

# **Three Proposals for \$70 Million in Annual Health Care Savings**

**Submission to**

**Standing Committee on Finance and Economic Affairs**

**by**

**Canadian Generic Pharmaceutical Association (CGPA)**

**February 2004**



**CGPA ACMG**

# **Three Proposals for \$70 Million in Health Care Savings**

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## ***Executive Summary***

### **Three Proposals from Canada's Generic Pharmaceutical Industry to Save Ontario \$70 Million Annually in the Cost of Prescription Drugs**

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From its beginning 50 years ago as the dream of a few determined entrepreneurs, Canada's generic pharmaceutical industry has become a world-class enterprise that plays a key role in the country's health-care system and its economy. Ontario is the birthplace of Canada's generic pharmaceutical industry.

By providing safe, proven, high quality medicines at substantial cost savings, Canada's generic drug makers spurred the development and proliferation of the public and private drug-benefit plans that more than two-thirds of Canadians now enjoy.

Canada's generic pharmaceutical industry has become a large and important player in the country's cherished health-care system. Since 1997, Canadians have spent more on drugs each year than they have on doctors. Between 1997 and 2003, that spending rose from \$6.8 billion to \$14.6 billion. It is a trend that will continue to grow as the population ages, as expensive, new medicines replace existing ones, and as drug treatments form a larger part of patient care.

Generic drugs are used to fill 50% of the prescriptions paid for by the Ontario Drug Benefit yet account for only 20% of the plan's \$2.5 billion annual expenditure.

Today, Ontarians and their elected representatives face fundamental questions about the affordability and sustainability of publicly funded health care. Even as the questions become more urgent, Canada's generic drug makers are fighting for survival in a legal and regulatory environment that limits their ability to provide cost-saving medicines and mutes the industry's growth, investment and job creation in Ontario and Canada.

#### **Canadian generics: the gold standard for quality**

The generic industry in Canada is based in Ontario and is one of the oldest, most well established in the world. Generic products produced in Canada are renowned for their excellent quality. In fact, other countries seek the advice and expertise of Canadian generic drug makers to help build and enhance their domestic industries.

As well, Health Canada's system for establishing the bioequivalence of generic drugs is second-to-none, and has been studied and emulated by countries around the world.

### **CGPA proposals to save \$70 million**

The Canadian Generic Pharmaceutical Association (CGPA) has put forward three proposals that would save Ontario \$70 million annually in the cost of prescription drugs. These proposals are:

- 1) Saving Ontario's health care system up to \$30 million every year by adding generic drugs to the Ontario Drug Benefit (ODB) Formulary as soon as they are approved by Health Canada (included in Ontario Liberal Party platform)
- 2) Instituting Off-Formulary Interchangeability to save Ontario businesses \$30 million per year
- 3) Applying the ODB rules for drug reimbursement to the Ontario government's Special Drugs Program (SDP) to save \$10 million per year

The proposals outlined above will achieve two important results. They will help reduce Ontario's prescription drug expenditures and they will create a climate where generic pharmaceutical makers can increase their investment in the Ontario economy. If the Ontario governments take action on these proposals, the generic pharmaceutical industry will be able to:

- Provide greater savings to the health-care system
- Employ more Ontarians in well-paid, highly skilled jobs
- Increase spending on research and development
- Increase investment in infrastructure



## **Overview of the Generic Pharmaceutical Industry**

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The Canadian Generic Pharmaceutical Association (CGPA) represents manufacturers and distributors of finished generic pharmaceutical products, manufacturers and distributors of active pharmaceutical chemicals, and suppliers of other goods and services to the generic pharmaceutical industry. The CGPA's 22 members represent more than 90% of Canada's generic pharmaceutical industry.

16 of the CGPA's 22 member companies are based in Ontario.

### **Employment**

- Approximately 10,000 in Canada
- Approximately 7,500 in Ontario
- CGPA member companies pay out more than \$350 million annually in salaries and benefits

### **Innovation**

- CGPA member companies spend more than \$250 million annually on R&D in Canada, approximately \$200 million is spent in Ontario
- CGPA member companies invest 15% of sales in research and development R&D expenditures have increased more than seven-fold since 1990
- CGPA member companies have targeted more than \$1.25 billion for R&D over the next 4 years

### **Exports**

- Canada's generic drug industry generates 20% of its sales volume from exporting made-in-Canada pharmaceuticals to 120 countries
- The international community also looks to Canada's generic drug makers to assist in times of health crises, such as the HIV/AIDS pandemic in sub-Saharan Africa

### **The price of pharmaceuticals: Brand vs. Generic**

A price comparison based on data from IMS HEALTH Canada comparing brand name and generic prices of virtually every multiple source product on the Canadian market shows that the average price differential between generic and brand products is 40-45%.

### **The price of generic pharmaceuticals: Canada vs. United States**

Sales data from IMS HEALTH Global Services for the 12 months ending September 2002 shows that the 28 top-selling generic drugs common to both countries are priced, on average, 28% less in Canada.

