

## 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 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 **October 2012**.

Items per month	Total income from fees and allowances pcm	Estimated average buying profit	Indicative total income pcm	£ per item
1,000	1,171	529	1,700	1.70
1,100	1,846	581	2,427	2.21
1,600	2,593	846	3,439	2.15
2,430	5,900	1,284	7,184	2.96
2,750	6,481	1,453	7,934	2.89
3,060	7,046	1,617	8,663	2.83
4,000	8,529	2,114	10,643	2.66
5,000	10,107	2,643	12,750	2.55
6,000	11,686	3,171	14,857	2.48
7,000	13,264	3,700	16,963	2.42
8,000	14,842	4,228	19,070	2.38
9,000	16,420	4,757	21,177	2.35
10,000	17,998	5,285	23,283	2.33
11,000	19,576	5,814	25,390	2.31
12,000	21,154	6,342	27,497	2.29

**Table 2:** Indicative **4 monthly** income in £ for national contract Essential Services by item band based on fees and allowances payable in **October 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	4,685	2,114	6,799
4,400	7,382	2,326	9,708
6,400	10,374	3,383	13,757
9,720	23,599	5,137	28,736
11,000	25,923	5,814	31,737
12,240	28,183	6,469	34,652
16,000	34,117	8,457	42,574
20,000	40,429	10,571	51,000
24,000	46,742	12,685	59,427
28,000	53,055	14,799	67,854
32,000	59,367	16,913	76,281
36,000	65,680	19,027	84,707
40,000	71,992	21,142	93,134
44,000	78,305	23,256	101,561
48,000	84,617	25,370	109,987

**Table 3:** Indicative **monthly** income in £ from **fees and allowances** for Essential Services by item band as at **October 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	-	96	125	50	1,171	1.17
1,100	990	-	106	125	625	1,846	1.68
1,600	1,440	-	154	125	875	2,593	1.62
2,430	2,187	1,940	234	125	1,414	5,900	2.43
2,750	2,475	2,016	264	125	1,601	6,481	2.36
3,060	2,754	2,092	294	125	1,781	7,046	2.30
4,000	3,600	2,092	385	125	2,328	8,529	2.13
5,000	4,500	2,092	481	125	2,910	10,107	2.02
6,000	5,400	2,092	577	125	3,492	11,686	1.95
7,000	6,300	2,092	673	125	4,074	13,264	1.89
8,000	7,200	2,092	769	125	4,656	14,842	1.86
9,000	8,100	2,092	865	125	5,238	16,420	1.82
10,000	9,000	2,092	961	125	5,820	17,998	1.80
11,000	9,900	2,092	1,058	125	6,402	19,576	1.78
12,000	10,800	2,092	1,154	125	6,984	21,154	1.76

**Table 4:** Indicative **4 monthly** income in £ from **fees and allowances** for Essential Services by item band as at **October 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	-	385	500	200	4,685	1.17
4,400	3,960	-	423	500	2,499	7,382	1.68
6,400	5,760	-	615	500	3,499	10,374	1.62
9,720	8,748	7,759	934	500	5,657	23,599	2.43
11,000	9,900	8,063	1,058	500	6,402	25,923	2.36
12,240	11,016	8,367	1,177	500	7,124	28,183	2.30
16,000	14,400	8,367	1,538	500	9,312	34,117	2.13
20,000	18,000	8,367	1,923	500	11,640	40,429	2.02
24,000	21,600	8,367	2,307	500	13,968	46,742	1.95
28,000	25,200	8,367	2,692	500	16,296	53,055	1.89
32,000	28,800	8,367	3,077	500	18,624	59,367	1.86
36,000	32,400	8,367	3,461	500	20,952	65,680	1.82
40,000	36,000	8,367	3,846	500	23,280	71,992	1.80
44,000	39,600	8,367	4,230	500	25,608	78,305	1.78
48,000	43,200	8,367	4,615	500	27,936	84,617	1.76

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

<b>Income component</b>	<b>Expected average income pcm in £</b>	<b>Calculation basis</b>
Item fee	2,700	3,000 items at standard 90p per item
Establishment payment	2,016	Monthly equivalent of maximum annual total of £24,190
Special fees and allowances	288	3,000 items at average 9.61 ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	1,746	3,000 items at standard 58.2p per item
<b>Total income from fees and allowances pcm</b>	<b>6,875</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 2012**

<b>Income component</b>	<b>Expected average income pcm in £</b>	<b>Calculation basis</b>
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	481	5,000 items at average 9.61 ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	2,910	5,000 items at standard 58.2p per item
<b>Total income from fees and allowances pcm</b>	<b>10,107</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 2012**

<b>Income component</b>	<b>Expected average income pcm in £</b>	<b>Calculation basis</b>
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	769	8,000 items at average 9.61 ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	4,656	8,000 items at standard 58.2p per item
<b>Total income from fees and allowances pcm</b>	<b>14,842</b>	

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