



The Bulletin

January 2023

As we settle in to 2023, we are all aware of the challenges that face the industry for the year ahead, but on a more positive note, the market is growing, and there are lots of opportunities and innovations to come. Here at WaveData we've been busy setting out our business objectives and plans for 2023, and we're working on new developments for our services. Here's to a positive start for us all, and a productive year ahead.

Jackie Moss

This week's HDA Conference had a positive opening with highlights on the growth areas in the UK Market, notably retail sales volume up by over 3%, parallel imports up by over 20%, increased share for biosimilars, small and independent pharmacies on the rise and the growing opportunity for the online pharmacy market. However, the main themes from the keynote speakers and other contributors focused on the challenges that lie ahead for the industry, many of which are covered in this month's news highlights.



WAVEDATA'S PICK OF THIS MONTH'S TOP NEW STORIES

- Cheaper drugs are being forced off the market (VPAS)
- Price WatchUK Prices Double for Multiple Molecules in December
- Plans to change pharmaceuticals law to avoid medicine shortages
- Major shortages of cold and flu medicines across the UK
- Growing differences between drugs approved for GB and NI
- Lloyds Pharmacy to close all Sainsbury's branches
- Scientists propose an annual Covid shot

CHEAPER DRUGS BEING FORCED OFF THE MARKET (VPAS)

Medicines manufacturers are calling on the U.K. government to drop a new VPAS tax hike, warning it has rendered cheaper drugs loss-making and will lead to widespread market withdrawals. One company is considering closing all British operations after the tax rate for 2023 was set at 26.5 percent of branded medicines' sales for companies signed up to the government contract. This is on top of existing corporation tax.

Manufacturers of generic versions of expensive medicines with expired patents argue that without the large profit margins enjoyed by Big Pharma some of their U.K. operations are no longer viable. Such medicines drive down the National Health Service medicines bill; data from July shows they provided £1.2 billion in savings over three years.

Source: Politico

PRICE WATCH..... UK PRICES DOUBLE FOR MULTIPLE MOLECULES IN DECEMBER

Average trade prices for multiple products more than doubled in December in the UK, according to the latest figures from market researcher WaveData.

Based on trade prices to UK independent pharmacists, the market researcher calculated that the average price for two presentations of nitrofurantoin – 28-count packs of 100mg and 50mg tablets – rose by 136% to £11.72 (\$14.20) and by 133% to £9.41 respectively, leading off our table of Biggest Risers in December.

Source: Generics Bulletin

PLANS TO CHANGE PHARMACEUTICALS LAW TO AVOID MEDICINE SHORTAGES

Proposed changes to a European Union pharmaceuticals law will include stronger obligations for the supply of medicines and earlier notifications of shortages, EU Health Commissioner Stella Kyriakides has said.

The European Commission's proposal to revise the pharmaceuticals legislation is planned for March and that the shortages of antibiotics are a growing problem for many European countries.

Source: Reuters

MAJOR SHORTAGES OF COLD AND FLU MEDICINES ACROSS THE UK

Empty medicine shelves in pharmacies have become increasingly evident due to a huge demand for do-it-yourself treatments and a surge in cold and flu infections.

A two-year break from respiratory viruses due to Covid restrictions, a subsequent loss of immunity, and an increase in those mixing indoors during the Christmas season have contributed to a rapid rise in cold and flu across the UK. As such, demand for over-the-counter remedies has also seen a sharp increase but pharmacists have warned of a severe shortage of these medicines. Drugs including Lemsip, Night Nurse, and other popular cold and flu remedies are becoming worryingly low in stock.

Source: The Evening Standard

BREXIT: GROWING DIFFERENCES BETWEEN DRUGS APPROVED FOR GB AND NI

There are growing post-Brexit differences between which medicines are approved for use in Northern Ireland and those approved for the rest of the UK, research from a health think tank indicates.

The Nuffield Trust has been examining Brexit's effect on the health system, it suggest that more than 100 products have been approved for use in Great Britain but not Northern Ireland. Equally since 2021, 52 products have been granted marketing authorisation for Northern Ireland but not in GB. It does not necessarily mean that certain types of drugs are completely unavailable in Northern Ireland; rather it may be that a particular formulation produced by a particular manufacturer has not been licensed.

Source: BBC

LLOYDS PHARMACY TO CLOSE ALL SAINSBURY'S BRANCHES

Lloyds Pharmacy is to pull out of 237 in-store Sainsbury's branches, potentially putting more than 2,000 jobs at risk and exposing the financial pressure on UK pharmacies at the height of the NHS crisis.

Lloyds Pharmacy bought Sainsbury's 280-strong pharmacy network in 2015 in a deal worth £125m, said it would close the branches in the course of the year "in response to changing market conditions". Its supermarket sites may be attractive to potential buyers and Boots, the UK's biggest pharmacy with 2,200 stores, is expected to examine sites in areas where it is under-represented. Given its scale, however, any wholesale purchase could face objections from regulators.

Source: Sky News

SCIENTISTS PROPOSE AN ANNUAL COVID SHOT

Scientists at the Food and Drug Administration propose making Covid vaccination a regular, once-a-year shot that is updated to match current strains of the SARS-CoV-2 virus, according to documents posted by the FDA.

For people who are older or immunocompromised, the FDA would recommend two annual doses of the revised shot. The new proposals were outlined ahead of meeting of the FDA's advisory panel on vaccines and related biological products, which will be asked to give the agency feedback on its plan. The committee will be asked to vote only on whether the existing vaccines, which are based on the original strain of SARS-CoV-2 that circulated in 2020, should be changed to match the current booster shots, which contain both the original strain and the newer Omicron strain.

