

WaveData

COMMERCIAL BULLETIN

As always, please contact us if you require additional information or if we can be of further assistance in product/products you would like to see in our database.

**If this is of interest to you, or you have preferences on what products you would like to see please email:
bulletin@wavedata.co.uk**



MEDICINES NO LONGER AVAILABLE IN NORTHERN IRELAND

More than 900 medicines are no longer “readily available” in Northern Ireland, with many more on track to be withdrawn. Manufacturers have “formally begun the withdrawal process” for over 2,400 drugs in total.

“We have never seen medicines withdrawal on this scale and already to have almost 1,000 medicines withdrawn, it’s terrible,” said Mark Samuels CEO at the British Generic Manufacturers Association (BGMA).

A Northern Ireland Department of Health (DoH) spokesperson told C+D that the government is aware of “a large number of confirmed and potential discontinuations of medicines to Northern Ireland” that have been formally notified to the Department of Health and Social care (DH).

The DoH argued that the “underlying issues” that have triggered the discontinuations need to be addressed with urgency to avoid a negative impact on patient health.

To read more:

<https://www.chemistanddruggist.co.uk/CD135511/Terrible-24k-medicines-at-risk-of-withdrawal-in-Northern-Ireland>

NIPAH VIRUS OUTBREAK

Officials in southern India are working to stem a potential outbreak of the deadly Nipah virus.

The Nipah virus is making news again after tragic reports that a 12-year-old boy died from the virus on Sept. 5 in Kerala's Kozhikode district. He had been admitted to a private hospital after running a high fever and showing symptoms of encephalitis – swelling of the brain. While figuring out how to prevent and treat Nipah virus infection is very much a work in progress, there have been advances.

But the virus is not as transmissible as some other viruses. "There are occasional Nipah super spreaders who infect a lot of people, but the average transmission rate is less than one person per infection.

To read more:

<https://www.livescience.com/nipah-virus-death-boy-india.html>

CAN IRISH GP APPOINTMENTS BE FREED UP

Pharmacists are stepping up their campaign to provide a minor ailments scheme which they insist would eliminate the need to visit a GP for 40 conditions including hayfever, migraine or common skin conditions. It's said that the Minor ailment pharmacy scheme 'could free up a million GP appointments annually'. "Minor ailment schemes operate successfully in many other countries such as the UK, Netherlands, Canada and Australia. The experience in Scotland shows us it could eliminate one in 20 A&E visits and one in seven GP visits.

To read more:

<https://www.independent.ie/irish-news/health/minor-ailment-pharmacy-scheme-could-free-up-a-million-gp-appointments-annually-40867015.html>

EU MEDICINE SUPPLY PLANS FOR NORTHERN IRELAND 'UNWORKABLE'

A pharmaceutical trade association has warned that EU proposals for guaranteeing the supply of medicines to Northern Ireland are "unworkable". Following Brexit, the north was due to fall within the EU's pharmaceutical regulatory system under the terms of the Northern Ireland Protocol. An initial 12-month grace period was agreed to delay the introduction of the new arrangements until 2022. Most of the north's supplies of drugs come from Britain; sparking concerns that access to medicines could be damaged by the protocol. The EU is now trying to solve any issues with the supply of drugs.

To read more:

<https://www.irishnews.com/news/northernirelandnews/2021/09/16/news/eu-plans-for-guaranteeing-the-supply-of-medicines-to-northern-ireland-unworkable--2449489/>

NEW INSIGHTS INTO BATS' IMMUNITY

Bats are "reservoir hosts" for many coronaviruses, meaning they harbour the pathogens but don't actually develop symptoms of the diseases the viruses cause. Therefore, their immune systems could offer invaluable insights into how to combat deadly viruses like SARS-CoV-2, the cause of the COVID-19 pandemic, according to a new study from researchers at Monash University in Australia. The researchers reviewed studies of human and bat responses to COVID-19 at three key stages of the disease. Knowledge could point to new strategies for designing COVID-19 therapeutics, the researchers suggested. For example, treatments given at early stages of the disease could focus on boosting type I and III interferon responses in the hopes of ramping up the antiviral response.

