

October 2016

PSNC Briefing 059/16: Imposition for 2016/17 and 2017/18 – Indicative Income Tables

The following tables illustrate the indicative income levels that could be expected by an average pharmacy in £ (sterling) for Essential Services provided under the community pharmacy contractual framework. These figures are based on the imposition for 2016/17 and 2017/18 and are outlined in relation to dispensing volume.

Notes about the figures used in this guide

- Income relating to 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.
- This guide does not cover the arrangements for ESPLPS.

Table 1

Indicative **monthly** income for national contract Essential Services by item band as at **November 2016**.

Items per month	Total income from fees and allowances pcm	Estimated average buying profit	Indicative total income pcm	£ per item
1,000	£1,375	£635	£2,010	£2.01
2,000	£2,948	£1,270	£4,219	£2.11
2,500	£6,069	£1,588	£7,657	£3.06
2,830	£6,648	£1,798	£8,445	£2.98
3,150	£7,210	£2,001	£9,211	£2.92
4,000	£8,504	£2,541	£11,045	£2.76
5,000	£10,026	£3,176	£13,202	£2.64
6,000	£11,548	£3,811	£15,359	£2.56
7,000	£13,069	£4,447	£17,516	£2.50
8,000	£14,591	£5,082	£19,673	£2.46
9,000	£16,113	£5,717	£21,830	£2.43
10,000	£17,635	£6,352	£23,987	£2.40
11,000	£19,157	£6,988	£26,144	£2.38
13,000	£22,200	£8,258	£30,459	£2.34
15,000	£25,244	£9,529	£34,773	£2.32

Table 2

Indicative **monthly** income from fees and allowances for Essential Services by item band as at **November 2016**.

Items per month	Item fee	Establishment Payment	Practice Payment	Special fees and allowances	Repeat dispensing set up fee	EPS	Total income from fees and allowances pcm	£ per item
1,000	£900	£0	£50	£100	£125	£200	£1,375	£1.37
2,000	£1,800	£0	£624	£200	£125	£200	£2,948	£1.47
2,500	£2,250	£1,940	£1,305	£250	£125	£200	£6,069	£2.43
2,830	£2,547	£2,016	£1,477	£282	£125	£200	£6,648	£2.35
3,150	£2,835	£2,092	£1,644	£314	£125	£200	£7,210	£2.29
4,000	£3,600	£2,092	£2,088	£399	£125	£200	£8,504	£2.13
5,000	£4,500	£2,092	£2,610	£499	£125	£200	£10,026	£2.01
6,000	£5,400	£2,092	£3,132	£599	£125	£200	£11,548	£1.92
7,000	£6,300	£2,092	£3,654	£699	£125	£200	£13,069	£1.87
8,000	£7,200	£2,092	£4,176	£799	£125	£200	£14,591	£1.82
9,000	£8,100	£2,092	£4,698	£898	£125	£200	£16,113	£1.79
10,000	£9,000	£2,092	£5,220	£998	£125	£200	£17,635	£1.76
11,000	£9,900	£2,092	£5,742	£1,098	£125	£200	£19,157	£1.74
13,000	£11,700	£2,092	£6,786	£1,298	£125	£200	£22,200	£1.71
15,000	£13,500	£2,092	£7,830	£1,497	£125	£200	£25,244	£1.68

Table 3

Indicative **monthly** income for national contract Essential Services by item band as at **December 2016** (may decrease if a further reduction is made to Cat M).

Items per month	Total income from fees and allowances pcm	Estimated average buying profit	Indicative total income pcm	£ per item
1,000	£1,230	£635	£1,865	£1.87
2,000	£2,460	£1,270	£3,730	£1.87
2,500	£4,626	£1,588	£6,215	£2.49
2,830	£5,093	£1,798	£6,891	£2.43
3,150	£5,547	£2,001	£7,548	£2.40
4,000	£6,593	£2,541	£9,134	£2.28
5,000	£7,822	£3,176	£10,999	£2.20
6,000	£9,052	£3,811	£12,864	£2.14
7,000	£10,282	£4,447	£14,729	£2.10
8,000	£11,512	£5,082	£16,594	£2.07
9,000	£12,742	£5,717	£18,459	£2.05
10,000	£13,972	£6,352	£20,324	£2.03
11,000	£15,201	£6,988	£22,189	£2.02
13,000	£17,661	£8,258	£25,919	£1.99
15,000	£20,121	£9,529	£29,649	£1.98

Table 4

Indicative **monthly** income from fees and allowances for Essential Services by item band as at **December 2016**.

