential when younger self.*
20. **What motivates you to work hard?** *To be excellent at whatever I turn my hand to.*
21. **What did you want to be when you grew up?** *Commercial pilot.*
22. **What is your favorite thing about your career?** *Flexibility to raise our children whilst running an empire.*
23. **Who was your biggest influence when pursuing your career?** *Anthony Robbins.*
24. **If you could change one thing about yourself what would it be?** *To be more patient.*