

## MONTHLY SERVICE

### Special points of Interest

This bulletin is free to Interested people in Pharma & Healthcare

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# Commercial bulletin

OCTOBER 2016

## Could Irish spider venom cure diseases

Many people don't like these eight legged creatures, but researchers at NUI Galway say the venom of some spider species found in Ireland could have medicinal uses.

The venom from these spiders could be used to kill bacteria such as E-Coli, said Dr Michel Dugon from the university's school of Natural Science.

There are more than 400 species of spider in Ireland.

While none are dangerous to humans, they are in fact all venomous, and it is the poison that could have medical value, says Dr Dugon.

To read more

<http://www.medicinesnews.com/2016-09-27-could-venom-from-an-irish-spider-be-the-cure-to-many-diseases.html>

## Tamoxifen listed on Pharmaceutical Benefits Scheme

Australian women will now have more access to Tamoxifen as preventative as well as a treatment; it could cut the risk of the disease by 30 to 40 per cent.

The pharmaceutical company that's developed Tamoxifen has provided additional evidence, additional research to make it available to women who don't have breast cancer but are at high risk of contracting it."

To read more

<https://maestrodatabase.com/blog/breast-cancer-drug-tamoxifen-listed-on-pharmaceutical-benefits-scheme-from-today/>

## Funding cuts could cause closures

The Pharmaceutical Services Negotiating Committee (PSNC) has told the BBC the Department of Health has drawn up proposals to cut funding by 12% from December.

With these steep funding cuts planned, Pharmacies in England could face closure within weeks.

The BBC has been told that this would throw the health service into chaos.

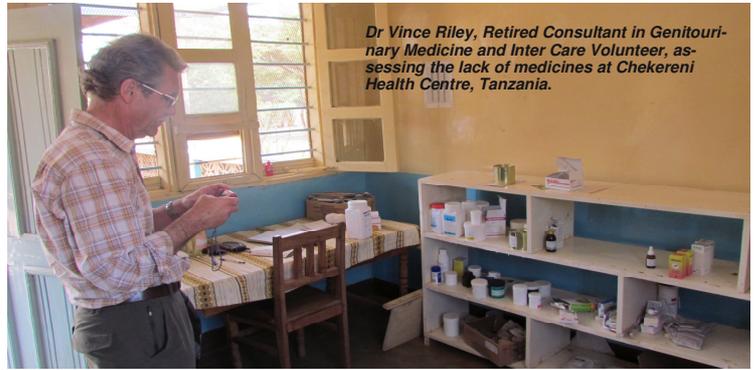
The PSNC have been told pharmacies would receive £113m less than expected from December 2016 to March 2017 and £208m less the following year.

To read more

<https://www.wessexlifescience.co.uk/news/entry/pharmacy-funding-cuts-could-force-closures>

# InterCare

MEDICAL AID FOR AFRICA



*Dr Vince Riley, Retired Consultant in Genitourinary Medicine and Inter Care Volunteer, assessing the lack of medicines at Chekereni Health Centre, Tanzania.*

## URGENT APPEAL FROM INTER CARE FOR MEDICINES FOR HEALTH UNITS IN SUB-SAHARAN AFRICA.

Inter Care is a UK Registered Charity established in 1974. We have a Wholesale Dealers Authorisation and are fully compliant with the rules of Good Distribution Practice. With the support of our generous donors of funds and medical goods, and the help of over 50 volunteers, we have, to date, supplied over £13 million worth of sustainable medical aid to 130 Health Units in six African countries.

Our overheads are low, and although we are able to afford a supply of the most needed basic generics, we urgently need more donated medicines, particularly antibiotics, from pharmaceutical manufacturers and wholesalers. We hope the readers of WaveData will help us continue our support of those most in need in rural sub-Saharan Africa.