Items per month	SAF	Establishment Payment	Special fees and allowances	Total income from fees and allowances pcm	£ per item
1,000	£1,130	£0	£100	£1,230	£1.23
2,000	£2,260	£0	£200	£2,460	£1.23
2,500	£2,825	£1,552	£250	£4,626	£1.85
2,830	£3,198	£1,613	£282	£5,093	£1.80
3,150	£3,560	£1,673	£314	£5,547	£1.76
4,000	£4,520	£1,673	£399	£6,593	£1.65
5,000	£5,650	£1,673	£499	£7,822	£1.56
6,000	£6,780	£1,673	£599	£9,052	£1.51
7,000	£7,910	£1,673	£699	£10,282	£1.47
8,000	£9,040	£1,673	£799	£11,512	£1.44
9,000	£10,170	£1,673	£898	£12,742	£1.42
10,000	£11,300	£1,673	£998	£13,972	£1.40
11,000	£12,430	£1,673	£1,098	£15,201	£1.38
13,000	£14,690	£1,673	£1,298	£17,661	£1.36
15,000	£16,950	£1,673	£1,497	£20,121	£1.34

Table 5

Indicative **4 monthly** income for national contract Essential Services by item band, for **December 2016 to March 2017** (may decrease if a further reduction is made to Cat M).

Items	Total income from fees and allowances	Estimated average buying profit	Indicative total income	£ per item
4,000	£4,919	£2,541	£7,460	£1.87
8,000	£9,839	£5,082	£14,921	£1.87
10,000	£18,506	£6,352	£24,858	£2.49
11,320	£20,372	£7,191	£27,563	£2.43
12,600	£22,189	£8,004	£30,193	£2.40
16,000	£26,370	£10,164	£36,534	£2.28
20,000	£31,290	£12,705	£43,995	£2.20
24,000	£36,209	£15,246	£51,455	£2.14
28,000	£41,128	£17,787	£58,915	£2.10
32,000	£46,048	£20,328	£66,375	£2.07
36,000	£50,967	£22,869	£73,836	£2.05
40,000	£55,886	£25,410	£81,296	£2.03
44,000	£60,805	£27,951	£88,756	£2.02
52,000	£70,644	£33,033	£103,677	£1.99
60,000	£80,483	£38,115	£118,597	£1.98

Table 6

Indicative **4 monthly** income from fees and allowances for Essential Services by item band, for **December 2016 to March 2017**.

Items	Establishment SAF	Payment	Special fees and allowances	Total income from fees and allowances	£ per item
4,000	£4,520	£0	£399	£4,919	£1.23
8,000	£9,040	£0	£799	£9,839	£1.23
10,000	£11,300	£6,207	£998	£18,506	£1.85
11,320	£12,792	£6,451	£1,130	£20,372	£1.80
12,600	£14,238	£6,693	£1,258	£22,189	£1.76
16,000	£18,080	£6,693	£1,597	£26,370	£1.65
20,000	£22,600	£6,693	£1,996	£31,290	£1.56
24,000	£27,120	£6,693	£2,396	£36,209	£1.51
28,000	£31,640	£6,693	£2,795	£41,128	£1.47
32,000	£36,160	£6,693	£3,194	£46,048	£1.44
36,000	£40,680	£6,693	£3,594	£50,967	£1.42
40,000	£45,200	£6,693	£3,993	£55,886	£1.40
44,000	£49,720	£6,693	£4,392	£60,805	£1.38
52,000	£58,760	£6,693	£5,191	£70,644	£1.36
60,000	£67,800	£6,693	£5,989	£80,483	£1.34

Table 7

Indicative **monthly** income for national contract Essential Services by item band as at **April 2017**.

