

## 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 **October 2009** 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 **October 09**.

Items per Month	Total Income from Fees and Allowances	Estimated Average Buying Profit	Indicative Total Income per Month	£ per item
1,000	1,166	677	1,842	1.84
1,100	1,821	744	2,565	2.33
1,600	2,556	1,083	3,639	2.27
2,180	5,876	1,475	7,351	3.37
2,460	6,448	1,665	8,113	3.30
3,000	7,316	2,030	9,346	3.12
4,000	9,016	2,707	11,723	2.93
5,000	10,716	3,383	14,099	2.82
6,000	12,416	4,060	16,476	2.75
7,000	14,116	4,737	18,852	2.69
8,000	15,815	5,413	21,229	2.65
9,000	17,515	6,090	23,605	2.62
10,000	19,215	6,766	25,982	2.60
11,000	20,915	7,443	28,358	2.58
12,000	22,615	8,120	30,735	2.56

**Table 2:** Indicative **6 monthly** income in £ for national contract Essential Services by item band based on fees and allowances payable in **October 09**.

Items (6 months)	Total income from fees and allowances (6 months)	Estimated Average Buying Profit	Indicative Total Income (6 months)
6,000	6,995	4,060	11,055
6,600	10,925	4,466	15,391
9,600	15,338	6,496	21,833
13,080	35,258	8,851	44,109
14,760	38,690	9,987	48,678
18,000	43,897	12,180	56,077
24,000	54,096	16,240	70,336
30,000	64,295	20,299	84,595
36,000	74,495	24,359	98,854
42,000	84,694	28,419	113,113
48,000	94,893	32,479	127,372
54,000	105,092	36,539	141,631
60,000	115,291	40,599	155,890
66,000	125,490	44,659	170,149
72,000	135,689	48,719	184,408

**Table 3:** Indicative **monthly** income in £ from **fees and allowances** for Essential Services by item band as at **October 2009**.

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	-	76	125	15	50	1,166	1.17
1,100	990	-	84	125	22	600	1,821	1.66
1,600	1,440	-	122	125	30	840	2,556	1.60
2,240	2,016	1,940	170	125	37	1,588	5,876	2.62
2,530	2,277	2,016	192	125	44	1,794	6,448	2.55
3,000	2,700	2,092	228	125	44	2,127	7,316	2.44
4,000	3,600	2,092	304	125	59	2,836	9,016	2.25
5,000	4,500	2,092	380	125	74	3,545	10,716	2.14
6,000	5,400	2,092	456	125	89	4,254	12,416	2.07
7,000	6,300	2,092	532	125	104	4,963	14,116	2.02
8,000	7,200	2,092	508	125	118	5,672	15,815	1.98
9,000	8,100	2,092	684	125	133	6,381	17,515	1.95
10,000	9,000	2,092	760	125	148	7,090	19,215	1.92
11,000	9,900	2,092	837	125	163	7,799	20,915	1.90
12,000	10,800	2,092	913	125	178	8,508	22,615	1.88

**Table 4:** Indicative **6 monthly** income in £ from **fees and allowances** for Essential Services by item band as at **October 2009**.

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	-	456	750	89	300	6,995	1.17
6,600	5,940	-	502	750	133	3,600	10,925	1.66
9,600	8,640	-	730	750	178	5,040	15,338	1.60
13,440	12,096	11,639	1,022	750	222	9,529	35,258	2.62
15,180	13,662	12,095	1,154	750	266	10,763	38,690	2.55
18,000	16,200	12,550	1,369	750	266	12,762	43,897	2.44
24,000	21,600	12,550	1,825	750	355	17,016	54,096	2.25
30,000	27,000	12,550	2,281	750	444	21,270	64,295	2.14
36,000	32,400	12,550	2,738	750	533	25,524	74,495	2.07
42,000	37,800	12,550	3,194	750	622	29,778	84,694	2.02
48,000	43,200	12,550	3,650	750	710	34,032	94,893	1.98
54,000	48,600	12,550	4,107	750	799	38,286	105,092	1.95
60,000	54,000	12,550	4,563	750	888	42,540	115,291	1.92
66,000	59,400	12,550	5,019	750	977	46,794	125,490	1.90
72,000	64,800	12,550	5,475	750	1,066	51,048	135,689	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 **October 2009**

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	228	3,000 items at average 7.6ppi
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
<b>Total income from fees and allowances pcm</b>	<b>7,316</b>	

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **5,000 items** as at **October 2009**

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	380	5,000 items at average 7.6ppi
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
<b>Total income from fees and allowances pcm</b>	<b>10,716</b>	

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **8,000 items** as at **October 2009**

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	608	8,000 items at average 7.6ppi
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
<b>Total income from fees and allowances pcm</b>	<b>15,815</b>	

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