**“As part of a group of volunteers from Inter Care I was privileged to visit the Moshi area of Tanzania in 2014. It was clear that there is an urgent need to continue supporting those impoverished rural clinics where our contributions were quite literally life-saving and so welcome.” Dr Vince Riley, Retired Consultant in Genitourinary Medicine and Inter Care Volunteer.**

“On behalf of St Joseph’s Hospital and on my own behalf, I write to appreciate the recent received donation. The drugs received are of good quality, and having long expiry dates. Above that, they also appear in our treatment guidelines list of Essential Medicines. Once again, thank you for the support”. Sister M. Kanyumbu, Principal Hospital Administrator, St Joseph’s Hospital, Malawi, a beneficiary of Inter Care’s aid.

## WE URGENTLY NEED GENERICS AND ANTIBIOTICS

For further information visit [www.intercare.org.uk](http://www.intercare.org.uk), or contact Diane Hardy on 0116-2695925 or by e-mail at [diane.hardy@intercare.org.uk](mailto:diane.hardy@intercare.org.uk).

## PLEASE HELP US TO CONTINUE WITH THIS VITAL WORK

<https://twitter.com/icmedaid4africa>

[www.facebook.com/INTERCAREMEDICALAID](http://www.facebook.com/INTERCAREMEDICALAID)



**The Queen’s Award  
for Voluntary Service**  
*The MBE for volunteer groups*

<b>Forthcoming Events</b>			
<b>Organizer</b>	<b>Date</b>	<b>Venue</b>	<b>Link or Email</b>
EMIG Parliamentary Dinner	7th Nov 16	Westminster	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
Clinical Research "Surgery" with Dr Jonathan Sheffield (CE of the CRN)	8th Nov 16	London	<a href="mailto:sarah.rogers@emig.org.uk">sarah.rogers (a/t) emig.org.uk</a>
HRA Approval; a free seminar to be delivered jointly by The HRA and The NIHR CRN	8th Nov 16	London	<a href="mailto:sue.haley@nih.ac.uk">sue.haley (a/t) nih.ac.uk</a>
EMIG Members Invited to Attend the MHRA-EMIG Bi-lateral Meeting	9th Nov 16	London	<a href="mailto:fwindsor@realregulatory.com">fwindsor (A/T) realregulatory.com</a>
Wounds UK Annual Conference	14th - 16th Nov 16	Harrogate	Harrogate International Centre
EMA survey on Initial Marketing Authorisation Application   Workshop 'Big Data in Medicines Development and Regulation'	14th-15th Nov 16	London	<a href="mailto:terlez@eucope.org">terlez (a/t) eucope.org</a>
Consilium Strategic Communications, Covington and RBC Capital Markets Annual Healthcare Conference	15th Nov 16	London	<a href="mailto:admin@consilium-comms.com">admin@consilium-comms.com</a>
The future of personalised and genomic medicine - diagnosis, workforce development and early indications from the 100,000 Genomes	17th Nov 16	London	<a href="http://www.emig.org.uk">www.emig.org.uk</a>
University of Bristol Biomedical and Health Research Day	24th Nov 16	Bristol	<a href="http://www.bristol.ac.uk/biomedical-sciences/research/industry-event/">http://www.bristol.ac.uk/biomedical-sciences/research/industry-event/</a>
EMIG Greater Manchester Partnership (Devolution) Conference	29th Nov 16	Manchester	<a href="http://www.delegant.co.uk/emig">http://www.delegant.co.uk/emig</a>
EMA: Pre-announcement - Workshop: Measuring Impact of Pharmacovigilance Activities	5-6 Dec 2016	London	<a href="mailto:terlez@eucope.org">terlez (a/t) eucope.org</a>
'Health Economics for the Non Health Economist'	6th Dec 16	Berkshire	<a href="mailto:iain@roboleo.com">iain 9a/t) roboleo.com</a>
<b>PLG events</b>			
PLG Training - Introduction to Healthcare Business Development	16th - 18th Nov 16	Surrey	<a href="http://www.plg-uk.com">www.plg-uk.com</a>
Free Christmas Workshop & Networking Reception - Featuring presentations on product acquisitions & disposals	15th dec 16	London	<a href="http://www.plg-uk.com">www.plg-uk.com</a>
PLG AGM & 10 <sup>th</sup> Annual Awards Evening	9th Feb 2017	London	<a href="http://www.plg-uk.com">www.plg-uk.com</a>
2 <sup>nd</sup> OTC Toolbox/PLG OTC Conference & Networking Event	2nd & 3rd Mar 17	London	<a href="http://www.plg-uk.com">www.plg-uk.com</a>
<b>CPHI event dates</b>			
CPHI India	21-23 November 2016	Mumbai, India	<a href="http://cphi.com/india">cphi.com/india</a>
CPHI Istanbul	8-10 March 2017	Istanbul, Turkey	<a href="http://cphi.com/istanbul">cphi.com/istanbul</a>
CPHI Japan	19-21 April 2017	Tokyo, Japan	<a href="http://cphi.com/japan">cphi.com/japan</a>
CPHI North America	16-18 May 2017	Philadelphia, USA	<a href="http://cphi.com/north-america">cphi.com/north-america</a>



