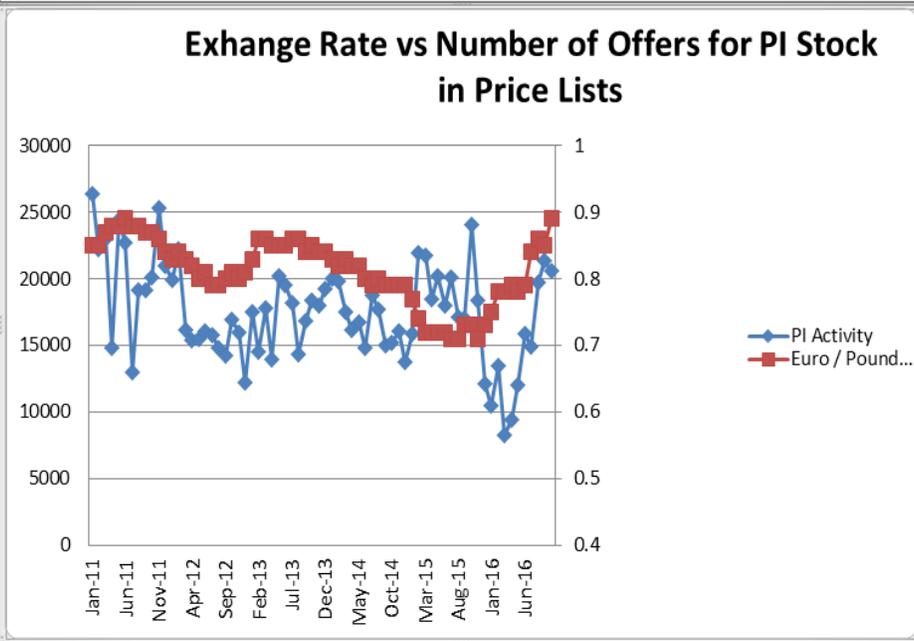


Commercial Bulletin

Exchange Rate vs Number of Offers for PI Stock in Price Lists

The graph below shows relationship between the exchange rate and the amount of parallel import sales activity taking place in the UK. The data comes from Wavedata's bppi.co.uk service and uses the price lists and invoices collected from pharmacies and dispensing doctors each month to give a monthly count of PI activity. At the low point in March 2016 there were 8,228 PI offers. More recently in October 2016 there were 20,625.



Is catastrophic pharmacy collapse about to hit the uk?

Pharmacies across England. are about to be hit by a quadruple whammy of cost increases:

- A £170m reduction in their government funding
- An extra £5,000 to £30,000 bill per pharmacy to install new 2D scanning equipment in line with the falsified medicines directive,
- Brexit could mean there will be additional tariffs on anything pharmacies buy from the EU,
- And a drop in the availability of parallel imports due to exchange rate changes.

In the Republic of Ireland dramatic cuts were made to the pharmacy budget in 2009 which resulted in both pharmacy sales and foreclosures. However this put additional pressures on both GPs and hospitals. If England follows the same path the additional costs may push the NHS over the edge.

<http://www.irishtimes.com/news/health/broken-ireland-s-ailing-health-service-1.2340468>



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Please send names of new subscribers to Jackie@wavedata.co.uk

If you have articles, comments or story ideas, please send them to the email above

www.wavedata.co.uk

USA Price-Fixing Inquiry Sends Pharmaceuticals Tumbling

Shares of many Generic Pharma companies have fallen due to a news report said that a federal inquiry into drug price-fixing was wider than previously believed and could lead to charges by the end of the year.

More the 12 companies and about 24 products are involved in the enquiry.

Some companies have declined to comment.

To read more

<http://theweeklyoptionstrader.com/news-of-charges-in-price-fixing-inquiry-sends-pharmaceuticals-tumbling/>



Price Watch.....UK

Margins cut as rasagiline moves to cat M

Biggest price faller amongst the Recent Launches last month was a newcomer. Rasagiline 1mg was launched in November 2015 and was added to category M of the Drug Tariff of pharmacy reimbursement prices in October 2016. Along with another new entrant, frovatriptan, it replaces fusidic acid cream and tolterodine, which were both launched in September 2012. Average trade prices of 28-tablet packs of rasagiline 1mg fell by 18% in October to £5.42 (US\$6.76), while the lowest price on offer fell by 13% to £1.35 (see Figure 1). Meanwhile, the reimbursement price of rasagiline 1mg fell by 66% from £39.15 in category A of the Drug Tariff – based on Teva's trade price list among others – to £13.38 in category M, calculated from market data.

