

Newer products experience a quiet August

August saw a number of price offers withdrawn for recently-launched products, although average prices remained relatively stable. Neither average rises nor falls got into double-digit territory (see Figure 1).

Memantine bucked the trend as the lowest price for 28-packs of memantine 10mg fell by 23% to £1.80 (US\$2.98). Meanwhile, the same product's average price slid back by 9% to £5.54. Elsewhere though, price offers were withdrawn for candesartan 8mg and rabeprazole 10mg, causing their lowest prices to grow by about a quarter. Naratriptan and rizatriptan also saw their lowest prices rise markedly.

The biggest change, however, was for 28-capsule packs of valsartan 80mg. The rise in its lowest price belatedly caught up with the average price increases that have been affecting the antihypertensive in recent months (**Generics bulletin**, 8 August 2014, page 27).

All three strengths of valsartan capsules were included in the

Department of Health's August price concessions, allowing pharmacists to claim more than the Drug Tariff reimbursement price for dispensing them. The concessionary price for the 80mg strength was £11.15, giving pharmacists an average dispensing margin of about 6%.

Valsartan's price seems to have peaked as it was not among the 'biggest risers' in Figure 3. Fenofibrate 200mg capsules saw the biggest price hike to £12.26, which was less than the Department's concessionary price of £14.23. Naftidrofuryl 100mg capsules were also given a price concession, as were tamoxifen 20mg tablets, even though the 10mg strength in Figure 3 appeared more of a problem. Price fallers shown in Figure 4, such as pramipexole 350µg, were generally after recent rises.

As in July, the products exciting most interest in the marketplace, according to the number of price offers made for them, were omeprazole, lansoprazole and simvastatin (see Figure 2).

RECENT LAUNCHES				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Amorolfine lacquer 5% 5ml	£4.24	-5	£7.11	+1
Atorvastatin tabs 20mg 28	£0.54	-2	£0.92	+4
Candesartan tabs 8mg 28	£0.49	+26	£0.98	±0
Cilostazol tabs 100mg 56	£12.10	-1	£20.59	-4
Cyclizine tabs 50mg 100	£8.35	+5	£11.28	+5
Desloratadine tabs 5mg 30	£0.48	+7	£0.91	+2
Desogestrel tabs 75µg 84	£1.90	-7	£2.83	-6
Donepezil tabs 10mg 28	£0.69	±0	£1.36	+1
Entacapone tabs 200mg 30	£5.19	-4	£5.69	-3
Hydroxychloroquine tabs 200mg 60	£3.40	-2	£4.22	-2
Irbesartan tabs 75mg 28	£0.49	-8	£0.78	-4
Latanoprost eye drops .005% 2.5ml	£0.99	+4	£1.80	+7
Memantine tabs 10mg 28	£1.80	-23	£5.54	-9
Montelukast tabs 10mg 28	£1.10	±0	£1.58	-3
Naratriptan tabs 2.5mg 6	£0.99	+19	£1.42	+4
Quetiapine tabs 25mg 60	£0.48	-2	£1.06	±0
Rabeprazole tabs 10mg 28	£1.34	+25	£1.85	-1
Raloxifene tabs 60mg 28	£4.70	-18	£8.35	-8
Riluzole tabs 50mg 56	£18.90	-5	£32.11	-5
Rizatriptan tabs 10mg 3	£1.15	+16	£3.03	+7
Sildenafil tabs 100mg 4	£0.38	-7	£0.69	±0
Telmisartan tabs 80mg 28	£0.95	-11	£1.79	-6
Tolterodine tabs 2mg 56	£1.54	-17	£2.60	-3
Valsartan caps 80mg 28	£7.99	+263	£10.43	+3
Zolmitriptan tabs 2.5mg 6	£0.42	-5	£0.91	+3

Figure 1 (above): Comparison between the periods 1-31 July and 1-26 August 2014 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): Ranking of fastest-moving products subject to the most price offers made to independent UK pharmacists (one strength per ingredient; offers recorded by 26 August). Figure 3 (centre right) and Figure 4 (bottom right): Biggest average trade-price changes between 1-31 July and 1-26 August 2014. Averages calculated from at least 22 data points. 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 3 and 4 (Source – WaveData).

FAST MOVERS			
Product/Strength/Pack size	Price offers		
	June	July	August
Omeprazole caps 20mg 28	145	155	120
Lansoprazole caps 30mg 28	125	139	107
Simvastatin tabs 40mg 28	125	128	100
Warfarin tabs 1mg 28	97	101	93
Citalopram tabs 20mg 28	106	110	91
Ramipril caps 2.5mg 28	99	106	86
Gabapentin caps 300mg 100	100	94	84
Alendronate tabs 70mg 4	109	108	83
Bendroflumethiazide tabs 2.5mg 28	113	114	83
Fluoxetine caps 20mg 30	96	99	83

BIGGEST RISERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Fenofibrate caps 200mg 28	£1.54	+19	£12.26	+418
Allopurinol tabs 300mg 28	£0.35	+21	£1.22	+98
Tamoxifen tabs 10mg 30	£2.31	+46	£12.82	+85
Aciclovir cream 5% 10g	£0.59	±0	£2.62	+72
Allopurinol tabs 100mg 28	£0.36	±0	£0.91	+45
Naftidrofuryl caps 100mg 84	£5.85	+2	£16.79	+31

BIGGEST FALLERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Pramipexole tabs 350µg 100	£1.95	+11	£15.24	-48
Senna tabs 7.5mg 60	£1.50	-2	£3.78	-42
Glimepiride tabs 3mg 30	£0.24	-25	£0.91	-38
Zolmitriptan tabs 5mg 6	£0.65	±0	£2.22	-32
Nystatin suspension 100,000iu 30ml	£0.66	-53	£2.39	-28
Pramipexole tabs 350µg 30	£0.95	-8	£8.06	-28

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