

Lansoprazole prices poised for fast rise

Lansoprazole prices offered to independent pharmacists and dispensing doctors in the UK are poised to rise, according to sources within the industry. Although the price data collected by WaveData last month did not reflect any substantial changes compared with May, there are supply developments which could see prices of the proton-pump inhibitor rise in the near future.

One supplier told *Generics bulletin* that he was aware of two firms out of stock, but he believed the market was reacting to the initial launch phase of the ulcer treatment, which saw 14 or more companies dumping short-dated product at unprofitably low prices. There were now fewer than 10 players, he added.

Last month, just over six months after launch, lansoprazole was available at less than £1 (US\$1.90) for a 28-capsule pack of lansoprazole 15mg and under £2 for the equivalent 30mg strength, although average prices were more than half as much again (see Figure 1). This compared with £12.92 and £23.63 respectively for Wyeth's Zoton brand, giving a generic discount of more than 92% on the brand price.

Bucking the general upward trend, however, was amlodipine, for which average prices dropped by more than a quarter, and faster than any of the biggest fallers in Figure 2. More typical were the average price rises in Figure 3.

| BIGGEST FALLERS | | | | |
|----------------------------|--------------|------------|---------------|------------|
| Product/Strength/Pack size | Lowest price | Change (%) | Average price | Change (%) |
| Doxazosin tabs 2mg 28 | £0.42 | -14 | £0.93 | -12 |
| Paracetamol tabs 500mg 100 | £0.30 | -3 | £0.49 | -11 |
| Bumetanide tabs 1mg 28 | £0.42 | -7 | £0.68 | -8 |
| Metformin tabs 850mg 56 | £0.44 | -2 | £0.66 | -7 |
| Gabapentin caps 300mg 100 | £2.85 | -11 | £4.84 | -7 |
| Doxazosin tabs 1mg 28 | £0.20 | -26 | £0.50 | -6 |

Figure 1 (below): Comparison between the periods 1-31 May and 1-30 June 2006 of the lowest and average UK market prices of fast-moving generics. Each average price was calculated from at least 50 data points. Figure 2 (above) and Figure 3 (above right): Biggest changes recorded between the periods 1-31 May and

| BIGGEST RISERS | | | | |
|-----------------------------|--------------|------------|---------------|------------|
| Product/Strength/Pack size | Lowest price | Change (%) | Average price | Change (%) |
| Carbamazepine tabs 100mg 28 | £1.09 | +4 | £2.03 | +37 |
| Mirtazapine tabs 30mg 28 | £2.40 | +5 | £5.04 | +28 |
| Furosemide tabs 20mg 28 | £0.08 | ±0 | £0.18 | +27 |
| Glibenclamide tabs 2.5mg 28 | £0.13 | ±0 | £0.24 | +25 |
| Levothyroxine tabs 25µg 28 | £0.15 | +7 | £0.28 | +23 |
| Captopril tabs 12.5mg 56 | £0.20 | +25 | £0.38 | +22 |

1-30 June 2006 in lowest and average UK market prices of about 120 commonly dispensed generics. The basket specifically excludes the 'fast movers' shown below, but includes other presentations of the same products. Each average price was calculated from at least 14 data points (Source - WaveData).