## Ontario's Prescription Drug Expenditures

Source: IMS HEALTH Canada – 12 months ending December 2003

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### Canada

Total annual spending on prescription drugs:	\$14.6 billion
Brand name:	\$12.5 billion (85.2%)
Generic:	\$2.2 billion (14.8%)
Total number of prescriptions filled:	356 million
Brand name:	212 million (59.4%)
Generic:	144 million (40.6%)

### Ontario

Total annual spending on prescription drugs:	\$5.6 billion
Brand name:	\$4.8 billion (85.1%)
Generic:	\$835 million (14.9%)
Total number of prescriptions filled:	112 million
Brand name:	65 million (58.3%)
Generic:	47 million (41.7%)

### Ontario Drug Benefit (ODB)

Total annual spending on prescription drugs:	\$2.5 billion
Brand name:	\$2 billion (79.9%)
Generic:	\$501 million (20.1%)
Total number of claims:	66.6 million
Brand name:	33.6 million (50.4%)
Generic:	33 million (49.6%)

## **Proposal One**

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**Save Ontario's health care system up to \$30 million every year by adding generic drugs to the Ontario Drug Benefit Program as soon as they are approved by Health Canada.**

This proposal appears as a campaign pledge in the Ontario Liberal Party health care platform document "*the health care we need*" on page 5.

### **How are generic drugs currently approved in Ontario?**

When generic drugs are submitted for inclusion on provincial formularies they have already been approved by an exhaustive evaluation process at Health Canada. After generic pharmaceuticals are approved by Health Canada the Ontario government often requires further review of clinical and bioavailability studies by the Ministry of Health and Long-Term Care's Drug Quality and Therapeutics Committee (DQTC).

Recently, the Ministry has taken positive steps to streamline the DQTC process. However, this still does not save the Ontario government money because, under Ontario's current rules, Cabinet must approve the addition of generic equivalents to the Ontario Drug Benefit (ODB) Formulary.

When a new Formulary is presented to Cabinet, it includes both generic and new brand-name products. Obviously, the addition of new brand-name drugs often carries a major cost increase and important decisions must be made as to whether or not this increased cost will result in significantly better outcomes for Ontario patients.

In the case of generic drugs, the question for the government is straightforward. The decision about whether the drug is worth paying for has already been made, and it is simply a matter of listing less-costly versions in order to save money. In essence, the question is "*Do you want the same medicine for less money?*"

### **Ontario losing \$180,000 per day on 5 drugs**

For example, the Ontario government currently pays for anti-depressant paroxetine (sold under the trade name Paxil), hypertension drug fosinopril (sold under the trade name Monopril), anti-depressant citalopram (sold under the trade name Celexa), gastrointestinal drug omeprazole (sold under the trade name Losec) and anti-infective ciprofloxacin (sold under the trade name Cipro).

The last update to the ODB formulary was in September 2003. Since that time generic versions of these drugs have been approved by Health Canada and generic manufacturers submitted these drugs for inclusion on ODB formulary. The Ontario government loses \$179,268 each day it fails to list generic versions of these four drugs on its drug plan formulary.

*Please see Appendix B for detailed information on the lost savings from these products.*

**How to save money now**

The answer is simple: remove Cabinet from the process. Adding generic drugs to the ODB Formulary should be a quick, administrative process. Generic equivalents of brand-name drugs should be listed on the ODB Formulary as soon as they are approved by Health Canada in order to save the Ontario government money as quickly as possible.

## **Proposal 2**

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### **Institute Off-Formulary Interchangeability to save Ontario businesses \$30 million per year.**

Unlike virtually every other jurisdiction in North America, Ontario does not designate a generic drug as “interchangeable” with its higher-priced brand-name equivalent unless it is covered by the government’s drug plan.

Off-Formulary Interchangeability (OFI) means designating generic drugs as interchangeable with brand-name drugs that are not listed on the Ontario government’s drug formulary. This would provide Ontarians with easier access to lower-cost generic drugs and save Ontario businesses and consumers an estimated \$30 million annually.

*Please see Appendix C for detailed information on drugs that currently not designated as interchangeable in Ontario.*

The insurance industry, employers who sponsor drug plans for their employees, and pharmacists have expressed the need for OFI because making lower-priced pharmaceuticals more widely available will result in more cost-efficient benefits programs – particularly for small- and medium-sized businesses.

#### **How to save money now**

Designate generic drugs approved by Health Canada as interchangeable, even if they are not covered by the Ontario government’s drug plan.

## Proposal 3

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### **Apply the ODB rules for drug reimbursement to the Ontario government's Special Drugs Program (SDP) to save \$10 million per year.**

Through the Special Drugs Program (SDP), the Ontario government covers the full cost of certain outpatient drugs used in the treatment of specific conditions such as cystic fibrosis, HIV/AIDS and schizophrenia. Normally, hospitals procure and distribute these drugs.

The Ontario government's current SDP policy allows hospitals to be fully reimbursed for the higher-priced brand-name product even if a lower-cost generic has been approved for the program. This policy is inconsistent with the reimbursement rules of the Ontario Drug Benefit Plan (ODB), which limits payment to the lowest cost product within an equivalent group.

