

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 2010** 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 2010**.

Items per Month	Total Income from Fees and Allowances	Estimated Average Buying Profit	Indicative Total Income per Month	£ per item
1,000	1,169	611	1,779	1.78
1,100	1,824	672	2,496	2.27
1,600	2,561	977	3,538	2.21
2,180	5,882	1,332	7,214	3.31
2,460	6,455	1,503	7,958	3.23
3,000	7,324	1,833	9,157	3.05
4,000	9,027	2,443	11,470	2.87
5,000	10,730	3,054	13,784	2.76
6,000	12,432	3,665	16,097	2.68
7,000	14,135	4,276	18,411	2.63
8,000	15,837	4,887	20,724	2.59
9,000	17,540	5,498	23,038	2.56
10,000	19,242	6,109	25,351	2.54
11,000	20,945	6,719	27,664	2.51
12,000	22,647	7,330	29,978	2.50

Table 2: Indicative **6 monthly** income in £ for national contract Essential Services by item band based on fees and allowances payable in **April 2010**.

Items (6 months)	Total income from fees and allowances (6 months)	Estimated Average Buying Profit	Indicative Total Income (6 months)
6,000	7,011	3,665	10,677
6,600	10,943	4,032	14,975
9,600	15,364	5,864	21,228
13,080	35,295	7,990	43,285
14,760	38,732	9,016	47,748
18,000	43,946	10,995	54,942
24,000	54,162	14,661	68,822
30,000	64,377	18,326	82,703
36,000	74,592	21,991	96,583
42,000	84,808	25,656	110,464
48,000	95,023	29,321	124,345
54,000	105,239	32,986	138,225
60,000	115,454	36,652	152,106
66,000	125,669	40,317	165,986
72,000	135,885	43,982	179,867

Table 3: Indicative **monthly** income in £ from **fees and allowances** for Essential Services by item band as at **April 2010**.

Items per month	Item fee	Establishment payment	Special fees and allowances	Repeat dispensing set up fee	Transitional allowance	Practice payments (including contribution for DDA)	Total income from fees and allowances pcm	£ per item
1,000	900	-	79	125	15	50	1,169	1.17
1,100	990	-	87	125	22	600	1,824	1.66
1,600	1,440	-	126	125	30	840	2,561	1.60
2,240	2,016	1,940	176	125	37	1,588	5,882	2.63
2,530	2,277	2,016	199	125	44	1,794	6,455	2.55
3,000	2,700	2,092	236	125	44	2,127	7,324	2.44
4,000	3,600	2,092	315	125	59	2,836	9,027	2.26
5,000	4,500	2,092	394	125	74	3,545	10,730	2.15
6,000	5,400	2,092	473	125	89	4,254	12,432	2.07
7,000	6,300	2,092	551	125	104	4,963	14,135	2.02
8,000	7,200	2,092	630	125	118	5,672	15,837	1.98
9,000	8,100	2,092	709	125	133	6,381	17,540	1.95
10,000	9,000	2,092	788	125	148	7,090	19,242	1.92
11,000	9,900	2,092	866	125	163	7,799	20,945	1.90
12,000	10,800	2,092	945	125	178	8,508	22,647	1.89

Table 4: Indicative **6 monthly** income in £ from **fees and allowances** for Essential Services by item band as at **April 2010**.

Items (6 months)	Item fee	Establishment payment	Special fees and allowances	Repeat dispensing set up fee	Transitional allowance	Practice payments (including contribution for DDA)	Total income from fees and allowances for 6 months	£ per item
6,000	5,400	-	473	750	89	300	7,011	1.17
6,600	5,940	-	520	750	133	3,600	10,943	1.66
9,600	8,640	-	756	750	178	5,040	15,364	1.60
13,440	12,096	11,639	1,059	750	222	9,529	35,295	2.63
15,180	13,662	12,095	1,196	750	266	10,763	38,732	2.55
18,000	16,200	12,550	1,418	750	266	12,762	43,946	2.44
24,000	21,600	12,550	1,890	750	355	17,016	54,162	2.26
30,000	27,000	12,550	2,363	750	444	21,270	64,377	2.15
36,000	32,400	12,550	2,836	750	533	25,524	74,592	2.07
42,000	37,800	12,550	3,308	750	622	29,778	84,808	2.02
48,000	43,200	12,550	3,781	750	710	34,032	95,023	1.98
54,000	48,600	12,550	4,253	750	799	38,286	105,239	1.95
60,000	54,000	12,550	4,726	750	888	42,540	115,454	1.92
66,000	59,400	12,550	5,199	750	977	46,794	125,669	1.90
72,000	64,800	12,550	5,671	750	1,066	51,048	135,885	1.89

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **3,000 items** as at **April 2010**

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	236	3,000 items at average 7.87ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Transitional allowance	44	Banded transition payment being 3000 items at 1.48 ppi
Practice payments	2,127	3,000 items at standard 70.9p per item
Total income from fees and allowances pcm	7,324	

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **5,000 items** as at **April 2010**

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	394	5,000 items at average 7.87ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Transitional allowance	74	Banded transition payment being 5000 items at 1.48 ppi
Practice payments	3,545	5,000 items at standard 70.9p per item
Total income from fees and allowances pcm	10,730	

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **8,000 items** as at **April 2010**

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	630	8,000 items at average 7.87ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Transitional allowance	118	Banded transition payment being 8000 items at 1.48 ppi
Practice payments	5,672	8,000 items at standard 70.9p per item
Total income from fees and allowances pcm	15,837	

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