

Prices go down as well as up in UK market

Prices for generic medicines go down in the UK as well as up. This may have been overlooked recently, when all of the attention has been given to the latter, driven by the Pharmaceutical Services Negotiating Committee (PSNC), which lobbies the authorities over reimbursement issues on behalf of community pharmacists.

In the month when PSNC and NHS England have announced that pharmacists will receive a £0.033 (US\$0.049) bonus for each dispensing fee paid between April 2014 and December 2014 (*Generics bulletin*, 27 March 2015, page 23), it is worth noting that three products among our 'Recent Launches' experienced double-digit price falls in March (see Figure 1). Meanwhile at least six products saw their average trade prices fall by between a fifth and a third (see Figure 3).

Pharmacists would have had an average dispensing profit margin of 29% on 28-tablet packs of memantine 10mg last month, as the

product's average trade price fell by 14% to £1.76, compared with a Drug Tariff reimbursement price of £2.48. And if they had shopped around, pharmacists could have made as much as a 70% dispensing margin as the product's lowest trade price slipped by 21% to £0.75.

Similarly, the average dispensing margin on 28-tablet packs of bendroflumethiazide 2.5mg improved to 72% as the product's average price fell by 29% to £0.24 (see Figure 3). At just £0.11, the lowest price would have yielded a margin of 87%, but pharmacists would only have made £0.75 per transaction.

Elsewhere average prices on 100-tablet packs of mebeverine 135mg rose by more than £8.50 to £17.50 (see Figure 2). However, this was less than the monthly price concession of £18.00 granted by the Department of Health. As many as 15 different ingredients in 23 presentations were granted concessionary prices in March. **G**

RECENT LAUNCHES				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Amorolfine lacquer 5% 5ml	£3.75	+7	£5.26	+5
Atorvastatin tabs 20mg 28	£0.49	±0	£0.81	+3
Candesartan tabs 8mg 28	£0.39	+8	£0.71	-13
Cilostazol tabs 100mg 56	£5.50	-7	£14.96	-5
Cyclizine tabs 50mg 100	£7.72	+1	£10.65	+1
Desloratadine tabs 5mg 30	£0.25	±0	£0.78	-1
Desogestrel tabs 75µg 84	£1.59	-2	£2.54	-3
Donepezil tabs 10mg 28	£0.57	+2	£1.15	+1
Entacapone tabs 200mg 30	£4.47	±0	£5.26	-2
Escitalopram tabs 10mg 28	£0.46	-13	£1.04	-4
Hydroxychloroquine tabs 200mg 60	£3.15	-1	£4.10	-1
Irbesartan tabs 75mg 28	£0.38	+9	£0.81	+4
Latanoprost eye drops .005% 2.5ml	£0.89	±0	£1.53	-5
Memantine tabs 10mg 28	£0.75	-21	£1.76	-14
Montelukast tabs 10mg 28	£0.97	±0	£1.49	-5
Naratriptan tabs 2.5mg 6	£1.13	±0	£1.49	-1
Quetiapine tabs 25mg 60	£0.64	+12	£1.24	+6
Rabeprazole tabs 10mg 28	£1.17	±0	£1.67	-10
Raloxifene tabs 60mg 28	£3.40	-3	£5.18	±0
Riluzole tabs 50mg 56	£13.95	+1	£25.16	±0
Rizatriptan tabs 10mg 3	£0.86	±0	£2.36	-8
Sildenafil tabs 100mg 4	£0.36	±0	£0.71	+4
Telmisartan tabs 80mg 28	£0.79	±0	£1.83	+1
Tolterodine tabs 2mg 56	£1.45	±0	£2.41	+2
Zolmitriptan tabs 2.5mg 6	£0.46	+10	£0.92	-4

Figure 1 (above): Comparison between the periods 1-28 February and 1-31 March 2015 of UK trade prices of the most recently-launched generics listed in category M of the Drug Tariff of pharmacy-reimbursement prices. Averages calculated from at least 34 data points. Figure 2 (top right) and Figure 3 (centre right): Biggest average trade-price changes between 1-28 February and 1-31 March 2015. Averages calculated from at least 31 data points. Figure 4 (bottom right): Ranking of fastest-moving products subject to the most price offers made to independent UK pharmacists (one strength per ingredient; offers recorded by 31 March). Data for Figures 2, 3 and 4 from a basket of about 750 commonly-dispensed generics. Recently-launched products in Figure 1 excluded from Figures 2 and 3 (Source – WaveData).

BIGGEST RISERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Glyceryl trinitrate tabs 500µg 100	£1.57	+32	£5.18	+176
Baclofen tabs 10mg 84	£0.96	+13	£3.42	+168
Metoprolol tabs 100mg 28	£0.34	±0	£1.87	+97
Mebeverine tabs 135mg 100	£7.49	+20	£17.50	+96
Isosorbide XL tabs 60mg 28	£0.59	±0	£5.93	+80
Trimethoprim tabs 100mg 28	£5.50	+2,291	£7.68	+62

BIGGEST FALLERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Ciprofloxacin tabs 750mg 10	£0.62	+15	£1.26	-31
Perindopril tabs 8mg 30	£0.58	-2	£0.82	-31
Bendroflumethiazide tabs 2.5mg 28	£0.11	-21	£0.24	-29
Memantine tabs 20mg 28	£1.09	-22	£2.70	-29
Olanzapine OD tabs 5mg 28	£0.28	±0	£1.15	-23
Risperidone tabs 1mg 60	£0.65	+8	£1.20	-22

FAST MOVERS			
Product/Strength/Pack size	Price offers as at 31 March		
	January	February	March
Omeprazole caps 20mg 28	160	175	156
Lansoprazole caps 30mg 28	149	156	136
Fluoxetine caps 20mg 30	138	130	126
Simvastatin tabs 40mg 28	145	147	124
Alendronate tabs 70mg 4	126	118	123
Gabapentin caps 300mg 100	108	119	121
Prednisolone tabs 5mg 28	113	120	121
Citalopram tabs 10mg 28	118	121	118
Tramadol caps 50mg 100	125	123	118
Clopidogrel tabs 75mg 28	111	109	117

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