

October 2018 purchase price analysis

Olanzapine dominates the month's price fallers

In association with Wavedata



October's purchase price risers and fallers were dominated by olanzapine tabs, with seven packs in the fallers. Of these, three were orodispersible tabs and the remainder standard tabs. Highlight risers include allopurinol, furosemide, ondansetron, risperidone and telmisartan tabs.

For the first time in many years, pharmacies proved able to negotiate better purchase prices than dispensing GPs, but their superior margin of £0.43 is not expected to last. Dispensing GPs continue to exert more buying power in PIs, and have narrowed pharmacies' purchasing lead to just £0.24.

Fallers

At the beginning of October the English drug tariff for olanzapine tabs 10mg x28 fell from £10.68 to £3.53, with further predictions of a fall later this month (November) to £3.13. As a consequence some companies reduced their prices, while others increased prices (suggesting the expectation of a longer-term shortage). However, with an overall downward effect, the best deals in the market were below £1.00, available from AAH, Eclipse, Munro, DE, lexon, Target, Cross Pharma and Eclipse.

Despite the October concession price of £5.00 in October, a number of companies made price reductions, resulted in lower prices for dispensing doctors. Additionally, a reduction in the English drug tariff at the beginning of November may serve to reduce prices still further. The best deals below £4.00 were on offer from Eclipse, OTC Direct, Alliance Healthcare and AAH.

Sumatriptan tabs 100mg x6 saw many suppliers introduce price cuts in October. The English drug tariff increased from £3.86 in September to £4.64 in October, but is falling back to £4.10 in November. The best deals on offer below £4.00 in October were from Waymade, Cambrian, Eclipse, DE, Ethigen, Numark and Beta.

Risers

Ondansetron tabs 4mg x30 and 4mg x10 both rose dramatically in price during October as many suppliers increased prices. There were no prices above £4.00 in September, but in October 28 listed price offers were above this level: the highest was £55.00, and there were 10 prices above £30.00. The few remaining offers below £5.00 were from AAH, Lexon, Eclipse, DE, OTC Direct and Accord.

Ibandronic acid tabs 50mg x28 was another product which saw dramatic price increases in October – albeit from one full line supplier, while others either kept their prices at September

levels, or made small price cuts. So far there is no sign of a shortage in the data. Prices below £6.00 were available in October from Eclipse, DE, Cross Pharma, Numark and Ethigen.