

Riluzole offers pharmacists a good margin

Independent pharmacists and dispensing doctors would have been fortunate in November if they had dispensed riluzole 50mg tablets. Average prices for the generic equivalent to Sanofi's Rilutek fell by 10% to £25.42 (US\$40.07) last month (see Figure 1), compared with a reimbursement price of £34.15 in category M of the Drug Tariff. Their dispensing margin would only have been 26%, but their cash profit would have amounted to £8.73 for each 56-tablet pack.

If they had bought at the best trade price of £13.99, which was 22% lower than it had been in October, their margin would have been 59% and their profit £20.16 on every pack dispensed.

Such profit opportunities were rare amongst other recently-launched products. The average trade price of desloratadine 5mg tablets, for example, fell by another 14% to £0.81 as its lowest price declined more slowly by 7% to £0.39. But, although this represented dispensing

margins of 37% on average and as much as 70% at a reimbursement price of £1.28, the benefit in cash terms was only £0.47 or £0.89.

Meanwhile, deals in the marketplace for proton-pump inhibitors and statins were more than matched in number by those for tramadol 50mg capsules and alendronate 70mg tablets (see Figure 2).

Prices for exemestane 25mg tablets experienced the highest rises in November, reaching £37.63 on average after more than trebling in a month (see Figure 3). The authorities granted a reimbursement price concession of £37.95, which just exceeded the trade average. A total of 13 ingredients in 16 presentations were granted concessions.

Many of the most significant price falls, such as for valsartan 80mg capsules (see Figure 4), were reactions to recent price rises. Back in August, the average price of valsartan 80mg hit £10.43 (*Generics bulletin*, 5 September 2014, page 25).

RECENT LAUNCHES				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Amorolfine lacquer 5% 5ml	£3.75	-1	£6.06	-7
Atorvastatin tabs 20mg 28	£0.50	±0	£0.86	-4
Candesartan tabs 8mg 28	£0.35	±0	£0.79	-6
Cilostazol tabs 100mg 56	£9.95	-9	£17.71	-8
Cyclizine tabs 50mg 100	£7.75	-3	£10.59	-6
Desloratadine tabs 5mg 30	£0.39	-7	£0.81	-14
Desogestrel tabs 75µg 84	£1.72	-4	£2.59	-5
Donepezil tabs 10mg 28	£0.66	±0	£1.10	-9
Entacapone tabs 200mg 30	£4.80	-4	£5.66	-2
Escitalopram tabs 10mg 28	£0.72	+4	£1.14	-8
Hydroxychloroquine tabs 200mg 60	£3.31	±0	£4.17	±0
Irbesartan tabs 75mg 28	£0.45	-8	£0.74	-4
Latanoprost eye drops .005% 2.5ml	£0.95	-4	£1.51	-14
Memantine tabs 10mg 28	£1.25	-1	£2.85	-21
Montelukast tabs 10mg 28	£1.05	±0	£1.60	-2
Naratriptan tabs 2.5mg 6	£1.19	-5	£1.56	+3
Quetiapine tabs 25mg 60	£0.47	±0	£1.06	+4
Rabeprazole tabs 10mg 28	£1.33	+2	£1.87	-1
Raloxifene tabs 60mg 28	£4.22	+3	£6.63	-7
Riluzole tabs 50mg 56	£13.99	-22	£25.42	-10
Rizatriptan tabs 10mg 3	£0.86	+19	£2.35	-7
Sildenafil tabs 100mg 4	£0.39	±0	£0.68	-4
Telmisartan tabs 80mg 28	£0.89	-11	£1.82	-9
Tolterodine tabs 2mg 56	£1.55	-8	£2.38	-5
Zolmitriptan tabs 2.5mg 6	£0.39	-7	£0.94	±0

Figure 1 (above): Comparison between the periods 1-31 October and 1-25 November 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 24 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 25 November). Figure 3 (centre right) and Figure 4 (bottom right): Biggest average trade-price changes between 1-31 October and 1-25 November 2014. Averages calculated from at least 16 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 as at 25 November		
	September	October	November
Omeprazole caps 20mg 28	154	121	123
Tramadol caps 50mg 100	106	85	102
Alendronate tabs 70mg 4	110	96	101
Lansoprazole caps 15mg 28	113	97	99
Naproxen tabs 500mg 28	98	78	96
Warfarin tabs 3mg 28	94	72	95
Simvastatin tabs 40mg 28	121	100	94
Gliclazide tabs 80mg 28	88	78	93
Bisoprolol tabs 5mg 28	99	79	92
Allopurinol tabs 100mg 28	75	73	91

BIGGEST RISERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Exemestane tabs 25mg 30	£29.99	+616	£37.63	+221
Trandolapril caps 2mg 28	£1.35	±0	£7.56	+70
Cefuroxime tabs 250mg 14	£2.82	-2	£13.70	+63
Metoprolol tabs 50mg 28	£0.27	±0	£0.69	+45
Metoprolol tabs 50mg 56	£0.54	+4	£1.34	+45
Ondansetron tabs 8mg 10	£1.99	+6	£4.72	+44

BIGGEST FALLERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Tamoxifen tabs 20mg 30	£3.39	-8	£5.16	-38
Pramipexole tabs 350µg 30	£0.83	-8	£5.75	-30
Valsartan caps 80mg 28	£4.40	-27	£8.10	-17
Tizanidine tabs 2mg 120	£3.10	±0	£9.45	-16
Olanzapine tabs 20mg 28	£0.75	-12	£1.83	-16
Lometazepam tabs 0.5mg 30	£17.21	+4	£24.49	-16

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