Because hospitals get reimbursed for the full price whether they pay for the higher-priced brand, or the generic, they often keep buying the brand-name product because there is no incentive to switch.

The savings are relatively small now because the program has only been recently changed to include generic drugs. Over time, these savings will increase.

*Please see Appendix D for detailed information on the lost savings from drugs covered under the Special Drugs Program*

#### **How to save money now**

Apply the same rules to the Special Drugs Program (only pay for the lowest-cost version of a medicine) that are applied to the ODB.



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1180, rue Drummond, Bureau 420  
 Montreal (Quebec) H3G 2S1  
 Telephone (514) 393-3728  
 Telecopieur (514) 393-1024  
[www.generiquescanadiens.ca](http://www.generiquescanadiens.ca)

## Appendix A

### **Apotex Inc.**

150 Signet Drive  
Toronto (Weston), Ontario  
M9L 1T9  
TEL: 416-749-9300  
FAX: 416-401-3849  
[www.apotex.ca](http://www.apotex.ca)



### **Apotex Fermentation Inc..**

50 Scurfield Blvd.  
Winnipeg, Manitoba  
R3Y 1G4  
TEL: 204-989-6830  
FAX: 204-989-9160  
[www.apoferm.mb.ca](http://www.apoferm.mb.ca)



### **Cangene - Corporation**

104 Chancellor Matheson Road  
Winnipeg, Manitoba  
R3T 5Y3  
Tel: 204-275-4200  
Fax: 204-269-7003  
[www.cangene.com](http://www.cangene.com)



### **Cobalt Pharmaceuticals Inc.**

6500 Kitimat Road  
Mississauga, Ontario  
L5N 2B8  
Tel: 905-814-1820  
Fax: 905-814-8696



### **Genpharm Inc.**

85 Advance Road  
Toronto, Ontario  
M8Z 2S6  
TEL: 416-236-2631  
FAX: 416-236-2940  
[www.genpharm.ca](http://www.genpharm.ca)



### **Novex Pharma**

380 Elgin Mills Road East  
Richmond Hill, Ontario  
L4C 5H2  
TEL: 905-884-2050  
FAX: 905-884-9876



### **Novopharm Limited**

30 Novopharm Court  
Toronto, Ontario  
M1B 2K9  
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FAX: 416-291-1874



**Nu-Pharm**

50 Mural Street  
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L4B 1E4  
TEL: 905-886-2344  
FAX: 905-886-0564

Nu-Pharm<sup>INC.</sup>**Pharmascience Inc.**

6111 Ave Royalmount, Suite 100  
Montréal (QC)  
H4P 2T4  
Tel.: (514) 340-9800  
1-800-363-8805 CDA & US  
Fax: (514) 342-7764  
[www.pharmascience.com](http://www.pharmascience.com)

**Pro Doc Ltee**

2925 boul Industriel  
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H7L 3W9  
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**ratiopharm inc.**

Toronto Office:	Montreal Office:
6975 Creditview	17800 Lapointe Street
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Mississauga, ON	J7J 1P3
L5N 8E9	TEL: 450-433-7673
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Toll free: 1-800-	
266-2584	
FAX: 905-858-	
9610	
Toll free fax: 1-800-	
881-5175	

[www.ratiopharm.ca](http://www.ratiopharm.ca)

**Rhoxalpharma**

4600 Thimens  
St. Laurent, Quebec  
H4R 2B2  
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FAX: 514-856-8708

**Taro Pharmaceuticals**

130 East Drive  
Bramalea, Ontario  
L6T 1C3  
TEL: 905-791-8276  
FAX: 905-791-4473



[www.taro.ca](http://www.taro.ca)

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**Torpharm**

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Toronto (Etobicoke), Ontario  
M9W 6Y3  
TEL: 416-675-0338  
FAX: 416-675-0340



**Industry Suppliers**

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**ACIC**

131 Clarence Street  
Suite 200  
Brantford, Ontario  
N3T 2V6  
TEL: 519-751-3668  
FAX: 519-751-1378  
[www.acic.com](http://www.acic.com)



**Debro Pharmaceuticals & Chemicals**

11 Automatic Road  
Brampton, Ontario  
L6S 4K6  
TEL: 905-799-8200  
FAX: 905-799-8300  
[www.debro.com](http://www.debro.com)



**PDi-Pharmaceuticals, Inc.**

P.O. Box 353, Postal Station A  
Richmond Hill, Ontario  
L4C 4Y6  
Tel.: 905-737-9200  
Toll Free: 1-877-734-9200  
Fax: 905-883-9200  
[www.pdi.ca](http://www.pdi.ca)



**Active Ingredient Manufacturers**

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**Brantford Chemicals**

34 Spalding Drive  
Brantford, Ontario  
N3T 6B8  
TEL: 519-756-8942  
FAX: 519-753-3051  
[www.brantfordchemicals.com](http://www.brantfordchemicals.com)



