

PRESCRIPTION DRUG EXPENDITURES IN 2001:

Another Year of Escalating Costs

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PRESCRIPTION DRUG EXPENDITURES IN 2001

Introduction

Expenditures for prescription drugs in the U.S. continue to be the fastest growing component of health care. As measured by various research groups and by the federal government, prescription drug spending has risen 15% or more per year over the past several years.¹

While spending on prescription drugs accounts for around 10% of total spending on health care in the U.S.,² drug costs have in recent years contributed disproportionately to a sharp upturn in overall health costs. Overall costs grew 7% in 2000, the highest rate since 1990. Rising drug spending accounted for just over a quarter (27%) of that growth.³ Underlying health cost increases are one reason health insurance premiums rose in 2000 and 2001 at the fastest pace in a decade.

Rising prescription drug costs have also hit public insurance programs, notably Medicaid. Medicaid spending for outpatient drugs increased by an average 18.1% per year from 1997 to 2000, compared to 7.7% for total Medicaid expenditures. The increased outlay on drugs (\$6.5 billion) from 1997 to 2000 represented 16.2% of the \$40.2 billion increase in total Medicaid spending over the period.⁴

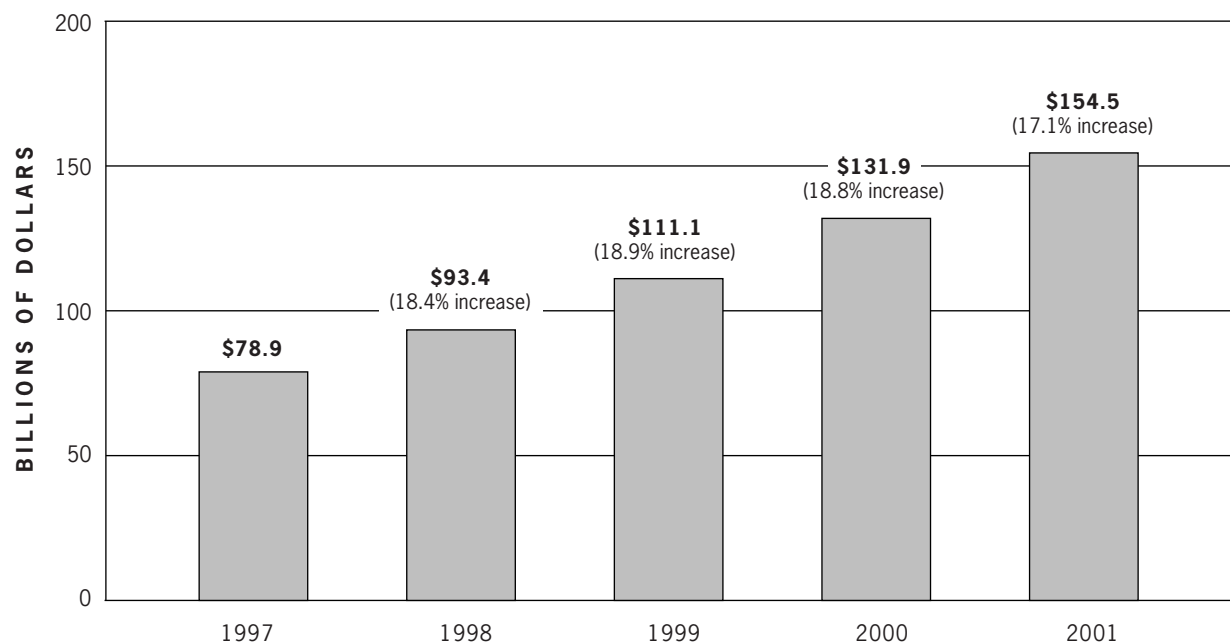
Rising drug costs have stirred considerable political attention in recent years. That focus grew in 2001. Some 18 states passed laws last year to contain or moderate state and consumers' drug costs.⁵ Other states made administrative adjustments to their Medicaid programs to achieve the same end.⁶ Two groups of states, one in the Northeast and one in the Southeast, formed coalitions last year to initiate pooled prescription drug purchasing.⁷

State activity in this area continues in 2002. In February, the nation's governors passed a resolution urging Congress to review federal laws which, they said, may be "contributing to the high cost of prescription drugs."⁸ The governors also supported a Bush administration proposal to significantly change the way the government pays for drugs for Medicaid beneficiaries. The changes would in effect give the government larger discounts.⁹ Legislatures and health officials in many states are also again looking at ways to lower prescription drug costs in the Medicaid program.

States' actions are not going unchallenged. Pharmaceutical companies and some consumer groups claim that putting too many restrictions on access to prescription drugs in the Medicaid program may force patients to shift to lower-cost drugs that are not clinically best for them.

FIGURE 1

Retail Spending on Prescription Drugs in the U.S.



SOURCE: American Institutes for Research (AIR) analysis of Scott-Levin data

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In March 2002, stores in about a dozen states threatened to stop serving Medicaid patients if states cut payments to pharmacies too deeply.¹⁰

Many states took action in this area because of mounting concern about the affordability of drugs for senior citizens. That concern is also behind the push to add a prescription drug benefit to the Medicare program. But an intense debate about the cost, scope and structure of such a benefit has stalled action. Into this breach in late 2001 and early 2002, four pharmaceutical companies launched drug discount cards for low-income seniors. In addition, the Bush administration has proposed offering a drug card, and a national association representing chain drug stores has proposed consolidating the drug company discounts into one card it would offer through stores nationwide. It is too early to assess the impact of drug discount cards on access to prescription drugs, their prices or overall pharmaceutical spending.

Why costs are rising

Spending on prescription drugs is rising in the U.S. for a complex array of reasons. The most important are:

- The incidence and prevalence of many chronic conditions (asthma, diabetes, elevated cholesterol and arthritis, for example) has increased in recent years, in part because the population is aging but also, in some cases, because it is less healthy (e.g. — recent rise in the number of overweight Americans). There are many new drugs for these conditions which must be taken daily over many months or years (and sometimes for life), increasing the volume of prescriptions.
- Doctors are diagnosing — and treating — these chronic illnesses at a higher rate than in the past. And they are using a wider variety of drugs more often. In 1999, doctors prescribed 146 drugs for every 100 office visits, up from 109 drugs per 100 office visits in 1985. Patients got at least one prescription and/or a free drug sample at 66% of office visits in 1999, and doctors were more likely than in the past to prescribe more than one drug per patient.¹¹
- Managed care health plans cover more of the costs for prescription drugs than traditional health insurers did a decade ago. This has lowered the financial barrier to patients for the purchase of drugs. Indeed, insured consumers' out-of-pocket costs for prescription medicines were until recently quite low, adding to the demand for prescription drugs.
- Newly-approved medicines are being more heavily marketed to both doctors and consumers. These drugs are typically more expensive than older drugs or generic drugs. This generates a shift over time to the increased use of

more expensive medicines, raising overall costs. This “shift effect” was responsible for 36% of the rise in retail prescription drug spending in 2000¹² and, as reported in this study, for 24% of the rise in spending in 2001.

- Many brand name drug companies extend the “franchise” of their important blockbuster drugs by spinning off new formulations or versions of them. They also aggressively seek to extend patent protection for their branded drugs, a process allowed under current law. These strategies, many analysts believe, add to overall pharmaceutical costs by delaying generic competition, sometimes for years.

The pace may slow

Prescription drug expenditures are forecast to continue to rise faster than any other medical service sector over the next decade, but at a slightly slower pace than in recent years. The federal agency that administers the Medicare and Medicaid programs estimates that drug expenditures will rise 13.5% in 2002, an average 11.7% a year between 2003 and 2007 and an average 10.3% a year between 2008 and 2011. If these growth rates are sustained, prescription drugs will represent almost 15% of total national health spending by 2011 (up from around 10% today). By comparison, spending on physician services is projected to rise 8.2% in 2002, 6.9% per year between 2003 and 2007 and 6% per year between 2008 and 2011. Spending on hospital care is projected to rise 6.7% in 2002, 5.8% per year between 2003 and 2007 and 5.2% per year between 2008 and 2011.¹³

Researchers at the agency attribute the slow down in the rate of growth of prescription drug spending to (a) the increased use of consumer incentives to buy lower-cost drugs and (b) a decline in the growth of disposable income over the next decade. They also note that the projections above have a high degree of uncertainty, especially beyond five years. Enactment of prescription drug benefit for Medicare beneficiaries, for example, would likely significantly increase the rate of growth of national drug spending since many seniors who do not now have drug coverage would gain it.

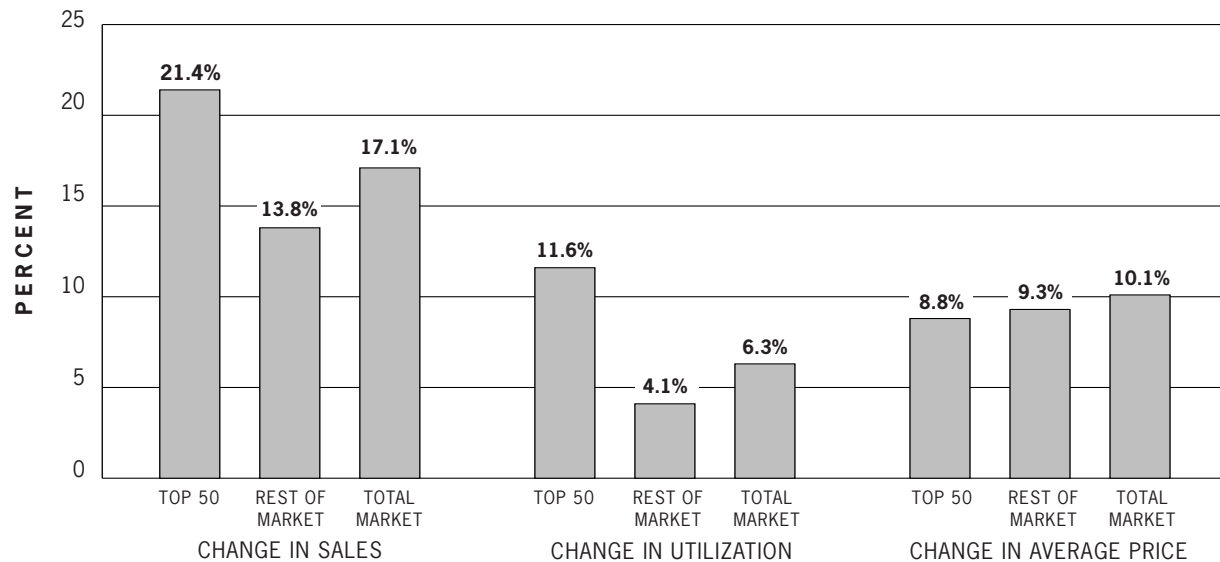
This report presents data on the one-year growth (2000–2001) in spending on outpatient prescription drugs in the U.S. — as purchased by consumers in retail stores. It also presents data on the average prices of drugs in both years. It updates data we presented last year on prescription drug sales and prices for the years 1999 and 2000.¹⁵ We also present data this year on mail order sales of prescription drugs, one of the fastest growing channels of prescription drug sales. Mail order distribution of drugs is widely viewed as having the potential to lower costs as it becomes a larger component of overall drug sales.

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FIGURE 2

Comparison of 50 Best-Selling Drugs to All Other Drugs and Total Market

(PERCENT CHANGE IN KEY INDICATORS)



NOTE: Data from Table 3, page 13

Disclaimer: It is beyond the scope of this study to assess the clinical or economic value of any individual drug or class of drug. We do not compare the value of any one drug to another or the value of any drug or class or drug to other modes of medical treatment. Nor do we render any judgment about the effects of escalating spending on prescription drugs on the overall quality of health care in the U.S. or the health of the American people. Such questions are critically important as prescription drugs become a larger component of medical treatment and health care spending.

Methodology

This study is based on data from Scott Levin, Inc. and IMS Health, Inc., two research firms that specialize in gathering pharmaceutical marketplace data. Scott Levin's Source Prescription Audit (SPA) projects nationwide outpatient prescriptions dispensed by retail pharmacies through a sampling methodology involving close to 40,000 retail outlets. IMS Health's Retail and Provider Perspective (RPP) data set and its National Prescription Audit (NPA) similarly project nationwide prescriptions and prescription drug sales based on a sample of over 150,000 retail outlets and health facilities.

Scott Levin's SPA presents sales at the retail level, as purchased by the consumer. Outlets include chain and independent pharmacies, pharmacies at food stores, discount stores and mass merchandisers. The SPA does not include sales of prescription drugs by mail order or through health facilities such as hospitals and nursing homes or HMOs.

The average price of individual drugs or categories of drugs derived from the SPA data set are calculated. They reflect the average price paid by both the insurer and/or the consumer — i.e. the total retail price paid at the point of sale. Average prices are calculated as the total sales of an individual drug or category of drug divided by the total number of prescriptions dispensed. The SPA price and sales data we present are not adjusted for rebates or discounts for individual drugs. But they do reflect discounts given by manufacturers to buyers at the wholesale and retail levels.

