

Newcomers offer thin margins to pharmacists

Benzylamine, carbimazole and nortriptyline were recent launches added to category M of the Drug Tariff of pharmacy reimbursement prices in April. They are now reimbursed according to their market prices.

All three had lower Drug Tariff prices in April. Benzylamine 0.15% mouthwash in a 300ml pack was reimbursed at £6.67 (US\$9.66) instead of £6.71; pharmacists received £87.51 rather than £108.61 for dispensing 100 carbimazole 5mg tablets; and £63.01 instead of £71.27 for dispensing 100 nortriptyline 10mg tablets.

Added to Figure 1 – instead of the much older amorolfine lacquer, candesartan and hydroxychloroquine, which have been transferred to our basket of commonly-dispensed generics – the newcomers offered thin average dispensing margins to independent pharmacists in April of 12.9%, 5.8% and 12.5%, respectively. If pharmacists had shopped around for nortriptyline, however, they would have made more than

£20 for each pack they dispensed. We shall see in the coming months how the transfer to category M affects the trade prices of all three and the dispensing margins obtained by pharmacists.

Nitrofurantoin 50mg and 100mg tablets were both given price concessions last month to compensate pharmacists for the disparities between the products' Drug Tariff and average trade prices. Only the 100mg strength cropped up in Figure 2, but with a price concession of £12.50 for 28 tablets, pharmacists made an average dispensing margin of 27.2%.

Figure 3 shows that some pregabalin strengths continued the price slide that has been apparent since settling the issues over 'carving out' indications from Pfizer's Lyrica brand original (**Generics bulletin**, 29 April 2016, page 12). Sertraline again proved as popular as the leading statin and proton-pump inhibitors (see Figure 4).

RECENT LAUNCHES				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Aripiprazole tabs 10mg 28	£1.34	-20	£2.94	-25
Atorvastatin tabs 20mg 28	£0.40	-5	£0.74	±0
Benzylamine 0.15% 300ml	£4.85	±0	£5.81	±0
Carbimazole tabs 5mg 100	£67.85	±0	£82.44	-6
Celecoxib caps 200mg 30	£0.40	-32	£1.53	+2
Cilostazol tabs 100mg 56	£2.29	-15	£4.13	-13
Cyclizine tabs 50mg 100	£6.15	-2	£8.48	-4
Desogestrel tabs 75µg 84	£1.26	-1	£2.06	-3
Duloxetine caps 30mg 28	£1.35	-40	£4.35	-17
Entacapone tabs 200mg 30	£3.48	-10	£5.26	-4
Eplerenone tabs 25mg 28	£3.78	-23	£8.53	-12
Escitalopram tabs 10mg 28	£0.19	±0	£0.88	+22
Irbesartan tabs 75mg 28	£0.34	-13	£0.67	-1
Memantine tabs 10mg 28	£0.42	-14	£0.97	-6
Montelukast tabs 10mg 28	£1.53	-3	£1.93	+1
Nortriptyline tabs 10mg 100	£41.00	-9	£55.15	-1
Oxcarbazepine tabs 300mg 50	£4.89	-2	£6.47	-2
Rabeprazole tabs 10mg 28	£0.92	±0	£1.47	-1
Raloxifene tabs 60mg 28	£2.70	-2	£3.90	-3
Riluzole tabs 50mg 56	£11.90	±0	£19.05	-11
Rizatriptan tabs 10mg 3	£0.76	-5	£1.71	-7
Sevelamer tabs 800mg 180	£68.00	+3	£93.54	-3
Sildenafil tabs 100mg 4	£0.25	-4	£0.57	+6
Telmisartan tabs 80mg 28	£0.76	-4	£1.39	+2
Tolterodine tabs 2mg 56	£1.12	-13	£1.94	-3

Figure 1 (above): Comparison between the periods 1-31 March 2016 and 1-30 April 2016 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 22 data points. Figure 2 (top right) and Figure 3 (centre right): Biggest average trade-price changes between 1-31 March 2016 and 1-30 April 2016.

Averages calculated from at least 16 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 30 April). 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).

BIGGEST RISERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Nitrofurantoin tabs 100mg 28	£1.99	+9	£9.10	+152
Nitrofurantoin tabs 100mg 100	£8.95	+38	£29.41	+148
Amiodarone tabs 100mg 28	£0.48	+20	£1.45	+107
Amiodarone tabs 200mg 28	£0.88	+26	£1.67	+48
Aspirin disp tabs 300mg 100	£0.56	+4	£2.58	+33
Diclofenac SR tabs 75mg 56	£4.99	+70	£8.68	+27

BIGGEST FALLERS				
Product/Strength/Pack size	Lowest price	Change (%)	Average price	Change (%)
Pregabalin caps 225mg 56	£1.45	-41	£7.68	-48
Aripiprazole tabs 30mg 28	£2.35	-32	£7.12	-41
Pregabalin caps 100mg 84	£1.99	-20	£5.95	-36
Metronidazole tabs 200mg 21	£0.24	+4	£0.97	-34
Pregabalin caps 25mg 56	£1.20	-20	£4.79	-30
Hydrocortisone ointment 0.5% 15g	£0.59	-3	£1.02	-28

FAST MOVERS			
Product/Strength/Pack size	Price offers as at 30 April 2016		
	February	March	April
Omeprazole caps 20mg 28	133	118	124
Sertraline tabs 50mg 28	109	91	108
Atorvastatin tabs 40mg 28	114	98	104
Lansoprazole caps 30mg 28	117	108	99
Atorvastatin tabs 80mg 28	98	88	91
Clopidogrel tabs 75mg 28	102	101	90
Paracetamol caps 500mg 100	92	88	90
Simvastatin tabs 40mg 28	103	101	87
Bisoprolol tabs 2.5mg 28	105	90	86
Fluoxetine caps 20mg 30	97	99	86

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