

# Biggest risers granted price concessions

The latest list of pricing concessions for pharmacists negotiated by the UK's Pharmaceutical Services Negotiating Committee (PSNC) – which overrides Drug Tariff prices for products with high trade prices – reflected some of the biggest price rises recorded in May.

Sodium cromoglicate 2% eye drops in a 13.5ml strength were granted a concessionary price of £5.50 (US\$8.44), offering pharmacists a margin of 5% following the product's average price rise of 44% to £5.21 (see Figure 2). This increase came after its average price had already more than doubled to £3.92 in April (**Generics bulletin**, 8 May 2015, page 23). However, if pharmacists shopped around in May, they could have achieved significantly higher margins on the lowest available price of £1.79.

Lisinopril/hydrochlorothiazide 20mg/12.5mg tablets also appeared on the list of price concessions granted by the Department of Health for May, with a concession price of £8.43 granted as the average

price rose by 17% to £8.51 and the lowest available price almost trebled to £4.40. However, the 10mg/12.5mg strength of lisinopril/hydrochlorothiazide that rose more steeply by 24% to £2.73 was not granted a concession on the list, which continued to include strengths of digoxin, fosinopril and trimethoprim, and added a concessionary price of £2.65 for diclofenac sodium 50mg gastro-resistant tablets in packs of 28 tablets.

Meanwhile, furosemide 40mg tablets led the 'biggest fallers' with an average price drop of almost a third (see Figure 3), while celecoxib – which was recently added to category M of the Drug Tariff – saw its average price for a 30-count pack of 200mg tablets fall by just under a quarter to £2.21 (see Figure 1).

Omeprazole generated the most price offers in May, with 81 offers followed closely by lansoprazole with 78, ramipril with 76 and fluoxetine with 75 (see Figure 4).

RECENT LAUNCHES				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Amorolfine lacquer 5% 5ml	£3.59	±0	£5.12	+1
Atorvastatin tabs 20mg 28	£0.50	-4	£0.83	+1
Candesartan tabs 8mg 28	£0.38	-5	£0.67	-2
Celecoxib caps 200mg 30	£1.25	+1	£2.21	-24
Cilostazol tabs 100mg 56	£5.49	-7	£11.75	+5
Cyclizine tabs 50mg 100	£7.25	-4	£9.40	-9
Desloratadine tabs 5mg 30	£0.42	+5	£0.79	-5
Desogestrel tabs 75µg 84	£1.61	±0	£2.44	-2
Donepezil tabs 10mg 28	£0.57	-2	£1.13	-1
Entacapone tabs 200mg 30	£4.14	-7	£5.04	-2
Escitalopram tabs 10mg 28	£0.49	-11	£0.94	-5
Hydroxychloroquine tabs 200mg 60	£3.12	-1	£3.98	-1
Irbesartan tabs 75mg 28	£0.42	+17	£0.78	±0
Memantine tabs 10mg 28	£0.55	-30	£1.39	-3
Montelukast tabs 10mg 28	£0.89	-1	£1.45	+5
Naratriptan tabs 2.5mg 6	£1.22	+8	£1.47	+1
Quetiapine tabs 25mg 60	£0.64	±0	£1.12	-6
Rabeprazole tabs 10mg 28	£1.15	-10	£1.65	-2
Raloxifene tabs 60mg 28	£3.30	±0	£4.97	-2
Riluzole tabs 50mg 56	£13.75	±0	£23.50	-2
Rizatriptan tabs 10mg 3	£0.86	±0	£2.16	-7
Sildenafil tabs 100mg 4	£0.34	-3	£0.64	-6
Telmisartan tabs 80mg 28	£0.80	-4	£1.58	-9
Tolterodine tabs 2mg 56	£1.65	+14	£2.26	+1
Zolmitriptan tabs 2.5mg 6	£0.39	-11	£0.90	-2

BIGGEST RISERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Sodium cromoglicate 2% 13.5ml	£1.79	+79	£5.21	+44
Isosorbide XL tabs 60mg 28	£1.35	±0	£7.58	+39
Enalapril maleate tabs 20mg 28	£0.31	+7	£0.51	+29
Baclofen tabs 10mg 84	£3.95	+182	£6.02	+28
Lisinopril/HCTZ 10mg/12.5mg 28	£1.06	+12	£2.73	+24
Ciprofloxacin tabs 500mg 10	£0.29	±0	£0.49	+22

BIGGEST FALLERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Furosemide tabs 40mg 28	£0.11	±0	£0.18	-31
Tizanidine tabs 4mg 120	£3.85	-2	£9.68	-27
Levocetirizine tabs 5mg 30	£0.74	+7	£1.30	-26
Zolmitriptan OD tabs 5mg 6	£0.63	±0	£3.25	-25
Repaglinide tabs 500µg 90	£1.09	±0	£3.03	-24
Omeprazole caps 40mg 7	£0.33	-8	£0.71	-23

FAST MOVERS			
Product/Strength/Pack size	Price offers as at 27 May		
	March	April	May
Omeprazole caps 20mg 28	179	119	81
Lansoprazole caps 30mg 28	153	95	78
Ramipril caps 2.5mg 28	132	92	76
Fluoxetine caps 20mg 30	136	85	75
Simvastatin tabs 40mg 28	139	100	74
Warfarin tabs 1mg 28	126	85	70
Loratadine tabs 10mg 30	107	84	70
Clopidogrel tabs 75mg 28	130	93	70
Citalopram tabs 10mg 28	132	83	70
Atorvastatin tabs 40mg 28	121	81	70

Figure 1 (above): Comparison between the periods 1-30 April and 1-27 May 2015 of UK trade prices of the most recently-launched generics listed in category M of the Drug Tariff of pharmacy-reimbursement prices. Averages calculated from at least 20 data points. Figure 2 (top right) and Figure 3 (centre right): Biggest average trade-price changes between 1-30 April and 1-27 May 2015. Averages calculated from at least 28 data points. Figure 4 (bottom right): Ranking of fastest-moving products subject to the most price offers made to independent UK pharmacists (one strength per ingredient; offers recorded by 27 May). Data for Figures 2, 3 and 4 from a basket of about 750 commonly-dispensed generics. Recently-launched products in Figure 1 excluded from Figures 2 and 3 (Source – WaveData).

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Tel: +44 (0)1702 425125. E-mail [cjoynson@wavedata.co.uk](mailto:cjoynson@wavedata.co.uk).