## Exchange rate, parallel imports, exports and Brexit

How has the fluctuation Pound to Euro exchange rate influenced imports and exports over the last few years and into current times?

Looking at the graphs below it does look as if there is a relationship between the Pound to Euro exchange rate and the average PI price (Fig 2) and the number of PI products which are advertised on price lists (Activity - Fig 1) each month.

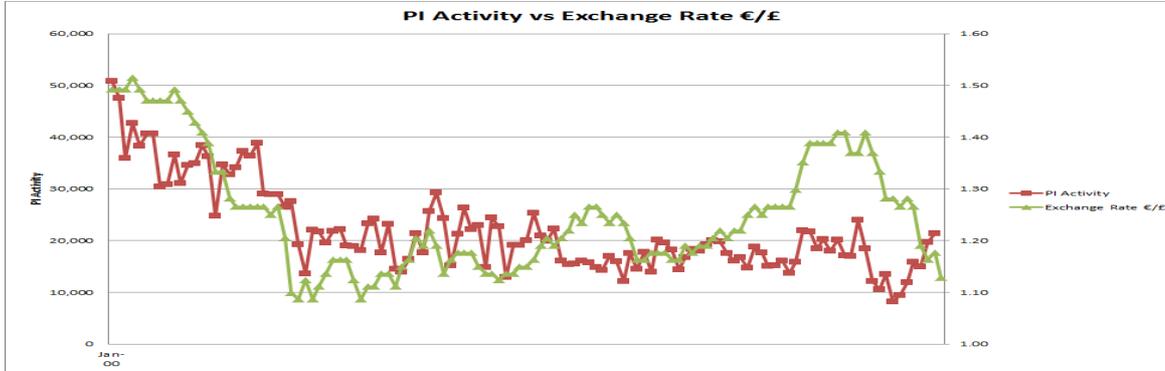


Fig 1

This is particularly true of the average price graph (Fig 2), where the two lines seem to follow the same overall trend throughout the 10 year period.

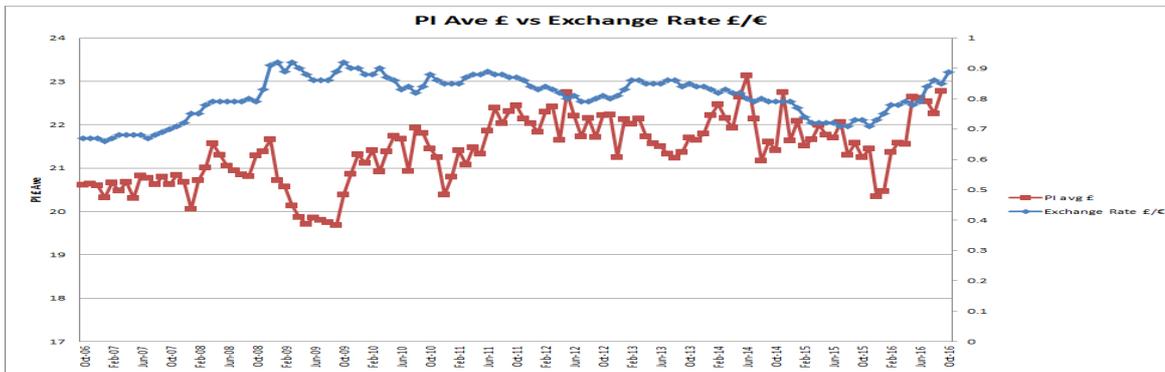


Fig 2

However there are some odd factors about the number of PI Activity graph (Fig 1). The Pound was very strong in July 2012 and July 2015, but the when the number of PI products being advertised on price lists (Activity) did not rise as a consequence.