To read more:

https://www.fiercebiotech.com/research/bats-immunity-could-point-to-new-therapeutic-approaches-for-fighting-covid-19?mkt_tok=Mjk0LU1RRi0wNTYAAAF_IJ5T5SdV1cF6wGiCJVmDt-wIRG4X1Ss_LB1op86BALWV1sZA7MbC_Yet4a5IWAy6-qs6AHB56kXY7EYWyp3iiUsO8DoD6LpV-Jbobrdi8ZaxtXqb&mrkid=1081505

ZOOBOTIC VIRUSES

According to the WWF (World Wildlife Fund) around 70% of infectious diseases that affect people start in animals. The animals they infect are able to keep these diseases under control unless they are ill or stressed. While their environment is completely wild they remain healthy and the viruses they harbour are under control. However when their forest home is disturbed, perhaps by logging, fire or hunting, then these animals become stressed and release virus into the environment. This may mean other species become infected and if the virus mutates in a second or third species it can become more infectious and affect humans. The Nipah virus is an example which according to the WHO World Health Organisation kills between 40% and 75% of those it infects. The WWF say that contagion becomes more likely when we destroy forests and natural habitats, take wild animals out of their homes for the wildlife trade and intensively farm animals for food. Don't give up the day job..

<https://www.wwf.org.uk/nature-and-pandemics>

<https://www.who.int/news-room/fact-sheets/detail/nipah-virus>

PHARMACEUTICAL PLASTIC PACKAGING MARKET SALES REVENUE

Over the past few months, I have been speaking and emailing many of my friends and contacts from both the world of Pharma and Dispensing Doctor practices. One question which comes up most often for discussion is “What is the New Normal going to look like and when is it going to happen?”

My answer is usually along the lines of who knows?

Did we expect that the World Turned Back to Normal at the end of June?

Not really and truly, I don't believe it will ever really go back to how it was, psychologically and sociologically there has been a massive Sea Change in attitudes towards socialising and [for example] working from home.

And what have we learnt over the last eighteen months?

For me, it no longer matters [nor really did if I am honest], what or how a person achieves or completes a task or what environment they work in to succeed. Working from home does not suit everyone, and we all know those who just could not wait to get back into the Office. And the advantages of teams back in the office and back out on the road are certainly clear.

We have also learnt that no matter how many Zoom or Teams Meetings we prepare for, there is always the odd amusing moment or mild IT failure. The times my laptop has decided it has fallen out of love with the microphone... the times that my internet connection [stable 30mbps on Wi-Fi] has had a hissy fit and made me sound like a Dalek... the inevitable issues over screen-sharing... talking over each other.

But the question still is hanging in the air; will NHS staff, GPs in particular want to see Pharma Reps and their like in the New Normal?

From my research and conversations, I can guarantee you there will not be 100% of GPs ready to see Pharma face to face for some time. From my personal research it looks very much like a 50/50 split. There are those of us where that 1-hour online meeting is much more useful than a two-hour drive to a one-hour face-to-face meeting then a two-hour drive home which destroys most of a day...

For Pharma Reps too is it worth your time to drive around the country chasing up cold leads or even warm leads?

There really will never be a return to how things were.

And Pharma can be so much more productive if they utilise specialist techniques and tools to talk to prescribers remotely, engage meaningfully, but not necessarily face to face. It is not always easy and there are some people who are better than others at engaging via a remote connection.

BUT never underestimate the power of a face-to-face meeting, especially where the conversation is complicated or you need to really engage. For pharma, there are certainly NHS staff who really do want to get back to seeing you and finding out more about your products, and especially how you can help them.

But the main point being, the webinar and virtual meetings are here to stay. Gone are the days where face to face is the 100% preferred choice.

The Millennials and Gen Z, children, young adults and grownups, have already lived an entire life where the internet has been a part of their consciousness, and they cannot imagine a life without it. It will be they, and their children who will have the greatest reliance on virtual meetings.

So, where Pharma has embraced digital over the last eighteen months, it is still essential that the people using the virtual, digital tools are trained and comfortable in their use. And preferably learn new communication skills, how to read behaviour from the screen or tone of voice, and not rely so much on whole body-language. And more importantly learn how to engage with the customer.

