

Two are added to Drug Tariff's category M

Aripiprazole and eplerenone are the latest additions to the Recent Launches in Figure 1, marking their inclusion in category M of the Drug Tariff of pharmacy-reimbursement prices from 1 July. While the former's lowest trade price for the 10mg strength reacted strongly to the move, with a steep 22% fall last month, the latter's average and lowest prices were relatively steady. Donepezil and desloratadine, the oldest members of the list, have made way for them.

Launched on 27 January 2015, aripiprazole has moved swiftly from category C at launch – reimbursed at the trade price of its brand equivalent, Otsuka's Abilify – through category A, based on the trade price lists of Actavis and Teva as well as the two leading wholesalers, to category M for the fastest-moving generics, which also exhibit the steepest price falls from the brand. Not that a move to a reimbursement price founded on actual quarterly market prices was predictable for aripiprazole at the end of May, when even the

lowest trade price only offered a 66% discount to the brand price, compared to 90% or more for other recent entrants like celecoxib (*Generics bulletin*, 26 June 2015, page 25).

At £42.56 (US\$66.58) for 28-tablet packs of aripiprazole 10mg, the average trade price available to independent pharmacists still only undercut the brand's trade price by 56% last month. But £17.93 for the lowest trade price represented an 81% discount to the brand, and offered them a 76% dispensing margin, based on a reimbursement price of £74.69. Even the average trade price provided a 43% profit margin.

Eplerenone followed a similar route to category M as aripiprazole. What was unusual, however, was that the category M price in July for the 25mg strength was actually more than it had been a month earlier in category A. While the product's reimbursement price rose from £39.04 in June to £44.99 in last month, its average trade price was little changed at £32.74, providing pharmacists with a 27% margin. **G**

RECENT LAUNCHES				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Amorolfine lacquer 5% 5ml	£3.64	±0	£5.77	+10
Aripiprazole tabs 10mg 28	£17.93	-22	£42.56	-7
Atorvastatin tabs 20mg 28	£0.44	-10	0.82	+2
Candesartan tabs 8mg 28	£0.36	-8	£0.68	+3
Celecoxib caps 200mg 30	£0.99	-1	£2.21	±0
Cilostazol tabs 100mg 56	£3.67	±0	£9.11	-8
Cyclizine tabs 50mg 100	£7.25	±0	£10.03	+6
Desogestrel tabs 75µg 84	£1.37	-10	£2.53	+4
Entacapone tabs 200mg 30	£3.95	-7	£5.07	+1
Eplerenone tabs 25mg 28	£22.95	-8	£32.74	-2
Escitalopram tabs 10mg 28	£0.32	-3	£0.94	+4
Hydroxychloroquine tabs 200mg 60	£2.95	-4	£3.91	-2
Irbesartan tabs 75mg 28	£0.36	-14	£0.77	-1
Memantine tabs 10mg 28	£0.45	-8	£1.36	+1
Montelukast tabs 10mg 28	£0.86	±0	£1.48	+3
Naratriptan tabs 2.5mg 6	£0.96	-3	£1.43	-2
Quetiapine tabs 25mg 60	£0.60	±0	£1.16	+4
Rabeprazole tabs 10mg 28	£1.16	+5	£1.62	-3
Raloxifene tabs 60mg 28	£3.60	+5	£4.86	-1
Riluzole tabs 50mg 56	£13.50	-2	£22.91	+8
Rizatriptan tabs 10mg 3	£0.85	+18	£2.40	+4
Sildenafil tabs 100mg 4	£0.32	-6	£0.72	+8
Telmisartan tabs 80mg 28	£0.78	-1	£1.86	+15
Tolterodine tabs 2mg 56	£1.51	+4	£2.29	+2
Zolmitriptan tabs 2.5mg 6	£0.39	±0	£0.94	+4

BIGGEST RISERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Clindamycin caps 150mg 24	£3.24	+8	£6.95	+75
Alimemazine tabs 10mg 28	£5.69	+5	£15.96	+68
Amlodipine tabs 5mg 28	£0.24	+50	£0.71	+49
Enalapril tabs 5mg 28	£0.29	+38	£0.69	+45
Indapamide tabs 2.5mg 56	£1.58	+44	£2.54	+43
Indapamide tabs 2.5mg 28	£0.63	+15	£1.35	+42

BIGGEST FALLERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Valsartan caps 40mg 28	£0.75	-5	£2.25	-44
Valsartan caps 80mg 28	£0.85	±0	£2.57	-32
Nitrofurantoin tabs 50mg 100	£45.25	+3	£52.53	-29
Mebeverine tabs 135mg 100	£7.45	±0	£11.64	-25
Naftidrofuryl caps 100mg 84	£5.65	-19	£12.26	-24
Dipyridamole tabs 100mg 84	£3.70	±0	£7.22	-22

FAST MOVERS			
Product/Strength/Pack size	Price offers as at 28 July		
	May	June	July
Omeprazole caps 20mg 28	99	108	99
Lansoprazole caps 30mg 28	94	100	90
Warfarin tabs 1mg 28	82	89	85
Ramipril caps 2.5mg 28	88	88	84
Clopidogrel tabs 75mg 28	86	96	83
Simvastatin tabs 40mg 28	92	97	83
Tramadol caps 50mg 100	76	81	80
Fluoxetine caps 20mg 30	88	86	79
Bendroflumethiazide tabs 2.5mg 28	57	73	79
Atorvastatin tabs 40mg 28	87	82	78

Figure 1 (above): Comparison between the periods 1-30 June and 1-28 July 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 31 data points. Figure 2 (top right) and Figure 3 (centre right): Biggest average trade-price changes between 1-30 June and 1-28 July 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 July). 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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