It may be that sourcing product to import in southern Europe was not as easy in 2012 or 2015 as it was before 2010 or it could be that the regulatory environment is more complex today than it was in the past.

Looking at Lyrica Caps 75mg 56 which is the most frequent import appearing in price lists 2016, the Activity graph (Fig 3) broadly follows the same pattern as the overall Activity graph (Fig 1), with the same issues in 2012 and 2015 as per the overall picture.

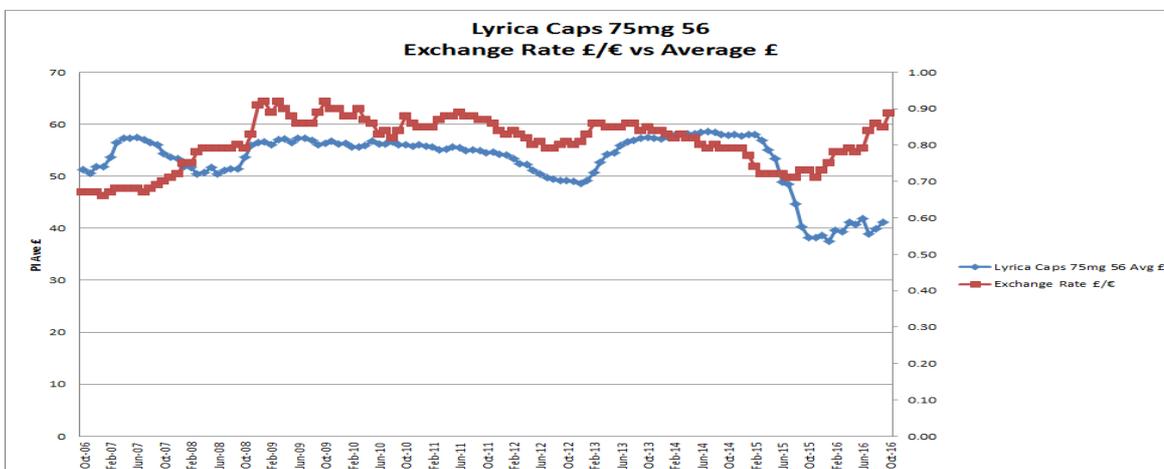
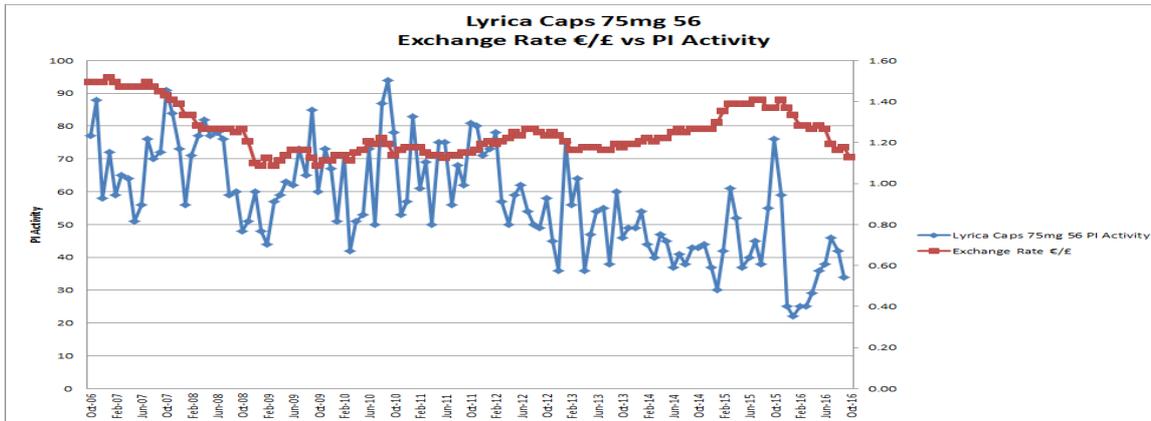


Fig 3

The relationship between the exchange rate and the average £ price of Lyrica Caps 75mg 56 (Fig 4) shows a relatively close fit between the two lines until 2015 when they diverge with the exchange rate rising but the average price declining.



