



**ALECTO**  
— Australia

**2021/2022  
GP SALARY  
SURVEY RESULTS**

published

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This information has been collected based on self-reported data provided by GPs who responded to the survey. Alecto Australia has collected the information, but takes no responsibility for the accuracy of the information.

# Introduction

Alecto Australia is delighted to bring you the results of our 2023 GP Salary Survey. We sent out requests to hundreds of GPs around the country to see how their income compares and received our biggest response yet.

The aim of this survey is to provide GPs and practices with information that will help you understand how different GP's income compares. We acknowledge the fact that GPs don't technically **earn a 'salary'** however we have used this word for the purpose of simplicity and because many still refer to their earnings as their 'salary'. For those of you looking to work in Australia, these results can assist in providing an insight into factors such as working hours and what impact they have on your expected income whilst working as a GP

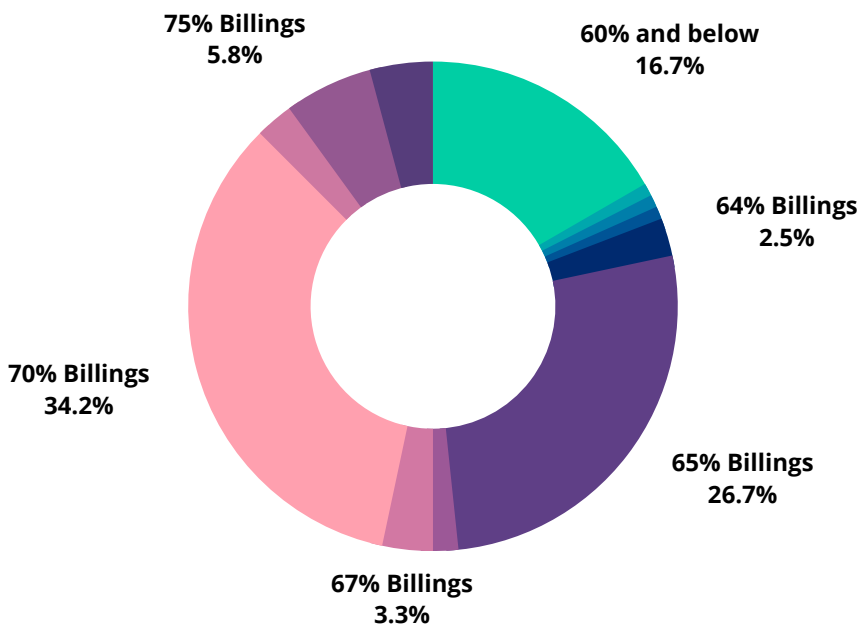
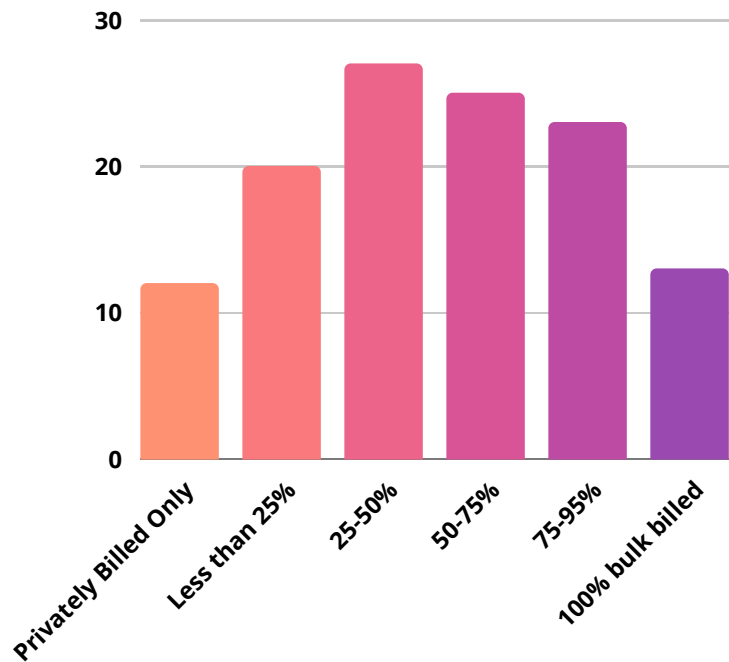
The survey this year shows a significant increase in the average annual earnings for GPs (**42%**). This is likely to be a reflection of the increased opportunity for private billings and for earning a supplemental income due to increased demand for GPs due to COVID responses.

