

Isosorbide fluctuations flummox pharmacy

Isosorbide mononitrate is causing confusion in the UK marketplace at the moment, following dramatic price fluctuations over the summer. Back in May, the 10mg, 20mg and 40mg strengths topped the biggest price risers, with average increases of as much as 415% for the 10mg presentation (*Generics bulletin*, 17 June 2016, page 14).

In August, however, the same three products headed the list of biggest price fallers, with some of their average prices falling by a half (*Generics bulletin*, 16 September 2016, page 14). Two of the strengths – 10mg and 40mg – continued their dramatic price falls last month with price declines of more than 40%, securing them places amongst the big fallers (see Figure 3).

These decreases were not sufficient, however, to bring their prices down to anything like their published pharmacy reimbursement prices in the Drug Tariff. The average trade prices of the two strengths of over £4.00 (US\$5.00) in September were still much higher than their

reimbursement prices of £1.50 and £1.72 respectively.

As a result, the Department of Health granted a price concession on the 10mg strength of £3.31. This was more than the lowest price of £2.69 that pharmacists might have paid, thus keeping them in pocket, but it was still 30% less than the average price of £4.68. Moreover, the 40mg strength was not given a concession at all.

Of those products amongst the biggest price risers in Figure 2, amitriptyline 50mg and metronidazole 400mg were given a one-month price concession in September. While the £3.44 concession for amitriptyline failed to match an average trade price of £7.14, the concession of £8.10 for metronidazole 400mg more than matched an actual average trade price of £5.18. Metronidazole 200mg was not listed amongst the concessions.

Prices of recent launches were relatively stable in Figure 1, while there were no surprises among the fast movers in Figure 4.

RECENT LAUNCHES				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Aripiprazole tabs 10mg 28	£0.72	-8	£1.28	-16
Benzylamine 0.15% 300ml	£4.95	+2	£5.77	+3
Carbimazole tabs 5mg 100	£54.50	-1	£67.92	-3
Celecoxib caps 200mg 30	£0.80	+1	£1.37	+2
Cilostazol tabs 100mg 56	£1.99	+8	£3.13	+6
Cyclizine tabs 50mg 100	£5.85	+1	£7.88	±0
Desogestrel tabs 75µg 84	£1.14	+1	£1.94	+7
Duloxetine caps 30mg 28	£1.15	-7	£2.40	-8
Entacapone tabs 200mg 30	£3.44	-3	£5.12	-2
Eplerenone tabs 25mg 28	£3.05	-4	£4.98	-4
Escitalopram tabs 10mg 28	£0.25	+4	£0.69	±0
Fusidic acid cream 2% 15g	£1.15	-6	£1.55	-3
Memantine tabs 10mg 28	£0.59	+7	£0.95	+4
Mometasone furoate 0.1% 30g	£1.21	+10	£2.06	+8
Montelukast tabs 10mg 28	£1.23	+7	£1.57	+1
Nortriptyline tabs 10mg 100	£29.99	-7	£40.16	-5
Oxcarbazepine tabs 300mg 50	£4.80	-2	£6.04	+1
Rabeprazole tabs 10mg 28	£0.55	-21	£1.12	-3
Raloxifene tabs 60mg 28	£2.25	±0	£3.32	+3
Riluzole tabs 50mg 56	£10.91	±0	£16.17	+4
Rizatriptan tabs 10mg 3	£0.76	+10	£1.48	+7
Sevelamer tabs 800mg 180	£39.00	-13	£62.36	-2
Sildenafil tabs 100mg 4	£0.26	+4	£0.53	-5
Telmisartan tabs 80mg 28	£0.80	+4	£1.32	-1
Tolterodine tabs 2mg 56	£1.25	-3	£1.65	-2

Figure 1 (above): Comparison between the periods 1-31 August 2016 and 1-30 September 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 30 data points. Figure 2 (top right) and Figure 3 (centre right): Biggest average trade-price changes between 1-31 August 2016 and 1-30 September 2016. Averages calculated from at least 11 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 September). 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 (%)
Oxazepam tabs 10mg 28	£0.56	-3	£2.40	+193
Oxazepam tabs 15mg 28	£0.62	±0	£2.44	+180
Metronidazole tabs 400mg 21	£0.71	+137	£5.18	+142
Amitriptyline tabs 50mg 28	£2.45	+69	£7.14	+141
Aspirin tabs 300mg 32	£0.17	±0	£1.30	+120
Metronidazole tabs 200mg 21	£0.53	+121	£1.98	+58

BIGGEST FALLERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Temazepam tabs 10mg 500	£25.54	-27	£44.42	-48
Isosorbide mono tabs 40mg 56	£1.69	-1	£4.28	-42
Isosorbide mono tabs 10mg 56	£2.69	+86	£4.68	-41
Levofloxacin tabs 250mg 10	£0.93	±0	£2.19	-40
Levofloxacin tabs 250mg 5	£0.46	-10	£1.24	-37
Temazepam tabs 20mg 250	£12.77	-27	£32.18	-36

FAST MOVERS			
Product/Strength/Pack size	Price offers as at 31 September 2016		
	July	August	September
Omeprazole caps 20mg 28	132	97	142
Atorvastatin tabs 20mg 28	121	99	115
Lansoprazole caps 30mg 28	114	104	110
Fluoxetine caps 20mg 30	102	84	105
Simvastatin tabs 40mg 28	93	90	101
Paracetamol caplets 500mg 100	99	90	101
Naproxen tabs 500mg 28	94	84	99
Bendroflumethiazide tabs 2.5mg 28	94	88	96
Levothyroxine tabs 50µg 28	89	75	95
Ramipril caps 10mg 28	96	86	94

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