## Contract Research Organizations

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### **Anapharm**

2050 boul. René-  
Lévesque Ouest  
Québec City, Québec  
G1V 2K8  
TEL: (418) 527-4000, 1-  
800-831-4001  
FAX: (418) 527-3456  
[www.anapharm.com](http://www.anapharm.com)



### **Biovail Contract Research**

460 Comstock Road  
Toronto, ON M1L 4S4  
Tel: 416-752-3636  
Toll-Free Tel: 1-888-240-  
8245  
Fax: 416-752-7610  
[www.biovail-cro.com](http://www.biovail-cro.com)



### **MDS Pharma Services**

2350 Cohen Street  
Saint-Laurent, Quebec  
H4R 2N6  
TEL: 514-333-0033  
FAX: 514-333-8861  
[www.mdsp.com](http://www.mdsp.com)



<b>Cost of Delay to ODB</b>			
	Daily Cost		Cost to-date
ciprofloxacin	\$8,104		\$48,624
citalopram	\$20,305		\$1,096,483
fosinopril	\$10,959		\$1,062,986
omeprazole	\$111,603		\$1,450,836
paroxetine	\$28,297		\$3,565,474
<b>TOTAL</b>	<b>\$179,268</b>		<b>\$7,224,404</b>
Today's date:			February 11, 2004

Costs of Delays in Listing Generic Ciprofloxacin on ODB Formulary									
Generic name: ciprofloxacin hcl									
Brand Name: Cipro									
Brand Manufacturer: Bayer									
Indication: Anti Infective									
Date of approval of 1 <sup>st</sup> generic:		February 5, 2004	(Apotex)						
				<u>Ontario Cipro Sales</u>	<u>Share of Cdn.Market</u>	<u>Annual Cost</u>	<u>Mthly Cost</u>	<u>Daily Cost</u>	
ODB Sales				\$9,859,953	37%	\$ 2,957,986	\$ 246,499	\$ 8,104	
Drugstore(less ODB)				\$14,621,047	54%	\$4,386,314	\$ 365,526	\$ 12,017	
Hospital				\$2,380,000	9%	\$714,000	\$ 59,500	\$ 1,956	
<b>Total Cost</b>				<b>\$26,861,000</b>		<b>\$ 8,058,300</b>	<b>\$ 671,525</b>	<b>\$ 22,078</b>	
<b>* Lost savings to date to Ontario government and consumers since approval of 1<sup>st</sup> generic ciprofloxacin:</b>									
				Total		<b>\$ 132,465.21</b>			
				ODB		\$ 48,624.43			
				non-ODB		\$ 83,840.78			
Source: ODB sales - Brogan. Drugstore & Hospital sales-IMS Health, 12 months ending September 2003									
Today's date:			February 11, 2004						
Number of days delay =		6							

Costs of Delays in Listing Generic Citalopram on ODB Formulary							
Generic name: citalopram hydrobromide							
Brand Name: Celexa							
Brand Manufacturer: Lundbeck							
Indication: Antidepressant							
Date of approval of 1 <sup>st</sup> generic: December 19, 2003 (Genpharm)							
			<u>Ontario Celexa Sales</u>	<u>Share of Cdn.Market</u>	<u>Annual Cost</u>	<u>Mthly Cost</u>	<u>Daily Cost</u>
ODB Sales			\$24,704,719	39%	\$ 7,411,416	\$ 617,618	\$ 20,305
Drugstore(less ODB)			\$37,238,281	59%	\$11,171,484	\$ 930,957	\$ 30,607
Hospital			\$1,445,000	2%	\$433,500	\$ 36,125	\$ 1,188
<b>Total Cost</b>			<b>\$63,388,000</b>		<b>\$ 19,016,400</b>	<b>\$ 1,584,700</b>	<b>\$ 52,100</b>
<b>*Lost savings to date to Ontario government and consumers since approval of 1<sup>st</sup> generic citalopram:</b>							
			Total		<b>\$ 2,813,385.21</b>		
			ODB		\$ 1,096,483.42		
			non-ODB		\$ 1,716,901.79		
Source: ODB sales - Brogan. Drugstore & Hospital sales-IMS Health, 12 months ending December 2003							
Today's date: February 11, 2004							
Number of days delay 54							

Costs of Delays in Listing Generic Fosinopril on ODB Formulary									
Generic name: fosinopril sodium									
Brand Name: Monopril									
Brand Manufacturer: Bristol Myer Squibb									
Indication: Antidepressant									
Date of approval of 1 <sup>st</sup> generic:			November 6, 2003	(Novopharm)					
					<u>Ontario Monopril Sales</u>	<u>Share of Cdn. Market</u>	<u>Annual Cost</u>	<u>Mthly Cost</u>	<u>Daily Cost</u>
ODB Sales					\$13,332,985	71%	\$ 3,999,896	\$ 333,325	\$ 10,959
Drugstore(less ODB)					\$5,249,015	28%	\$1,574,705	\$ 131,225	\$ 4,314
Hospital					\$174,000	1%	\$52,200	\$ 4,350	\$ 143
<b>Total Cost</b>					<b>\$18,756,000</b>		<b>\$ 5,626,800</b>	<b>\$ 468,900</b>	<b>\$ 15,416</b>
<b>*Lost savings to date to Ontario government and consumers since approval of 1<sup>st</sup> generic fosinopril:</b>									
				Total			<b>\$ 1,495,341.37</b>		
				ODB			\$ 1,062,985.93		
				non-ODB			\$ 432,355.44		
Source: ODB sales - Brogan. Drugstore & Hospital sales-IMS Health, 12 months ending December 2003									
Today's date:			February 11, 2004						
Number of days delay =			97						