**We hope these results can be of help to GPs and practices around the country and we would also like to take this opportunity to thank all those who participated as this is greatly appreciated.**

# Billings

## How many of your patients are bulk billed?

- **16%** of GPs work in purely bulk billing environments
- **79%** of GPs work in a mixed billing practice,
- **11%** work in a completely private billing environment
- **Bulk billing has dropped dramatically - only 30% of GPs are bulk billing at least 75% of their consultations**

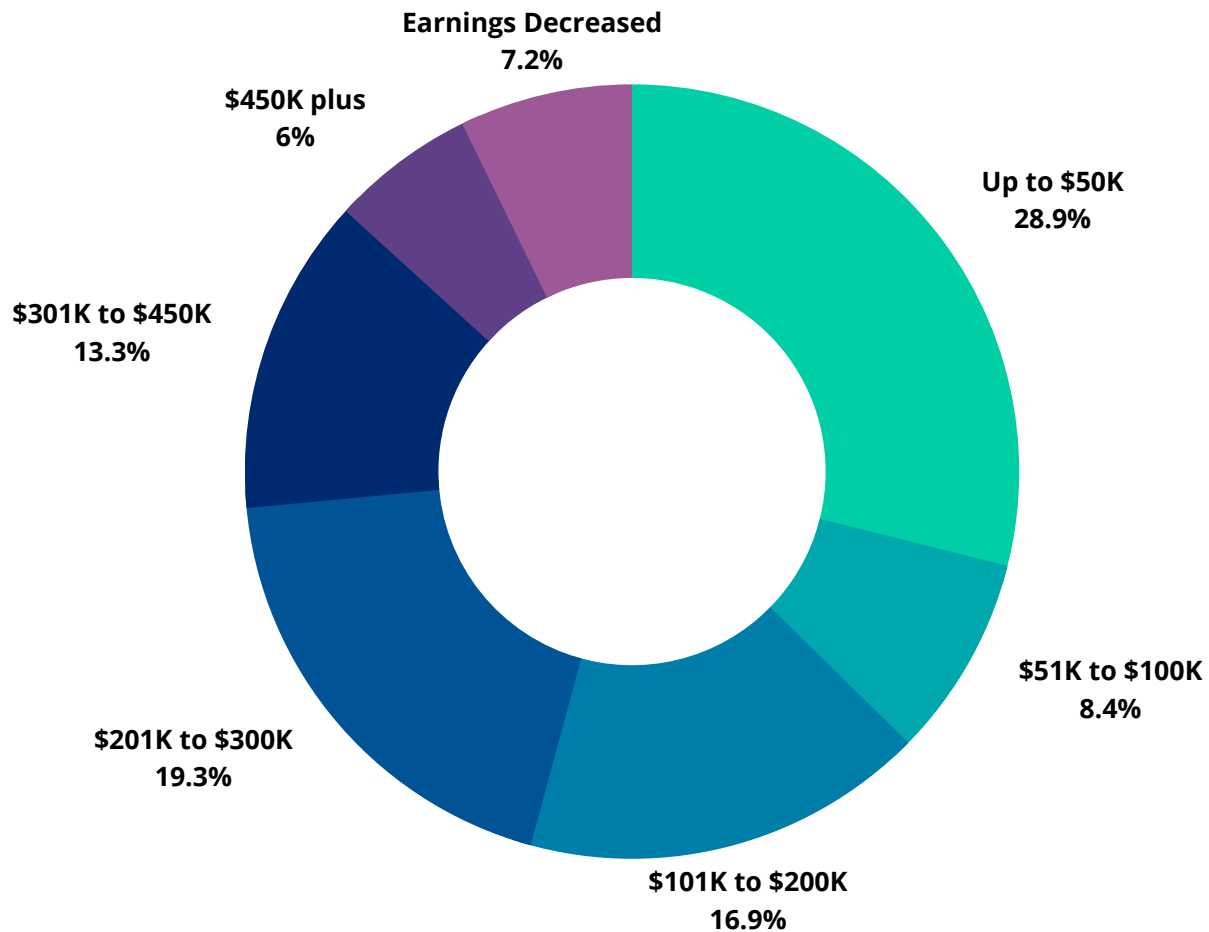


## What is your current percentage of billings?

- **34%** earn 70% of billings
- **26%** earn 65% of billings
- When filtering data for **GPs in mixed/private billing practices, the majority were receiving 65% or 70% of billings**

# Gross Earnings

This year saw a higher proportion of GPs earning at a higher rate. This may be due to an increased number of GPs working in Locum or alternate work sources and also the decrease in bulk billing, increase in private billing and the fact that many GPs did not take much leave over the last 12 months due to difficulties in travelling.