For some of us, embracing the new technology and new ways of communicating [chat boxes, emojis, “virtual” hand raising] is a challenge we need to tackle head on.

Right Here.

Right Now.

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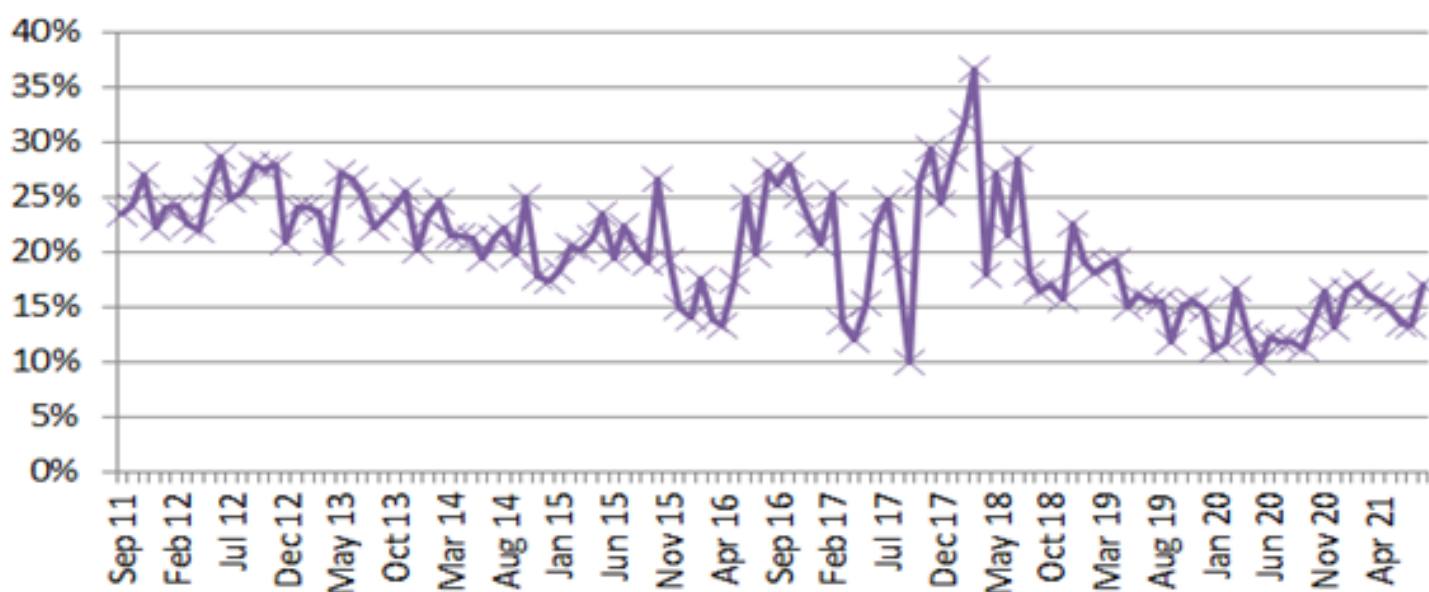
PARALLEL IMPORTS IN THE UK

Over the last 10 years there has been a gradual reduction in the frequency with which parallel imports are advertised to independent pharmacies and dispensing doctors. We investigated this because we wanted to see if we could spot any changes which might relate to the current shortage of haulage drivers, but couldn't. Instead we found a reduction in the amount of PI activity over time when compared with UK products being advertised. We suspect a lot of this relates to Brexit, but the spike in March 2018 does not tie in with the leave vote in June 2016. Neither does it tie in well with the Euro to Pound exchange rate. However overall parallel imports made up about 25% of the data in 2011, and just 15% today.

Over this time the number of UK price lists and invoices Wavedata has been able to collect from pharmacies and dispensing doctors has increased, but probably not enough to explain the 10% decline.