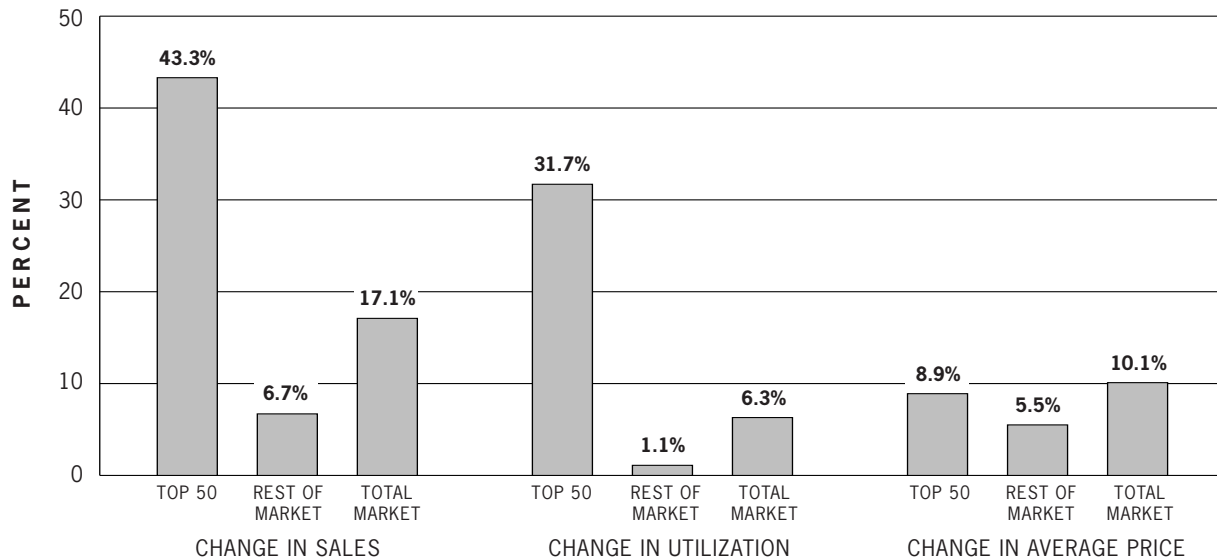
The average prices we report are not adjusted for dosage level (5 mg versus 10 mgs, for example) or prescription size (a 30 day versus 60 day supply, for example). And because of the way price is calculated in this study, the increase in the average prices we present in Tables 1 and 2 for categories of drugs reflect both price increases *and* the shift to the use of more costly (and mostly newer) drugs.

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FIGURE 3

Comparison of 50 Drugs Contributing Most to One-Year Spending (2000–2001) to All Other Drugs and Total Market

(PERCENT CHANGE IN KEY INDICATORS)



NOTE: Data from Table 4, page 14

In reality, the retail prices of drugs vary greatly, even from store to store in a single town. Medicaid beneficiaries, for example, benefit from state mandated discounts and rebates that can reduce the price of a drug (paid by the government) by 15% to 50%. Most drugs bought by consumers with health insurance are also discounted, reflecting lower prices negotiated by managed care plans and pharmacy benefit managers.

IMS Health's RPP data are based on wholesale sales, from distributors to pharmacies and health facilities. It includes mail order and health facility sales. IMS Health's NPA measures prescriptions at the retail level in all channels of sales. In this report we present IMS Health's mail order sales data and briefly discuss IMS Health's overall spending data for 2001 in the conclusion of this report beginning on page 9.

This report presents an analysis of the sales of the top 50 best-selling drugs compared with all other drugs (numbering around 9,500) in the retail market in 2001. (Table 3) It also breaks out those 50 drugs that contributed most to the one-year rise in sales from 2000 to 2001 and compares them with all other drugs. (Table 4) *Importantly the two lists are not the same*, though the drugs listed on them overlap significantly. Drugs that contribute to the one-year growth in sales can be bestsellers. But they can also be new drugs with a relatively small volume of absolute sales

but a large increase in those sales in the one-year period being examined. By virtue of that large increase in sales, these drugs contribute disproportionately to the overall increase in drug spending in the one-year period.

We conduct this dual analysis because:

- the rise in prescription drug spending in recent years can be largely attributed to a relatively small number of drugs, most of which were approved after 1993, and
- to discern for the one-year period 2000 to 2001 which drugs led the way in boosting overall spending on prescription drugs.

This analysis, we believe, paints a more complete picture of which categories of drugs and which individual new drugs are having the greatest impact on pharmaceutical spending.

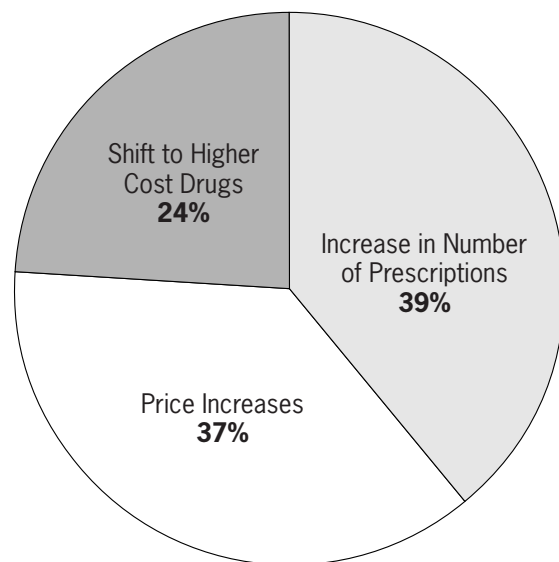
Key Findings

Overall

- Spending on outpatient prescription drugs in retail outlets in the U.S. rose 17.1% from 2000 to 2001, from \$131.9 billion to \$154.5 billion. (Tables 1 and 3)

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FIGURE 4
**Factors Contributing to
 17.1% (\$22.5 Billion) Increase
 in Retail Prescription Drug
 Spending, 2000–2001**



SOURCE: American Institutes for Research (AIR) analysis of Scott-Levin and Bureau of Labor Statistics data

- The increase marks the fourth year in a row that spending on outpatient prescription drugs purchased by consumers in retail stores (chain and independent pharmacies, food stores, discount stores and mass merchandisers) rose more than 17%. (Figure 1)
- Retail spending on outpatient prescription drugs has nearly doubled since 1997, when it stood at \$78.9 billion.
- An increase in the volume of prescriptions in retail outlets — from 2.9 billion to 3.1 billion — accounted for 39% of the \$22.5 billion one-year rise in retail spending. Price increases accounted for 37% of the increase and a shift to the use of more expensive drugs accounted for 24% of the increase. (Figure 4)
- The average price for a prescription rose 10.1%, to \$49.84 from \$45.27. (This includes price increases and the shift to the greater use of more expensive medicines.) (Tables 1 and 3)

Retail Spending/Sales

Focus on major contributors to one-year growth in spending

- The bulk of the one-year spending growth of \$22.5 billion in 2001 was largely attributable to increased spending on a relatively small number of individual drugs and categories of drugs:
 - > About half (50.6%) the spending growth occurred in just nine categories of drugs — to treat depression, high cholesterol, diabetes arthritis, high blood pressure, pain, allergies, ulcers and other gastrointestinal ailments. (Table 2)
 - > Antidepressants were the top-selling category, with \$12.5 billion in retail sales, up 20.2%. (Table 1) Antidepressants also were responsible for the largest share (9.4%) of the one-year increase in drug spending despite the fact that the top-selling drug in that category in 2000 and early 2001, Prozac, went off patent in August 2001. (Table 2)
 - > About half (50.5%) the \$22.5 billion spending increase was driven by increases in the sales of just 27 individual drugs. Leading the list in 2001 were Lipitor, Imitrex, Fluoxetine, Zocor, Vioxx, Nexium, Advair, Protonix, OxyContin, Zyprexa, Celexa, Actos, Celebrex and Prevacid. (Table 4)
 - > Among the 50 drugs contributing most to the one-year increase in spending, sales rose 43.3%. Sales of all other drugs (9,482 in the retail market) rose 6.7%. The numbers of prescriptions written for the top 50 drugs rose 31.7% compared to 1.1% for all other drugs. (Figure 3 and Table 4)

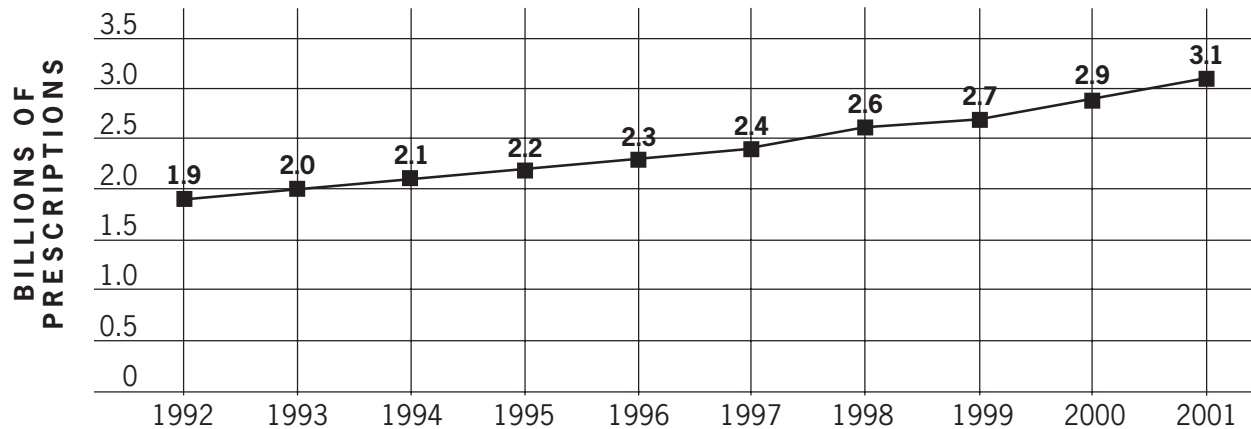
Focus on 50 best-selling drugs in 2001

- The top 50 selling drugs accounted for 44.4% of total outpatient retail drug sales in 2001. The remaining 9,482 drugs accounted for 55.6% of total sales. Sales of the top 50 selling drugs combined as a group grew 21.4% in 2001. Sales of all other drugs rose 13.8%. (Figure 2 and Table 3)
- > The top-selling drug in 2001 was Lipitor, with \$4.5 billion in retail sales, up 22% from 2000 sales of \$3.7 billion (Table 3). A rise in the sales of Lipitor also contributed more (3.7%) than any other single drug to the one-year increase in drug spending in 2001. (Tables 3 and 4)

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FIGURE 5

The Number of Retail Prescriptions is Rising Steadily



SOURCE: Sondregger Research Center (University of Wisconsin) analysis of IMS Health Inc. data; American Institutes for Research (AIR) analysis of Scott-Levin data

- > Several new brand name drugs experienced especially sharp rises in sales. They include Protonix, Actos, Concerta, Glucovance, Imitrex, Glucophage XR, Kaletra, Pulmicort and Trizivir. (Tables 3 and 4)
- > 29 drugs had retail sales over \$1 billion in 2001, up from 19 in 2000 and 15 in 1999. (Table 3)

Focus on generic drugs

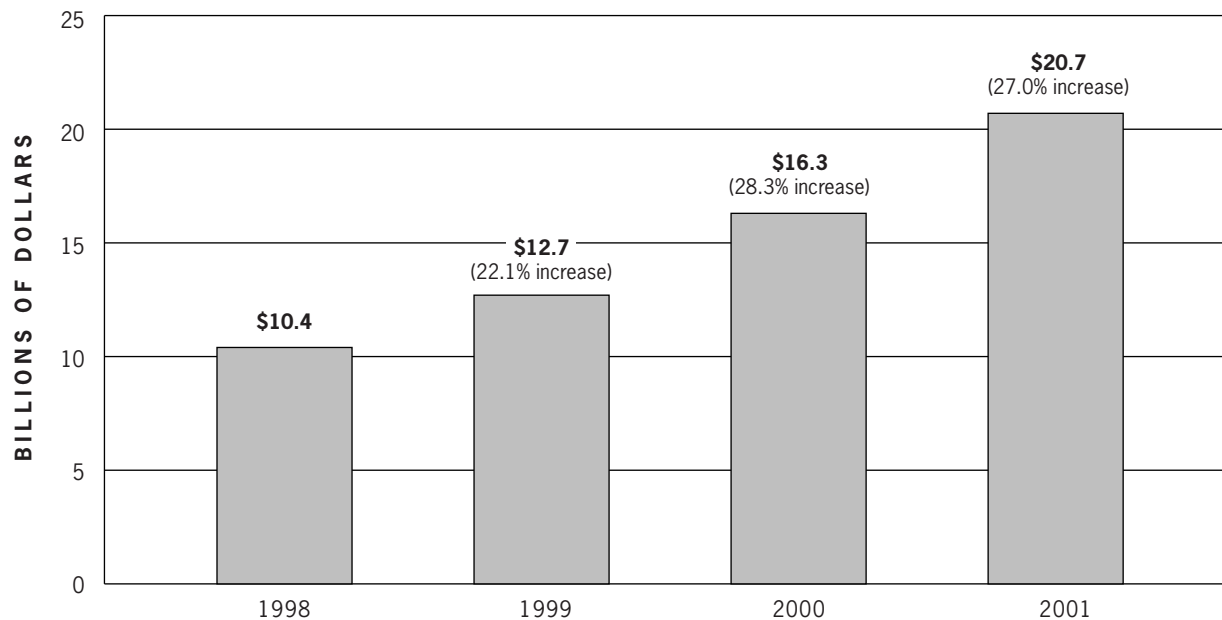
- Four generic drugs had especially sharp sales increases in 2001 — Enalapril, Famotidine, Doxazosin and Nifedipine. Three treat high blood pressure and heart disease and one (Famotidine) is a new antiulcer drug. (Table 4)
- Only five generic drugs were among the 50 best-selling drugs in 2001. Their combined sales were \$3.9 billion, 5.7% of the aggregate sales of the top 50 best-selling drugs.¹⁴ Combined sales of these five generics increased 50% in 2001, largely due to the introduction of fluoxetine (generic Prozac). (Table 3)
- A generic drug was among the four top-selling drugs in 14 of the 30 best-selling categories of drugs. That means brand name drugs held *all four* top-selling spots in terms of retail sales in 16 of 30 therapeutic categories. (Table 5)
- A generic drug was the top-selling drug in four of the 30 therapeutic categories we examined. They were atenolol, a beta blocker; albuterol, a bronchodilator; alprazolam, an anti-anxiety drug; and tamoxifen, a cytostatic agent. (Table 5)

