

Duloxetine dips below one pound sterling

Independent pharmacists who shopped around in June could have picked up 28-capsule packs of duloxetine 30mg for less than £1.00 (US\$1.33), thanks to a 43% drop in the lowest trade price of the antidepressant. As Figure 1 shows, the abrupt decline was reflected in the product's average price, which fell by 16% to £2.93.

The resulting dispensing profit margin for canny pharmacists would have been substantial. The Drug Tariff pharmacy reimbursement price for duloxetine 30mg in June was £8.47, giving an average profit margin of 65%, and a cash margin of £5.54. But at the lowest price available, the cash margin would have been £7.48 and the profit margin would have risen to 88%.

Two other recent launches – 28-tablet packs of both aripiprazole 10mg and eplerenone 25mg – each experienced heavier average price falls of 18%, with that for aripiprazole accompanied by a similar decline in its lowest price. Another presentation of the schizophrenia

drug – 28-tablet packs of aripiprazole 30mg – lost more than a quarter of its average trade price in June (see Figure 3).

Among the other big price fallers were pioglitazone 15mg, 30mg and 45mg. The lowest prices of all three sank by at least a half, while their average prices almost matched the same downward trend, following a period of recent price rises for the diabetes treatment.

Parkinson's disease medication ropinirole underwent enormous average trade price rises last month. Average prices of the four strengths shown in Figure 2 were many times their equivalents in May. A fifth strength – 12-tablet packs of ropinirole 0.25mg – was just outside the table with an average price uplift of 158% to £2.32.

Ramipril 10mg capsules were among the most popular fast-moving products offered to independent pharmacists last month (see Figure 4). The proton-pump inhibitors, omeprazole and lansoprazole, retained their position, however, as the most-promoted products. **G**

RECENT LAUNCHES				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Aripiprazole tabs 10mg 28	£0.90	-14	£1.86	-18
Atorvastatin tabs 20mg 28	£0.38	-5	£0.64	-10
Benzylamine 0.15% 300ml	£4.77	-2	£5.51	-5
Carbimazole tabs 5mg 100	£65.00	-2	£74.38	-5
Celecoxib caps 200mg 30	£0.79	+5	£1.49	+1
Cilostazol tabs 100mg 56	£1.89	-10	£3.65	-8
Cyclizine tabs 50mg 100	£5.80	+6	£7.81	-3
Desogestrel tabs 75µg 84	£1.18	-2	£1.77	-15
Duloxetine caps 30mg 28	£0.99	-43	£2.93	-16
Entacapone tabs 200mg 30	£3.89	+5	£5.59	+10
Eplerenone tabs 25mg 28	£3.55	-3	£6.16	-18
Escitalopram tabs 10mg 28	£0.20	-13	£0.77	+4
Irbesartan tabs 75mg 28	£0.30	±0	£0.56	-7
Memantine tabs 10mg 28	£0.56	+24	£0.90	-5
Montelukast tabs 10mg 28	£1.39	-1	£1.80	-5
Nortriptyline tabs 10mg 100	£37.95	±0	£49.04	-6
Oxcarbazepine tabs 300mg 50	£4.89	+1	£6.18	-8
Rabeprazole tabs 10mg 28	£0.79	+14	£1.23	-10
Raloxifene tabs 60mg 28	£2.65	±0	£3.63	-4
Riluzole tabs 50mg 56	£11.25	±0	£17.27	-6
Rizatriptan tabs 10mg 3	£0.80	±0	£1.45	-4
Sevelamer tabs 800mg 180	£55.00	-8	£80.11	-8
Sildenafil tabs 100mg 4	£0.24	+4	£0.49	±0
Telmisartan tabs 80mg 28	£0.74	±0	£1.36	-1
Tolterodine tabs 2mg 56	£1.29	+3	£1.83	-1

Figure 1 (above): Comparison between the periods 1-31 May 2016 and 1-30 June 2016 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 25 data points. Figure 2 (top right) and Figure 3 (centre right): Biggest average trade-price changes between 1-31 May 2016 and 1-30 June 2016. Averages calculated from at least 22 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 30 June). 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).

BIGGEST RISERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Ropinirole tabs 1mg 84	£1.35	±0	£21.19	+890
Ropinirole tabs 5mg 84	£3.49	+11	£29.58	+588
Ropinirole tabs 2mg 84	£1.95	+10	£18.08	+532
Isosorbide tabs 20mg 56	£3.99	+898	£12.31	+478
Losartan tabs 12.5mg 28	£3.25	+424	£18.95	+327
Ropinirole tabs 0.5mg 28	£1.05	+9	£5.38	+230

BIGGEST FALLERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Pioglitazone tabs 30mg 28	£2.45	-62	£9.80	-39
Pioglitazone tabs 15mg 28	£2.45	-50	£9.09	-34
Pioglitazone tabs 45mg 28	£3.45	-54	£14.78	-29
Enalapril maleate tabs 5mg 28	£0.21	±0	£0.37	-29
Levofloxacin tabs 250mg 5	£0.56	-16	£2.00	-29
Aripiprazole tabs 30mg 28	£1.85	-3	£6.28	-27

FAST MOVERS			
Product/Strength/Pack size	Price offers as at 30 June 2016		
	April	May	June
Omeprazole caps 20mg 28	129	129	129
Lansoprazole caps 30mg 28	105	109	101
Bisoprolol tabs 2.5mg 28	90	95	96
Ramipril caps 10mg 28	77	94	96
Sertraline tabs 50mg 28	113	93	96
Paracetamol caplets 500mg 100	96	92	93
Tramadol caps 50mg 100	91	85	93
Simvastatin tabs 20mg 28	86	86	92
Amitriptyline tabs 10mg 28	77	85	89
Atorvastatin tabs 40mg 28	108	104	86

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