

August proves a fruitful month for PI shopping

By Wavedata

At the end of August it was clear that dispensing doctors had consolidated their lead over pharmacies in terms of negotiating better prices for both generics and parallel imports: on average the former were £2.64 cheaper than for pharmacies, while the latter came in at £2.02. Experience suggests that August, along with February and November, are productive months for parallel import deals, which should encourage dispensing GPs to forward plan their purchasing where possible.



Looking more deeply at the generics purchase price movements during August, the market was notable for the number of risers: among the headlines were three packs of oxycodone PR tabs (although Napp says this is not a stock shortage issue) and two packs of each of indapamide, levofloxacin and mirtazapine tabs. The only group of products in the fallers were three packs of lisinopril tabs.

Risers

Almost all suppliers increased prices for indapamide tabs 2.5mg x56 up in August, and with prices rising all round, no market prices were below the drug tariff price. There was also a reduction in the number of market offers – down from 30 in July to 26 in August, which may hint at supply restrictions. Additionally, there was a concession (£2.89) available on the 28-pack. Despite a tariff price of £1.08 in August, no supplier was able to price the 56 pack at less than £2.16. The best offers below £6.00 were from Target, Ethigen, DE, Alliance and OTC Direct.

Pizotifen tabs 1.5mg x28 also saw widespread price increases in August, and was supported by a concession price of £4.99. The number of market offers increased in August, and so the picture of market availability is confusing. The best offers below £4.00 were from Accord, Purepharm, Target and Ethigen.

Indapamide tabs 2.5mg x28 also saw widespread price increases, resulting in a concession price of £2.89 in both July and August. There was also a reduction in the number of market offers recorded by Wavedata from 50 to 41, which seems to confirm a shortage. The best deals below £2.89 were from Sigma, Ethigen, Purepharm, Target, DE, Alliance, OTC Direct, Cambrian and Bestway.

Fallers

Market prices for lamotrigine tabs 200mg x56 fell dramatically in August after AAH made price cuts. The best deals below £8.00 were from Elite, Beta, DE, Eclipse, Numark, B&S, Cambrian, Alliance and AAH.

Metoprolol tabs 100mg x56 also saw suppliers reduce prices, with cuts led by Alliance, Ethigen and Numark. The best August deals below £7.00 were from Eclipse, Ethigen, Numark and DE.

Concession prices of £5.54 in July and £5.00 in August caused some suppliers including AAH, Aver, Eclipse and Numark to reduce their prices in August. Deals below £4.00 were on offer from Elite, Purepharm, Cambrian, Ethigen, AAH, Target, Aver and Munro.