Prescriptions — Volume/Utilization

- Retail outlets dispensed 3.1 billion prescriptions in 2001, up 6.9% (and 200 million) from 2.9 billion prescriptions in 2000 and up 14.8% from 2.7 billion prescriptions in 1999. (Figure 5)
- Total prescriptions — dispensed through pharmacies in hospitals, nursing homes, health care facilities and clinics and by mail order as well as in all retail outlets — reached 3.3 billion in 2001, up from 3.1 billion in 2000.¹⁵
- An increase in the number of prescriptions dispensed remained in 2001 the key driver of escalating prescription drug spending in the retail market. It accounted for 39% of the \$22.5 billion one-year growth in expenditures. (Figure 4)
- > Many of the best-selling 50 drugs experienced jumps in prescription volume exceeding 15%. Of the 50 best-selling drugs, 22 had a rise in prescription volume in 2001 of 15% or more. (Table 3)
- > Among the top 50 best sellers, the fastest growing drug in terms of prescription volume was Aciphex, a drug used to treat ulcers and gastrointestinal reflux. It was approved in August 1999. Prescriptions for the drug, a competitor to Prilosec, were up 86%. Sales were up 93.5%, to \$720 million from \$372 million. (Table 3)

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FIGURE 6
Mail Order Sales of Prescription Drugs



SOURCE: IMS Health

> Prescriptions for Prozac declined 30% in 2001; sales were down 22% — the largest decline of any drug among the top 50 best-sellers in 2001. This occurred because Prozac went off patent in August 2001. The first generic copy of the drug, fluoxetine, had \$730 million in 2001 sales and was the 43rd best-selling drug.

Prices

- The average price of a prescription drug at the retail level increased 10.1% from 2000 to 2001, from \$45.27 to \$49.84. (This percentage increase includes manufacturer price increase, the distributor's mark up and the mark up by the retail store, as well as the shift to higher cost drugs.) (Tables 1 and 3)

- A rise in the price of drugs accounted for 37% of the growth in drug spending in 2001. A shift to the use of newer, more costly drugs accounted for 24% of the rise in drug spending in 2001. (Figure 4)

- Price increases were a more substantial component of the rise in drug spending in 2001 than in 2000 because retail drug prices increased more on average than in recent years. They rose around 6% in 2001 compared to 3.6% in 2000 and an average of 3.6% a year from 1993 to 1999.¹⁶

> The prices of 11 of the 50 best-selling drugs in 2001 rose 10% or more from 2000 to 2001. (Table 3)

> Among the 50 best-selling drugs in 2001, the average price of a prescription was \$71.56. The average price among all other drugs was \$40.11. This highlights one of the central reasons that drug spending is rising. As doctors shift to prescribing more expensive drugs, the overall cost of pharmaceuticals goes up. (Table 3)

> Drugs with the largest market shares in their therapeutic categories tend to be the most expensive. In all but a few of the top 30 best-selling categories of drugs in 2001, the prices of most (if not all) of the top four selling drugs exceeds the average price of "all other" drugs in the category. (Table 5)

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Market Share

- In many categories of drugs, the top-selling drug has a substantial portion of the market and the top two or three selling drugs make up a majority of sales. (Table 5) For example:
 - > Prilosec and Prevacid captured 67% of sales in the anti-ulcer/gastrointestinal reflux disease category in 2001.
 - > Lipitor and Zocor captured 72.1% of the cholesterol lowering market in 2001.
 - > Celebrex and Vioxx captured 61.7% of the arthritic drug market in 2001.
 - > Glucophage, Actos and Avandia captured 68.1% of the diabetes drug market in 2001.
 - > Claritin, Allegra and Zyrtec captured 85.5% of the oral antihistamine market in 2001.

Mail Order Spending/Sales

- Mail order sales of prescription drugs increased sharply again in 2001, remaining one of the fastest growing components of the prescription drug marketplace.
- Mail order sales were up 27%, to \$20.7 billion in 2001 from \$16.3 billion in 2000. That comes on top of a 28.3% rise from 1999 to 2000 and a 22.1% rise from 1998 to 1999. (Figure 6) (Note: mail order sales of drugs are not included in the retail outlet sales figures above. Thus, this is an additional channel of prescription drug purchasing by consumers.)
 - > Mail order sales of prescription drugs doubled between 1998 and 2001, from \$10.4 billion to \$20.7 billion.
 - > Mail order represented nearly 12% of total prescription drug sales in 2001, up from 11.1% in 2000, 10% in 1999 and 9.8% in 1998.¹⁷
 - > Mail order prescription drug sales in 2001 were the third largest avenue of prescription sales, after chain drugs stores (37%) and independent pharmacies (16.7%)
- Mail order sales are soaring because employers, health plans and pharmacy benefit managers emphasize to workers and enrollees that they can often save money by purchasing drugs by mail order.

Conclusion

Prescription drug spending in the U.S. continues to rise at a brisk pace, propelled by increases in the sales of a relatively small number of top-selling drugs each year.

What some observers saw as a short-lived phenomena a few years ago now looks more like a sustained escalation. There are many interrelated reasons for this, as discussed in the introduction. But, quite simply: more people are taking more expensive medicines for a wider array of conditions and diseases than ever before.

Our data and that of others continue to show that the rise in pharmaceutical spending is primarily caused by an increase in the volume of prescriptions — which involves three overlapping trends: (a) more new first time users of prescription medicines; (b) more current users taking medicines for longer periods; and (c) more people (usually senior citizens) taking two, three, four or more medicines at one time.

As we noted last year,¹⁸ it is still too early to tell whether the rise in prescription drug spending will permanently alter the landscape of health care in the U.S. But it appears to already be having an impact — for example by (a) accelerating the shift of health care costs to consumers after years in which they paid a fairly small share of the point-of-service costs and (b) by fueling pressure to add a prescription drug benefit to the Medicare program.

A Medicare drug benefit would be the most substantive change in that program since its inception in 1965. It would also bring about a large-scale change in the pharmaceutical marketplace. Seniors will use an estimated \$80 billion to \$85 billion worth of prescription drugs in 2002, \$92 to \$95 billion in 2003 and \$100 to \$105 billion in 2004.¹⁹ Those numbers could easily be 15% to 25% greater if a drug benefit were available that paid part of the cost for Medicare beneficiaries' drug expenses.²⁰

Our findings on overall spending in 2001 concur with those of others:

- Federal government researchers estimate outpatient prescription drug spending in the U.S. of \$141.8 billion in 2001, up 16.4% from \$121.8 billion in 2000. Their data is based on IMS Health's retail prescription audit with adjustments for rebates.²¹
- IMS Health data show total prescription drug sales at the wholesale level up 19.2% in 2001, to \$174.4 billion from \$146.2 billion in 2000. IMS Health data are based on wholesale acquisition costs (what wholesale distributors and retail outlets pay for drugs from the manufacturer) and includes

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all channels of sales, including health facilities.²² IMS Health reports wholesale acquisition costs in the retail market of \$110 billion in 2001, up 18.2% from \$93 billion in 2000.

- NDCHealth reports total prescription drug spending up 17.9% in 2001, to \$208 billion from \$176.4 billion. NDC Health data are based on wholesale acquisition costs for drugs and (like IMS Health) include all channels of prescription drug sales (including health facilities). They are based on projections from a sample of 35,000 retail outlets, other institutions and health care facilities.²³ NDCHealth data show wholesale acquisition costs in the retail marketplace of \$129.6 billion in 2001, up 16.8%.

The numbers reported by these organizations and researchers differ from each other and ours because of methodological variations. Most notably, the data sets differ in the channels of prescription drugs sales they measure and the cost basis they are assessing, for example wholesale versus retail.²⁴ While these data sets are comparable, they can not be combined to paint broader pictures or trends or assess the differences between wholesale acquisition and retail costs. The proverbial apples and oranges problem occurs.

Despite these methodological differences, the spending trends found for the one-year period 2000 to 2001 generally concur.

Prescription drugs have been enormously valuable contributors to the improved treatment of many medical conditions, illnesses and diseases in recent years. Even so, many issues are raised by their escalating cost. The most important from a health care financing perspective is whether the growing use of prescription drugs will, over time, add to overall health care costs or yield savings as they supplant and reduce the need for other, more costly medical treatments. There is no easy or quick answer to that question and the issue bears close scrutiny in the years ahead.

Credits

Steven Findlay, MPH, director of research and policy at the NIHCM Foundation, wrote this report. Daniel Sherman, Ph.D., principal economist at the American Institutes for Research (AIR) in Washington D.C., analyzed the Scott Levin data, assisted with research and prepared the detailed tables. Nancy Chockley, M.B.A., president of the NIHCM Foundation, edited the report. Suzanne Watkins, Pharm.D., M.B.A., an intern at the NIHCM Foundation, assisted with research and preparation of the final report.

About the NIHCM Foundation

The National Institute for Health Care Management Research and Educational Foundation is a non-profit organization whose mission is to promote improvement in health care access, management and quality and to foster dialogue and cooperation between the public and private health sectors.

Related NIHCM Foundation Publications

- *Prescription Drugs and Mass Media Advertising, 2000* — November 2001
- *Prescription Drug Expenditures in 2000: The Upward Trend Continues* — May 2001
- *Prescription Drugs and Mass Media Advertising* — September 2000
- *Prescription Drugs and Intellectual Property Protection: Finding the Right Balance Between Access and Innovation* — August 2000
- *Factors Affecting the Growth of Prescription Drug Advertising* — July 1999

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TABLE 1

*Change in Retail Drug Expenditures by Therapeutic Category
2000–2001 (Top 25 Categories Ranked in Terms of Year 2001 Retail Sales)*

