

# November 2015 purchase price analysis

## PIs: dispensing practice's little Christmas cracker?



Look out for deals on PIs as the Christmas holiday season approaches. While the long term trend for parallel import buying prices shows that pharmacies generally receive the better and more consistent deals, experience shows that there are seasons of PI goodwill for dispensing practices too – and Christmas and the summer holiday periods seem to be the times for better purchase prices for dispensing practices.

If your cash flow can stand it, this does suggest an argument for stocking up on PIs stock during these periods.

Generics, on the other hand, follow a very consistent pattern in terms of pricing – probably due to the similarity in the volumes used by both types of account.

Looking at November's highlights, included in the headline fallers for the month are four packs of both oxcarbazepine and aripiprazole tabs, three packs of mometasone furoate ointment/cream and two of both metoprolol tabs and pregabalin caps. Headline risers included two packs each of clonazepam and lercanidipine, nifedipine MR and tramadol SR tabs.

### Fallers

Purchase prices of metoprolol tabs 100mg x56 fell on average to dispensing doctors and pharmacies by 69% in November as Actavis reduced its prices. During the month, the average price of bicalutamide tabs 50mg x28 fell by 62% as higher priced Actavis offers vanished from the market. Deals below £1.00 were available from Ethigen, Eclipse, Sangers, Numark, Edinpharm, AAH, Trident and Mawdsleys.

Actavis' price reductions for oxcarbazepine tabs 300mg x50 caused dispensing practice prices to fall by an average of 53% in November. Reduced prices were also available from AAH. Pharmacies saw similar Actavis price drops and deals below £6.00 were available from Ethigen, Trident, AAH, Mawdsleys, Numark and Teva.

### Risers

Prices for lercanidipine Tabs 20mg x28 rose by 593% during the month as suppliers with remaining stock hiked up prices for both pharmacies and dispensing doctors. With the drug tariff at £2.36 this is likely to be a loss making product unless reimbursement prices

increase. Only Teva had prices below £6.00, though Edinpharm had set its price at £6.30 and Pharmaceutical Direct at £6.50.

An average 385% price rise was seen for lercanidipine tabs 10mg x28 although deals of below £5.00 were still available from Teva, Eclipse and Pharmaceutical Direct. Price hikes averaging 154% were also seen on ferrous sulphate tabs 200mg x1000 but good deals of below £10.00 were available from Amimed, GD Cooper, Elite, Eclipse, B & S and Lexon.

