

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 2012** 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 2012**.

Items per month	Total income from fees and allowances pcm	Estimated average buying profit	Indicative total income pcm	£ per item
1,000	1,172	749	1,921	1.92
1,100	1,846	824	2,670	2.43
1,600	2,595	1,198	3,793	2.37
2,360	6,145	1,767	7,912	3.35
2,670	6,757	2,000	8,757	3.28
3,000	7,403	2,247	9,650	3.22
4,000	9,132	2,996	12,128	3.03
5,000	10,861	3,745	14,606	2.92
6,000	12,590	4,494	17,083	2.85
7,000	14,319	5,242	19,561	2.79
8,000	16,048	5,991	22,039	2.75
9,000	17,777	6,740	24,517	2.72
10,000	19,505	7,489	26,995	2.70
11,000	21,234	8,238	29,472	2.68
12,000	22,963	8,987	31,950	2.66

Table 2: Indicative **4 monthly** income in £ for national contract Essential Services by item band based on fees and allowances payable in **April 2012**.

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	4,688	2,996	7,683
4,400	7,386	3,295	10,681
6,400	10,379	4,793	15,172
9,440	24,580	7,070	31,650
10,680	27,028	7,998	35,026
12,000	29,613	8,987	38,600
16,000	36,529	11,983	48,512
20,000	43,444	14,978	58,423
24,000	50,360	17,974	68,334
28,000	57,275	20,970	78,245
32,000	64,191	23,966	88,156
36,000	71,106	26,961	98,068
40,000	78,022	29,957	107,979
44,000	84,937	32,953	117,890
48,000	91,853	35,948	127,801

Table 3: Indicative **monthly** income in £ from **fees and allowances** for Essential Services by item band as at **April 2012**.

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	-	97	125	50	1,172	1.17
1,100	990	-	107	125	625	1,846	1.68
1,600	1,440	-	155	125	875	2,595	1.62
2,360	2,124	1,940	229	125	1,728	6,145	2.60
2,670	2,403	2,016	259	125	1,954	6,757	2.53
3,000	2,700	2,092	291	125	2,196	7,403	2.47
4,000	3,600	2,092	388	125	2,928	9,132	2.28
5,000	4,500	2,092	484	125	3,660	10,861	2.17
6,000	5,400	2,092	581	125	4,392	12,590	2.10
7,000	6,300	2,092	678	125	5,124	14,319	2.05
8,000	7,200	2,092	775	125	5,856	16,048	2.01
9,000	8,100	2,092	872	125	6,588	17,777	1.98
10,000	9,000	2,092	969	125	7,320	19,505	1.95
11,000	9,900	2,092	1,066	125	8,052	21,234	1.93
12,000	10,800	2,092	1,163	125	8,784	22,963	1.91

Table 4: Indicative **4 monthly** income in £ from **fees and allowances** for Essential Services by item band as at **April 2012**.

Items per 4 month	Item fee	Establishment payment	Special fees and allowances	Repeat dispensing set up fee	Practice payments	Total income from fees and allowances for 4 months	£ per item
4,000	3,600	-	388	500	200	4,688	1.17
4,400	3,960	-	426	500	2,499	7,386	1.68
6,400	5,760	-	620	500	3,499	10,379	1.62
9,440	8,496	7,759	915	500	6,910	24,580	2.60
10,680	9,612	8,063	1,035	500	7,818	27,028	2.53
12,000	10,800	8,367	1,163	500	8,784	29,613	2.47
16,000	14,400	8,367	1,550	500	11,712	36,529	2.28
20,000	18,000	8,367	1,938	500	14,640	43,444	2.17
24,000	21,600	8,367	2,325	500	17,568	50,360	2.10
28,000	25,200	8,367	2,713	500	20,496	57,275	2.05
32,000	28,800	8,367	3,100	500	23,424	64,191	2.01
36,000	32,400	8,367	3,488	500	26,352	71,106	1.98
40,000	36,000	8,367	3,875	500	29,280	78,022	1.95
44,000	39,600	8,367	4,263	500	32,208	84,937	1.93
48,000	43,200	8,367	4,650	500	35,136	91,853	1.91

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **3,000 items** as at **April 2012**

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	291	3,000 items at average 9.69 ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	2,196	3,000 items at standard 73.2p per item
Total income from fees and allowances pcm	7,403	

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **5,000 items** as at **April 2012**

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	484	5,000 items at average 9.69 ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	3,660	5,000 items at standard 73.2p per item
Total income from fees and allowances pcm	10,861	

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **8,000 items** as at **April 2012**

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	775	8,000 items at average 9.69 ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	5,856	8,000 items at standard 73.2p per item
Total income from fees and allowances pcm	16,048	

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