Rank	Type of Drug	2000 Sales (millions)	Share of Total 2000 Sales	2000 Average Price per Prescription	2001 Sales (millions)	Share of Total 2001 Sales	2001 Average Price per Prescription	Category Change in Sales (millions)	Percent Change in Sales	Percent Change in Average Price	Percent Change in Utilization
1	Antidepressant	\$10,432.9	7.9%	\$68.07	\$12,540.6	8.1%	\$73.16	\$2,107.7	20.2%	7.5%	11.8%
2	Antilulcerant	\$9,450.2	7.2%	\$105.04	\$10,812.0	7.0%	\$109.04	\$1,361.8	14.4%	3.8%	10.2%
3	Cholesterol Reducer	\$8,240.4	6.2%	\$83.22	\$10,066.1	6.5%	\$88.41	\$1,825.7	22.2%	6.2%	15.0%
4	Broad Antibiotic	\$7,807.9	5.9%	\$33.14	\$8,493.9	5.5%	\$35.43	\$686.0	8.8%	6.9%	1.7%
5	Antiarthritic	\$6,190.5	4.7%	\$58.11	\$7,155.8	4.6%	\$64.37	\$965.3	15.6%	10.8%	4.3%
6	Antihypertensive	\$5,773.3	4.4%	\$43.00	\$6,775.9	4.4%	\$44.83	\$1,002.6	17.4%	4.2%	12.6%
7	Narcotic Painkiller	\$4,361.2	3.3%	\$26.21	\$5,487.7	3.6%	\$30.87	\$1,126.5	25.8%	17.7%	6.9%
8	Oral Diabetes	\$4,145.3	3.1%	\$53.81	\$5,274.0	3.4%	\$61.85	\$1,128.7	27.2%	14.9%	10.7%
9	Oral Antihistamine	\$3,741.5	2.8%	\$57.20	\$4,687.6	3.0%	\$61.08	\$946.0	25.3%	6.8%	17.3%
10	Antiseizure	\$3,464.0	2.6%	\$67.41	\$4,241.2	2.7%	\$74.49	\$777.2	22.4%	10.5%	10.8%
11	Calcium Blocker	\$4,330.3	3.3%	\$52.30	\$4,188.6	2.7%	\$53.49	-\$141.7	-3.3%	2.3%	-5.4%
12	Estrogen Therapy	\$3,629.1	2.7%	\$31.48	\$4,057.2	2.6%	\$34.96	\$428.2	11.8%	11.1%	0.6%
13	Antipsychotic	\$3,077.2	2.3%	\$144.39	\$4,019.9	2.6%	\$167.61	\$942.7	30.6%	16.1%	12.5%
14	Respiratory Steroid (Inhaled)	\$2,843.8	2.2%	\$57.64	\$3,654.6	2.4%	\$67.41	\$810.8	28.5%	16.9%	9.9%
15	Beta/Alpha Blocker	\$3,440.2	2.6%	\$27.80	\$3,530.3	2.3%	\$26.65	\$90.2	2.6%	-4.1%	7.1%
16	Non-Narcotic Painkiller	\$2,723.6	2.1%	\$51.97	\$3,187.1	2.1%	\$58.04	\$463.5	17.0%	11.7%	4.8%
17	Oral Contraceptive	\$2,834.4	2.1%	\$32.81	\$3,181.6	2.1%	\$34.58	\$347.2	12.3%	5.4%	6.5%
18	Bronchodilator	\$2,564.8	1.9%	\$33.68	\$2,947.8	1.9%	\$38.44	\$383.0	14.9%	14.1%	0.7%
19	HIV Antiviral	\$2,132.9	1.6%	\$365.85	\$2,572.4	1.7%	\$403.89	\$439.5	20.6%	10.4%	9.2%
20	Antianxiety	\$2,377.9	1.8%	\$29.97	\$2,472.4	1.6%	\$30.31	\$94.5	4.0%	1.1%	2.8%
21	Fungicide	\$2,003.1	1.5%	\$49.58	\$2,164.4	1.4%	\$51.03	\$161.3	8.1%	2.9%	5.0%
22	Enhanced Antibiotic	\$1,585.7	1.2%	\$74.88	\$1,905.8	1.2%	\$80.99	\$320.1	20.2%	8.2%	11.1%
23	Bone Density Regulator	\$1,406.8	1.1%	\$69.88	\$1,902.0	1.2%	\$72.71	\$495.2	35.2%	4.0%	29.9%
24	Oral Cold Prep (Rx)	\$1,430.2	1.1%	\$46.23	\$1,648.4	1.1%	\$51.59	\$218.2	15.3%	11.6%	3.3%
25	Cytostatic Agent	\$1,315.6	1.0%	\$168.41	\$1,520.5	1.0%	\$183.41	\$204.9	15.6%	8.9%	6.1%
Top 25 Categories		\$101,302.8	76.8%	\$50.86	\$118,487.8	76.7%	\$55.57	\$17,185.0	17.0%	9.3%	7.0%
Rest of market		\$30,669.0	23.2%	\$33.22	\$36,013.0	23.3%	\$37.21	\$5,344.0	17.4%	12.0%	4.8%
Total market		\$131,971.8	100.0%	\$45.27	\$154,500.8	100.0%	\$49.84	\$22,529.0	17.1%	10.1%	6.3%

SOURCE: American Institutes for Research (AIR) analysis of Scott-Levin data

PRESCRIPTION DRUG EXPENDITURES IN 2001

TABLE 2
*Change in Retail Drug Expenditures by Therapeutic Category
 2000–2001 (Top 25 Categories Ranked in Terms of Contribution to Overall Retail Sales Growth)*

Rank	Type of Drug	2000 Sales (millions)	Share of Total 2000 Sales	2000 Average Price per Prescription	2001 Sales (millions)	Share of Total 2001 Sales	2001 Average Price per Prescription	Category Change in Sales (millions)	Category Contribution to Total Sales Growth	Cumulative Contribution to Total Sales Growth	Percent Change in Sales	Percent Change in Average Price	Percent Change in Utilization
1	Antidepressant	\$10,432.9	7.9%	\$68.07	\$12,540.6	8.1%	\$73.16	\$2,107.7	9.4%	9.4%	20.2%	7.5%	11.8%
2	Cholesterol Reducer	\$8,240.4	6.2%	\$83.22	\$10,066.1	6.5%	\$88.41	\$1,825.7	8.1%	17.5%	22.2%	6.2%	15.0%
3	Antilulcerant	\$9,450.2	7.2%	\$105.04	\$10,812.0	7.0%	\$109.04	\$1,361.8	6.0%	23.5%	14.4%	3.8%	10.2%
4	Oral Diabetes	\$4,145.3	3.1%	\$53.81	\$5,274.0	3.4%	\$61.85	\$1,128.7	5.0%	28.5%	27.2%	14.9%	10.7%
5	Narcotic Painkiller	\$4,361.2	3.3%	\$26.21	\$5,487.7	3.6%	\$30.87	\$1,126.5	5.0%	33.5%	25.8%	17.7%	6.9%
6	Antihypertensive	\$5,773.3	4.4%	\$43.00	\$6,775.9	4.4%	\$44.83	\$1,002.6	4.5%	38.0%	17.4%	4.2%	12.6%
7	Antiarthritic	\$6,190.5	4.7%	\$58.11	\$7,155.8	4.6%	\$64.37	\$965.3	4.3%	42.2%	15.6%	10.8%	4.3%
8	Oral Antihistamine	\$3,741.5	2.8%	\$57.20	\$4,687.6	3.0%	\$61.08	\$946.0	4.2%	46.4%	25.3%	6.8%	17.3%
9	Antipsychotic	\$3,077.2	2.3%	\$144.39	\$4,019.9	2.6%	\$167.61	\$942.7	4.2%	50.6%	30.6%	16.1%	12.5%
10	Respiratory Steroid (Inhaled)	\$2,843.8	2.2%	\$57.64	\$3,654.6	2.4%	\$67.41	\$810.8	3.6%	54.2%	28.5%	16.9%	9.9%
11	Antiseizure	\$3,464.0	2.6%	\$67.41	\$4,241.2	2.7%	\$74.49	\$777.2	3.4%	57.7%	22.4%	10.5%	10.8%
12	Broad Antibiotic	\$7,807.9	5.9%	\$33.14	\$8,493.9	5.5%	\$35.43	\$686.0	3.0%	60.7%	8.8%	6.9%	1.7%
13	CNS Stimulant	\$987.7	0.7%	\$48.12	\$1,491.3	1.0%	\$65.28	\$503.6	2.2%	63.0%	51.0%	35.7%	11.3%
14	Bone Density Regulator	\$1,406.8	1.1%	\$69.88	\$1,902.0	1.2%	\$72.71	\$495.2	2.2%	65.2%	35.2%	4.0%	29.9%
15	Non-Narcotic Painkiller	\$2,723.6	2.1%	\$51.97	\$3,187.1	2.1%	\$58.04	\$463.5	2.1%	67.2%	17.0%	11.7%	4.8%
16	HIV Antiviral	\$2,132.9	1.6%	\$365.85	\$2,572.4	1.7%	\$403.89	\$439.5	2.0%	69.2%	20.6%	10.4%	9.2%
17	Estrogen Therapy	\$3,629.1	2.7%	\$31.48	\$4,057.2	2.6%	\$34.96	\$428.2	1.9%	71.1%	11.8%	11.1%	0.6%
18	Bronchodilator	\$2,564.8	1.9%	\$33.68	\$2,947.8	1.9%	\$38.44	\$383.0	1.7%	72.8%	14.9%	14.1%	0.7%
19	Oral Contraceptive	\$2,834.4	2.1%	\$32.81	\$3,181.6	2.1%	\$34.58	\$347.2	1.5%	74.3%	12.3%	5.4%	6.5%
20	Antiplatelet	\$766.3	0.6%	\$84.58	\$1,090.1	0.7%	\$93.86	\$323.8	1.4%	75.7%	42.3%	11.0%	28.2%
21	Enhanced Antibiotic	\$1,585.7	1.2%	\$74.88	\$1,905.8	1.2%	\$80.99	\$320.1	1.4%	77.2%	20.2%	8.2%	11.1%
22	Leukotriene Agent	\$829.5	0.6%	\$75.23	\$1,136.7	0.7%	\$81.40	\$307.3	1.4%	78.5%	37.0%	8.2%	26.6%
23	Nonbarbiturate Sedative	\$1,063.8	0.8%	\$42.11	\$1,323.4	0.9%	\$46.61	\$259.6	1.2%	79.7%	24.4%	10.7%	12.4%
24	Insulin	\$1,043.6	0.8%	\$45.84	\$1,287.3	0.8%	\$54.82	\$243.8	1.1%	80.8%	23.4%	19.6%	3.2%
25	Oral Cold Prep (Rx)	\$1,430.2	1.1%	\$46.23	\$1,648.4	1.1%	\$51.59	\$218.2	1.0%	81.7%	15.3%	11.6%	3.3%
Top 25 Categories		\$92,526.6	70.1%	\$52.98	\$110,940.6	71.8%	\$58.72	\$18,414.0	81.7%	81.7%	19.9%	10.8%	8.2%
Rest of market		\$39,445.1	29.9%	\$33.75	\$43,560.2	28.2%	\$35.98	\$4,115.0	18.3%	18.3%	10.4%	6.6%	3.6%
Total market		\$131,971.8	100.0%	\$45.27	\$154,500.8	100.0%	\$49.84	\$22,529.0	100.0%	100.0%	17.1%	10.1%	6.3%