# Full Time vs Part Time



## Full Time

- We classified 'full-time' as working 7 or more sessions a week and majority of respondents fit this criteria
- **11%** worked in fully bulk billing environments and **7%** worked in true private billing practices
- **Average GP earnings = \$334,000**
- Average GP earnings (bulk billing) = **\$230,000**
- Average GP earnings (mixed billing) = **\$356,000**
- Average GP earnings (7 to 8 sessions) = **\$265,000**
- Average GP earnings (9 to 10 sessions) = **\$336,000**
- Average GP earnings (11+ sessions) = **\$350,000**

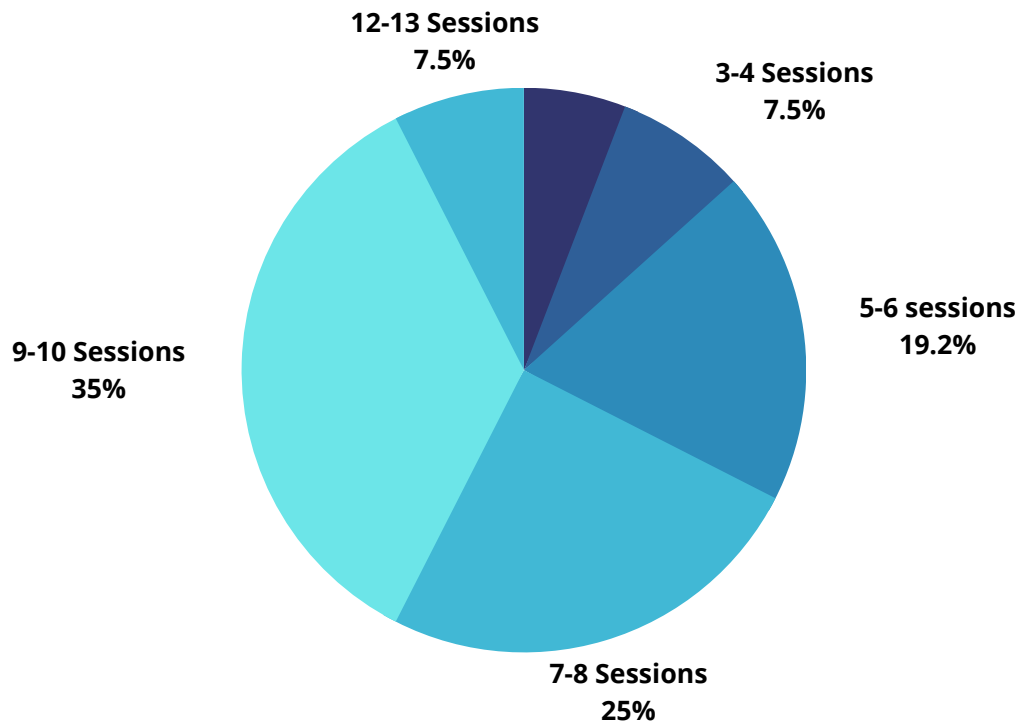


## Part Time

- We classified 'part-time' as working 6 sessions or less per week
- **72%** of this group were female
- **10%** worked in fully bulk billing environments and **15%** worked in true private billing practices
- **59%** worked at least 5 sessions per week
- Most respondents were working in a mixed billing practice, so we didn't have enough data to comment on earnings difference between bulk and mixed billing for part-time GPs

# Worklife Balance

The majority of GPs (60%) who answered our survey this year worked between 7 and 10 sessions per week

