

Four products added to 'fast movers' list

Four active ingredients – esomeprazole, olanzapine, pioglitazone and valsartan – have been added this month to the 'fast movers' in Figure 1. All are relatively recent generics, having been launched within the past year, and from this month they are all to be found in category M of the Drug Tariff of pharmacy-reimbursement prices in England and Wales. Olanzapine was switched to category M at the start of this year, while the other three were switched to reimbursement prices based on actual market prices on 1 April (**Generics bulletin**, 23 March 2012, page 21). Some strengths of existing 'fast mover' products have made way for the new arrivals.

Of the three new category M products, valsartan is expected to show the least reaction, given that competition has already driven down the average price of 28-tablet packs of the 80mg strength to £2.82

(US\$4.51) in March, which was an 80% discount to Novartis' Diovan.

The average March price of 28-tablet packs of pioglitazone 15mg was £9.64 after a 10% reduction since February. Nevertheless, this represented only a 63% discount on the trade price of Takeda's Actos. Esomeprazole prices have eroded most slowly of the three category M newcomers. An average price of £13.53 for a 28-tablet pack of the 40mg strength meant a 46% discount to AstraZeneca's Nexium brand.

Elsewhere among the fast movers, the lowest price of 14-tablet packs of clarithromycin 250mg jumped by 61% after the withdrawal of an offer on short-dated stock. Ignoring this offer, the lowest price would only have shown a marginal increase. Betahistine prices appear to be stabilising after recent shortages (see Figure 2); while levothyroxine prices are going in the opposite direction (see Figure 3). **G**

BIGGEST FALLERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Betahistine tabs 8mg 120	£3.10	+74	£9.82	-24
Betahistine tabs 8mg 84	£2.13	+63	£10.70	-23
Bendroflumethiazide tabs 2.5mg 28	£0.08	±0	£0.11	-23
Sotalol tabs 40mg 28	£0.51	+6	£0.69	-16
Ciprofloxacin tabs 100mg 6	£0.62	±0	£0.88	-16
Flurbiprofen tabs 100mg 100	£21.70	+2	£25.07	-16

BIGGEST RISERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Aspirin tabs 300mg 100	£2.42	+56	£5.99	+70
Levothyroxine tabs 100µg 28	£0.26	±0	£0.96	+49
Levothyroxine tabs 50µg 28	£0.64	+10	£0.97	+28
Losartan tabs 25mg 28	£0.70	+79	£0.96	+27
Olanzapine disp. tabs 10mg 28	£1.88	+2	£5.13	+21
Isosorbide tabs 10mg 56	£0.32	+7	£0.67	+21

Figure 1 (below): Comparison between the periods 1-29 February 2012 and 1-27 March 2012 of the lowest and average UK trade prices of fast-moving generics. Each average price was calculated from at least 16 data points. Figure 2 (above) and Figure 3 (above right): Biggest changes recorded between the periods 1-29

February 2012 and 1-27 March 2012 in lowest and average UK trade prices of about 120 commonly-dispensed generics. The basket specifically excludes the 'fast movers' shown below, but includes other presentations of the same products. Each average price was calculated from at least 19 data points (Source – WaveData).

FAST MOVERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Alendronate tabs 70mg 4	£0.18	-5	£0.28	+3
Amlodipine tabs 10mg 28	£0.19	-5	£0.28	±0
Carvedilol tabs 12.5mg 28	£0.44	-6	£0.74	+8
Ciprofloxacin tabs 500mg 10	£0.32	+7	£0.45	+3
Citalopram tabs 20mg 28	£0.21	-9	£0.60	+4
Clarithromycin tabs 250mg 14	£0.79	+61	£1.25	-6
Clopidogrel tabs 75mg 30	£1.09	-3	£1.33	-1
Enalapril tabs 20mg 28	£0.28	±0	£0.40	-3
Esomeprazole tabs 40mg 28	£9.65	-12	£13.53	-5
Finasteride tabs 5mg 28	£0.77	-3	£0.99	-4
Fluoxetine caps 20mg 30	£0.19	±0	£0.28	+2
Fosinopril tabs 20mg 28	£1.59	+12	£2.27	+12
Glimepiride tabs 4mg 30	£0.47	-2	£0.71	-6
Lamotrigine tabs 100mg 56	£1.50	-12	£2.24	-8
Lansoprazole caps 30mg 28	£0.79	-8	£1.19	+9
Lisinopril tabs 20mg 28	£0.29	-3	£0.40	+1
Losartan tabs 50mg 28	£0.70	+19	£1.12	+23
Metformin tabs 500mg 84	£0.43	-2	£0.56	-3
Mirtazapine tabs 30mg 28	£0.75	-5	£1.02	-2
Olanzapine tabs 5mg 28	£0.88	+4	£1.53	+2
Omeprazole caps 20mg 28	£0.51	-4	£0.62	±0
Ondansetron tabs 4mg 30	£2.18	-4	£3.96	+3
Pantoprazole tabs 20mg 28	£0.42	+2	£0.51	-6
Paroxetine tabs 20mg 30	£0.82	-1	£1.14	+1
Pioglitazone tabs 15mg 28	£6.49	-18	£9.64	-10

FAST MOVERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Pramipexole tabs 180µg 30	£0.63	-14	£1.63	-2
Pravastatin tabs 40mg 28	£0.99	±0	£1.30	-3
Ramipril caps 10mg 28	£0.46	-2	£0.55	±0
Risedronate tabs 35mg 4	£0.48	±0	£0.68	-4
Risperidone tabs 2mg 60	£0.72	±0	£1.14	-4
Sertraline tabs 100mg 28	£0.53	-4	£0.85	-3
Simvastatin tabs 20mg 28	£0.19	±0	£0.24	-2
Sumatriptan tabs 50mg 6	£0.63	±0	£0.87	-4
Tamsulosin caps 400µg 30	£0.62	-15	£0.90	±0
Terbinafine tabs 250mg 14	£0.83	-7	£1.13	-4
Topiramate tabs 50mg 60	£1.24	+2	£2.13	-6
Topiramate tabs 100mg 60	£1.93	-2	£3.07	-1
Valsartan caps 80mg 28	£1.73	-11	£2.82	-6
Venlafaxine tabs 37.5mg 56	£1.39	-9	£2.03	-7
Venlafaxine XL caps 75mg 28	£0.59	-2	£1.10	-8

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