SOURCE: American Institutes for Research (AIR) analysis of Scott-Levin data

PRESCRIPTION DRUG EXPENDITURES IN 2001

TABLE 3
Top 50 Drugs Ranked in Terms of Year 2001 Retail Sales

Rank	Name of Drug	Type of Drug	2000 Sales (millions)	Share of Total 2000 Sales	2000 Average Price per Prescription	2001 Sales (millions)	Share of Total 2001 Sales	2001 Average Price per Prescription	Category Change in Sales (millions)	Percent Change in Sales	Percent Change in Average Price	Percent Change in Utilization
1	Lipitor	Cholesterol Reducer	\$3,692.7	2.8%	\$82.58	\$4,517.5	2.9%	\$84.96	\$824.8	22.3%	2.9%	18.9%
2	Prilosec	Ant ulcerant	\$4,102.2	3.1%	\$138.57	\$3,999.0	2.6%	\$143.68	-\$103.2	-2.5%	3.7%	-6.0%
3	Prevacid	Ant ulcerant	\$2,832.6	2.1%	\$125.98	\$3,195.8	2.1%	\$133.20	\$363.2	12.8%	5.7%	6.7%
4	Zocor	Cholesterol Reducer	\$2,207.0	1.7%	\$112.36	\$2,739.2	1.8%	\$120.82	\$532.2	24.1%	7.5%	15.4%
5	Celebrex	Antiarthritic	\$2,015.5	1.5%	\$88.93	\$2,387.2	1.5%	\$97.32	\$371.7	18.4%	9.4%	8.2%
6	Zoloft	Antidepressant	\$1,890.4	1.4%	\$80.55	\$2,152.5	1.4%	\$83.34	\$262.1	13.9%	3.5%	10.0%
7	Paxil	Antidepressant	\$1,808.0	1.4%	\$78.62	\$2,124.1	1.4%	\$84.91	\$316.2	17.5%	8.0%	8.8%
8	Vioxx	Antiarthritic	\$1,518.0	1.2%	\$79.17	\$2,026.2	1.3%	\$85.44	\$508.2	33.5%	7.9%	23.7%
9	Prozac	Antidepressant	\$2,567.1	1.9%	\$109.87	\$1,993.8	1.3%	\$121.52	-\$573.3	-22.3%	10.6%	-29.8%
10	Augmentin	Enhanced Antibiotic	\$1,584.4	1.2%	\$74.84	\$1,873.1	1.2%	\$81.54	\$288.7	18.2%	9.0%	8.5%
11	Claritin	Oral Antihistamine	\$1,667.3	1.3%	\$68.06	\$1,869.7	1.2%	\$73.80	\$202.4	12.1%	8.4%	3.4%
12	Zyprexa	Antipsychotic	\$1,418.4	1.1%	\$268.13	\$1,823.4	1.2%	\$284.07	\$405.0	28.6%	5.9%	21.3%
13	Norvasc	Calcium Blocker	\$1,597.1	1.2%	\$57.40	\$1,766.5	1.1%	\$58.38	\$169.4	10.6%	1.7%	8.8%
14	Glucophage	Oral Diabetes	\$1,629.2	1.2%	\$63.00	\$1,734.4	1.1%	\$72.06	\$105.3	6.5%	14.4%	-6.9%
15	Oxycontin	Narcotic Painkiller	\$1,052.8	0.8%	\$189.01	\$1,486.0	1.0%	\$218.08	\$433.2	41.1%	15.4%	22.3%
16	Neurontin	Antiseizure	\$1,131.7	0.9%	\$107.34	\$1,485.7	1.0%	\$112.03	\$354.0	31.3%	4.4%	25.8%
17	Pravachol	Cholesterol Reducer	\$1,203.5	0.9%	\$96.96	\$1,420.1	0.9%	\$104.28	\$216.7	18.0%	7.5%	9.7%
18	Premarin Tabs	Estrogen Therapy	\$1,146.8	0.9%	\$27.39	\$1,240.4	0.8%	\$30.41	\$93.6	8.2%	11.1%	-2.6%
19	Hydrocodone/Apap*	Narcotic Painkiller	\$935.1	0.7%	\$13.56	\$1,196.5	0.8%	\$15.45	\$261.4	28.0%	13.9%	12.3%
20	Risperdal	Antipsychotic	\$959.7	0.7%	\$153.63	\$1,188.3	0.8%	\$163.97	\$228.6	23.8%	6.7%	16.0%
21	Wellbutrin SR	Antidepressant	\$850.9	0.6%	\$85.88	\$1,185.9	0.8%	\$91.55	\$335.0	39.4%	6.6%	30.7%
22	Allegra	Oral Antihistamine	\$810.0	0.6%	\$54.17	\$1,164.7	0.8%	\$60.10	\$354.7	43.8%	10.9%	29.6%
23	Effexor XR	Antidepressant	\$815.8	0.6%	\$96.06	\$1,151.4	0.7%	\$103.12	\$335.6	41.1%	7.3%	31.5%
24	Celexa	Antidepressant	\$737.5	0.6%	\$69.05	\$1,139.7	0.7%	\$71.70	\$402.2	54.5%	3.8%	48.8%
25	Zithromax Z-Pak	Broad Antibiotic	\$961.6	0.7%	\$41.00	\$1,074.7	0.7%	\$42.21	\$113.1	11.8%	2.9%	8.6%
26	Cipro	Broad Antibiotic	\$1,023.7	0.8%	\$71.92	\$1,066.0	0.7%	\$76.93	\$42.3	4.1%	7.0%	-2.6%
27	Ambien	Nonbarbiturate Sedative	\$798.9	0.6%	\$58.28	\$1,048.1	0.7%	\$61.89	\$249.2	31.2%	6.2%	23.5%
28	Fosamax	Bone Density Regulator	\$704.3	0.5%	\$70.23	\$1,038.3	0.7%	\$72.72	\$334.1	47.4%	3.5%	42.4%
29	Singulair	Asthma Treatment	\$676.5	0.5%	\$78.70	\$1,003.9	0.6%	\$84.16	\$327.4	48.4%	6.9%	38.8%
30	Viagra	Sex Function Disorder	\$809.4	0.6%	\$65.99	\$984.3	0.6%	\$67.30	\$174.9	21.6%	2.0%	19.2%
31	Zyrtec	Oral Antihistamine	\$739.5	0.6%	\$56.62	\$974.5	0.6%	\$58.68	\$235.0	31.8%	3.6%	27.1%
32	Actos	Oral Diabetes	\$550.7	0.4%	\$137.57	\$934.1	0.6%	\$143.68	\$383.4	69.6%	4.4%	62.4%
33	Avandia	Oral Diabetes	\$617.6	0.5%	\$116.27	\$925.3	0.6%	\$123.15	\$307.7	49.8%	5.9%	41.5%
34	Zestril	Antihypertensive	\$833.4	0.6%	\$38.64	\$910.6	0.6%	\$40.28	\$77.2	9.3%	4.2%	4.8%
35	Levaquin	Broad Antibiotic	\$753.7	0.6%	\$77.77	\$897.4	0.6%	\$78.38	\$143.7	19.1%	0.8%	18.1%
36	Plavix	Antiplatelet	\$599.5	0.5%	\$98.69	\$870.8	0.6%	\$104.88	\$271.3	45.3%	6.3%	36.7%
37	Imitrex Oral	Non-Narcotic Painkiller				\$813.9	0.5%	\$172.70	\$813.9			
38	Prempro	Estrogen Therapy	\$711.8	0.5%	\$34.06	\$780.6	0.5%	\$38.83	\$68.8	9.7%	14.0%	-3.8%
39	Ortho Tri-Cyclen	Oral Contraceptive	\$617.0	0.5%	\$34.49	\$767.8	0.5%	\$36.35	\$150.8	24.4%	5.4%	18.1%
40	Synthroid	Thyroid Hormone	\$649.3	0.5%	\$16.28	\$747.9	0.5%	\$18.03	\$98.7	15.2%	10.7%	4.0%
41	Flovent	Respiratory Steroid (Inhaled)	\$648.0	0.5%	\$72.28	\$737.9	0.5%	\$75.63	\$90.0	13.9%	4.6%	8.8%
42	Depakote	Antiseizure	\$758.3	0.6%	\$93.62	\$731.2	0.5%	\$98.99	-\$27.1	-3.6%	5.7%	-8.8%
43	Fluoxetine*	Antidepressant				\$730.6	0.5%	\$103.61	\$730.6			
44	Aciphex	Ant ulcerant	\$372.1	0.3%	\$117.36	\$719.9	0.5%	\$122.14	\$347.8	93.5%	4.1%	85.9%
45	Ranitidine Hcl*	Ant ulcerant	\$690.9	0.5%	\$43.73	\$707.8	0.5%	\$44.23	\$17.0	2.5%	1.2%	1.3%
46	Albuterol Aerosol*	Bronchodilator	\$501.1	0.4%	\$17.91	\$702.7	0.5%	\$23.86	\$201.5	40.2%	33.2%	5.2%
47	Flonase	Respiratory Steroid (Inhaled)	\$618.7	0.5%	\$53.88	\$701.2	0.5%	\$56.92	\$82.5	13.3%	5.7%	7.3%
48	Ultram	Non-Narcotic Painkiller	\$601.5	0.5%	\$51.37	\$697.0	0.5%	\$56.10	\$95.6	15.9%	9.2%	6.1%
49	Accutane	Dermal Acne Therapy	\$636.2	0.5%	\$305.30	\$628.0	0.4%	\$374.70	-\$8.3	-1.3%	22.7%	-19.6%
50	Alprazolam*	Antianxiety	\$489.8	0.4%	\$18.09	\$598.9	0.4%	\$20.50	\$109.2	22.3%	13.3%	7.9%
Top 50 Drugs			\$56,537.0	42.8%	\$65.79	\$68,654.8	44.4%	\$71.56	\$12,117.9	21.4%	8.8%	11.6%
Rest Of Market			\$75,434.8	57.2%	\$36.69	\$85,846.0	55.6%	\$40.11	\$10,411.2	13.8%	9.3%	4.1%
Total Market			\$131,971.8	100.0%	\$45.27	\$154,500.8	100.0%	\$49.84	\$22,529.0	17.1%	10.1%	6.3%

*NOTE: Generic Drug

SOURCE: American Institutes for Research (AIR) analysis of Scott-Levin data

PRESCRIPTION DRUG EXPENDITURES IN 2001

TABLE 4
*Top 50 Drugs Ranked in Terms of Contribution
 to 2000–2001 Change in Retail Sales*

Rank	Name of Drug	Type of Drug	2000 Sales (millions)	Share of Total 2000 Sales	2000 Average Price per Prescription	2001 Sales (millions)	Share of Total 2001 Sales	2001 Average Price per Prescription	Change in Sales (millions)	Percent Contribution to Overall Growth in Sales	Cumulative Contribution to Total Growth in Sales	Percent Change in Sales	Percent Change in Average Price	Percent Change in Utilization
1	Lipitor	Cholesterol Reducer	\$3,692.7	2.8%	\$82.58	\$4,517.5	2.9%	\$84.96	\$824.8	3.7%	3.7%	22.3%	2.9%	18.9%
2	Imitrex Oral†	Non-Narcotic Painkiller				\$813.9	0.5%	\$172.70	\$813.9	3.6%	7.3%			
3	Fluoxetine*†	Antidepressant				\$730.6	0.5%	\$103.61	\$730.6	3.2%	10.5%			
4	Zocor	Cholesterol Reducer	\$2,207.0	1.7%	\$112.36	\$2,739.2	1.8%	\$120.82	\$532.2	2.4%	12.9%	24.1%	7.5%	15.4%
5	Vioxx	Antiarthritic	\$1,518.0	1.2%	\$79.17	\$2,026.2	1.3%	\$85.44	\$508.2	2.3%	15.1%	33.5%	7.9%	23.7%
6	Nexium†	Anticancer				\$458.4	0.3%	\$117.27	\$458.4	2.0%	17.2%			
7	Advair Diskus†	Respiratory Steroid (Inhaled)				\$451.0	0.3%	\$125.57	\$451.0	2.0%	19.2%			
8	Protonix	Anticancer	\$91.9	0.1%	\$90.97	\$542.5	0.4%	\$93.55	\$450.6	2.0%	21.2%	490.4%	2.8%	474.2%
9	Oxycontin	Narcotic Painkiller	\$1,052.8	0.8%	\$189.01	\$1,486.0	1.0%	\$218.08	\$433.2	1.9%	23.1%	41.1%	15.4%	22.3%
10	Zyprexa	Antipsychotic	\$1,418.4	1.1%	\$268.13	\$1,823.4	1.2%	\$284.07	\$405.0	1.8%	24.9%	28.6%	5.9%	21.3%
11	Celexa	Antidepressant	\$737.5	0.6%	\$69.05	\$1,139.7	0.7%	\$71.70	\$402.2	1.8%	26.7%	54.5%	3.8%	48.8%
12	Actos	Oral Diabetes	\$550.7	0.4%	\$137.57	\$934.1	0.6%	\$143.68	\$383.4	1.7%	28.4%	69.6%	4.4%	62.4%
13	Celebrex	Antiarthritic	\$2,015.5	1.5%	\$88.93	\$2,387.2	1.5%	\$97.32	\$371.7	1.6%	30.0%	18.4%	9.4%	8.2%
14	Prevacid	Anticancer	\$2,832.6	2.1%	\$125.98	\$3,195.8	2.1%	\$133.20	\$363.2	1.6%	31.6%	12.8%	5.7%	6.7%
15	Allegra	Oral Antihistamine	\$810.0	0.6%	\$54.17	\$1,164.7	0.8%	\$60.10	\$354.7	1.6%	33.2%	43.8%	10.9%	29.6%
16	Neurontin	Antiseizure	\$1,131.7	0.9%	\$107.34	\$1,485.7	1.0%	\$112.03	\$354.0	1.6%	34.8%	31.3%	4.4%	25.8%
17	Aciphex	Anticancer	\$372.1	0.3%	\$117.36	\$719.9	0.5%	\$122.14	\$347.8	1.5%	36.3%	93.5%	4.1%	85.9%
18	Effexor XR	Antidepressant	\$815.8	0.6%	\$96.06	\$1,151.4	0.7%	\$103.12	\$335.6	1.5%	37.8%	41.1%	7.3%	31.5%
19	Wellbutrin SR	Antidepressant	\$850.9	0.6%	\$85.88	\$1,185.9	0.8%	\$91.55	\$335.0	1.5%	39.3%	39.4%	6.6%	30.7%
20	Fosamax	Bone Density Regulator	\$704.3	0.5%	\$70.23	\$1,038.3	0.7%	\$72.72	\$334.1	1.5%	40.8%	47.4%	3.5%	42.4%
21	Singulair	Asthma Treatment	\$676.5	0.5%	\$78.70	\$1,003.9	0.6%	\$84.16	\$327.4	1.5%	42.2%	48.4%	6.9%	38.8%
22	Enalapril*	Antihypertensive	\$107.4	0.1%	\$41.98	\$432.5	0.3%	\$40.26	\$325.0	1.4%	43.7%	302.5%	-4.1%	319.8%
23	Concerta	CNS Stimulant	\$51.4	0.0%	\$83.61	\$370.4	0.2%	\$81.80	\$319.0	1.4%	45.1%	620.3%	-2.2%	636.3%
24	Paxil	Antidepressant	\$1,808.0	1.4%	\$78.62	\$2,124.1	1.4%	\$84.91	\$316.2	1.4%	46.5%	17.5%	8.0%	8.8%
25	Bupropion HCl**	Antianxiety				\$309.3	0.2%	\$100.88	\$309.3	1.4%	47.9%			
26	Avandia	Oral Diabetes	\$617.6	0.5%	\$116.27	\$925.3	0.6%	\$123.15	\$307.7	1.4%	49.2%	49.8%	5.9%	41.5%
27	Augmentin	Enhanced Antibiotic	\$1,584.4	1.2%	\$74.84	\$1,873.1	1.2%	\$81.54	\$288.7	1.3%	50.5%	18.2%	9.0%	8.5%
28	Plavix	Antiplatelet	\$599.5	0.5%	\$98.69	\$870.8	0.6%	\$104.88	\$271.3	1.2%	51.7%	45.3%	6.3%	36.7%
29	Zoloft	Antidepressant	\$1,890.4	1.4%	\$80.55	\$2,152.5	1.4%	\$83.34	\$262.1	1.2%	52.9%	13.9%	3.5%	10.0%
30	Hydrocodone/ Apap*	Narcotic Painkiller	\$935.1	0.7%	\$135.56	\$1,196.5	0.8%	\$154.45	\$261.4	1.2%	54.1%	28.0%	13.9%	12.3%
31	Ambien	Nonbarbiturate Sedative	\$798.9	0.6%	\$58.28	\$1,048.1	0.7%	\$61.89	\$249.2	1.1%	55.2%	31.2%	6.2%	23.5%
32	Zyrtec	Oral Antihistamine	\$739.5	0.6%	\$56.62	\$974.5	0.6%	\$58.68	\$235.0	1.0%	56.2%	31.8%	3.6%	27.1%
33	Glucovance	Oral Diabetes	\$21.0	0.0%	\$51.55	\$253.2	0.2%	\$57.41	\$232.2	1.0%	57.2%	1104.1%	11.4%	981.1%
34	Risperdal	Antipsychotic	\$959.7	0.7%	\$153.63	\$1,188.3	0.8%	\$163.97	\$228.6	1.0%	58.2%	23.8%	6.7%	16.0%
35	Acyclovir*†	Other Antiviral				\$224.0	0.1%	\$45.74	\$224.0	1.0%	59.2%			
36	Seroquel	Antipsychotic	\$318.8	0.2%	\$159.10	\$539.2	0.3%	\$170.46	\$220.3	1.0%	60.2%	69.1%	7.1%	57.8%
37	Pravachol	Cholesterol Reducer	\$1,203.5	0.9%	\$96.96	\$1,420.1	0.9%	\$104.28	\$216.7	1.0%	61.2%	18.0%	7.5%	9.7%
38	Glucophage XR	Oral Diabetes	\$1.1	0.0%	\$46.88	\$212.8	0.1%	\$49.14	\$211.6	0.9%	62.1%	18812.8%	4.8%	17941.7%
39	Adderall	Cns Stimulant	\$307.4	0.2%	\$48.00	\$511.7	0.3%	\$71.61	\$204.3	0.9%	63.0%	66.5%	49.2%	11.6%
40	Claritin	Oral Antihistamine	\$1,667.3	1.3%	\$68.06	\$1,869.7	1.2%	\$73.80	\$202.4	0.9%	63.9%	12.1%	8.4%	3.4%
41	Albuterol Aerosol*	Bronchodilator	\$501.1	0.4%	\$17.91	\$702.7	0.5%	\$23.86	\$201.5	0.9%	64.8%	40.2%	33.2%	5.2%
42	Imitrex Injectible†	Non-Narcotic Painkiller				\$199.5	0.1%	\$222.13	\$199.5	0.9%	65.7%			
43	Famotidine*†	Anticancer				\$186.0	0.1%	\$62.67	\$186.0	0.8%	66.5%			
44	Lotrel	Antihypertensive	\$353.8	0.3%	\$64.48	\$538.1	0.3%	\$69.38	\$184.3	0.8%	67.3%	52.1%	7.6%	41.3%
45	Nifedipine ER*	Calcium Blocker	\$121.4	0.1%	\$64.62	\$303.9	0.2%	\$57.29	\$182.5	0.8%	68.2%	150.4%	-11.3%	182.4%
46	Doxazosin*	Beta/Alpha Blocker	\$28.2	0.0%	\$32.63	\$209.1	0.1%	\$30.20	\$180.9	0.8%	69.0%	641.7%	-7.4%	701.3%
47	Duragesic	Narcotic Painkiller	\$352.9	0.3%	\$199.85	\$530.0	0.3%	\$218.47	\$177.1	0.8%	69.7%	50.2%	9.3%	37.4%
48	Viagra	Sex Function Disorders	\$809.4	0.6%	\$65.99	\$984.3	0.6%	\$67.30	\$174.9	0.8%	70.5%	21.6%	2.0%	19.2%
49	Detrol LA†	Bladder Control				\$174.3	0.1%	\$86.00	\$174.3	0.8%	71.3%			
50	Topamax	Antiseizure	\$219.9	0.2%	\$167.45	\$393.2	0.3%	\$166.82	\$173.3	0.8%	72.1%	78.8%	-0.4%	79.5%
Top 50 Drugs			\$37,476.2	28.4%	\$74.60	\$53,712.5	34.8%	\$81.20	\$16,236.2	72.1%	72.1%	43.3%	8.9%	31.7%
Rest of market			\$94,495.6	71.6%	\$39.16	\$100,788.3	65.2%	\$41.33	\$6,292.8	27.9%	27.9%	6.7%	5.5%	1.1%
Total market			\$131,971.8	100.0%	\$45.27	\$154,500.8	100.0%	\$49.84	\$22,529.0	100.0%	100.0%	17.1%	10.1%	6.3%