For more information please email marketing@wavedata.co.uk

Parallel Imports as a % of all the products advertised to pharmacies and dispensing doctors



SINGLE-DOSE BOOSTER SHOT FOR COVID-19 AND FLU

US drugmaker Moderna have said they will be developing a single vaccine that combines a booster dose against Covid-19 with its experimental flu shot. The company are also working on a vaccine for respiratory syncytial virus (RSV) and other respiratory diseases as an annual shot. Moderna's Chief Executive Officer Stéphane Bancel has said that he believes this is a very large opportunity that is ahead of them, if we could bring to market a high efficacy pan-respiratory annual booster. The company is conducting clinical trials for an RSV vaccine in older adults.

To read more:

<https://www.nbcnews.com/health/health-news/moderna-developing-single-dose-booster-shot-covid-flu-n1278799>

PRICE WATCH UK...

TIMOLOL TOPS UK PRICE RISES IN AUGUST

Timolol eye drops saw their prices leap in August while sildenafil's slide saw prices cut in half, according to the latest UK generics pricing figures from WaveData. Timolol 0.25% and 0.5% eye drops saw the steepest average price rises among UK generics in August 2021, according to the latest figures from market researcher WaveData.

Based on trade prices to UK independent pharmacists, WaveData found that the average price for the 0.5% 5ml presentation leapt by 209% to £3.55 (\$4.91) – despite the cheapest offer rising by just 9% to £1.04 – as the 0.25% strength saw a similar average increase of 194% to £3.47, again despite the lowest price in the market remaining unchanged at £0.98.

To see more go to <https://generics.pharmaintelligence.informa.com/> and view our article from this month's Generics Bulletin.

WaveData

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www.generics-bulletin.com

WAVEDATA — TOP TEN SEARCHED PRODUCTS - WHERE THE FOCUS WAS TO SEPTEMBER 2021

According to WaveData, these were the most commonly investigated products in searches of the online pricing data Wavedata Live accessed through www.wavedata.co.uk/login.

Both UK and PI prices were viewed for each product, giving some indication of where the focus was to September 2021. WaveData prices in the top 20 articles are averages.

Product	Jun-21	Jul-21	Aug-21	Sep-21
Lercanidipine Tabs 10mg 28	£2.24	£6.84	£5.73	£4.80
Lercanidipine Tabs 20mg 28	£2.41	£7.62	£6.39	£4.88
Pregabalin Caps 75mg 56	£5.50	£4.76	£4.50	£4.49
Eplerenone Tabs 25mg 28	£13.21	£12.45	£11.09	£10.49
Sertraline Tabs 100mg 28	£1.81	£1.38	£1.17	£1.18
Eplerenone Tabs 50mg 28	£25.17	£20.77	£18.21	£17.63
Atorvastatin Tabs 40mg 28	£0.69	£0.69	£0.67	£0.63
Prednisolone Tabs 5mg 28	£0.68	£0.78	£0.67	£0.57
Atorvastatin Tabs 20mg 28	£0.60	£0.60	£0.56	£0.55
Paracetamol Caplets 500mg 100	£0.97	£0.98	£0.81	£0.90

This bulletin now goes out to 5000 plus people.

If you would like to add or suggest any articles/comments, please let me know by the 20th October 2021, as I will be issuing the next bulletin on the 27th October 2021.

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 <https://www.wavedata.co.uk/kb/>

