

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	726	1,894	1.89
1,100	1,824	798	2,622	2.38
1,600	2,561	1,161	3,722	2.33
2,180	5,883	1,582	7,465	3.42
2,460	6,456	1,785	8,241	3.35
3,000	7,325	2,177	9,502	3.17
4,000	9,028	2,902	11,930	2.98
5,000	10,730	3,628	14,359	2.87
6,000	12,433	4,354	16,787	2.80
7,000	14,136	5,079	19,215	2.75
8,000	15,839	5,805	21,644	2.71
9,000	17,541	6,531	24,072	2.67
10,000	19,244	7,256	26,500	2.65
11,000	20,947	7,982	28,929	2.63
12,000	22,650	8,707	31,357	2.61

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	7,012	4,354	11,366
6,600	10,944	4,789	15,733
9,600	15,365	6,966	22,331
13,080	35,297	9,491	44,788
14,760	38,734	10,710	49,445
18,000	43,949	13,061	57,011
24,000	54,166	17,415	71,581
30,000	64,382	21,769	86,151
36,000	74,599	26,122	100,721
42,000	84,815	30,476	115,292
48,000	95,032	34,830	129,862
54,000	105,248	39,184	144,432
60,000	115,465	43,537	159,002
66,000	125,681	47,891	173,572
72,000	135,898	52,245	188,143

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	177	125	37	1,588	5,883	2.63
2,530	2,277	2,016	200	125	44	1,794	6,456	2.55
3,000	2,700	2,092	237	125	44	2,127	7,325	2.44
4,000	3,600	2,092	316	125	59	2,836	9,028	2.26
5,000	4,500	2,092	395	125	74	3,545	10,730	2.15
6,000	5,400	2,092	474	125	89	4,254	12,433	2.07
7,000	6,300	2,092	553	125	104	4,963	14,136	2.02
8,000	7,200	2,092	632	125	118	5,672	15,839	1.98
9,000	8,100	2,092	711	125	133	6,381	17,541	1.95
10,000	9,000	2,092	789	125	148	7,090	19,244	1.92
11,000	9,900	2,092	868	125	163	7,799	20,947	1.90
12,000	10,800	2,092	947	125	178	8,508	22,650	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	-	474	750	89	300	7,012	1.17
6,600	5,940	-	521	750	133	3,600	10,944	1.66
9,600	8,640	-	758	750	178	5,040	15,365	1.60
13,440	12,096	11,639	1,061	750	222	9,529	35,297	2.63
15,180	13,662	12,095	1,198	750	266	10,763	38,734	2.55
18,000	16,200	12,550	1,421	750	266	12,762	43,949	2.44
24,000	21,600	12,550	1,895	750	355	17,016	54,166	2.26
30,000	27,000	12,550	2,368	750	444	21,270	64,382	2.15
36,000	32,400	12,550	2,842	750	533	25,524	74,599	2.07
42,000	37,800	12,550	3,316	750	622	29,778	84,815	2.02
48,000	43,200	12,550	3,789	750	710	34,032	95,032	1.98
54,000	48,600	12,550	4,263	750	799	38,286	105,248	1.95
60,000	54,000	12,550	4,737	750	888	42,540	115,465	1.92
66,000	59,400	12,550	5,210	750	977	46,794	125,681	1.90
72,000	64,800	12,550	5,684	750	1,066	51,048	135,898	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	237	3,000 items at average 7.89ppi
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	7,325	

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	395	5,000 items at average 7.89ppi
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	632	8,000 items at average 7.89ppi
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	15,839	

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