*NOTE: Generic Drug

†NOTE: Drugs with a blank space in the 2000 sales column were not on the market in 2000.

SOURCE: American Institute for Research (AIR) Analysis of Scott-Levin Prescription Audit Data

PRESCRIPTION DRUG EXPENDITURES IN 2001

TABLE 5
Retail Expenditures for Drugs by Therapeutic Category, 2000–2001
 (Top 30 Categories and Individual Drugs Ranked in Terms of Year 2001 Retail Sales)

Name of Drug	2000 Sales (millions)	2000 Share of Sales in Category	2000 Average Price per Prescription	2001 Sales (millions)	2001 Share of Sales in Category	Change in Sales (millions)	2001 Average Price per Prescription	Percent Change in Sales	Percent Change in Average Price	Percent Change in Utilization
ANTIDEPRESSANT										
Zoloft	\$1,890.4	18.1%	\$80.55	\$2,152.5	17.2%	\$262.1	\$83.34	13.9%	3.5%	10.0%
Paxil	\$1,808.0	17.3%	\$78.62	\$2,124.1	16.9%	\$316.2	\$84.91	17.5%	8.0%	8.8%
Prozac	\$2,567.1	24.6%	\$109.87	\$1,993.8	15.9%	-\$573.3	\$121.52	-22.3%	10.6%	-29.8%
Wellbutrin Sr	\$850.9	8.2%	\$85.88	\$1,185.9	9.5%	\$335.0	\$91.55	39.4%	6.6%	30.7%
All Others	\$3,316.5	31.8%	\$45.11	\$5,084.1	40.5%	\$1,767.7	\$55.75	53.3%	23.6%	24.0%
Category Total	\$10,432.9	100.0%	\$68.07	\$12,540.6	100.0%	\$2,107.7	\$73.16	20.2%	7.5%	11.8%
ANTIULCERANT										
Prilosec	\$4,102.2	43.4%	\$138.57	\$3,999.0	37.0%	-\$103.2	\$143.68	-2.5%	3.7%	-6.0%
Prevacid	\$2,832.6	30.0%	\$125.98	\$3,195.8	29.6%	\$363.2	\$133.20	12.8%	5.7%	6.7%
Aciphex	\$372.1	3.9%	\$117.36	\$719.9	6.7%	\$347.8	\$122.14	93.5%	4.1%	85.9%
Ranitidine Hcl*	\$690.9	7.3%	\$43.73	\$707.8	6.5%	\$17.0	\$44.23	2.5%	1.2%	1.3%
All Others	\$1,452.4	15.4%	\$76.82	\$2,189.4	20.3%	\$737.0	\$86.10	50.7%	12.1%	34.5%
Category Total	\$9,450.2	100.0%	\$105.04	\$10,812.0	100.0%	\$1,361.8	\$109.04	14.4%	3.8%	10.2%
CHOLESTEROL REDUCER										
Lipitor	\$3,692.7	44.8%	\$82.58	\$4,517.5	44.9%	\$824.8	\$84.96	22.3%	2.9%	18.9%
Zocor	\$2,207.0	26.8%	\$112.36	\$2,739.2	27.2%	\$532.2	\$120.82	24.1%	7.5%	15.4%
Pravachol	\$1,203.5	14.6%	\$96.96	\$1,420.1	14.1%	\$216.7	\$104.28	18.0%	7.5%	9.7%
Tricor	\$158.7	1.9%	\$66.81	\$277.8	2.8%	\$119.1	\$71.75	75.0%	7.4%	63.0%
All Others	\$978.5	11.9%	\$49.23	\$1,111.5	11.0%	\$133.0	\$54.15	13.6%	10.0%	3.3%
Category Total	\$8,240.4	100.0%	\$83.22	\$10,066.1	100.0%	\$1,825.7	\$88.41	22.2%	6.2%	15.0%
BROAD ANTIBIOTIC										
Zithromax Z-Pak	\$961.6	12.3%	\$41.00	\$1,074.7	12.7%	\$113.1	\$42.21	11.8%	2.9%	8.6%
Cipro	\$1,023.7	13.1%	\$71.92	\$1,066.0	12.5%	\$42.3	\$76.93	4.1%	7.0%	-2.6%
Levaquin	\$753.7	9.7%	\$77.77	\$897.4	10.6%	\$143.7	\$78.38	19.1%	0.8%	18.1%
Ceftin	\$456.0	5.8%	\$85.23	\$465.9	5.5%	\$9.9	\$90.50	2.2%	6.2%	-3.8%
All Others	\$4,613.0	59.1%	\$25.22	\$4,990.0	58.7%	\$377.0	\$27.15	8.2%	7.6%	0.5%
Category Total	\$7,807.9	100.0%	\$33.14	\$8,493.9	100.0%	\$686.0	\$35.43	8.8%	6.9%	1.7%
ANTIARTHRITIC										
Celebrex	\$2,015.5	32.6%	\$88.93	\$2,387.2	33.4%	\$371.7	\$97.32	18.4%	9.4%	8.2%
Vioxx	\$1,518.0	24.5%	\$79.17	\$2,026.2	28.3%	\$508.2	\$85.44	33.5%	7.9%	23.7%
Enbrel	\$500.4	8.1%	\$998.73	\$594.7	8.3%	\$94.3	\$1,075.39	18.9%	7.7%	10.4%
Naproxen*	\$287.2	4.6%	\$22.23	\$323.0	4.5%	\$35.9	\$24.90	12.5%	12.0%	0.4%
All Others	\$1,869.5	30.2%	\$36.45	\$1,824.7	25.5%	-\$44.8	\$36.94	-2.4%	1.3%	-3.7%
Category Total	\$6,190.5	100.0%	\$58.11	\$7,155.8	100.0%	\$965.3	\$64.37	15.6%	10.8%	4.3%
ANTIHYPERTENSIVE										
Zestril	\$833.4	14.4%	\$38.64	\$910.6	13.4%	\$77.2	\$40.28	9.3%	4.2%	4.8%
Accupril	\$500.8	8.7%	\$39.70	\$563.4	8.3%	\$62.6	\$40.90	12.5%	3.0%	9.2%
Lotrel	\$353.8	6.1%	\$64.48	\$538.1	7.9%	\$184.3	\$69.38	52.1%	7.6%	41.3%
Prinivil	\$431.3	7.5%	\$38.42	\$508.2	7.5%	\$76.8	\$40.68	17.8%	5.9%	11.2%
All Others	\$3,654.0	63.3%	\$43.83	\$4,255.6	62.8%	\$601.6	\$45.02	16.5%	2.7%	13.4%
Category Total	\$5,773.3	100.0%	\$43.00	\$6,775.9	100.0%	\$1,002.6	\$44.83	17.4%	4.2%	12.6%
NARCOTIC PAINKILLER										
Oxycontin	\$1,052.8	24.1%	\$189.01	\$1,486.0	27.1%	\$433.2	\$218.08	41.1%	15.4%	22.3%
Hydrocodone/Apap*	\$935.1	21.4%	\$13.56	\$1,196.5	21.8%	\$261.4	\$15.45	28.0%	13.9%	12.3%
Duragesic	\$352.9	8.1%	\$199.85	\$530.0	9.7%	\$177.1	\$218.47	50.2%	9.3%	37.4%
Propoxyphene-N/Apap*	\$457.8	10.5%	\$16.95	\$476.8	8.7%	\$19.0	\$17.46	4.2%	3.0%	1.2%
All Others	\$1,562.7	35.8%	\$24.77	\$1,798.4	32.8%	\$235.8	\$28.19	15.1%	13.8%	1.1%
Category Total	\$4,361.2	100.0%	\$26.21	\$5,487.7	100.0%	\$1,126.5	\$30.87	25.8%	17.7%	6.9%