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FUTURE EVENTS

Organizer	Date	Venue	Link or Email
Pharma PR & Communications Summit,	4th - 5th Oct 21	Jersey City, NJ	https://www.pharmaprsummit.com/Register
HBMG meeting	5th Oct 21	Oxfordshire	secretary (a/t) hbmgroup.co.uk
The Making Pharmaceuticals 2021	5th - 6th Oct 21	Coventry	https://www.makingpharma.com/
Improving Disability Services in the UK: Recognising the Challenges of the Pandemic & Capitalising on the Benefits of Digitalisation	7th Oct 21	Online	https://www.publicpolicyexchange.co.uk/event.php?eventUID=LJ07%E2%80%93PPE
Cambridge Rare Disease Network	7th Oct 21	Online	https://www.camraredisease.org/raresummit21/
WHF policy conference - pharmacy services in England - integration, service delivery, public health, learning from COVID-19	12th Oct 21	Online	https://www.westminsterforumprojects.co.uk/book/The-future-for-pharmacy-services-in-England-2021
WHF policy conference - Priorities for improving mental health - funding, prevention and tackling inequalities	12th Oct 21	Online	https://www.westminsterforumprojects.co.uk/book/Mental-Health-2021
Paris Expo, Porte de Versailles	13th - 14th Oct 21	Paris	http://ow.ly/k25450FEonU
WHF policy conference - Priorities for tackling ethnic minority healthcare inequalities	14th Oct 21	Online	https://www.westminsterforumprojects.co.uk/book/Minority-Health-21
WHF policy conference - Utilising data within health and social care - discussion relevant to pharma	20th Oct 21	Online	https://www.westminsterforumprojects.co.uk/book/Data-In-Health-21
WHF policy conference - Next steps for improving patient safety in the NHS - discussion relevant to pharmacy	21st Oct 21	Online	https://www.westminsterforumprojects.co.uk/book/Patient-Safety-21
WHF policy conference - priorities for clinical research in the UK - discussion relevant to pharma	2nd Nov 21	Online	https://www.westminsterforumprojects.co.uk/book/Clinical-Research-21
Robotics & Automation Exhibition	2nd - 3rd Nov 21	Coventry	https://eventdata.uk/Forms/Form.aspx?FormRef=RobB1Visitor
NHS Health Research Authority 'Make it Public'	3rd - 4th Nov 21	Online	harriet.summerhayes (a/t) hra.nhs.uk
WHF policy conference - Priorities for women's health - the gender health gap, COVID-19 recovery, women's only health concerns, and research	4th Nov 21	Online	https://www.westminsterforumprojects.co.uk/book/Womens-Health
WHF policy conference - Next steps for integrated care - discussion relevant to pharma	8th Nov 21	Online	https://www.westminsterforumprojects.co.uk/book/Integrated-Care-21
Future Surgery 2021	9th - 10th Nov 21	London	https://www.futuresurgeryshow.com/conferenceprogramme
WHF policy conference - Recovering NHS waiting times - funding priorities, addressing variation, and driving efficiency in service delivery	10th Nov 21	Online	https://www.westminsterforumprojects.co.uk/book/NHS-Waiting-Times
Intelligent Bioprocessing Summit "ATMP Manufacturing & Bioanalytics"	11th - 12th Nov 21	Amsterdam	https://key-notion.com/global-bioprocessing-summit/
HDA Annual Conference	14th Nov 21	London	https://hdauk.com/
Roboleo - Health Economics for the Non Health Economist	16th Nov 21	Online	https://mcusercontent.com/440612f6e24f0dac190dac6a/files/1e5ef1c8-ce95-1777-e6b6-396cfc8f6ba/Roboleo_Digital_Flyer_2021_FINAL_VERSION.pdf
Cannabis Business Asia 2021	16th - 17th Nov 21	Thailand	https://www.worldclassbusinessleaders.com/events/cb21as
UK Life Sciences Opportunities in a Changed World	17th Nov 21	Online	https://vwwplus.co.uk/events/ping-conference-2021/
UK's largest dedicated robotics and automation exhibition!	2nd - 3rd Nov 21	Coventry	https://eventdata.uk/Forms/Form.aspx?FormRef=RobB1Visitor
WHF policy conference - Tackling antimicrobial resistance in the UK, & the UK's role on the global stage - discussion relevant to pharmacy	1st Dec 21	Online	https://www.westminsterforumprojects.co.uk/book/Antimicrobial-21
WHF policy conference - Priorities for general practice and recovery from COVID-19	1st Dec 21	Online	https://www.westminsterforumprojects.co.uk/book/General-Practice-21
PFNI policy conference - Priorities for health & social care in NI - discussion relevant to pharma	10th Jan 22	Online	https://www.policyforumforni.co.uk/book/Health-and-Care-NI-22
WHF policy conference - Next steps for supporting the health workforce & delivering the NHS People Plan	12th Jan 22	Online	https://www.westminsterforumprojects.co.uk/book/Health-Workforce-21
Cannabis Business Europe 2022	21st - 22nd June 22	Germany	https://www.worldclassbusinessleaders.com/events/CBE22