

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 2013** 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 2013**.

Items per month	Total income from fees and allowances pcm	Estimated average buying profit	Indicative total income pcm	£ per item
1,000	1,170	519	1,688	1.69
1,100	1,784	571	2,355	2.14
1,600	2,507	830	3,337	2.09
2,430	6,090	1,261	7,351	3.03
2,750	6,696	1,427	8,123	2.95
3,060	7,286	1,587	8,873	2.90
4,000	8,843	2,075	10,918	2.73
5,000	10,500	2,594	13,093	2.62
6,000	12,156	3,113	15,269	2.54
7,000	13,813	3,631	17,444	2.49
8,000	15,469	4,150	19,619	2.45
9,000	17,126	4,669	21,795	2.42
10,000	18,783	5,188	23,970	2.40
11,000	20,439	5,706	26,146	2.38
12,000	22,096	6,225	28,321	2.36

Table 2: Indicative **4 monthly** income in £ for national contract Essential Services by item band based on fees and allowances payable in **October 2013**.

Items per 4 month	Total income from fees and allowances per 4 months	Estimated average buying profit	Indicative total income per 4 months
4,000	4,678	2,075	6,753
4,400	7,136	2,283	9,419
6,400	10,029	3,320	13,349
9,720	24,361	5,042	29,404
11,000	26,786	5,706	32,492
12,240	29,143	6,350	35,493
16,000	35,372	8,300	43,672
20,000	41,998	10,375	52,374
24,000	48,625	12,450	61,075
28,000	55,251	14,525	69,776
32,000	61,878	16,600	78,478
36,000	68,504	18,675	87,179
40,000	75,130	20,750	95,881
44,000	81,757	22,825	104,582
48,000	88,383	24,900	113,284

Table 3: Indicative **monthly** income in £ from **fees and allowances** for Essential Services by item band as at **October 2013**.

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	-	95	125	50	1,170	1.17
1,100	990	-	104	125	565	1,784	1.62
1,600	1,440	-	151	125	791	2,507	1.57
2,430	2,187	1,940	230	125	1,609	6,090	2.51
2,750	2,475	2,016	260	125	1,821	6,696	2.44
3,060	2,754	2,092	289	125	2,026	7,286	2.38
4,000	3,600	2,092	378	125	2,648	8,843	2.21
5,000	4,500	2,092	473	125	3,310	10,500	2.10
6,000	5,400	2,092	568	125	3,972	12,156	2.03
7,000	6,300	2,092	662	125	4,634	13,813	1.97
8,000	7,200	2,092	757	125	5,296	15,469	1.93
9,000	8,100	2,092	851	125	5,958	17,126	1.90
10,000	9,000	2,092	946	125	6,620	18,783	1.88
11,000	9,900	2,092	1,041	125	7,282	20,439	1.86
12,000	10,800	2,092	1,135	125	7,944	22,096	1.84

Table 4: Indicative **4 monthly** income in £ from **fees and allowances** for Essential Services by item band as at **October 2013**.

Items per 4 month	Item fee	Establishment payment	Special fees and allowances	Repeat dispensing set up fee	Practice payments for 4 months	Total income from fees and allowances for 4 months	£ per item
4,000	3,600	-	378	500	200	4,678	1.17
4,400	3,960	-	416	500	2,260	7,136	1.62
6,400	5,760	-	605	500	3,163	10,029	1.57
9,720	8,748	7,759	919	500	6,435	24,361	2.51
11,000	9,900	8,063	1,041	500	7,282	26,786	2.44
12,240	11,016	8,367	1,158	500	8,103	29,143	2.38
16,000	14,400	8,367	1,513	500	10,592	35,372	2.21
20,000	18,000	8,367	1,892	500	13,240	41,998	2.10
24,000	21,600	8,367	2,270	500	15,888	48,625	2.03
28,000	25,200	8,367	2,649	500	18,536	55,251	1.97
32,000	28,800	8,367	3,027	500	21,184	61,878	1.93
36,000	32,400	8,367	3,405	500	23,832	68,504	1.90
40,000	36,000	8,367	3,784	500	26,480	75,130	1.88
44,000	39,600	8,367	4,162	500	29,128	81,757	1.86
48,000	43,200	8,367	4,540	500	31,776	88,383	1.84

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **3,060 items** as at **October 2013**

Income component	Expected average income	
	pcm in £	Calculation basis
Item fee	2,754	3,060 items at standard 90p per item
Establishment payment	2,092	Monthly equivalent of maximum annual total of £25,100
Special fees and allowances	289	3,060 items at average 9.46 ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	2,026	3,060 items at standard 66.2p per item
Total income from fees and allowances pcm	7,286	

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **5,000 items** as at **October 2013**

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	473	5,000 items at average 9.46 ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	3,310	5,000 items at standard 66.2p per item
Total income from fees and allowances pcm	10,500	

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **8,000 items** as at **October 2013**

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	757	8,000 items at average 9.46 ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	5,296	8,000 items at standard 66.2p per item
Total income from fees and allowances pcm	15,469	

For support, please contact the PSNC Information Team (info@psnc.org.uk / 0844 381 4180)