Items per month	Total income from fees	Estimated average buying profit	Indicative total income pcm	£ per item
1,000	£1,338	£759	£2,096	£2.10
2,000	£2,675	£1,517	£4,193	£2.10
2,500	£4,508	£1,896	£6,405	£2.56
2,830	£4,995	£2,147	£7,142	£2.52
3,150	£5,469	£2,389	£7,858	£2.49
4,000	£6,606	£3,034	£9,640	£2.41
5,000	£7,944	£3,793	£11,736	£2.35
6,000	£9,281	£4,551	£13,833	£2.31
7,000	£10,619	£5,310	£15,929	£2.28
8,000	£11,957	£6,068	£18,025	£2.25
9,000	£13,295	£6,827	£20,122	£2.24
10,000	£14,632	£7,586	£22,218	£2.22
11,000	£15,970	£8,344	£24,314	£2.21
13,000	£18,646	£9,861	£28,507	£2.19
15,000	£21,321	£11,378	£32,699	£2.18

Table 8

Indicative **monthly** income from fees and allowances for Essential Services by item band as at **April 2017**.

Items per month	SAF	Special fees and allowances	Establishment Payment	Total income from fees and allowances pcm	£ per item
1,000	£1,240	£98	£0	£1,338	£1.34
2,000	£2,480	£195	£0	£2,675	£1.34
2,500	£3,100	£244	£1,164	£4,508	£1.80
2,830	£3,509	£277	£1,210	£4,995	£1.77
3,150	£3,906	£308	£1,255	£5,469	£1.74
4,000	£4,960	£391	£1,255	£6,606	£1.65
5,000	£6,200	£489	£1,255	£7,944	£1.59
6,000	£7,440	£586	£1,255	£9,281	£1.55
7,000	£8,680	£684	£1,255	£10,619	£1.52
8,000	£9,920	£782	£1,255	£11,957	£1.49
9,000	£11,160	£880	£1,255	£13,295	£1.48
10,000	£12,400	£977	£1,255	£14,632	£1.46
11,000	£13,640	£1,075	£1,255	£15,970	£1.45
13,000	£16,120	£1,271	£1,255	£18,646	£1.43
15,000	£18,600	£1,466	£1,255	£21,321	£1.42

Table 9

Indicative **yearly** income for national contract Essential Services by item band for **2017/18**.

Items per year	Total income from fees and allowances	Estimated average buying profit	Indicative total income	£ per item
12,000	£16,053	£9,103	£25,156	£2.10
24,000	£32,106	£18,205	£50,311	£2.10
30,000	£54,099	£22,757	£76,856	£2.56
33,960	£59,944	£25,761	£85,704	£2.52
37,800	£65,627	£28,673	£94,300	£2.49
48,000	£79,272	£36,411	£115,682	£2.41
60,000	£95,324	£45,513	£140,838	£2.35
72,000	£111,377	£54,616	£165,993	£2.31
84,000	£127,430	£63,719	£191,149	£2.28
96,000	£143,483	£72,821	£216,304	£2.25
108,000	£159,536	£81,924	£241,460	£2.24
120,000	£175,589	£91,027	£266,616	£2.22
132,000	£191,642	£100,129	£291,771	£2.21
156,000	£223,748	£118,335	£342,082	£2.19
180,000	£255,853	£136,540	£392,393	£2.18

Table 10

Indicative **yearly** income from fees and allowances for Essential Services by item band for **2017/18**.

Items per year	SAF	Special fees and allowances	Establishment Payment	Total income from fees and allowances	£ per item
12,000	£14,880	£1,173	£0	£16,053	£1.34
24,000	£29,760	£2,346	£0	£32,106	£1.34
30,000	£37,200	£2,932	£13,967	£54,099	£1.80
33,960	£42,110	£3,319	£14,514	£59,944	£1.77
37,800	£46,872	£3,695	£15,060	£65,627	£1.74
48,000	£59,520	£4,692	£15,060	£79,272	£1.65
60,000	£74,400	£5,864	£15,060	£95,324	£1.59
72,000	£89,280	£7,037	£15,060	£111,377	£1.55
84,000	£104,160	£8,210	£15,060	£127,430	£1.52
96,000	£119,040	£9,383	£15,060	£143,483	£1.49
108,000	£133,920	£10,556	£15,060	£159,536	£1.48
120,000	£148,800	£11,729	£15,060	£175,589	£1.46
132,000	£163,680	£12,902	£15,060	£191,642	£1.45
156,000	£193,440	£15,248	£15,060	£223,748	£1.43
180,000	£223,200	£17,593	£15,060	£255,853	£1.42

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