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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Forthcoming Events

Organizer	Date	Venue	Link or Email
EMIG Greater Manchester Partnership (Devolution) Conference	29th Nov 16	Manchester	http://www.delegant.co.uk/emig
EMIG Market Access Meeting	1st Dec 2016	London	http://www.delegant.co.uk/emig
EMA: Pre-announcement - Workshop: Measuring Impact of Pharmacovigilance Activities	5-6 Dec 2016	London	terlez (a/t) eucope.org
'Health Economics for the Non Health Economist'	6th Dec 16	Berkshire	iain 9a/t) roboleo.com
EMIG N Ireland Group Meeting	7th Dec 2016	Belfast	http://www.delegant.co.uk/emig
Findacure Scientific Conference on Drug Repurposing for Rare Diseases	27th Feb 17	London	http://www.findacure.org.uk/scientific-conference-2017/
PLG events			
Free Christmas Workshop & Networking Reception - Featuring presentations on product acquisitions & disposals	15th dec 16	London	www.plg-uk.com
PLG AGM & 10 th Annual Awards Evening	9th Feb 2017	London	www.plg-uk.com
2 nd OTC Toolbox/PLG OTC Conference & Networking Event	2nd & 3rd Mar 17	London	www.plg-uk.com
CPHI event dates			
CPhI Istanbul	8-10 March 2017	Istanbul, Turkey	cphi.com/istanbul
CPhI Japan	19-21 April 2017	Tokyo, Japan	cphi.com/japan
CPhI North America	16-18 May 2017	Philadelphia, USA	cphi.com/north-america

To view all Wavedata articles,
<http://wavedata.co.uk/newinfo.asp>

'Trump's hint to Pharmaceutical Industry'

Donald Trump has hinted to the US Drug and Medical industry that it may be easier to get their products onto the market in the future .

His health plan states that there is a need to put greater focus on new medicines.

Critics say that this could affect standards that are in place to protect patients from drugs that don't work and might even be harmful.

To read more

<http://center4research.org/nrc-in-the-news/news-analysis-interviews-op-eds-editorials/trump-just-dropped-big-hint-pharmaceutical-industry/>

What is the Drug Tariff?

The main role of the Drug Tariff is to define the NHS terms of reimbursement for pharmacy and appliance contractors. [And whilst many of the reimbursement prices of medicines and devices ARE listed in the Drug Tariff, and are therefore relevant to dispensing doctor contractors, their terms of reimbursement are primarily set out in the Statement of Financial Entitlement and overrides the Drug Tariff.]

The Drug Tariff is published and distributed monthly and the contents and policy are determined by the Department of Health for England and the Welsh Government. There are separate Drug Tariffs for Scotland and Northern Ireland published on behalf of the Scottish and Northern Ireland Offices of State.

It is important to realise that each monthly edition of the Drug Tariff supersedes the previous edition. It is, therefore, important that a dispensary or pharmacy always has the latest monthly edition.

It is important to understand that the Drug Tariff provided is the same for community pharmacy contractors, dispensing doctors and appliance contractors, and yet different rules of interpretation apply to these categories of contractors. Please remember that not all sections of the Drug Tariff are relevant to dispensing practices.

The Drug Tariff is to be read in conjunction with the Statement of Financial Entitlement to obtain the full picture.

Each month there may be additions to Drug Tariff Part VIII A [Basic Prices of Drugs] and in November 2016 this year the following will be added to the Drug Tariff:

