

NHS Pharmacy Contract: Indicative Income Tables

The following tables illustrate the income levels that could be expected by an average pharmacy in £ (sterling) for Essential Services provided under the national contract. These figures are based on the arrangements for **April 2011** and are outlined in relation to dispensing volume.

Notes about the figures used in this guide:

- Income relating to ETP/IT and Advanced Services is not included.
- Special fees and allowances have been distributed in proportion to monthly items for illustrative purposes only. In practice, individual pharmacy income will vary according to the mix of products dispensed.
- Special arrangements apply for Essential Small Pharmacies (ESPS and ESPLPS arrangements). This guide does not cover those arrangements.

Table 1: Indicative **monthly** income in £ for national contract Essential Services by item band as at **April 2011**.

Items per Month	Total Income from Fees and Allowances	Estimated Average Buying Profit	Indicative Total Income per Month	£ per item
1,000	1,164	741	1,905	1.91
1,100	1,813	815	2,628	2.39
1,600	2,547	1,186	3,733	2.33
2,300	5,956	1,705	7,661	3.33
2,600	6,540	1,927	8,467	3.26
3,000	7,292	2,223	9,516	3.17
4,000	8,984	2,965	11,949	2.99
5,000	10,676	3,706	14,382	2.88
6,000	12,368	4,447	16,815	2.80
7,000	14,060	5,188	19,248	2.75
8,000	15,752	5,929	21,681	2.71
9,000	17,443	6,670	24,114	2.68
10,000	19,135	7,412	26,547	2.65
11,000	20,827	8,153	28,980	2.63
12,000	22,519	8,894	31,413	2.62

Table 2: Indicative **6 monthly** income in £ for national contract Essential Services by item band based on fees and allowances payable in **April 2011**.

Items (6 months)	Total income from fees and allowances (6 months)	Estimated Average Buying Profit	Indicative Total Income (6 months)
6,000	6,983	4,447	11,430
6,600	10,877	4,892	15,768
9,600	15,283	7,115	22,398
13,800	35,737	10,228	45,965
15,600	39,238	11,562	50,800
18,000	43,754	13,341	57,094
24,000	53,905	17,788	71,692
30,000	64,056	22,235	86,290
36,000	74,207	26,681	100,889
42,000	84,358	31,128	115,487
48,000	94,510	35,575	130,085
54,000	104,661	40,022	144,683
60,000	114,812	44,469	159,281
66,000	124,963	48,916	173,879
72,000	135,114	53,363	188,477

Table 3: Indicative **monthly** income in £ from **fees and allowances** for Essential Services by item band as at **April 2011**.

Items per month	Item fee	Establishment payment	Special fees and allowances	Repeat dispensing set up fee	Practice payments (including contribution for DDA)	Total income from fees and allowances pcm	£ per item
1,000	900	-	89	125	50	1,164	1.16
1,100	990	-	98	125	600	1,813	1.65
1,600	1,440	-	142	125	840	2,547	1.59
2,300	2,070	1,940	204	125	1,617	5,956	2.59
2,600	2,340	2,016	231	125	1,828	6,540	2.52
3,000	2,700	2,092	267	125	2,109	7,292	2.43
4,000	3,600	2,092	355	125	2,812	8,984	2.25
5,000	4,500	2,092	444	125	3,515	10,676	2.14
6,000	5,400	2,092	533	125	4,218	12,368	2.06
7,000	6,300	2,092	622	125	4,921	14,060	2.01
8,000	7,200	2,092	711	125	5,624	15,752	1.97
9,000	8,100	2,092	800	125	6,327	17,443	1.94
10,000	9,000	2,092	889	125	7,030	19,135	1.91
11,000	9,900	2,092	978	125	7,733	20,827	1.89
12,000	10,800	2,092	1,066	125	8,436	22,519	1.88

Table 4: Indicative **6 monthly** income in £ from **fees and allowances** for Essential Services by item band as at **April 2011**.

Items (6 months)	Item fee	Establishment payment	Special fees and allowances	Repeat dispensing set up fee	Practice payments (including contribution for DDA)	Total income from fees and allowances for 6 months	£ per item
6,000	5,400	-	533	750	300	6,983	1.16
6,600	5,940	-	587	750	3,600	10,877	1.65
9,600	8,640	-	853	750	5,040	15,283	1.59
13,800	12,420	11,639	1,226	750	9,701	35,737	2.59
15,600	14,040	12,095	1,386	750	10,967	39,238	2.52
18,000	16,200	12,550	1,600	750	12,654	43,754	2.43
24,000	21,600	12,550	2,133	750	16,872	53,905	2.25
30,000	27,000	12,550	2,666	750	21,090	64,056	2.14
36,000	32,400	12,550	3,199	750	25,308	74,207	2.06
42,000	37,800	12,550	3,732	750	29,526	84,358	2.01
48,000	43,200	12,550	4,266	750	33,744	94,510	1.97
54,000	48,600	12,550	4,799	750	37,962	104,661	1.94
60,000	54,000	12,550	5,332	750	42,180	114,812	1.91
66,000	59,400	12,550	5,865	750	46,398	124,963	1.89
72,000	64,800	12,550	6,398	750	50,616	135,114	1.88

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **3,000 items** as at **April 2011**

Income component	Expected average income pcm in £	Calculation basis
Item fee	2,700	3,000 items at standard 90p per item
Establishment payment	2,092	Monthly equivalent of maximum annual total of £25,100
Special fees and allowances	267	3,000 items at average 8.89ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	2,109	3,000 items at standard 70.3p per item
Total income from fees and allowances pcm	7,292	

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **5,000 items** as at **April 2011**

Income component	Expected average income pcm in £	Calculation basis
Item fee	4,500	5,000 items at standard 90p per item
Establishment payment	2,092	Monthly equivalent of maximum annual total of £25,100
Special fees and allowances	444	5,000 items at average 8.89ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	3,515	5,000 items at standard 70.3p per item
Total income from fees and allowances pcm	10,676	

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **8,000 items** as at **April 2011**

Income component	Expected average income pcm in £	Calculation basis
Item fee	7,200	8,000 items at standard 90p per item
Establishment payment	2,092	Monthly equivalent of maximum annual total of £25,100
Special fees and allowances	711	8,000 items at average 8.89ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	5,624	8,000 items at standard 70.3p per item
Total income from fees and allowances pcm	15,752	

For support, please contact the PSNC Information Team (info@psnc.org.uk / 01296 432823)