



**DRUGS THAT LOST
 PATENT PROTECTION**

| March/April 2008 | | |
|------------------|--|-------------------------|
| BRAND | GENERIC | USE |
| CARDURA XL | doxazosin mesylate | Hypertension & BPH |
| ESCLIM | estradiol | Estrogen |
| CARDIZEM CD | diltiazem hydrochloride | Calcium Channel-Blocker |
| SEMPREX-D | acrivastine; pseudoephedrine hydrochloride | Hay Fever |
| FEMPATCH | estradiol | Estrogen |
| ORFADIN | nitisinone | Tyrosinemia |

COMMENT: Check your formularies to ensure that patients are paying generic copays for these drugs.

**PRESCRIPTION BENEFIT
 RX PMPY UTILIZATION
 BY THERAPY CLASS:
 2000 AND 2006**

| Therapy Class | 2000 | 2006 | %Chg |
|--------------------------------|------|------|--------|
| Antihyperlipidemics | 0.50 | 1.07 | 114.0% |
| Antidiabetics | 0.40 | 0.66 | 65.0% |
| Antihypertensives | 0.74 | 1.17 | 58.1% |
| Gastrointestinal Medications | 0.47 | 0.63 | 34.0% |
| Antidepressants | 0.73 | 1.10 | 50.7% |
| Analgesics/Anti-inflammatories | 0.45 | 0.39 | -13.3% |

**PRICE INCREASE
 ON BRANDED DRUGS**

Drugmakers increased wholesale prices for the 50 top-selling branded drugs by an average of 7.82% last year, after increases of 6.73% and 6.22% in the previous two years, according to Delta Marketing Dynamics. The most recent increase is almost double the overall US economy's 4.1% annual inflation rate last year.

Some individual drugs had double-digit price increases over three years. Glaxo raised the price of its Wellbutrin XL antidepressant by 44.5% from 2005 to 2007. Sanofi-Aventis boosted the price of its Ambien sleeping pill by 70.1%. Shire hiked the price of its Adderall XR ADD drug by 33.5%. And Pfizer increased Lipitor's price by 16%.

These price increases are based on the wholesale acquisition cost (WAC), which is the manufacturers' list price for a drug. This doesn't reflect underlying rebates and discounts given to wholesalers and large purchasers, such as health insurers and pharmacy-benefit managers.

COMMENT: Why are prices increasing? Prices are going up because – (1) drugmakers are trying to keep revenues afloat by raising prices ahead of patent expirations in hopes that patients will switch to newer meds that have market exclusivity; (2) the possibility of changing government regulations, which is a theme in the presidential race. Note that these price increases inevitably are reflected in co-payments.

JCODE x NDC BRIDGE

| | | | |
|----------|-------|-------|--------|
| Estrogen | 0.69 | 0.27 | -60.9% |
| Overall | 10.81 | 14.26 | 31.9% |

Source: *Geographic Variation Trends in Prescription Use: 2000 to 2006*, Express Scripts. January 2008.

COMMENT: Compare your number of prescriptions Per-Member-Per Year (RxPMPY) with the above. If your numbers are higher, this is a potential target for review as to why utilization is higher than national averages. Note that these numbers are based on one PBM's book of business, and may not compare with your specific demographics.

The Pro Pharma quarterly update for the JCode product is being readied to send to our clients later this month. It removes the "hassle factor" from pricing and paying claims. The list now contains ASP, Part B HCPCS codes and updated AWP, WAC, and complete search capability on all fields. You can also get NDC's grouped by category to project costs for treating various diseases. Pro Pharma clients report savings of over 40% over claims paid on a billed basis, and have decreased adjuster and/or examiner time and hassle. Pick your format from paper, Excel, text for legacy systems, or web based.

For information call Carol Stern: (818)701-5438 or via email: carol.stern@propharmaconsultants.com to order your copy with monthly/quarterly updates.

Pro Pharma Pharmaceutical Consultants, Inc. has assisted Payers and Providers for over 22 years to Maintain Quality while Controlling Costs.