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भारत सरकार
Government of India
रसायन और उर्वरक मंत्रालय
Ministry of Chemicals & Fertilizers
औषध विभाग
Department of Pharmaceuticals
राष्ट्रीय औषध मूल्य निर्धारण प्राधिकरण
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Office Memorandum

Subject: Display of the Trade Margin on Orthopaedic Knee Implants (Revision Surgery) on Preliminary analysis.

The undersigned is directed to state that based on available data from the official sources and manufacturer/importer, NPPA has analysed the trade margins in the Orthopaedic Knee (Revision Surgery Cases) Implants. A detail sheet on the trade margin of common components used in knee replacement is uploaded on website to bring in transparency.


(APS Sawhney)
Director

Trade Margin of Knee System (Revision)

Table A. PRICES (Revision Knee)		Femoral			Tibial Plate			Insert		Patella		Joint Component of Knee System*	
Sl No	Particulars	Minimum	Maximum	Minimum	Maximum	Minimum	Maximum	Minimum	Maximum	Minimum	Maximum	Minimum	Maximum
1		2	3	4	5	6	7	8	9	10	11	12	
1	a. Minimum and Maximum Landed Price	27,877	79,433	19,506	32,032	8,718	18,234	1,178	5,022	91,967	1,98,567		
2	b. Minimum and Maximum Price to Distributor	36,880	96,320	22,293	54,000	12,156	30,100	675	8,778	1,45,000	3,00,000		
3	c. Minimum and Maximum MRP	74,875	2,67,500	51,000	1,65,000	25,041	57,583	4,000	20,000	4,35,000	9,00,000		

*single company data

Table B. Trade Margin (Revision Knee)		Femoral		Tibial Plate		Insert		Patella		Joint Component of Knee System*	
		Average	Average	Average	Average	Average	Average	Average	Average	Average	Average
4	a. Margin of the Importer	42%	65%	49%	33%	56%					
	(Price to Distributor - Import Price)/ Import Price										
5	b. Margin of Distributor & Hospital	108%	128%	89%	139%	200%					
	(MRP- Price to distributor)/Price to Distributor										
6	c. Total Trade Margin	196%	277%	182%	219%	369%					
	(MRP - Import price)/Import Price										

*single company data