<b>Cost of Delays in Listing Generic Omeprazole on ODB Formulary</b>							
Brand Name: Losec							
Brand Manufacturer: AstraZeneca							
Indication: Gastrointestinal							
Date of approval of 1 <sup>st</sup> generic:	January 29, 2004	(Apotex)					
			<u>Ontario Losec Sales</u>	<u>Share of Cdn,Market</u>	<u>Annual Cost</u>	<u>Mthly Cost</u>	<u>Daily Cost</u>
<b>ODB Sales</b>			\$110,094,659	63.0%	\$ 40,735,024	\$ 3,394,585	\$ 111,603
<b>Drugstore(less ODB)</b>			\$61,621,341	35.3%	\$22,799,896	\$ 1,899,991	\$ 62,465
<b>Hospital</b>			\$2,905,000	1.7%	\$1,074,850	\$ 89,571	\$ 2,945
<b>Total Cost</b>			<b>\$174,621,000</b>		<b>\$ 64,609,770</b>	<b>\$ 5,384,148</b>	<b>\$ 177,013</b>
<b>*Lost savings to date to Ontario government and consumers since approval of 1<sup>st</sup> generic omeprazole</b>							
			Total		<b>\$ 2,301,169.89</b>		
			ODB		\$ 1,450,836.47		
			non-ODB		\$ 850,333.43		
Source: ODB sales - Brogan. Drugstore & Hospital sales-IMS Health, 12 months ending December 2003							
Today's date:			February 11, 2004				
Number of days delay =	13						

Costs of Delays in Listing Generic Paroxetine on ODB Formulary									
Generic name: paroxetine									
Brand Name: Paxil									
Brand Manufacturer: GlaxoSmithKline									
Indication: Antidepressant									
Date of approval of 1 <sup>st</sup> generic: October 8, 2003 (Genpharm)									
				<u>Ontario Paxil Sales</u>	<u>Share of Cdn,Market</u>	<u>Annual Cost</u>	<u>Mthly Cost</u>	<u>Daily Cost</u>	
ODB Sales				\$34,428,515	41%	\$ 10,328,555	\$ 860,713	\$ 28,297	
Drugstore(less ODB)				\$47,849,485	57%	\$14,354,846	\$ 1,196,237	\$ 39,328	
Hospital				\$1,423,000	2%	\$426,900	\$ 35,575	\$ 1,170	
<b>Total Cost</b>				<b>\$83,701,000</b>		<b>\$ 25,110,300</b>	<b>\$ 2,092,525</b>	<b>\$ 68,795</b>	
<b>*Lost savings to date to Ontario government and consumers since approval of 1<sup>st</sup> generic paroxetine:</b>									
				Total		<b>\$ 8,668,213.15</b>			
				ODB		\$ 3,565,473.61			
				non-ODB		\$ 5,102,739.54			
Source: ODB sales - Brogan. Drugstore & Hospital sales-IMS Health, 12 months ending December 2003									
Today's date: February 11, 2004									
Number of days delay = 126									