Description	Pack Size	
Calcium chloride 14.7% solution for injection 10ml ampoules	10	Category A
Estradiol 1mg / Drospirenone 2mg tablets	84	Category C Angeliq
Estradiol 2mg / Norethisterone acetate 1mg tablets	84	Category C Elleste Duet Conti
Estradiol valerate 1mg tablets	84	Category C Progynova
Estradiol valerate 2mg tablets	84	Category C Progynova
Ethinylestradiol 20microgram / Gestodene 75microgram tablets	63	Category C Femodette
Ethinylestradiol 20microgram / Norethisterone acetate 1mg tablets	63	Category C Loestrin 20
Ethinylestradiol 30microgram / Drospirenone 3mg tablets	63	Category C Yasmin
Ethinylestradiol 30microgram / Gestodene 75microgram tablets	63	Category C Femodene
Ethinylestradiol 30microgram / Norethisterone acetate 1.5mg tablets	63	Category C Loestrin 30
Ethinylestradiol 35microgram / Norethisterone 500microgram tablets	63	Category C Brevinor
Ethinylestradiol 35microgram / Norgestimate 250microgram tablets	63	Category C Cilest
Ibuprofen 400mg capsules	20	Category C Nurofen Express
Insulin aspart 100units/ml solution for injection 10ml vials	1	Category C NovoRapid
Insulin aspart 100units/ml solution for injection 3ml cartridges	5	Category C NovoRapid Penfill
devices	5	Category C NovoRapid FlexPen
cartridges	5	Category C NovoMix 30 Penfill
disposable devices	5	Category C NovoMix 30 FlexPen
Insulin glargine 100units/ml solution for injection 3ml cartridges	5	Category C Lantus
devices	5	Category C Lantus SoloStar
3ml cartridges	5	Category C Humulin M3
3ml pre-filled disposable devices	5	Category C Humulin M3 KwikPen
Insulin isophane human 100units/ml suspension for injection 3ml cartridges	5	Category C Humulin I
disposable devices	5	Category C Humulin I KwikPen
Insulin lispro 100units/ml solution for injection 10ml vials	1	Category C Humalog
Insulin lispro 100units/ml solution for injection 3ml cartridges	5	Category C Humalog
Insulin lispro 100units/ml solution for injection 3ml pre-filled disposable devices	5	Category C Humalog KwikPen
cartridges	5	Category C Humalog Mix25
disposable devices	5	KwikPen
disposable devices	5	KwikPen
Morphine sulfate 10mg suppositories	12	Category A
Salicylic acid 50% ointment	12g	Category C Pickles
Sodium chloride 30% solution for injection 10ml ampoules	10	Category A
Testosterone 2% gel (10mg per actuation)	60g	Category C Tostran
Testosterone 50mg/5g gel unit dose tube	30	Category C Testim

This means that all of the above items can be prescribed by generic name and will be reimbursed without any need for further endorsement, unless there is more than one pack size listed in the Drug Tariff.

The NHS Business Services Authority (NHSBSA) performs an administrative role in compiling the Drug Tariff on behalf of the Department of Health and the prices listed in Part VIIIA of the Drug Tariff indicate what NHS dispensing contractors will be paid for dispensing prescriptions written generically.

The NHSBSA follows a process set out by the Department of Health before any additions/changes/deletions are made to Part VIIIA.

The NHSBSA will be able to use any information regarding products not already listed in Part VIIIA to initiate the process of adding them to Part VIIIA, however it is important to note that the NHSBSA cannot prejudge the outcome or duration of this process.

You can pass any suggestions to nhsbsa.prescribingqueries@nhs.net.

If you have any questions relating to policy around this process, please contact the Department of Health.

If you have any further queries around the Drug Tariff, Endorsing, Dispensing Doctors, Reimbursement or general queries around how the NHS reimbursement of medicines happens, please email greg@dispex.net to find out more or go to www.dispex.net

Benzodiazepines leaving the supply chain

The MHRA is becoming increasingly concerned about benzodiazepines escaping the U.K. supply chain and being found in the hands of addicts and drug dealers.

Some of the factors which should alert a supplier to such an escape include:

1. Large orders which are more than the account can realistically use i.e. Pallets rather than boxes
2. New or unknown buyers
3. Delivery to addresses not listed on the wholesaler dealers licence or controlled drug licence
4. The lack of a controlled drug license
5. Payment with cash or personal credit card

EU GDP 5.3 requires suppliers to report anything suspicious to the MHRA and failure to comply can be punished with fines and prison sentences.

To read more

<https://www.gov.uk/government/organisations/medicines-and-healthcare-products-regulatory-agency>



WaveData – Top ten searched products where the focus was to October 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 October 2016

WaveData prices in the top 10 article are averages.

Product	Aug-16	Sep-16	Oct-16	Nov-16
Amitriptyline Tabs 25mg 28	£0.41	£0.42	£0.83	£1.09
Carbocisteine Caps 375mg 120	£10.15	£10.11	£10.22	£9.92
Nortriptyline Tabs 25mg 100	£43.28	£43.39	£44.73	£42.67
Gabapentin Caps 300mg 100	£2.75	£2.69	£2.61	£2.74
Amitriptyline Tabs 10mg 28	£0.80	£0.68	£0.64	£0.59
Carbimazole Tabs 20mg 100	£175.85	£174.79	£176.59	£172.66
Hydrocortisone Tabs 10mg 30	£66.80	£65.97	£60.56	£62.62
Atorvastatin Tabs 20mg 28	£0.63	£0.68	£0.71	£0.70
Clopidogrel Tabs 75mg 28	£0.94	£0.97	£0.97	£1.00
Gabapentin Caps 100mg 100	£1.80	£1.80	£1.76	£1.78

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 13th December 2016, as I will be issuing the next bulletin on the 20th December 2016

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

You can view all copies of the Bulletin at

<http://www.wavedata.co.uk/newinfo.asp>

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