

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 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 **April 2013**.

Items per month	Total income from fees and allowances pcm	Estimated average buying profit	Indicative total income pcm	£ per item
1,000	1,171	521	1,692	1.69
1,100	1,786	574	2,359	2.14
1,600	2,509	834	3,344	2.09
2,430	6,094	1,267	7,361	3.03
2,750	6,700	1,434	8,134	2.96
3,060	7,290	1,595	8,885	2.90
4,000	8,848	2,086	10,934	2.73
5,000	10,506	2,607	13,113	2.62
6,000	12,164	3,128	15,293	2.55
7,000	13,822	3,650	17,472	2.50
8,000	15,480	4,171	19,651	2.46
9,000	17,138	4,692	21,830	2.43
10,000	18,796	5,214	24,010	2.40
11,000	20,454	5,735	26,189	2.38
12,000	22,112	6,257	28,368	2.36

Table 2: Indicative **4 monthly** income in £ for national contract Essential Services by item band based on fees and allowances payable in **April 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	4,684	2,086	6,769
4,400	7,142	2,294	9,436
6,400	10,037	3,337	13,374
9,720	24,374	5,068	29,442
11,000	26,801	5,735	32,536
12,240	29,160	6,382	35,541
16,000	35,394	8,342	43,736
20,000	42,025	10,428	52,453
24,000	48,657	12,513	61,170
28,000	55,289	14,599	69,887
32,000	61,920	16,684	78,604
36,000	68,552	18,770	87,322
40,000	75,184	20,855	96,039
44,000	81,816	22,941	104,756
48,000	88,447	25,026	113,473

Table 3: Indicative **monthly** income in £ from **fees and allowances** for Essential Services by item band as at **April 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	-	96	125	50	1,171	1.17
1,100	990	-	106	125	565	1,786	1.62
1,600	1,440	-	153	125	791	2,509	1.57
2,430	2,187	1,940	233	125	1,609	6,094	2.51
2,750	2,475	2,016	264	125	1,821	6,700	2.44
3,060	2,754	2,092	294	125	2,026	7,290	2.38
4,000	3,600	2,092	384	125	2,648	8,848	2.21
5,000	4,500	2,092	480	125	3,310	10,506	2.10
6,000	5,400	2,092	576	125	3,972	12,164	2.03
7,000	6,300	2,092	672	125	4,634	13,822	1.97
8,000	7,200	2,092	767	125	5,296	15,480	1.94
9,000	8,100	2,092	863	125	5,958	17,138	1.90
10,000	9,000	2,092	959	125	6,620	18,796	1.88
11,000	9,900	2,092	1,055	125	7,282	20,454	1.86
12,000	10,800	2,092	1,151	125	7,944	22,112	1.84

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

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	-	384	500	200	4,684	1.17
4,400	3,960	-	422	500	2,260	7,142	1.62
6,400	5,760	-	614	500	3,163	10,037	1.57
9,720	8,748	7,759	932	500	6,435	24,374	2.51
11,000	9,900	8,063	1,055	500	7,282	26,801	2.44
12,240	11,016	8,367	1,174	500	8,103	29,160	2.38
16,000	14,400	8,367	1,535	500	10,592	35,394	2.21
20,000	18,000	8,367	1,919	500	13,240	42,025	2.10
24,000	21,600	8,367	2,302	500	15,888	48,657	2.03
28,000	25,200	8,367	2,686	500	18,536	55,289	1.97
32,000	28,800	8,367	3,070	500	21,184	61,920	1.94
36,000	32,400	8,367	3,453	500	23,832	68,552	1.90
40,000	36,000	8,367	3,837	500	26,480	75,184	1.88
44,000	39,600	8,367	4,221	500	29,128	81,816	1.86
48,000	43,200	8,367	4,605	500	31,776	88,447	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 **April 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	294	3,060 items at average 9.59 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	7,290	

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **5,000 items** as at **April 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	480	5,000 items at average 9.59 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	10,506	

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **8,000 items** as at **April 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	767	8,000 items at average 9.59 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	15,480	

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