

New Delhi, the 16<sup>th</sup> January, 2017

**OFFICE MEMORANDUM**

**Sub: Clarification reg. display of draft version of Proposed Price calculation Sheet for proposed notified ceiling price/retail price of Coronary Stents on NPPA's website.**

The undersigned is directed to refer to this office OMs of even no. dated 12.01.2017 & 13.01.2017 & to put additional data for the information of all the stakeholders, **based on the available data subject to verification.**

**Particulars**

**a. IMPORTED**

- 1- Minimum and maximum Landed cost for BMS and DES
- 2- Minimum and maximum PTD for both the stent categories
- 3- Minimum and maximum PTH for both the classes of stents
- 4- Minimum and maximum MRP for both category of stents

BMS		DES#	
Minimum	Maximum	Minimum	Maximum
4192	16749	5126	40820
5610	9000	15193	101000
10000	16500	21000	170000
30000	50000	40000	198000

**b. Domestic**

- 1- Minimum and maximum cost of Production for BMS and DES
  - 2- Minimum and maximum PTD for both the stent categories
  - 3- Minimum and maximum PTH for both the classes of stents\*
  - 4- Minimum and maximum MRP for both category of stents
- \*PTH not available for few Items for BMS

BMS		DES#	
Minimum	Maximum	Minimum	Maximum
4450	9550	7600	8250
5500	12000	9500	42000
Incomplete data		12000	90000
25000	75000	55000	195000

**c. Overall**

- 1- Minimum and maximum Landed cost for BMS and DES
- 2- Minimum and maximum PTD for both the stent categories
- 3- Minimum and maximum PTH for both the classes of stents
- 4- Minimum and maximum MRP for both category of stents

BMS		DES#	
Minimum	Maximum	Minimum	Maximum
4192	16749	5126	40820
5500	12000	9500	101000
8000	16500	12000	170000
25000	75000	40000	198000

d) i) Margin of Importer over Sale to Distributor (Average)  
 (PTD- Landed Cost) / Landed Cost

d) ii) Margin of Manufacturer over Price to Distributor (Average)  
 (PTD- Cost of Production) / Cost of Production


d) iii) Trade Margin of Distributor for sale to Hospital  
 (PTH - PTD) / PTD

d) iv) Trade margin of Hospital to Patient/consumer  
 (MRP Less VAT - PTH)/ PTH

d) v) Trade margin of Distributor to Patient  
 (MRP Less VAT - PTD) / PTD

BMS		DES#	
56%		27%	
25%		20%	
Minimum	Maximum	Minimum	Maximum
11%	194%	13%	196%
73%	436%	11%	654%
270%	1026%	87%	892%

# Drug Eluting Stents (DES) includes metallic DES and Bioresorbable Vascular Scaffold (BVS)/ Biodegradable stents.

  
 (A.K. Khurana)  
 Director (Pricing)