

February 2015 purchase price analysis

Better generics deals surface for dispensing practices



By Wavedata

Dispensing doctors look set to enjoy the best generic deals, compared to pharmacies, as better deals once again become the norm for the sector, generics market analyst Wavedata has reported exclusively for the Dispensing Doctors' Association.

February has continued to see improving deals become available to dispensing practices, and this is expected to continue, following the steep price rises seen in December.

But, for parallel imports the picture is very different, with greater purchase price increases for dispensing doctors than for pharmacies. During January, both sets of buyers saw PI prices rise, but better deals were to be had by pharmacies, which has been typical for this market over the previous nine months of 2014.

Price change overview

During February valsartan, bisoprolol fumarate and diclofenac tabs have featured prominently among the fallers, four packs of valsartan are included. Three packs of digoxin and trimethoprim are amongst the risers; lisinopril + hydrochlorothiazide, and risedronate sodium tabs also feature.

Fallers

Glimepiride tabs 3mgx30 fell on average by 74% in February after Teva reduced its prices to dispensing doctors. Pharmacists saw similar price drops. Prices of below £0.40 were available from at least 10 companies.

In February the average price of ciprofibrate tabs 100mgx28 fell as some of the more expensive deals disappeared from the market. Good deals were available to dispensing doctors from Elite Pharma Surrey and Beta. Pharmacists were offered low prices by many companies, but the best deals were from Numark, Elite Pharma Surrey, Waymade, Lexon, AAH and Trident.

The average price of valsartan caps 40mgx28 fell 44% in February as Teva, Actavis, Beta and Elite Pharma Surrey all reduced their dispensing doctor prices. Prices of below £3.00 were available to pharmacists from Elite Pharma Surrey, DE, Dexcel, Sigma, Amimed, Eclipse, Ethigen and Lexon.

Risers

In February the average dispensing doctor price of trimethoprim tabs 100mgx28 rose by 1489% to £5.60 and there was an NCSO price for pharmacists of £7.55. However, the number of offers to pharmacists and dispensing doctors rose from 219 in January to 238 in February suggesting an increase in stock availability. Prices of below £0.50 could be obtained by pharmacists and dispensing doctors from Lexon, Numark, Waymade, Teva, Sigma, Ethigen and Eclipse.

The dispensing doctor average price of digoxin tabs 250mcgx28 rose in February to £4.72 (+ 657%). The NCSO concession price for pharmacies fell from £4.99 in January to £4.36 in February. Almost all

suppliers increased their prices at the same time. Prices of below £3.00 were available from Beta, Sigma, DE, Medihealth North and Eclipse, but it is not clear how long these might last.

Some trimethoprim tabs 200mgx14 prices for dispensing doctors rose in February and NCSO prices were increased from £6.99 in January to £7.25 in February. The average dispensing doctor price increased to £3.02 (+ 374%). Prices of below £1.00 were still available to pharmacists and dispensing doctors from Sigma, Teva, Lexon, Phoenix and Actavis.

