

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 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 **April 2015**.

Items per month	Total income from fees and allowances pcm	Estimated average buying profit	Indicative total income pcm	£ per item
1,000	1,173	787	1,960	1.96
1,100	1,679	866	2,545	2.31
1,600	2,361	1,260	3,620	2.26
2,500	5,897	1,969	7,865	3.15
2,830	6,479	2,228	8,707	3.08
3,150	7,045	2,480	9,525	3.02
4,000	8,348	3,150	11,497	2.87
5,000	9,880	3,937	13,817	2.76
6,000	11,413	4,724	16,138	2.69
7,000	12,946	5,512	18,458	2.64
8,000	14,479	6,299	20,778	2.60
9,000	16,011	7,087	23,098	2.57
10,000	17,544	7,874	25,418	2.54
11,000	19,077	8,661	27,738	2.52
12,000	20,610	9,449	30,058	2.50

Table 2: Indicative **4 monthly** income in £ for national contract Essential Services by item band based on fees and allowances payable in **April 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	4,691	3,150	7,841
4,400	6,716	3,465	10,181
6,400	9,442	5,039	14,482
10,000	23,587	7,874	31,461
11,320	25,914	8,913	34,827
12,600	28,179	9,921	38,101
16,000	33,391	12,598	45,989
20,000	39,522	15,748	55,270
24,000	45,653	18,898	64,550
28,000	51,784	22,047	73,831
32,000	57,915	25,197	83,112
36,000	64,046	28,346	92,392
40,000	70,177	31,496	101,673
44,000	76,308	34,646	110,953
48,000	82,439	37,795	120,234

Table 3: Indicative **monthly** income in £ from **fees and allowances** for Essential Services by item band as at **April 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	-	98	125	50	1,173	1.17
1,100	990	-	108	125	457	1,679	1.53
1,600	1,440	-	156	125	639	2,361	1.48
2,500	2,250	1,940	244	125	1,338	5,897	2.36
2,830	2,547	2,016	277	125	1,514	6,479	2.29
3,150	2,835	2,092	308	125	1,685	7,045	2.24
4,000	3,600	2,092	391	125	2,140	8,348	2.09
5,000	4,500	2,092	489	125	2,675	9,880	1.98
6,000	5,400	2,092	586	125	3,210	11,413	1.90
7,000	6,300	2,092	684	125	3,745	12,946	1.85
8,000	7,200	2,092	782	125	4,280	14,479	1.81
9,000	8,100	2,092	880	125	4,815	16,011	1.78
10,000	9,000	2,092	977	125	5,350	17,544	1.75
11,000	9,900	2,092	1,075	125	5,885	19,077	1.73
12,000	10,800	2,092	1,173	125	6,420	20,610	1.72

Table 4: Indicative **4 monthly** income in £ from **fees and allowances** for Essential Services by item band as at **April 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	-	391	500	200	4,691	1.17
4,400	3,960	-	430	500	1,826	6,716	1.53
6,400	5,760	-	626	500	2,557	9,442	1.48
10,000	9,000	7,759	977	500	5,350	23,587	2.36
11,320	10,188	8,063	1,107	500	6,056	25,914	2.29
12,600	11,340	8,367	1,232	500	6,741	28,179	2.24
16,000	14,400	8,367	1,564	500	8,560	33,391	2.09
20,000	18,000	8,367	1,955	500	10,700	39,522	1.98
24,000	21,600	8,367	2,346	500	12,840	45,653	1.90
28,000	25,200	8,367	2,737	500	14,980	51,784	1.85
32,000	28,800	8,367	3,128	500	17,120	57,915	1.81
36,000	32,400	8,367	3,519	500	19,260	64,046	1.78
40,000	36,000	8,367	3,910	500	21,400	70,177	1.75
44,000	39,600	8,367	4,301	500	23,540	76,308	1.73
48,000	43,200	8,367	4,692	500	25,680	82,439	1.72

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **3,150 items** as at **April 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	308	3,150 items at average 9.77 ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	1,685	3,150 items at standard 53.5p per item
Total income from fees and allowances pcm	7,045	

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **5,000 items** as at **April 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	489	5,000 items at average 9.77 ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	2,675	5,000 items at standard 53.5p per item
Total income from fees and allowances pcm	9,880	

Illustration of monthly income from fees and allowances for new contract Essential Services for an average pharmacy dispensing **8,000 items** as at **April 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	782	8,000 items at average 9.77 ppi
Repeat dispensing set up fee	125	Monthly equivalent of £1,500 annual set up fee
Practice payments	4,280	8,000 items at standard 53.5p per item
Total income from fees and allowances pcm	14,479	

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