

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 2015** 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 2015**.

Items per month	Total income from fees and allowances pcm	Estimated average buying profit	Indicative total income pcm	£ per item
1,000	1,172	787	1,960	1.96
1,100	1,689	866	2,555	2.32
1,600	2,374	1,260	3,634	2.27
2,500	5,926	1,969	7,894	3.16
2,830	6,511	2,228	8,740	3.09
3,150	7,081	2,480	9,562	3.04
4,000	8,394	3,150	11,544	2.89
5,000	9,938	3,937	13,875	2.78
6,000	11,483	4,724	16,207	2.70
7,000	13,027	5,512	18,539	2.65
8,000	14,571	6,299	20,870	2.61
9,000	16,115	7,087	23,202	2.58
10,000	17,660	7,874	25,534	2.55
11,000	19,204	8,661	27,865	2.53
12,000	20,748	9,449	30,197	2.52

Table 2: Indicative **4 monthly** income in £ for national contract Essential Services by item band based on fees and allowances payable in **October 2015**.

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	4,689	3,150	7,839
4,400	6,756	3,465	10,220
6,400	9,497	5,039	14,536
10,000	23,702	7,874	31,576
11,320	26,045	8,913	34,958
12,600	28,325	9,921	38,246
16,000	33,576	12,598	46,174
20,000	39,753	15,748	55,501
24,000	45,930	18,898	64,828
28,000	52,107	22,047	74,155
32,000	58,285	25,197	83,481
36,000	64,462	28,346	92,808
40,000	70,639	31,496	102,135
44,000	76,816	34,646	111,462
48,000	82,994	37,795	120,789

Table 3: Indicative **monthly** income in £ from **fees and allowances** for Essential Services by item band as at **October 2015**.

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	467	1,689	1.54
1,600	1,440	-	156	125	654	2,374	1.48
2,500	2,250	1,940	243	125	1,368	5,926	2.37
2,830	2,547	2,016	275	125	1,548	6,511	2.30
3,150	2,835	2,092	307	125	1,723	7,081	2.25
4,000	3,600	2,092	389	125	2,188	8,394	2.10
5,000	4,500	2,092	487	125	2,735	9,938	1.99
6,000	5,400	2,092	584	125	3,282	11,483	1.91
7,000	6,300	2,092	681	125	3,829	13,027	1.86
8,000	7,200	2,092	778	125	4,376	14,571	1.82
9,000	8,100	2,092	876	125	4,923	16,115	1.79
10,000	9,000	2,092	973	125	5,470	17,660	1.77
11,000	9,900	2,092	1,070	125	6,017	19,204	1.75
12,000	10,800	2,092	1,168	125	6,564	20,748	1.73

Table 4: Indicative **4 monthly** income in £ from **fees and allowances** for Essential Services by item band as at **October 2015**.

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	-	389	500	200	4,689	1.17
4,400	3,960	-	428	500	1,867	6,756	1.54
6,400	5,760	-	623	500	2,614	9,497	1.48
10,000	9,000	7,759	973	500	5,470	23,702	2.37
11,320	10,188	8,063	1,102	500	6,192	26,045	2.30
12,600	11,340	8,367	1,226	500	6,892	28,325	2.25
16,000	14,400	8,367	1,557	500	8,752	33,576	2.10
20,000	18,000	8,367	1,946	500	10,940	39,753	1.99
24,000	21,600	8,367	2,335	500	13,128	45,930	1.91
28,000	25,200	8,367	2,725	500	15,316	52,107	1.86
32,000	28,800	8,367	3,114	500	17,504	58,285	1.82
36,000	32,400	8,367	3,503	500	19,692	64,462	1.79
40,000	36,000	8,367	3,892	500	21,880	70,639	1.77
44,000	39,600	8,367	4,282	500	24,068	76,816	1.75
48,000	43,200	8,367	4,671	500	26,256	82,994	1.73

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **3,150 items** as at **October 2015**

Income component	Expected average income pcm in £	Calculation basis
Item fee	2,835	3,150 items at standard 90p per item
Establishment payment	2,092	Monthly equivalent of maximum annual total of £25,100
Special fees and allowances	307	3,150 items at average 9.73 ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	1,723	3,150 items at standard 54.7p per item
Total income from fees and allowances pcm	7,081	

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **5,000 items** as at **October 2015**

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	487	5,000 items at average 9.73 ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	2,735	5,000 items at standard 54.7p per item
Total income from fees and allowances pcm	9,938	

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **8,000 items** as at **October 2015**

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	778	8,000 items at average 9.73 ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	4,376	8,000 items at standard 54.7p per item
Total income from fees and allowances pcm	14,571	

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