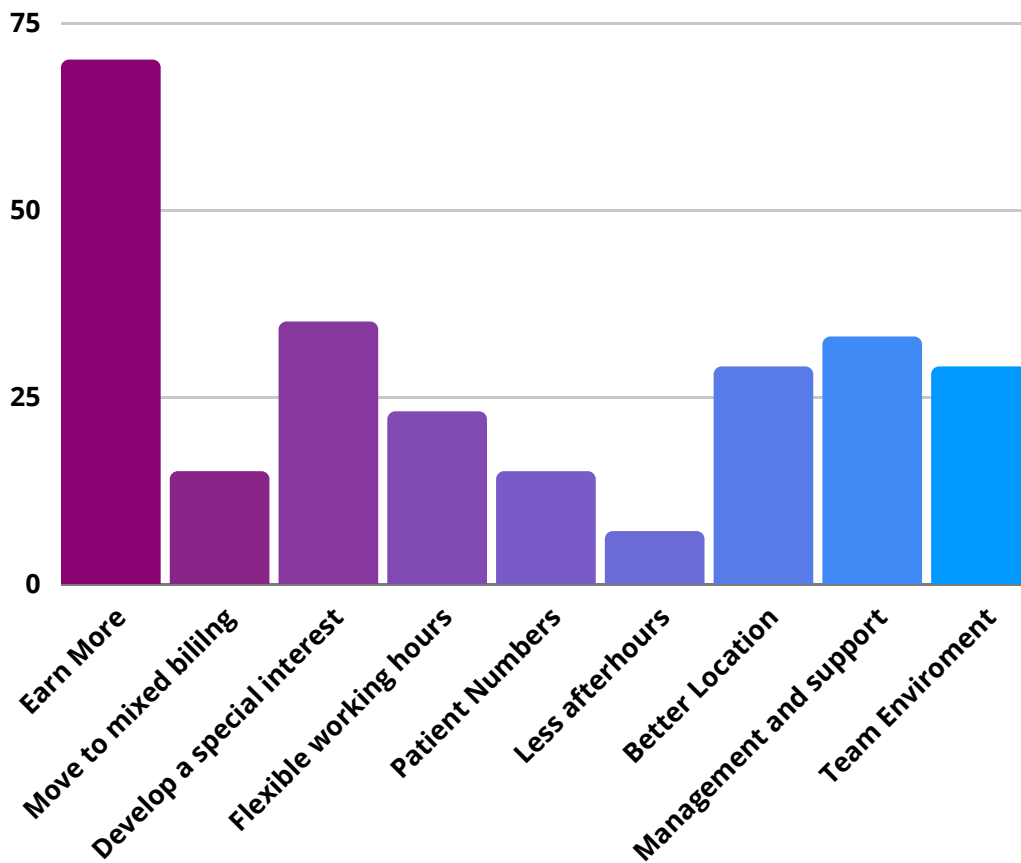




# Moving Practices

The top five reasons for moving to a new practice were (*respondents could answer with more than one variable*):

- To earn more money (**70 votes**)
- Develop a special interest (**35 votes**)
- Management & support (**33 votes**)
- Better Location (**29 votes**)
- Team Environment (**29 votes**)