Ontario Off-Formulary Interchangeability						
						Updated : Aug.20
	Therapeutic	Brand	Ont Sales Units	Brand	Generic	Savings
	Use	Name	(in000s)	Price	Price	in '000\$
Acyclovir 200mg	AntiInfective	Zovirax	689	\$ 1.13	\$ 0.88	\$174,110
Acyclovir 400mg	AntiInfective	Zovirax	210	\$ 2.31	\$ 1.73	\$121,002
Alprazolam 1mg	Anti-anxiety	Xanax	145	\$ 0.39	\$ 0.31	\$11,238
Alprazolam 2mg	Anti-anxiety	Xanax	51	\$ 0.69	\$ 0.55	\$7,028
Alprostadil Inj. 500mcg/mL	Hormone	Prostin VR	5	\$ 227.06	\$ 185.00	\$210,310
Amcinonide 0.1% cr.	Anti-inflammatory	Cyclocort	2560	\$ 0.3910	\$ 0.2737	\$300,373
Amitriptyline 75mg	AntiDepressant	Elavil	41	\$ 0.37	\$ 0.19	\$7,372
Amitriptylline/Perphenazine 25-2	AntiDepressant	Elavil Plus/Etrafon D	516	\$ 0.29	\$ 0.22	\$35,604
Amitriptylline/Perphenazine 25-4	AntiDepressant	Etrafon F	92	\$ 0.39	\$ 0.39	\$0
Amoxicillin 125mg Chewable	AntInfective	Amoxil	0	\$ 0.29	\$ 0.23	\$0
Amoxicillin 250mg Chewable	AntInfective	Amoxil	2	\$ 0.44	\$ 0.34	\$197
ASA/Butalbital Cpd	Migraine	Fiorinal	1244	\$ 0.72	\$ 0.34	\$468,739
ASA/Cod/Butalbital Cpd C1/2	Migraine	Fiorinal	4488	\$ 0.97	\$ 0.47	\$2,225,150
ASA/Cod/Butalbital Cpd C1/4	Migraine	Fiorinal	1451	\$ 0.78	\$ 0.38	\$573,435
ASA/Methocarbamol/Codeine	Analgesic	Robaxial C 1/2	1050	\$ 0.81	\$ 0.54	\$287,763
ASA/Methocarbamol/Codeine	Analgesic	Robaxial C 1/4	505	\$ 0.72	\$ 0.45	\$137,974
Bisacodyl 10mg supp.	Laxative	Dulcolax	14	\$ 0.85	\$ 0.70	\$2,030
Buspirone 10mg	Tranquilizer	Buspar	1756	\$ 0.97	\$ 0.65	\$553,842
Butorphanol 10mg/mL	Analgesic	Stadol NS	35	\$ 23.80	\$ 16.66	\$249,900
Cetirizine 10mg	Antihistamine	Reactine	3612	\$ 0.79	\$ 0.53	\$957,180
Chlordiazepoxide/Clidinium bromide 5-2.5	Tranquilizer	Librax	1105	\$ 0.28	\$ 0.11	\$190,436
Chlorhexidine gluconate 0.12%	Antigingivitis	Peridex	46148	\$ 0.13	\$ 0.01	\$5,202,580
Clozapine 25mg	Antipsychotic	Clozaril	51	\$ 0.94	\$ 0.75	\$9,608
Clozapine 100mg	Antipsychotic	Clozaril	185	\$ 3.78	\$ 3.02	\$139,786
Cod/Tripolidine/Pseudoephedrine Syr	Cough & Cold	CoActifed Exp	2171	\$ 0.07	\$ 0.06	\$24,348
Cod/Tripolidine/Pseudoephedrine Syr	Cough & Cold	CoActifed	18189	\$ 0.06	\$ 0.05	\$159,699
Cyclopentolate HCl 1% Opth Sol	Ophthalmic	Cyclogyl	74	\$ 0.81	\$ 0.39	\$30,584

	Therapeutic	Brand	Ont Sales			
	Use	Name	Units (in000s)	Brand Price	Generic Price	Savings in '000\$
Cyproheptadine HCl 4mg	Antihistamine	Periactin	82	\$ 0.29	\$ 0.17	\$9,463
Deferoxamine mesylate 2g/vial	Blood Agent	Desferal	33	\$ 52.50	\$ 29.95	\$744,150
Deferoxamine mesylate 500mg/mL	Blood Agent	Desferal	65	\$ 13.07	\$ 7.40	\$368,550
Desipramine 10mg	AntiDepressant	Norpramin	0	\$ 0.28	\$ 0.19	\$0
Desoximetasone cr 0.05%	Corticosteroid	Topicort	54	\$ 0.35	\$ 0.28	\$4,012
Desoximetasone cr 0.25%	Corticosteroid	Topicort	452	\$ 0.53	\$ 0.42	\$50,443
Desoximetasone gel 0.05%	Corticosteroid	Topicort	198	\$ 0.41	\$ 0.31	\$20,394
Diclofenac Rapide 50mg	Anti-inflammatory	Voltaren Rapide	941	\$ 0.62	\$ 0.39	\$212,948
Dimethyl sulfoxide 500mg/g	Genitourinary	Rimso-50	22	\$ 55.50	\$ 49.95	\$122,100
Betamethasone/Salicylic acid lotion	Corticosteroid	Diprosalic	968	\$ 0.37	\$ 0.35	\$17,101
Dipyridamole 25mg	Circulatory	Persantine	66	\$ 0.28	\$ 0.10	\$11,425
Dipyridamole 50mg	Circulatory	Persantine	372	\$ 0.36	\$ 0.15	\$78,492
Dipyridamole 75mg	Circulatory	Persantine	205	\$ 0.49	\$ 0.22	\$54,797
Doxycycline 100mg cap	AntiInfective	Vibramycin	174	\$ 1.56	\$ 0.59	\$170,102
Doxycycline 100mg tab	AntiInfective	Vibra-Tabs	104	\$ 1.56	\$ 0.59	\$101,660
Doxylamine/Etafedrin/Hydrocodone Syr	Cough & Cold	Mercodol with Decapryn	0	\$ 0.07	\$ 0.04	\$0
Erythromycin 5mg/g Opth Oint	AntiInfective	Ilotycin	41	\$ 1.87	\$ 1.15	\$29,286
Erythromycin ETC 333mg	AntiInfective	PCE	959	\$ 0.47	\$ 0.33	\$136,178
Etodolac 200mg	Anti-Inflammatory	Ultradol	9	\$ 0.80	\$ 0.60	\$1,800
Etodolac 300mg	Anti-Inflammatory	Ultradol	707	\$ 0.80	\$ 0.60	\$141,400
Fenofibrate 67mg	Cholesterol	Lipidil Micro	95	\$ 0.58	\$ 0.43	\$13,699
Fluoxetine 10mg	AntiDepressant	Prozac	723	\$ 1.57	\$ 1.18	\$283,922
Fluoxetine 20mg/5mL	AntiDepressant	Prozac	490	\$ 0.62	\$ 0.46	\$75,558
Furosemide 80mg	Diuretic	Lasix	0	\$ 0.25	\$ 0.12	\$0
Gemfibrozil 600mg	AntiCholesterol	Lopid	780	\$ 0.99	\$ 0.75	\$186,966
Gentamicin 0.1% cream	AntiInfective	Garamycin	59	\$ 0.36	\$ 0.24	\$6,584
Gentamicin 0.1% Oint	AntiInfective	Garamycin	67	\$ 0.36	\$ 0.24	\$7,477
Gliclazide 80mg	Diabetes	Diamicon	7304	\$ 0.37	\$ 0.28	\$682,924
HC/Framycetin/Cinchocaine Oint	Hemorrhoid	Proctosedyl	2296	\$ 0.79	\$ 0.60	\$439,378

