

Prices experience sharp swings in October

Popular generics launched since 2012 experienced some dramatic price falls during October, with aripiprazole, celecoxib, cilostazol and eplerenone leading the way. Both the average and lowest trade prices of these relative newcomers to category M of the Drug Tariff of pharmacy reimbursement prices lost ground by double-digit amounts last month (see Figure 1).

Aripiprazole prices have been falling steadily for the past few months (*Generics bulletin*, 11 September 2015, page 23), but the latest declines were sharp, even by recent standards. The lowest price to independent pharmacists and dispensing doctors of 28-tablet packs of aripiprazole 10mg dropped by almost half in October to £6.75 (US\$10.30). This compared with a trade price for Otsuka's Abilify of £96.04, and represented a 93% discount to the brand. Pharmacists benefitted from a whopping dispensing margin of 85% on the product's Drug Tariff price of £43.81. Even the average price yielded a 54%

margin. The other price falls told a similar tale, while the lowest price of celecoxib 200mg dropped to little more than £0.02 per capsule.

Meanwhile, three ingredients – lercanidipine, penicillamine and procyclidine – dominated products with the fastest monthly price rises (see Figure 2). Lercanidipine and procyclidine were also to be found in the list of price concessions granted by the Department of Health for October because their market prices exceeded those in the Drug Tariff. Packs containing 28 tablets of lercanidipine 20mg were given a price concession of £9.85; while those with 28 procyclidine 5mg tablets could be reimbursed at £14.00. Drug Tariff reimbursement prices for 56-tablet packs of penicillamine 125mg and 250mg were £11.20 and £26.57, both considerably less than their actual average trade prices.

Metoprolol was among the products with the biggest monthly price falls (see Figure 3), and omeprazole continued to dominate the fastest-moving products (see Figure 4).

RECENT LAUNCHES				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Amorolfine lacquer 5% 5ml	£4.08	+3	£6.29	+1
Aripiprazole tabs 10mg 28	£6.75	-42	£20.23	-21
Atorvastatin tabs 20mg 28	£0.48	+12	£0.81	+1
Candesartan tabs 8mg 28	£0.37	-3	£0.62	-6
Celecoxib caps 200mg 30	£0.69	-19	£1.66	-21
Cilostazol tabs 100mg 56	£2.63	-34	£6.58	-16
Cyclizine tabs 50mg 100	£6.80	-6	£9.16	-6
Desogestrel tabs 75µg 84	£1.35	-2	£2.57	-6
Duloxetine E/C caps 30mg 28	£9.10	-9	£14.31	-7
Entacapone tabs 200mg 30	£3.82	-5	£5.12	±0
Eplerenone tabs 25mg 28	£11.00	-27	£22.28	-16
Escitalopram tabs 10mg 28	£0.18	-31	£0.77	-11
Hydroxychloroquine tabs 200mg 60	£2.74	-2	£3.63	-6
Irbesartan tabs 75mg 28	£0.33	-6	£0.69	-6
Memantine tabs 10mg 28	£0.30	-43	£1.19	-9
Montelukast tabs 10mg 28	£0.79	-11	£1.47	±0
Oxcarbazepine tabs 300mg 50	£5.09	-1	£10.41	-6
Rabeprazole tabs 10mg 28	£0.94	-14	£1.54	-3
Raloxifene tabs 60mg 28	£2.80	-4	£4.55	-6
Riluzole tabs 50mg 56	£13.40	-3	£22.76	-7
Rizatriptan tabs 10mg 3	£0.82	-4	£1.96	-16
Sevelamer tabs 800mg 180	£92.69	±0	£110.38	-1
Sildenafil tabs 100mg 4	£0.29	-6	£0.58	-22
Telmisartan tabs 80mg 28	£0.76	-1	£1.42	-19
Tolterodine tabs 2mg 56	£1.49	+3	£2.26	-2

BIGGEST RISERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Procyclidine tabs 5mg 28	£0.85	+5	£9.55	+572
Procyclidine tabs 5mg 500	£16.50	+25	£109.96	+455
Penicillamine tabs 125mg 56	£6.30	+4	£19.42	+106
Lercanidipine tabs 10mg 28	£0.59	+16	£1.58	+79
Penicillamine tabs 250mg 56	£19.90	+30	£36.37	+69
Lercanidipine tabs 20mg 28	£0.80	+3	£2.13	+57

BIGGEST FALLERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Tizanidine tabs 4mg 120	£2.89	-20	£6.17	-55
Metoprolol tabs 50mg 56	£1.25	-1	£2.60	-43
Metoprolol tabs 50mg 28	£0.71	±0	£1.28	-41
Famciclovir tabs 500mg 14	£9.45	-45	£50.10	-36
Galantamine MR caps 8mg 28	£2.45	+4	£5.40	-32
Isosorbide tabs 60mg 28	£1.35	±0	£4.29	-28

FAST MOVERS			
Product/Strength/Pack size	Price offers as at 28 October		
	August	September	October
Omeprazole caps 20mg 28	104	137	107
Lansoprazole caps 30mg 28	92	114	96
Atorvastatin tabs 40mg 28	75	102	93
Citalopram tabs 20mg 28	69	100	92
Naproxen tabs 500mg 28	79	110	91
Clopidogrel tabs 75mg 28	75	103	88
Simvastatin tabs 40mg 28	86	111	87
Phenytoin tabs 100mg 28	73	96	85
Warfarin tabs 1mg 28	79	99	85
Paracetamol caplets 500mg 100	77	106	84

Figure 1 (above): Comparison between the periods 1-30 September and 1-28 October 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 33 data points. Figure 2 (top right) and Figure 3 (centre right): Biggest average trade-price changes between 1-30 September and 1-28 October 2015. Averages calculated from at least 18 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 28 October). 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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