

To All GSK Channel Partners,

As a reminder, GSK will be making adjustments in 2024 to several of its inhaled respiratory products and other established products. This letter is intended to provide the most current information regarding product availability changes, price adjustments, and inventory guidance.

Summary

Product Availability

- On December 31, 2023, GSK will discontinue branded Flovent HFA (all strengths) and Flovent Diskus (all strengths). Authorized generics of both Flovent HFA and Flovent Diskus are available and distributed by Prasco, LLC.
- By early Q1 2024, GSK intends to discontinue branded Imitrex Nasal (all strengths). Authorized generics of Imitrex Nasal 5mg and 20mg are available and distributed by Prasco, LLC.

Price Changes

- Effective January 1, 2024, GSK will reduce the WAC[†] (Wholesale Acquisition Cost) of:
 - Advair HFA: 20% weighted average reduction across all SKUs
 - Advair Diskus: 50% weighted average reduction across all SKUs
 - Lamictal IR: 40% weighted average reduction across all SKUs
 - Valtrex 1gm: 10% weighted average reduction across all SKUs
- Please refer to the full list of NDCs and 2024 WACs included in the attached table.

Inventory Reduction

- Formulary access to Advair Diskus is expected to be significantly reduced in 2024, greatly impacting likely demand. This should be taken into consideration for stocking decisions in 2024.
- Days on-hand inventory of Advair HFA, Advair Diskus, Flovent HFA, Flovent Diskus, Lamictal IR, and Valtrex 1gm should continue to be reduced in December to prepare for expected changes to 2024 product availability and demand. Please also consider how 2024 changes to acquisition price and reimbursement may influence your end of year on-hand inventory decisions.
- GSK will continue to work with channel partners to help align current days on hand inventory with expected future demand.

We appreciate your attention to this communication and willingness to work with GSK through these changes.

Sincerely,



Stevie McNeil
Field Vice President
Enterprise Channel Accounts

[†]Wholesale Acquisition Cost is the listed price to wholesalers not including prompt pay, stocking or distribution allowances, or other discounts, rebates, or chargebacks. Listed price may not represent prices charged to other customers.