| FAST MOVERS | | | | |
|------------------------------|--------------|------------|---------------|------------|
| Product/Strength/Pack size | Lowest price | Change (%) | Average price | Change (%) |
| Alendronate tabs 70mg 4 | £2.70 | -5 | £4.75 | -16 |
| Amlodipine tabs 5mg 28 | £0.51 | -12 | £0.73 | -25 |
| Amlodipine tabs 10mg 28 | £0.75 | ±0 | £1.01 | -29 |
| Carvedilol tabs 3.125mg 28 | £0.47 | +4 | £1.07 | +11 |
| Carvedilol tabs 6.25mg 28 | £0.65 | +23 | £1.31 | +12 |
| Carvedilol tabs 12.5mg 28 | £0.74 | +28 | £1.54 | +19 |
| Carvedilol tabs 25mg 28 | £0.92 | +53 | £1.86 | +14 |
| Ciprofloxacin tabs 250mg 10 | £0.25 | ±0 | £0.45 | +9 |
| Ciprofloxacin tabs 500mg 10 | £0.33 | ±0 | £0.58 | +8 |
| Ciprofloxacin tabs 750mg 10 | £0.69 | ±0 | £1.26 | +11 |
| Citalopram tabs 10mg 28 | £0.66 | -4 | £1.04 | +9 |
| Citalopram tabs 20mg 28 | £0.93 | +37 | £1.42 | +10 |
| Citalopram tabs 40mg 28 | £0.88 | ±0 | £1.67 | ±0 |
| Clarithromycin tabs 250mg 14 | £1.29 | +23 | £2.80 | +5 |
| Clarithromycin tabs 500mg 14 | £3.65 | -7 | £5.59 | +3 |
| Lamotrigine tabs 25mg 56 | £1.47 | ±0 | £4.03 | -17 |
| Lamotrigine tabs 50mg 56 | £2.70 | -2 | £5.81 | -19 |
| Lamotrigine tabs 100mg 56 | £1.95 | -59 | £9.59 | -18 |
| Lamotrigine tabs 200mg 56 | £8.95 | -6 | £21.17 | -10 |
| Lansoprazole caps 15mg 28 | £0.95 | ±0 | £1.64 | +1 |

| FAST MOVERS | | | | |
|----------------------------|--------------|------------|---------------|------------|
| Product/Strength/Pack size | Lowest price | Change (%) | Average price | Change (%) |
| Lansoprazole caps 30mg 28 | £1.85 | -3 | £2.84 | -2 |
| Lisinopril tabs 2.5mg 28 | £0.12 | -8 | £0.26 | +13 |
| Lisinopril tabs 5mg 28 | £0.13 | -13 | £0.29 | +6 |
| Lisinopril tabs 10mg 28 | £0.20 | -5 | £0.45 | +12 |
| Lisinopril tabs 20mg 28 | £0.42 | +5 | £0.77 | +10 |
| Omeprazole caps 10mg 28 | £0.89 | +1 | £1.53 | +2 |
| Omeprazole caps 20mg 28 | £0.90 | -9 | £1.78 | -7 |
| Paroxetine tabs 20mg 30 | £2.50 | +9 | £3.50 | +2 |
| Pravastatin tabs 10mg 28 | £0.48 | +71 | £0.84 | +16 |
| Pravastatin tabs 20mg 28 | £0.38 | -31 | £1.19 | +14 |
| Pravastatin tabs 40mg 28 | £1.79 | +64 | £2.28 | +6 |
| Ramipril caps 1.25mg 28 | £0.28 | -7 | £0.47 | -2 |
| Ramipril caps 2.5mg 28 | £0.22 | -42 | £0.67 | +3 |
| Ramipril caps 5mg 28 | £0.51 | +34 | £0.79 | +1 |
| Ramipril caps 10mg 28 | £0.59 | ±0 | £0.98 | -1 |
| Sertraline tabs 50mg 28 | £0.85 | -19 | £1.99 | +9 |
| Sertraline tabs 100mg 28 | £1.75 | +17 | £3.25 | +15 |
| Simvastatin tabs 10mg 28 | £0.20 | ±0 | £0.32 | -13 |
| Simvastatin tabs 20mg 28 | £0.36 | ±0 | £0.56 | -5 |
| Simvastatin tabs 40mg 28 | £0.96 | +1 | £1.38 | -4 |

PRICE WATCH UK

highlights generics price changes in the UK market and appears exclusively in every issue of *Generics bulletin*, courtesy of the Pharma TouchStone service of WaveData.

WaveData collects and collates pricing information from a number of European countries. In the UK, pricing information about generics, brands and parallel imports is gathered from offers made to independent retail pharmacists and dispensing doctors by wholesalers, suppliers and product manufacturers.

WaveData collates this data and publishes the results as its Pharma TouchStone service. This is designed to give customers of the service fast, accurate, real-time access to current generic prices.

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