However all of this means that while PI may be less of a threat to branded manufacturers, exports have become more of a problem making demand forecasting difficult to do. Prograf Caps 1mg 100 is the product most frequently requested from pharmacies to export in 2016. Graphs of exchange rate versus Activity (Fig 5) and average price (Fig 6) show that the parallel exports are less dependent on the exchange rate than are imports. The average prices chemists are paid to supply spare Prograf stock to export are less variable in the long term, but these offers were less common before 2013 when the Pound started to rise against the Euro.

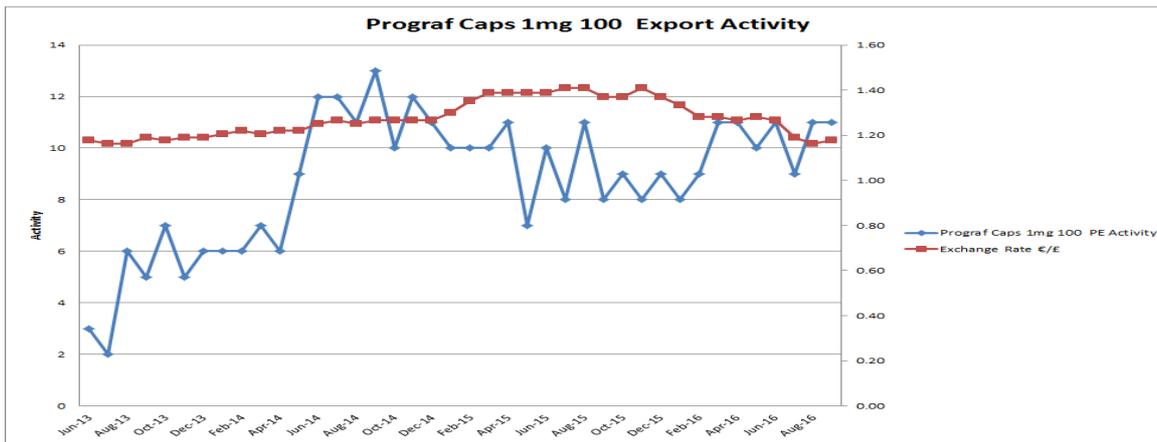


Fig 5

Typically a strong Pound should mean imports and a weak pound exports, but sourcing, regulatory issues, Brexit and reimbursement all serve to confuse this simple picture.