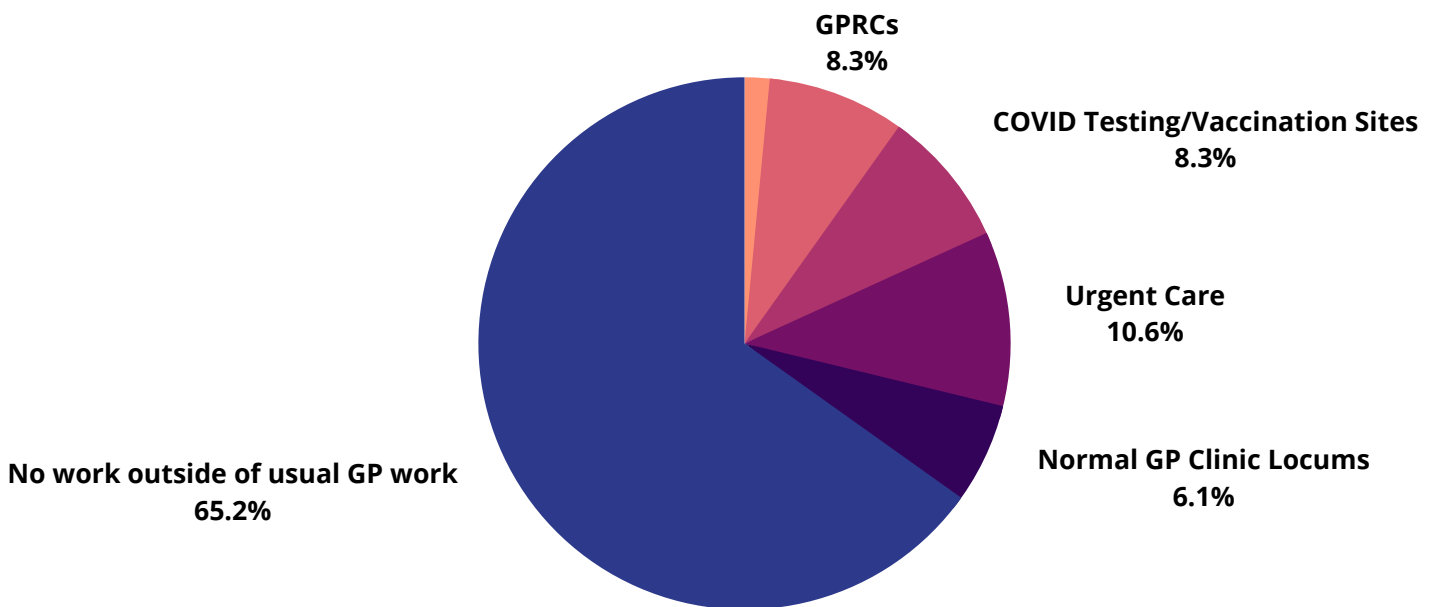


# The Changing GP Workforce

Following the COVID-19 pandemic we are seeing some GPs decrease their normal GP work for alternative positions such as working in Urgent Care and GPRCs. Some GPs see this as a break from their day to day clinical work but also as an opportunity to increase their income.

## Supplemental Income Sources

- **65%** of GPs stated no additional work outside of usual GP work
- **10%** stated they worked in Urgent Care
- **8%** reported that they worked in COVID Testing / Vaccination Sites & another 8% reported that they worked in GPRCs

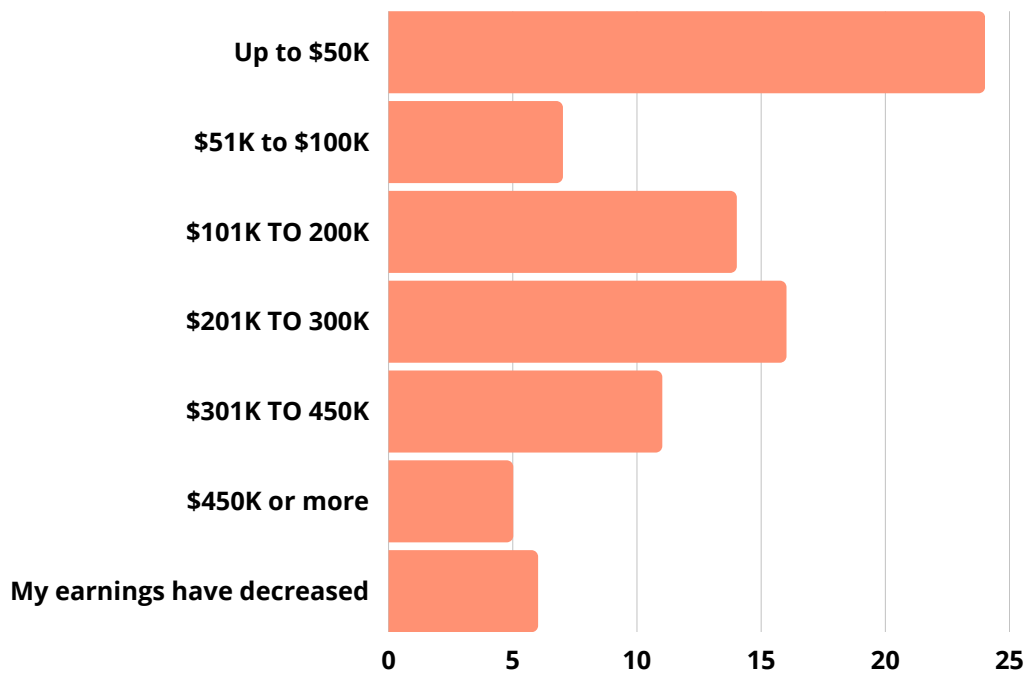




# The effect of COVID-19 on GP's income

## Supplemental Income

- **27%** reported an increase of over **\$300K**
- **20%** reported an increase of between **\$201 & \$300K**
- **17%** reported a increase between **\$101 & \$200K**
- **62%** reported an increase of over **\$100K**
- **29%** of GPs stated their supplemental income had increased up to **\$50K**
- **16%** of GPs that earned supplemental income, worked in a COVID related service



# Comparison between 2018, 2021 and 2023

This year we looked back on a previous survey conducted in December 2018 to see what has changed. Whilst a lot of the answers remained very similar (such as why you would move practices), there were some small differences we wanted to highlight:

	2018	2021	2023
<b>GPs who are paid 70% of billings</b>	39%	41%	34%
<b>GPs who work in a practice that bulk bills 75% or more of their consultations</b>	73%	55%	30%
<b>Average annual earnings for a full-time GP</b>	\$229,000	\$253,000	\$334,000



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