

Sildenafil comes in at under £1 per pack

Sildenafil has been added to our 'fast movers' this month to reflect the erectile-dysfunction treatment's swift move to category M of the Drug Tariff in October. Launched only in June, the generic equivalent to Pfizer's Viagra had taken a little over three months to move through the reimbursement categories since the original's supplementary protection certificate (SPC) expired. The rapid transition to getting a pharmacy reimbursement price based on actual market prices – rather than the brand's trade price or a price based on Actavis and Teva's formal price lists – reflected sildenafil's dramatic price fall at launch.

Prices for four-tablet packs of sildenafil 25mg fell from £16.59 (US\$26.53) to £0.50, a drop of 97% (**Generics bulletin**, 18 October 2013, page 23). While pharmacists were being reimbursed at the brand's trade price, their dispensing profit margin too was 97%.

At that time, the lowest recorded trade price for four-tablet packs of sildenafil 100mg was £0.71, compared with a brand price of £23.50. Last month, that price too had fallen to £0.50 (see Figure 1). Pharmacists' dispensing profit margins were 48% on average, based on a Drug Tariff price of £1.55, and 68% at the lowest trade price.

Alfuzosin 2.5mg tablets in 60-count packs, launched in September 2007, have been removed from the fast movers to make way for sildenafil.

Elsewhere, prices for 28-tablet packs of rabeprazole 10mg suffered double-digit falls, while those for lercanidipine 10mg went the other way. Valaciclovir 500mg tablets saw the biggest price falls (see Figure 2), while for the second month running, propranolol 10mg and 40mg tablets experienced some steep price rises (see Figure 3). But only the latter had been given a price concession of £3.51 by 25 October. **G**

BIGGEST FALLERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Valaciclovir tabs 500mg 10	£1.99	±0	£3.86	-42
Valaciclovir tabs 500mg 42	£8.99	+12	£14.40	-42
Risperidone tabs 6mg 28	£0.99	+15	£3.92	-32
Rivastigmine caps 1.5mg 56	£5.18	-3	£10.26	-29
Rivastigmine caps 3mg 56	£7.27	-9	£10.97	-25
Glycerin adult suppositories 4g 12	£0.42	±0	£0.60	-25

BIGGEST RISERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Propranolol tabs 10mg 28	£0.22	+29	£1.60	+272
Propranolol tabs 40mg 28	£0.33	+38	£2.93	+115
Prednisolone tabs 1mg 28	£0.24	+50	£0.77	+96
Indapamide tabs 2.5mg 28	£2.59	+15	£6.75	+86
Gabapentin caps 300mg 100	£3.87	+11	£7.87	+55
Indapamide tabs 2.5mg 56	£5.59	+22	£12.98	+48

Figure 1 (below): Comparison between the periods 1-30 September 2013 and 1-22 October 2013 of the lowest and average UK trade prices of fast-moving generics. Each average price was calculated from at least 31 data points. Figure 2 (above) and Figure 3 (above right): Biggest changes recorded between the periods 1-30

September 2013 and 1-22 October 2013 in lowest and average UK trade prices of about 748 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 (%)
Anastrozole tabs 1mg 28	£1.13	+4	£1.69	-35
Atorvastatin tabs 20mg 28	£0.49	±0	£0.70	-1
Bicalutamide tabs 50mg 28	£1.25	-2	£2.59	-1
Buprenorphine tabs 2mg 7	£1.30	-12	£1.99	-5
Candesartan tabs 8mg 28	£0.73	-18	£1.20	-4
Clopidogrel tabs 75mg 28	£1.09	-1	£1.32	-3
Cyclizine tabs 50mg 100	£9.49	-6	£12.01	+3
Desloratadine tabs 5mg 30	£0.75	-12	£1.03	-8
Donepezil tabs 10mg 28	£0.79	+27	£1.56	+4
Dorzolamide eye drops 2% 5ml	£1.15	±0	£1.76	+3
Entacapone tabs 200mg 30	£5.95	-3	£7.29	-9
Esomeprazole tabs 40mg 28	£3.25	-18	£4.94	-9
Exemestane tabs 25mg 30	£2.90	-2	£5.22	-1
Finasteride tabs 5mg 28	£0.68	±0	£0.98	+2
Irbesartan tabs 75mg 28	£0.58	-9	£0.81	+1
Latanoprost eye drops .005% 2.5ml	£0.86	+5	£1.28	-10
Lercanidipine tabs 10mg 28	£0.69	+13	£1.19	+13
Letrozole tabs 2.5mg 14	£0.99	+24	£1.48	+4
Levetiracetam tabs 500mg 60	£1.15	+16	£3.26	-2
Losartan tabs 100mg 28	£0.55	±0	£0.83	-7
Montelukast tabs 10mg 28	£1.30	-10	£1.75	-6
Mycophenolate tabs 500mg 50	£8.70	-3	£10.57	+7
Naratriptan tabs 2.5mg 6	£0.72	+4	£1.37	-4
Nebivolol tabs 5mg 28	£0.71	±0	£1.18	-3
Olanzapine tabs 5mg 28	£0.36	-8	£0.69	-7

FAST MOVERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Pioglitazone tabs 15mg 28	£0.53	-7	£0.98	-4
Pramipexole tabs 700µg 30	£1.64	-1	£3.00	+1
Quetiapine tabs 25mg 60	£0.59	-8	£1.02	-6
Rabeprazole tabs 10mg 28	£1.46	-27	£1.96	-16
Riluzole tabs 50mg 56	£36.75	-6	£47.59	-8
Risedronate tabs 35mg 4	£0.47	-2	£0.68	-1
Risperidone tabs 2mg 60	£1.11	+7	£1.81	-1
Sildenafil tabs 100mg 4	£0.50	-4	£0.80	-7
Terbinafine cream 1% 15g	£1.21	±0	£1.54	+2
Tolterodine tabs 2mg 56	£1.85	-3	£2.63	-9
Topiramate tabs 25mg 60	£0.89	+1	£2.08	+15
Trandolapril caps 2mg 28	£0.93	-4	£1.35	-4
Valsartan caps 80mg 28	£0.82	-2	£1.41	+8
Venlafaxine tabs 75mg 56	£1.60	±0	£2.18	+2
Zolmitriptan tabs 2.5mg 6	£0.46	-8	£0.99	-2

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