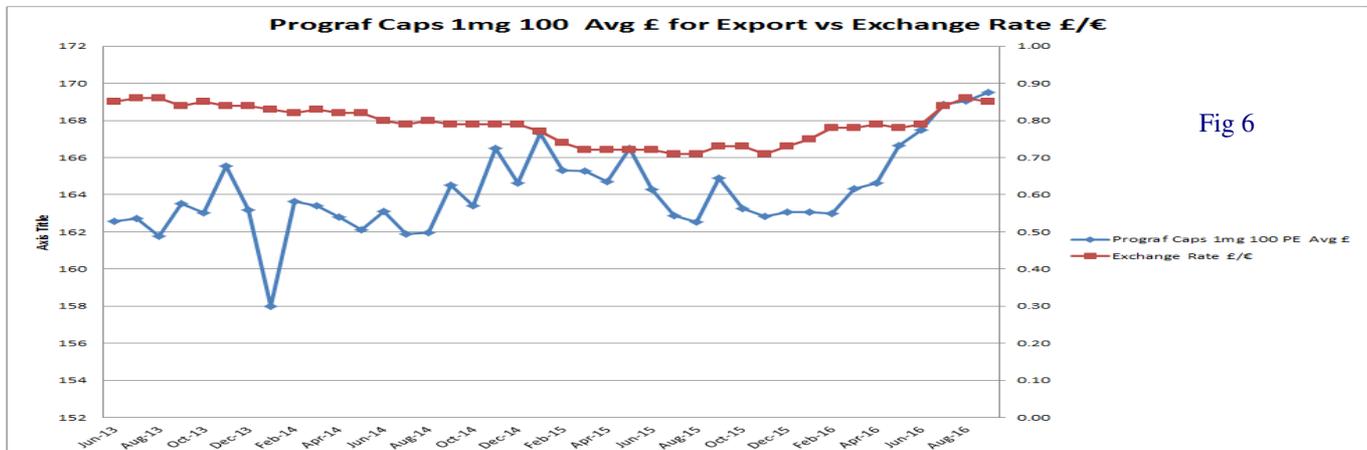


Fig 6

## Sainsbury's pharmacy teams welcomed by Celesio

281 Sainsbury's pharmacies have officially become Lloyds Pharmacy branches as part of a transaction agreed last year between J Sainsbury Plc and Celesio UK.

Over 2500 new people have joined the Lloyds Pharmacy network.

Lloyds Pharmacy now has around 1800 branches employing more than 19,000 people.

To read more  
<http://celesio.co.uk/2016/09/01/sainsburys-pharmacy-teams-welcomed-by-celesio/>

## Affordability changes for new drugs

NHS England will now assess how much they can afford to pay for new medicines, after proposed changes to the approval of new medicines.

If drugs are considered to be cost effective but expensive for NHS England's budget, they could face delays or restrictions on being introduced.

The proposed changes are to come into effect in April 2017.

To read more  
<https://www.mssociety.org.uk/ms-news/2016/10/new-drugs-face-nhs-affordability-test>



### Price Watch.....UK

#### Isosorbide fluctuations flummox pharmacy

Isosorbide mononitrate is causing confusion in the UK marketplace at the moment, following dramatic price fluctuations over the summer. Back in May, the 10mg, 20mg and 40mg strengths topped the biggest price risers, with average increases of as much as 415% for the 10mg presentation (Generics bulletin, 17 June 2016, page 14).

To see more go to <http://www.wavedata.co.uk/newinfo.asp> and view our article from this month's Generics Bulletin.

WaveData

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**WaveData — Top ten searched products where the focus was to September 2016**

According to WaveData, these were the most commonly investigated products in searches of the online pricing data  
Wavedata Live at <http://www.wavedata.net>

Both uk and pi prices were viewed for each product, giving some indication of where the focus was to September 2016  
WaveData prices in the top 10 article are averages.

<b>Product</b>	<b>Jul-16</b>	<b>Aug-16</b>	<b>Sep-16</b>	<b>Oct-16</b>
Hydrocortisone Tabs 10mg 30	£71.01	£66.93	£65.97	£65.48
Ranitidine Tabs 150mg 60	£0.95	£0.91	£0.92	£0.96
Gliclazide Tabs 40mg 28	£3.10	£3.07	£3.03	£3.10
Nefopam Tabs 30mg 90	£46.22	£47.61	£49.66	£47.78
Nortriptyline Tabs 10mg 100	£43.10	£41.53	£40.48	£42.72
Amitriptyline Tabs 10mg 28	£0.89	£0.80	£0.68	£0.69
Nortriptyline Tabs 25mg 100	£46.87	£43.28	£43.39	£46.98
Trazodone Caps 100mg 56	£39.29	£38.72	£35.69	£36.68
Trazodone Caps 50mg 84	£34.32	£34.48	£31.88	£33.09
Carbocisteine Caps 375mg 120	£10.27	£10.15	£10.16	£10.58

**This bulletin now goes out to 4200 plus people.**

**If you would like to add or suggest any articles/comments, please let me know by  
the 16th November 2016, as I will be issuing the next bulletin on the  
23rd November 2016**

**If you have any colleagues who would like to receive this, please let them know  
about it.**

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Twitter [@wavedata](https://twitter.com/wavedata)**