

Doctor Costs							
Doctor Mix	Salary	FTE	2024	2025	2026	2027	2028
Current Clinical Lead	305,000	1	305,000	320,250	336,263	353,076	370,729
Current Senior Dr	275,000	0.8	220,000	231,000	242,550	254,678	267,411
Current Senior Dr	275,000	0.6	165,000	173,250	181,913	191,008	200,559
Current Senior Dr	275,000	1	275,000	288,750	303,188	318,347	334,264
New PEP Doctor		1	200,000	210,000	220,500	231,525	243,101
New Registrar Doctor		1	0	150,000	157,500	165,375	173,644
New Senior Dr		1	0	0	303,188	318,347	334,264
New PEP Doctor		1	0	0	0	231,525	243,101
New Senior Dr		1	0	0	0	0	334,264
			1,165,000	1,373,250	1,745,100	2,063,880	2,501,338
Total Doctor Costs plus 18% on costs	18%		1,374,700	1,620,435	2,059,218	2,435,378	2,951,579

Estimated Billings						
	2024	2025	2026	2027	2028	
FTE Doctors focussed on clinical (doesn't include Clinical Lead @ 0.4)	4	5	6	7	8	
Daily Billings per FTE	1,800	1,900	2,100	2,200	2,300	
No. of weeks availability	45	45	45	45	45	
No. of days availability	225	225	225	225	225	
Total Billings	1,620,000	2,137,500	2,835,000	3,465,000	4,140,000	
Doctor costs	1,374,700	1,620,435	2,059,218	2,435,378	2,951,579	
% doctor costs to billings	85%	76%	73%	70%	71%	

Support Staff Costs						
	FTE	2024	2025	2026	2027	2028
Reception - starter	2	130,574				
Reception - senior	1.4	114,252				
Nurses	1.76	184,669				
Practice Manager	1	100,262				
Total Support Staff Costs based on average payment per fte x fte numbers		529,757	682,664	849,538	1,031,392	1,229,307
FTE increased by 1.4 every year based on 1 fte increase in doctors		6.16	7.56	8.96	10.36	11.76
Average per fte increased by 5% per annum		86,000	90,299	94,814	99,555	104,533
% support staff costs to billings		33%	32%	30%	30%	30%

PROFIT/LOSS		2024	2025	2026	2027	2028
Billings		1,620,000	2,137,500	2,835,000	3,465,000	4,140,000
PIP/WIP	8%	129,600 8%	171,000 8%	226,800 8%	277,200 8%	331,200 8%
Total Income		1,749,600	2,308,500	3,061,800	3,742,200	4,471,200
Doctor costs		1,374,700 85%	1,620,435 76%	2,059,218 73%	2,435,378 70%	2,951,579 71%
Support staff costs		529,757 33%	682,664 32%	849,538 30%	1,031,392 30%	1,229,307 30%
Other overheads		81,000 5%	106,875 5%	141,750 5%	173,250 5%	207,000 5%
Total Expenses		1,985,458	2,409,975	3,050,507	3,640,021	4,387,888
Net Profit/(Loss)		-235,858	-101,475	11,293	102,179	83,312

Considerations and comments

- Daily Billings per FTE GP have been based on advice from an engaged medical practice business advisory specialist, using their benchmarking data.
- Oncosts calculated at 18% of Salaries & Wages - 11% Superannuation / 5.45% Payroll Tax / Workers Compensation 1.55%.
- Employment Costs are increased using a 5% uplift per year. All salaries have been calculated using current market salary data.
- PIP/WIP Income and Other Overheads based on benchmarking % data.
- Assumed no rent will be charged by UNE and all insurance payments continue to be paid by UNE.
- UNE agree to indemnify UNE Life Pty Ltd for a period of 3 years for any net shortfall in income from daily operations (noting that UNE Life Pty Ltd is required to monitor costs and alert UNE to any potential shortfalls as soon as possible).
- 2026 - budgeted GP billings to increase by \$200 per day once efficiencies start being produced after GP Rebuild/Proactive Healthcare Model becomes realised. All other years are \$100 per day increases.