PRESCRIPTION DRUG EXPENDITURES IN 2001

TABLE 5 CONTINUED

Name of Drug	2000 Sales (millions)	2000 Share of Sales in Category	2000 Average Price per Prescription	2001 Sales (millions)	2001 Share of Sales in Category	Change in Sales (millions)	2001 Average Price per Prescription	Percent Change in Sales	Percent Change in Average Price	Percent Change in Utilization
ORAL DIABETES										
Glucophage	\$1,629.2	39.3%	\$63.00	\$1,734.4	32.9%	\$105.3	\$72.06	6.5%	14.4%	-6.9%
Actos	\$550.7	13.3%	\$137.57	\$934.1	17.7%	\$383.4	\$143.68	69.6%	4.4%	62.4%
Avandia	\$617.6	14.9%	\$116.27	\$925.3	17.5%	\$307.7	\$123.15	49.8%	5.9%	41.5%
Glyburide*	\$333.3	8.0%	\$27.37	\$333.7	6.3%	\$0.4	\$30.66	0.1%	12.0%	-10.6%
All Others	\$1,014.5	24.5%	\$34.18	\$1,346.5	25.5%	\$332.0	\$37.10	32.7%	8.5%	22.3%
Category Total	\$4,145.3	100.0%	\$53.81	\$5,274.0	100.0%	\$1,128.7	\$61.85	27.2%	14.9%	10.7%
ORAL ANTIHISTIMINE										
Claritin	\$1,667.3	44.6%	\$68.06	\$1,869.7	39.9%	\$202.4	\$73.80	12.1%	8.4%	3.4%
Allegra	\$810.0	21.6%	\$54.17	\$1,164.7	24.8%	\$354.7	\$60.10	43.8%	10.9%	29.6%
Zyrtec	\$739.5	19.8%	\$56.62	\$974.5	20.8%	\$235.0	\$58.68	31.8%	3.6%	27.1%
Claritin Reditabs	\$298.3	8.0%	\$77.97	\$375.5	8.0%	\$77.2	\$85.07	25.9%	9.1%	15.4%
All Others	\$226.4	6.1%	\$24.96	\$303.1	6.5%	\$76.7	\$27.55	33.9%	10.4%	21.3%
Category Total	\$3,741.5	100.0%	\$57.20	\$4,687.6	100.0%	\$946.0	\$61.08	25.3%	6.8%	17.3%
ANTISEIZURE										
Neurontin	\$1,131.7	32.7%	\$107.34	\$1,485.7	35.0%	\$354.0	\$112.03	31.3%	4.4%	25.8%
Depakote	\$758.3	21.9%	\$93.62	\$731.2	17.2%	-\$27.1	\$98.99	-3.6%	5.7%	-8.8%
Topamax	\$219.9	6.3%	\$167.45	\$393.2	9.3%	\$173.3	\$166.82	78.8%	-0.4%	79.5%
Clonazepam*	\$351.3	10.1%	\$31.74	\$367.3	8.7%	\$16.0	\$29.39	4.5%	-7.4%	12.9%
All Others	\$1,002.9	29.0%	\$49.25	\$1,263.8	29.8%	\$261.0	\$58.95	26.0%	19.7%	5.3%
Category Total	\$3,464.0	100.0%	\$67.41	\$4,241.2	100.0%	\$777.2	\$74.49	22.4%	10.5%	10.8%
CALCIUM BLOCKER										
Norvasc	\$1,597.1	36.9%	\$57.40	\$1,766.5	42.2%	\$169.4	\$58.38	10.6%	1.7%	8.8%
Verapamil Sr*	\$301.6	7.0%	\$26.38	\$335.3	8.0%	\$33.7	\$29.93	11.2%	13.5%	-2.0%
Cartia XT*	\$331.8	7.7%	\$54.48	\$308.4	7.4%	-\$23.4	\$56.65	-7.1%	4.0%	-10.6%
Tiazac	\$198.7	4.6%	\$56.91	\$238.8	5.7%	\$40.1	\$62.44	20.2%	9.7%	9.5%
All Others	\$1,901.0	43.9%	\$55.98	\$1,539.5	36.8%	-\$361.5	\$55.83	-19.0%	-0.3%	-18.8%
Category Total	\$4,330.3	100.0%	\$52.30	\$4,188.6	100.0%	-\$141.7	\$53.49	-3.3%	2.3%	-5.4%
ESTROGEN THERAPY										
Premarin Tabs	\$1,146.8	31.6%	\$27.39	\$1,240.4	30.6%	\$93.6	\$30.41	8.2%	11.1%	-2.6%
Prempro	\$711.8	19.6%	\$34.06	\$780.6	19.2%	\$68.8	\$38.83	9.7%	14.0%	-3.8%
Gonal-F	\$119.1	3.3%	\$1,323.29	\$135.0	3.3%	\$15.9	\$1,483.20	13.3%	12.1%	1.1%
Estratest Tabs	\$101.7	2.8%	\$43.99	\$124.7	3.1%	\$23.0	\$50.40	22.6%	14.6%	7.0%
All Others	\$1,549.7	42.7%	\$30.92	\$1,776.6	43.8%	\$226.9	\$33.78	14.6%	9.3%	4.9%
Category Total	\$3,629.1	100.0%	\$31.48	\$4,057.2	100.0%	\$428.2	\$34.96	11.8%	11.1%	0.6%
ANTIPSYCHOTIC										
Zyprexa	\$1,418.4	46.1%	\$268.13	\$1,823.4	45.4%	\$405.0	\$284.07	28.6%	5.9%	21.3%
Risperdal	\$959.7	31.2%	\$153.63	\$1,188.3	29.6%	\$228.6	\$163.97	23.8%	6.7%	16.0%
Seroquel	\$318.8	10.4%	\$159.10	\$539.2	13.4%	\$220.3	\$170.46	69.1%	7.1%	57.8%
Clozaril	\$119.2	3.9%	\$137.75	\$112.8	2.8%	-\$6.3	\$146.50	-5.3%	6.4%	-11.0%
All Others	\$261.1	8.5%	\$37.81	\$356.3	8.9%	\$95.2	\$55.80	36.5%	47.6%	-7.5%
Category Total	\$3,077.2	100.0%	\$144.39	\$4,019.9	100.0%	\$942.7	\$167.61	30.6%	16.1%	12.5%
RESPIRATORY STEROID (INHALED)										
Flovent	\$648.0	22.8%	\$72.28	\$737.9	20.2%	\$90.0	\$75.63	13.9%	4.6%	8.8%
Flonase	\$618.7	21.8%	\$53.88	\$701.2	19.2%	\$82.5	\$56.92	13.3%	5.7%	7.3%
Nasonex	\$392.0	13.8%	\$52.82	\$512.8	14.0%	\$120.9	\$56.80	30.8%	7.5%	21.7%
Advair Diskus				\$451.0	12.3%		\$125.57			
All Others	\$1,185.1	41.7%	\$55.21	\$1,251.6	34.2%	\$66.4	\$64.12	5.6%	16.1%	-9.1%
Category Total	\$2,843.8	100.0%	\$57.64	\$3,654.6	100.0%	\$810.8	\$67.41	28.5%	16.9%	9.9%
BETA/ALPHA BLOCKER										
Atenolol*	\$532.8	15.5%	\$14.59	\$551.8	15.6%	\$18.9	\$13.79	3.6%	-5.4%	9.5%
Toprol XL	\$353.7	10.3%	\$29.70	\$490.2	13.9%	\$136.5	\$30.88	38.6%	4.0%	33.3%
Terazosin*	\$286.4	8.3%	\$54.60	\$287.5	8.1%	\$1.2	\$51.90	0.4%	-4.9%	5.6%
Coreg	\$199.2	5.8%	\$95.25	\$285.2	8.1%	\$86.1	\$97.92	43.2%	2.8%	39.3%
All Others	\$2,068.1	60.1%	\$30.43	\$1,915.6	54.3%	-\$152.4	\$28.11	-7.4%	-7.6%	0.3%
Category Total	\$3,440.2	100.0%	\$27.80	\$3,530.3	100.0%	\$90.2	\$26.65	2.6%	-4.1%	7.1%

PRESCRIPTION DRUG EXPENDITURES IN 2001

TABLE 5 CONTINUED

Name of Drug	2000 Sales (millions)	2000 Share of Sales in Category	2000 Average Price per Prescription	2001 Sales (millions)	2001 Share of Sales in Category	Change in Sales (millions)	2001 Average Price per Prescription	Percent Change in Sales	Percent Change in Average Price	Percent Change in Utilization
NON-NARCOTIC PAINKILLER										
Imitrex Oral				\$813.9	25.5%	\$813.9	\$172.70			
Ultram	\$601.5	22.1%	\$51.37	\$697.0	21.9%	\$95.6	\$56.10	15.9%	9.2%	6.1%
Zomig	\$190.2	7.0%	\$132.47	\$208.7	6.5%	\$18.5	\$134.58	9.7%	1.6%	8.0%
Imitrex Inj				\$199.5	6.3%	\$199.5	\$222.13			
All Others	\$1,931.9	70.9%	\$49.21	\$1,268.0	39.8%	-\$664.0	\$35.89	-34.4%	-27.1%	-10.0%
Category Total	\$2,723.6	100.0%	\$51.97	\$3,187.1	100.0%	\$463.5	\$58.04	17.0%	11.7%	4.8%
ORAL CONTRACEPTIVE										
Ortho Tri-Cyclen	\$617.0	21.8%	\$34.49	\$767.8	24.1%	\$150.8	\$36.35	24.4%	5.4%	18.1%
Ortho-Novum 7/7/7	\$204.0	7.2%	\$34.00	\$196.4	6.2%	-\$7.6	\$36.19	-3.7%	6.4%	-9.5%
Alesse-28	\$171.7	6.1%	\$33.84	\$183.0	5.8%	\$11.3	\$36.36	6.6%	7.4%	-0.8%
Ortho-Cyclen	\$157.4	5.6%	\$34.54	\$175.6	5.5%	\$18.2	\$36.77	11.6%	6.4%	4.8%
All Others	\$1,684.3	59.4%	\$31.85	\$1,858.7	58.4%	\$174.4	\$33.41	10.4%	4.9%	5.2%
Category Total	\$2,834.4	100.0%	\$32.81	\$3,181.6	100.0%	\$347.2	\$34.58	12.3%	5.4%	6.5%
BRONCHODIALATOR										
Albuterol Aerosol*	\$501.1	19.5%	\$17.91	\$702.7	23.8%	\$201.5	\$23.86	40.2%	33.2%	5.2%
Serevent	\$448.9	17.5%	\$70.11	\$489.8	16.6%	\$40.9	\$75.36	9.1%	7.5%	1.5%
Albuterol Neb Soln*	\$325.0	12.7%	\$36.81	\$368.9	12.5%	\$43.9	\$41.36	13.5%	12.4%	1.0%
Combivent	\$229.6	9.0%	\$47.78	\$286.2	9.7%	\$56.6	\$51.03	24.7%	6.8%	16.7%
All Others	\$1,060.2	41.3%	\$37.67	\$1,100.3	37.3%	\$40.1	\$41.98	3.8%	11.4%	-6.9%
Category Total	\$2,564.8	100.0%	\$33.68	\$2,947.8	100.0%	\$383.0	\$38.44	14.9%	14.1%	0.7%
HIV ANTIVIRAL										
Combivir	\$452.8	21.2%	\$551.58	\$496.1	19.3%	\$43.2	\$582.26	9.5%	5.6%	3.8%
Viracept	\$315.5	14.8%	\$590.84	\$310.9	12.1%	-\$4.6	\$629.45	-1.4%	6.5%	-7.5%
Zerit	\$264.7	12.4%	\$283.45	\$288.4	11.2%	\$23.7	\$299.79	8.9%	5.8%	3.0%
Epivir	\$205.2	9.6%	\$252.99	\$220.4	8.6%	\$15.2	\$266.85	7.4%	5.5%	1.8%
All Others	\$894.6	41.9%	\$327.70	\$1,256.5	48.8%	\$361.9	\$388.42	40.5%	18.5%	18.5%
Category Total	\$2,132.9	100.0%	\$365.85	\$2,572.4	100.0%	\$439.5	\$403.89	20.6%	10.4%	9.2%
ANTI-ANXIETY										
Alprazolam*	\$489.8	20.6%	\$18.09	\$598.9	24.2%	\$109.2	\$20.50	22.3%	13.3%	7.9%
Lorazepam*	\$530.1	22.3%	\$31.47	\$536.5	21.7%	\$6.4	\$30.31	1.2%	-3.7%	5.1%
Buspirone Hcl*				\$309.3	12.5%	\$309.3	\$100.88			
Buspar Dividose	\$434.0	18.3%	\$123.48	\$208.4	8.4%	-\$225.6	\$133.61	-52.0%	8.2%	-55.6%
All Others	\$924.0	38.9%	\$28.94	\$819.3	33.1%	-\$104.8	\$27.27	-11.3%	-5.8%	-5.9%
Category Total	\$2,377.9	100.0%	\$29.97	\$2,472.4	100.0%	\$94.5	\$30.31	4.0%	1.1%	2.8%
FUNGICIDE										
Lamisil Oral	\$487.9	24.4%	\$214.94	\$543.0	25.1%	\$55.1	\$226.63	11.3%	5.4%	5.6%
Diflucan	\$386.8	19.3%	\$39.80	\$425.5	19.7%	\$38.6	\$38.33	10.0%	-3.7%	14.2%
Sporanox	\$244.4	12.2%	\$222.82	\$212.6	9.8%	-\$31.8	\$246.65	-13.0%	10.7%	-21.4%
Lotrisone	\$243.4	12.2%	\$45.08	\$134.8	6.2%	-\$108.6	\$47.70	-44.6%	5.8%	-47.6%
All Others	\$640.4	32.0%	\$29.23	\$848.5	39.2%	\$208.0	\$33.63	32.5%	15.1%	15.1%
Category Total	\$2,003.1	100.0%	\$49.58	\$2,164.4	100.0%	\$161.3	\$51.03	8.1%	2.9%	5.0%
ENHANCED ANTIBIOTIC										
Augmentin	\$1,584.4	99.9%	\$74.84	\$1,873.1	98.3%	\$288.7	\$81.54	18.2%	9.0%	8.5%
Augmentin Es-600				\$31.4	1.6%	\$31.4	\$56.85			
Zosyn	\$0.5	0.0%	\$259.50	\$0.6	0.0%	\$0.1	\$314.00	21.0%	21.0%	0.0%
Unasyn	\$0.5	0.0%	\$159.67	\$0.4	0.0%	-\$0.1	\$183.00	-23.6%	14.6%	-33.3%
All Others	\$0.3	0.0%	\$169.50	\$0.4	0.0%	\$0.0	\$118.67	5.0%	-30.0%	50.0%
Category Total	\$1,585.7	100.0%	\$74.88	\$1,905.8	100.0%	\$320.1	\$80.99	20.2%	8.2%	11.1%
BONE DENSITY REGULATOR										
Fosamax	\$704.3	50.1%	\$70.23	\$1,038.3	54.6%	\$334.1	\$72.72	47.4%	3.5%	42.4%
Evista	\$398.6	28.3%	\$71.92	\$470.8	24.8%	\$72.2	\$75.39	18.1%	4.8%	12.7%
Miacalcin Nasal	\$245.2	17.4%	\$63.47	\$228.0	12.0%	-\$17.3	\$62.70	-7.0%	3.5%	-10.2%
Actonel	\$32.6	2.3%	\$69.13	\$141.3	7.4%	\$108.7	\$70.36	333.0%	1.8%	325.4%
All Others	\$26.1	1.9%	\$114.94	\$23.6	1.2%	-\$2.5	\$148.19	-9.7%	28.9%	-30.0%
Category Total	\$1,406.8	100.0%	\$69.88	\$1,902.0	100.0%	\$495.2	\$72.71	35.2%	4.0%	29.9%