	Therapeutic	Brand	Ont Sales Units	Brand	Generic	Savings
	Use	Name	(in000s)	Price	Price	in '000\$
HC/Framycetine/Cinchocaine Supp	Hemorrhoid	Proctosedyl	1050	\$ 1.04	\$ 0.79	\$257,250
Hydrocodone/Guaifenesin/Phenylephrine DH	Cough & Cold	Novahistex DH	5320	\$ 0.11	\$ 0.08	\$139,278
Hydrocodone/Guaifenesin/Phenylephrine DH	Cough & Cold	Novahistine DH	3573	\$ 0.09	\$ 0.07	\$83,126
Hydrocodone/PM/PPA/PM Forte 5mg	Cough & Cold	Tussaminic DH	1	\$ 0.14	\$ 0.09	\$52
Hydrocodone/PM/PPA/PM Ped 1.5mg	Cough & Cold	Tussaminic DH	1	\$ 0.10	\$ 0.06	\$45
Hydrocortisone Acetate/Zinc Sulfate Oint	Hemorrhoid	Anusol HC	1882	\$ 0.74	\$ 0.55	\$355,071
Hydrocortisone Acetate/Zinc Sulfate Supp	Hemorrhoid	Anusol HC	744	\$ 0.97	\$ 0.69	\$208,010
Imipramine 75mg	AntiDepressant	Tofranil	15	\$ 0.58	\$ 0.23	\$5,318
Ketoconazole 2% cream	Antifungal	Nizoral	4198	\$ 0.4530	\$ 0.3167	\$572,187
Ketoprofen 150mg	Arthritis	Oruvail	1	\$ 1.13	\$ 0.50	\$632
Ketorolac 10mg	Analgesic	Toradol	5004	\$ 0.68	\$ 0.46	\$1,116,893
Ketotifen 1mg	Bronchodilator	Zaditen	370	\$ 0.79	\$ 0.63	\$58,645
Ketotifen 1mg/5mL	Bronchodilator	Zaditen	1063	\$ 0.18	\$ 0.13	\$47,197
Lorazepam Inj. 4mg/mL	Sedative	Ativan	5	\$ 2.11	\$ 1.88	\$1,150
Metformin 850mg	Diabetes	Glucophage	1766	\$ 0.28	\$ 0.21	\$123,267
Methylphenidate 10mg	ADHD	Ritalin	3298	\$ 0.25	\$ 0.16	\$308,033
Miconazole Nitrate cream 2%	Antifungal	Monistat	262	\$ 0.24	\$ 0.1389	\$25,618
Midazolam Inj. 1mg/mL	Sedative	Versed	1	\$ 0.48	\$ 0.36	\$120
Midazolam Inj. 5mg/mL	Sedative	Versed	2	\$ 2.02	\$ 1.52	\$1,010
Minocycline 100mg	AntiInfective	Minocin	4814	\$ 1.15	\$ 1.03	\$552,647
Minocycline 50mg	AntiInfective	Minocin	2873	\$ 0.60	\$ 0.54	\$172,380
Minoxidil 2% Sol'n	Hair Replacement	Rogaine	89	\$ 0.55	\$ 0.33	\$19,113
Nabumetone 500mg	Anti-Inflammatory	Relafen	1650	\$ 0.67	\$ 0.50	\$276,375
Nabumetone 750mg	Anti-inflammatory	Relafen	53	\$ 0.91	\$ 0.68	\$12,058
Naproxen EC 250mg	Anti-inflammatory	Naprosyn E	385	\$ 0.38	\$ 0.28	\$36,383
Naproxen EC 375mg	Anti-inflammatory	Naprosyn E	2346	\$ 0.49	\$ 0.37	\$288,323
Naproxen EC 500mg	Anti-Inflammatory	Naprosyn E	2450	\$ 0.90	\$ 0.69	\$503,720
Naproxen Sodium 275mg	Analgesic	Anaprox	2361	\$ 0.59	\$ 0.34	\$585,056
Naproxen Sodium 550mg	Analgesic	Anaprox DS	1708	\$ 1.18	\$ 0.67	\$871,353