Source: Biopharmadive.com

KRKA NEW APPOINTMENT

Krka are delighted to announce that Harpreet Sawhney has joined the UK team as National Sales Manager. UK Country Manager, Ned Flaxman says that he has known Harpreet for many years and his strong reputation as an experienced sales manager combined with excellent customer service will be of great value to Krka as they expand their direct sales operation in the UK. Ned adds "It is a really exciting time for Krka in the UK, while we have been supplying generic medicines here since 2005, the move to direct supply opens up the opportunity to significantly expand the current range from the existing portfolio as well as launching new products"

Harpreet says "I am indeed honored to be joining such an established company whose products I have worked with already for over 10 years. I am truly excited for this next step in my career creating a new Human Pharma sales team at Krka."

Source: KRKA

WAVEDATA NEW APPOINTMENT

WaveData are delighted to announce that Joanne Simms has joined the business as Head of Marketing. Joanne brings a wealth of experience from senior marketing and communications roles in global corporations and UK manufacturing businesses. Joanne will be leading WaveData's marketing strategy, communications and campaigns.

'I'm looking forward to working with WaveData at this exciting time for the business. Thanks to Charles Joynson, and the entire team for making me feel so welcome.' Joanne Simms

WAVEDATA TOP 20

Here are the most commonly investigated products on WaveData Live up to January 2023. Both UK and PI prices were viewed, average prices are shown.

Product	Oct-22	Nov-22	Dec-22	Jan-23
Omeprazole Caps 20mg 28	£0.72	£1.21	£2.47	£2.69
Amoxicillin Caps 500mg 21	£1.73	£1.74	£2.07	£2.65
Naproxen Tabs 500mg 28	£0.97	£0.93	£1.15	£1.51
Atorvastatin Tabs 40mg 28	£0.53	£0.53	£0.72	£0.82
Amoxicillin Caps 250mg 21	£0.81	£0.85	£1.01	£1.28
Sitagliptin Tabs 100mg 28	£23.79	£26.56	£25.55	£25.32
Mometasone Furoate Aqueous Nasal Spray 50mcg 1 (140 Doses)	£2.76	£2.62	£3.23	£3.87
Atorvastatin Tabs 20mg 28	£0.43	£0.41	£0.53	£0.62
Amoxicillin Suspension 125mg/5ml 100ml	£1.41	£1.50	£1.71	£3.27
Atorvastatin Tabs 10mg 28	£0.21	£0.20	£0.25	£0.35
Carbocisteine Caps 375mg 120	£2.92	£8.60	£14.84	£13.60
Losartan Tabs 50mg 28	£1.16	£0.72	£0.66	£0.68
Finasteride Tabs 5mg 28	£5.05	£4.49	£4.50	£4.41
Phenoxymethylpenicillin Tabs 250mg 28	£2.42	£2.34	£2.69	£3.38
Omeprazole Caps 10mg 28	£0.43	£0.59	£1.07	£1.24
Amlodipine Besilate Tabs 10mg 28	£0.33	£0.28	£0.35	£0.44
Aripiprazole Tabs 10mg 28	£40.18	£36.80	£25.64	£23.62
Phenoxymethylpenicillin Oral Solution 250mg/5ml 100ml	£1.84	£1.93	£3.13	£6.61
Phenoxymethylpenicillin Oral Solution 125mg/5ml 100ml	£1.46	£1.40	£2.05	£5.28
Amoxicillin Caps 500mg 15	£1.77	£1.62	£1.63	£1.90

FUTURE EVENTS

Organiser	Date	Venue
<u>NHS Confederation & Healthwatch - WHF policy conference</u>	2nd Feb 23	Online
<u>EMIG Market Access Group meeting</u>	2nd Feb 23	london
<u>New Medical Device Regulations</u>	2nd - 3rd Feb 23	Belgium
<u>Regulations and Compliance for Cosmetics</u>	2nd - 3rd Feb 23	Belgium
<u>EMIG Quarterly Meeting</u>	6th Feb 23	london
<u>3D Cell Culture Conference</u>	8th - 9th Feb 23	london
<u>Good API GMP manufacturing practices with focus on ICH Q7 Online MasterClass</u>	13th - 15th Feb 23	Online
<u>Development of Generics: from R&D to GMP Online MasterClass</u>	15th - 16th Feb 23	Online
<u>2nd International Congress on Clinical Trials in Cannabis (CT-Cann2023)</u>	15th - 16th Feb 23	london
<u>Next steps for NICE in England</u>	21st Feb 23	Online
<u>Good Manufacturing and Distribution Practice (GMDP) Symposia</u>	21st -22nd Feb 23	Online
<u>Improving Public Health Services for Children Aged 0-5</u>	23rd Feb 23	Online
<u>AXIS Consulting Ireland Patient Access Conference</u>	23rd Feb 23	Dublin
<u>Next steps for pharmacy in healthcare delivery in England</u>	28th Mar 23	Online
<u>The 5th International Congress on Controversies in Fibromyalgia</u>	30th - 31st Mar 23	Austria
<u>Clinical Studies with Medical Devices and IVDs</u>	30th - 31st Mar 23	Austria
<u>Next steps for diagnostics and medical devices in England</u>	18th Apr 23	Online
<u>Cell and Gene Therapy Summit</u>	24th - 25th Apr 23	Brussels
<u>Next steps for stroke prevention, treatment and care in the UK</u>	27th Apr 23	Online

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Our Services:

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- [WaveData Pharma TouchStone](#): UK & EI Pharma Pricing up to 6 months
- [WaveData BPPI](#): UK Pharma Pricing up to 10 years
- [WaveData ScriptMap](#): GP Prescribing Data updated monthly

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