PRESCRIPTION DRUG EXPENDITURES IN 2001

TABLE 5 CONTINUED

Name of Drug	2000 Sales (millions)	2000 Share of Sales in Category	2000 Average Price per Prescription	2001 Sales (millions)	2001 Share of Sales in Category	Change in Sales (millions)	2001 Average Price per Prescription	Percent Change in Sales	Percent Change in Average Price	Percent Change in Utilization
ORAL COLD PREP (RX)										
Claritin D 24Hr	\$493.4	34.5%	\$73.16	\$570.7	34.6%	\$77.3	\$78.28	15.7%	7.0%	8.1%
Claritin D 12Hr	\$403.1	28.2%	\$56.53	\$441.4	26.8%	\$38.3	\$61.37	9.5%	8.6%	0.9%
Allegra-D	\$310.4	21.7%	\$51.44	\$390.1	23.7%	\$79.7	\$55.00	25.7%	6.9%	17.6%
Rynatan	\$17.2	1.2%	\$40.04	\$22.1	1.3%	\$4.9	\$42.36	28.2%	5.8%	21.2%
All Others	\$206.1	14.4%	\$19.45	\$224.1	13.6%	\$18.0	\$22.74	8.7%	16.9%	-7.0%
Category Total	\$1,430.2	100.0%	\$46.23	\$1,648.4	100.0%	\$218.2	\$51.59	15.3%	11.6%	3.3%
CYTOSTATIC AGENT										
Tamoxifen*	\$393.1	29.9%	\$109.34	\$443.5	29.2%	\$50.4	\$115.48	12.8%	5.6%	6.8%
Casodex	\$143.9	10.9%	\$342.63	\$155.1	10.2%	\$11.2	\$362.31	7.8%	5.7%	1.9%
Lupron Depot	\$117.0	8.9%	\$646.66	\$127.2	8.4%	\$10.2	\$673.10	8.7%	4.1%	4.4%
Megace Oral Susp	\$90.8	6.9%	\$181.95	\$87.1	5.7%	-\$3.7	\$195.74	-4.1%	7.6%	-10.8%
All Others	\$570.8	43.4%	\$183.12	\$707.6	46.5%	\$136.8	\$208.86	24.0%	14.1%	8.7%
Category Total	\$1,315.6	100.0%	\$168.41	\$1,520.5	100.0%	\$204.9	\$183.41	15.6%	8.9%	6.1%
CNS STIMULANT										
Adderall	\$307.4	31.1%	\$48.00	\$511.7	34.3%	\$204.3	\$71.61	66.5%	49.2%	11.6%
Concerta	\$51.4	5.2%	\$83.61	\$370.4	24.8%	\$319.0	\$81.80	620.3%	-2.2%	636.3%
Provigil	\$62.6	6.3%	\$183.64	\$129.7	8.7%	\$67.1	\$192.73	107.1%	4.9%	97.4%
Methylphenidate*	\$172.9	17.5%	\$34.61	\$129.3	8.7%	-\$43.5	\$34.60	-25.2%	0.0%	-25.2%
All Others	\$393.4	39.8%	\$48.15	\$350.1	23.5%	-\$43.2	\$51.80	-11.0%	7.6%	-17.3%
Category Total	\$987.7	100.0%	\$48.12	\$1,491.3	100.0%	\$503.6	\$65.28	51.0%	35.7%	11.3%
OTHER ANTIVIRAL										
Valtrex	\$311.1	21.6%	\$86.30	\$429.6	29.1%	\$118.5	\$93.88	38.1%	8.8%	26.9%
Acyclovir*	\$0.0	0.0%	#DIV/0!	\$224.0	15.2%	\$224.0	\$45.74	#DIV/0!	#DIV/0!	#DIV/0!
Famvir	\$205.2	14.3%	\$123.41	\$198.8	13.5%	-\$6.4	\$128.26	-3.1%	3.9%	-6.8%
Rebetron 1200 Pen	\$189.8	13.2%	\$988.77	\$153.0	10.4%	-\$36.9	\$1,124.79	-19.4%	13.8%	-29.2%
All Others	\$732.7	50.9%	\$71.36	\$469.1	31.8%	-\$263.6	\$108.93	-36.0%	52.7%	-58.1%
Category Total	\$1,438.8	100.0%	\$91.48	\$1,474.5	100.0%	\$35.6	\$95.34	2.5%	4.2%	-1.7%
CORTICOID										
Prednisone Oral*	\$141.9	10.9%	\$6.98	\$152.7	10.6%	\$10.8	\$7.16	7.6%	2.6%	4.9%
Elocon	\$113.3	8.7%	\$35.18	\$131.4	9.1%	\$18.0	\$37.72	15.9%	7.2%	8.1%
Methylprednisolone Tabs*	\$101.3	7.8%	\$13.14	\$109.5	7.6%	\$8.2	\$13.10	8.1%	-0.3%	8.5%
Clobetasol*	\$76.0	5.8%	\$38.48	\$92.0	6.4%	\$16.0	\$40.77	21.1%	5.9%	14.3%
All Others	\$874.4	66.9%	\$24.73	\$959.4	66.4%	\$85.1	\$26.37	9.7%	6.6%	2.9%
Category Total	\$1,306.9	100.0%	\$19.06	\$1,445.1	100.0%	\$138.2	\$20.13	10.6%	5.6%	4.7%
DERMAL ACNE THERAPY										
Accutane	\$636.2	50.3%	\$305.30	\$628.0	46.8%	-\$8.3	\$374.70	-1.3%	22.7%	-19.6%
Benzamycin	\$196.8	15.6%	\$68.21	\$192.2	14.3%	-\$4.6	\$78.17	-2.3%	14.6%	-14.8%
Differin	\$136.0	10.8%	\$57.93	\$162.0	12.1%	\$26.0	\$62.09	19.1%	7.2%	11.1%
Retin-A Micro	\$58.1	4.6%	\$54.64	\$63.6	4.7%	\$5.5	\$58.70	9.5%	7.4%	1.9%
All Others	\$237.2	18.8%	\$37.29	\$296.9	22.1%	\$59.7	\$42.34	25.2%	13.6%	10.2%
Category Total	\$1,264.3	100.0%	\$85.77	\$1,342.7	100.0%	\$78.3	\$90.48	6.2%	5.5%	0.7%
NONBARBITURATE SEDATIVE										
Ambien	\$798.9	75.1%	\$58.28	\$1,048.1	79.2%	\$249.2	\$61.89	31.2%	6.2%	23.5%
Sonata	\$97.8	9.2%	\$54.55	\$109.3	8.3%	\$11.5	\$60.98	11.8%	11.8%	0.0%
Temazepam*	\$93.5	8.8%	\$14.90	\$96.7	7.3%	\$3.2	\$14.93	3.4%	0.2%	3.1%
Triazolam*	\$23.5	2.2%	\$18.60	\$23.7	1.8%	\$0.3	\$18.95	1.2%	1.9%	-0.6%
All Others	\$50.2	4.7%	\$22.55	\$45.6	3.4%	-\$4.6	\$23.49	-9.2%	4.2%	-12.8%
Category Total	\$1,063.8	100.0%	\$42.11	\$1,323.4	100.0%	\$259.6	\$46.61	24.4%	10.7%	12.4%

*NOTE: Generic Drug

SOURCE: American Institutes for Research (AIR) analysis of Scott-Levin data

PRESCRIPTION DRUG EXPENDITURES IN 2001

Notes

1. Katharine Levit et al, "Inflation Spurs Health Spending in 2002," *Health Affairs*, Vol 21, No 1 (January/February 2002): pages 172–181; Bradley C. Strunk, Paul B. Ginsburg and Jon R. Gabel, "Tracking Health Care Costs," *Health Affairs* web exclusive, (September 26, 2001). www.healthaffairs.org; Kaiser Family Foundation, *Prescription Drug Trends — A Chartbook*, (November 2001), www.kff.org.
2. Levit et al as cited in note 1; Stephen Heffler et al, "Health Spending Projections for 2001–2011: The Latest Outlook," *Health Affairs*, Vol 21, No 2 (March/April 2002), pages 207–218.
3. Levit et al and Strunk et al as cited in note 1.
4. Brian Bruen, *States Strive to Limit Medicaid Expenditures for Prescribed Drugs*, a report issued by the Kaiser Commission on Medicaid and the Uninsured (February 2002). www.kff.org.
5. National Conference of State Legislatures, accessed from web site (March 11, 2002), www.ncsl.org/programs/health/drugdisc01.htm; *State Legislative Health Care and Insurance Issues — 2001 Survey*, Blue Cross and Blue Shield Association (December 2001). www.BCBS.com.
6. Brian Bruen as cited in Note 4.
7. Russell Gold, Scott Hensley, and Andrew Caffrey, "States Square Off Against Drug Firms in Crusade on Prices," *The Wall Street Journal* (December 7, 2001), page A1; Andrew Caffrey and Russell Gold, "States Will Push to Form Pools to Buy Drugs," *The Wall Street Journal* (July 30, 2001), page A3.
8. FDC Reports (The Pink Sheet), "Medicaid Rebate Changes, Waxman/Hatch Hearings Urged by Governors," (March 4, 2002), page 11; Robert Pear, "Governors Want Congress to Ease Welfare Work Rule," *The New York Times* (February 24, 2002), page A18.
9. FDC Reports (The Pink Sheet), "CMS Proposes Medicaid Rebate Increase By Tying Formula to AWP, Not AMP," (February 11, 2002), page 3; FDC Reports (The Pink Sheet), "Medicaid Rebate Changes, Waxman/Hatch Hearings Urged by Governors." (March 4, 2002), page 11.
10. Associated Press, "Drugstores Threaten to End Medicaid Service," *The New York Times* (March 12, 2002), page A16.
11. Donald K. Cherry et al, *National Ambulatory Medical Care Survey: 1999 Summary*, (July 17, 2001), Advance Data Report No 322, National Center for Health Statistics/Centers for Disease Control. Available at www.cdc.gov/nchs.
12. *Prescription Drug Expenditures in 2000: The Upward Trend Continues*, a report by the National Institute for Health Care Management Foundation, (May 2001). Available at www.nihcm.org.
13. Stephen Heffler et al, "Health Spending Projections for 2001–2011: The Latest Outlook," *Health Affairs*, Vol 21, No 2 (March/April 2002), pages 207–218.
14. The NIHCM Foundation has analyzed the breakdown of generic versus brand market share across all therapeutic categories for the year 2000. A forthcoming report will present that data. A similar analysis with 2001 data will be released later in 2002.
15. IMS Health, National Prescription Audit and NDCHealth's Source DataBase and Pharmaceutical Audit Suite. Data obtained from both sources in February and March 2002. See note 23 below.
16. U.S. Bureau of Labor Statistics, Consumer Price Index Series (CUUR0000SEMA). Accessed March 7, 2002. www.bls.gov/data; *Prescription Drug Expenditures in 2000: The Upward Trend Continues* as cited in note 12.
17. These calculations are based on IMS Health data on total prescription drug sales, 1998–2001. They include sales in hospitals, long term care facilities, HMO pharmacies and other health facilities as well as sales in pharmacies, food stores etc. The data is based on wholesale prices.
18. *Prescription Drug Expenditures in 2000: The Upward Trend Continues* as cited in note 12.
19. Congressional Budget Office projections (February 2002). www.cbo.gov.
20. Based on the widely accepted premise that a benefit with a government subsidy would promote more drug use among the elderly and particularly among those who do not now have prescription drug coverage.
21. Heffler et al as cited in note 2. The adjustment assumes about a 10% savings from rebates and discounts. Projection derives from IMS Health prescription audit data.
22. Data obtained from IMS Health in February 2002. See explanation in the methodology section.
23. NDCHealth, *PharmaTrends: 2001 Year in Review*, a compilation of slides released March 7, 2002. Available at www.ndchealth.com/epharmayir/pharmatrends.htm.
24. The retail markup on prescription drugs varies. National Association of Chain Drug Stores (NACDS) data for 1998 indicates that for every \$1 of prescription drug sales at the retail level, 74 cents represents manufacturer costs, 23 cents represents pharmacy costs and 3 cents represents the wholesaler distributor's cost; *Prescription Drug Trends — A Chartbook* (July 2000), Kaiser Family Foundation. www.kff.org.