	Therapeutic	Brand	Ont Sales	Brand	Generic	Savings
	Use	Name	Units (in000s)	Price	Price	in '000\$
Nefazodone 50mg	Anti-depressant	Serzone	273	\$ 0.73	\$ 0.51	\$60,060
Nylidrin 6mg	Circulatory	Arlidin	22	\$ 0.4063	\$ 0.2755	\$2,878
Oxaprozin 600mg	Anti-inflammatory	Daypro	192	\$ 0.6708	\$ 0.4875	\$35,194
Propoxyphene Cpd 65mg	Analgesic	Darvon Cpd	2	\$ 0.2257	\$ 0.1761	\$99
Sotalol 80mg	Heart	Sotacor	778	\$ 0.5932	\$ 0.5932	\$0
Sufentanil citrate IV 50mcg/mL	Anesthetic	Sufenta	1	\$ 6.5410	\$ 5.5800	\$961
Tenoxicam 20mg	Anti-inflammatory	Mobiflex	4	\$ 1.2160	\$ 0.9120	\$1,216
Terbinafine 250mg	Antifungal	Lamisil	1747	\$ 3.3661	\$ 2.5246	\$1,470,101
Testosterone Enanthate 200mg/mL Inj	Androgen	Delatestryl	148	\$ 4.5700	\$ 1.8900	\$396,640
Triamcinolone Acetonide Oint. 0.1%	Corticosteroid	Kenalog	10	\$ 0.3003	\$ 0.0587	\$2,416
Trimebutine maleate 200mg tablets	Gastrointestinal	Modulon	2195	\$ 0.6636	\$ 0.5056	\$346,810
Vancomycin IV 0.5gm	Antibiotic	Vancocin	2	\$ 26.2300	\$ 22.3000	\$7,860
Vancomycin IV 1gm	Antibiotic	Vancocin	0	\$ 52.4500	\$ 44.5800	\$0
Verapamil SR 120mg	Heart	Isoptin SR	225	\$ 0.9217	\$ 0.6900	\$52,133
Viaderm KC 0.1% Cream	AntiInfective	Kenacomb	1181	\$ 0.7687	\$ 0.3933	\$443,347
Viaderm KC 0.1% Oint	AntiInfective	Kenacomb	246	\$ 0.7687	\$ 0.3933	\$92,348
Warfarin 3mg	Aniticoagulant	Coumadin	452	\$ 0.3709	\$ 0.2337	\$62,014
Warfarin 6mg	Aniticoagulant	Coumadin	20	\$ 0.3709	\$ 0.2805	\$1,808
Yohimbine 5.4mg	Sympatholytic	Yocon	67	\$ 0.5874	\$ 0.5200	\$4,516
Yohimbine 6mg	Sympatholytic	Yohimbine	122	\$ 0.2632	\$ 0.2419	\$2,594
Zidovudine 100mg	AIDS	Retrovir	74	\$ 1.7000	\$ 1.2000	\$37,000
Zopiclone 7.5mg	Hypnotic	Imovane	12564	\$ 0.7117	\$ 0.4685	\$3,056,067
						\$ 29,110,243
Sources of Data:						
IMS RX Unit Sales MAT0603(NTRCHG03.DVR)				<b>Total Potential Savings</b>		<b>\$ 29 million</b>
List of products derived by selecting available multisource products not listed in ODB formulary				<b>Total Price Differential</b>		<b>23.7%</b>
Drug prices from RAMQ Formulary, June, 2003 #14, Medis List April 2003, Companies' order desks*, PPS July 2003						

Special Drugs Program							
<u>Chemical Name</u>	<u>Strength</u>	<u>Brand Name</u>	<u>Manufacturer</u>	<u>IMS Sales*</u>	<u>Price of Brand</u>	<u>Generic Price</u>	<u>Cost of Delay</u>
<b>Total</b>							<b>\$9,768,715.70</b>
clozapine	25mg	Clozaril	Novartis	2,315,000	0.9420	0.6594	654,219.00
clozapine	100mg	Clozaril	Novartis	5,934,000	3.7780	2.6446	6,725,595.60
cyclosporine	100mg	Neoral	Novartis	1,363,000	5.5450	3.8813	2,267,623.10
cyclosporine	100mg/	Neoral	Novartis	82,000	4.9290	3.4500	121,278.00
*IMS Ontario hospital sales for the Year 2003							
Generic price calculated as 70% of Brand where no price exists							