

# January 2017 purchase price analysis

## Dispensing GPs end the year on a purchasing high



At the end of 2016 dispensing doctors were beating pharmacists hands down for the lowest prices paid for both generics and PIs. In generics, pharmacists particularly suffered a double-whammy of price rises from two generics companies as well as a number of wholesalers. This steep price hike is unprecedented and its causes unknown; the next few months will show if this is a blip or a longer term change.

Turning attention to January, the highlights of the month's risers and fallers includes, among the fallers, three packs of pioglitazone tabs and two each of memantine oral solution S/F and quinapril tabs. Among the notable risers in January are two packs each of amitriptyline oral solution S/F, azathioprine and lamotrigine tabs. With feet in both camps was rivastigmine caps.

### Fallers

At the beginning of the month, English, Northern Irish and Scottish drug tariffs all quoted large drops in the reimbursement price of pioglitazone tabs 30mg x28 (£10.89 to £1.99), triggering price drops from the majority of companies (the exception was those with already very low prices). The best deals below £1.00 available to dispensing doctors were on offer from Mawdsleys, Beta, Zecare and Ethigen. Pharmacists were offered similar deals by DE, Lexon, AAH, Aver Generics, Phoenix, Numark and Eclipse.

The 45mg x28 pack of pioglitazone tabs also saw large purchase price reductions at the start of the month linked with the tariff reduction (£11.71 to £2.62). Offers below £1.00 available to dispensing doctors were from Beta, DE, Aver Generics, Mawdsleys, Lexon, AAH, Numark, Eclipse and Ethigen.

The 15mg x28 pack of pioglitazone tabs also saw a significant purchase price cut. Although also linked to a tariff reduction (£8.23 to £1.84), the drop was principally as a result of Actavis cutting prices. Offers below £1.00 available to dispensing doctors were from Beta, Mawdsleys, Zecare and Ethigen. Pharmacists also had access to low prices from DE, AAH, Lexon, OTC Direct, Mylan, Eclipse and Numark.

### Risers

January's price increase in glibenclamide tabs 5mg x28 is attributed to one importer and supplier increasing its price to pharmacists and dispensing doctors to £7.99, which is well above the normal average. However, deals below £1.00 were still on offer to dispensing surgeries from Ethigen and to pharmacists from Aver Generics, Eclipse, Numark and Lexon.

Large increases in the average prices of zolmitriptan orodispersible tabs S/F 2.5mg x6 were due to a number of suppliers' dramatic price rises during the month. This was accompanied by an NCSO concession price in both December (£23.99) and January (£15.30). Good deals below £1.50 were available to both GPs and pharmacists from Ethigen, Lexon and Actavis.

The month also saw increased prices for glimepiride tabs 1mg x30 – as well as fewer number of price cuts. However, the overall effect of the price manoeuvring was to increase the average price of this line by 43 per cent. At the same time the tariff fell by 10 per cent from £0.89 to £0.80. There were lots of deals below £0.30 available to both types of buyer from Beta, Aver Generics, Phoenix, Ethigen, Chemilines, Lexon, DE and Mawdsleys.