



Market intelligence specific to your industry

# Industry Report

## Physiotherapists - 2024



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# Physiotherapists - 2024

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Benchmark Appendix

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## Benchmark Appendix

Average Results for businesses grouped as indicated

|                                                             | All Firms Average | Turnover: Less than \$900,000 | Turnover: \$900,000 or more |
|-------------------------------------------------------------|-------------------|-------------------------------|-----------------------------|
| <b>Income</b>                                               |                   |                               |                             |
| Total Income                                                | \$1,602,003       | \$602,066                     | \$1,965,616                 |
| <b>Less Overheads as %'s of Total Income:</b>               |                   |                               |                             |
| Accounting & Legal Fees                                     | 0.84%             | 0.64%                         | 0.90%                       |
| Drugs, Supplies and Consumables                             | 2.57%             | 3.11%                         | 2.40%                       |
| All Insurance                                               | 0.65%             | 0.62%                         | 0.65%                       |
| Interest, Bank Charges etc                                  | 0.97%             | 1.57%                         | 0.85%                       |
| Printing, Postage and Stationery                            | 0.25%             | 0.24%                         | 0.25%                       |
| Rent of Premises                                            | 6.02%             | 6.26%                         | 5.93%                       |
| Other Occupancy Costs                                       | 1.12%             | 0.85%                         | 1.23%                       |
| Other Depreciation, Lease and HP                            | 2.11%             | 1.34%                         | 2.31%                       |
| Repairs, Maintenance, Hire of Plant & Equipment             | 0.66%             | 0.78%                         | 0.62%                       |
| Staff On Costs and including Professional Development Costs | 5.89%             | 5.19%                         | 6.15%                       |
| Telephone & Fax                                             | 0.45%             | 0.75%                         | 0.34%                       |
| Employees' Wages & Salaries                                 | 45.73%            | 46.45%                        | 45.48%                      |
| Vehicle Operating Costs                                     | 1.39%             | 1.85%                         | 1.28%                       |
| All Other Expenses                                          | 6.90%             | 4.09%                         | 7.92%                       |
| Total Overheads                                             | 74.09%            | 70.75%                        | 75.30%                      |
| Equals Net Profit (bps*)                                    | 25.91%            | 29.25%                        | 24.70%                      |
| <b>Net Profit (bps*) per....</b>                            |                   |                               |                             |
| Principal                                                   | \$255,592         | \$130,042                     | \$297,442                   |
| Principal Workhour                                          | \$221.38          | \$281.64                      | \$200.11                    |
| <b>Total Income per....</b>                                 |                   |                               |                             |
| Person                                                      | \$148,249         | \$109,803                     | \$162,895                   |
| Practitioner                                                | \$196,652         | \$164,759                     | \$208,801                   |
| Consultation                                                | \$93.40           | \$95.26                       | \$92.29                     |
| <b>Non Personnel-Related Overheads per....</b>              |                   |                               |                             |
| Person                                                      | \$33,872          | \$20,777                      | \$38,861                    |
| Practitioner                                                | \$43,982          | \$31,032                      | \$48,915                    |
| Consultation                                                | \$18.86           | \$19.55                       | \$18.45                     |
| <b>Personnel (fte personnel numbers)</b>                    |                   |                               |                             |
| Principals                                                  | 1.75              | 1.43                          | 1.86                        |
| Employed Practitioners and Associates                       | 7.10              | 2.21                          | 9.11                        |
| All Support Staff                                           | 3.73              | 2.64                          | 4.23                        |
| Total Personnel                                             | 11.11             | 6.00                          | 13.05                       |
| Support Staff per Practitioner                              | 0.50              | 0.64                          | 0.43                        |
| Hours Worked per Principal per Year                         | 1,768             | 1,754                         | 1,772                       |
| <b>Other Information</b>                                    |                   |                               |                             |



|                                                      |           |           |           |
|------------------------------------------------------|-----------|-----------|-----------|
| Principals' Equity as % of Total Assets              | 45.79%    | 48.46%    | 44.94%    |
| Asset Turnover                                       | \$4.38    | \$6.42    | \$3.73    |
| Assets per Person                                    | \$50,409  | \$44,878  | \$52,253  |
| Average Consult Length (mins)                        | 33        | 34        | 33        |
| Average Number of Consults per Practitioner per Week | 42        | 40        | 43        |
| Opening Hours per Day                                | 10.14     | 9.33      | 10.54     |
| Growth Capacity                                      | 18.07%    | 28.89%    | 14.13%    |
| Net Profit (*bos) per principal                      | \$255,592 | \$130,042 | \$297,442 |
| Current ratio                                        | 3.85      | 3.27      | 4.00      |
| Days' debtors                                        | 7.33      | 6.69      | 7.54      |
| Liability turnover                                   | \$10.81   | \$14.00   | \$9.98    |
| Interest cover: business                             | 171.53    | 607.11    | 88.56     |

\* bps - before principals' salaries and benefits

Please note certain mathematical operations with benchmark averages will not yield the results you may be expecting. For more info please see the Ratio Calculations section of this report.



## Average Results for businesses grouped as indicated

|                                                             | All Firms Average | Net Profit per Owner:<br>Less than \$150,000 | Net Profit per Owner:<br>\$150,000 or more |
|-------------------------------------------------------------|-------------------|----------------------------------------------|--------------------------------------------|
| <b>Income</b>                                               |                   |                                              |                                            |
| Total Income                                                | \$1,602,003       | \$993,391                                    | \$1,880,017                                |
| <b>Less Overheads as %'s of Total Income:</b>               |                   |                                              |                                            |
| Accounting & Legal Fees                                     | 0.84%             | 0.73%                                        | 0.89%                                      |
| Drugs, Supplies and Consumables                             | 2.57%             | 2.80%                                        | 2.52%                                      |
| All Insurance                                               | 0.65%             | 0.46%                                        | 0.69%                                      |
| Interest, Bank Charges etc                                  | 0.97%             | 1.45%                                        | 0.89%                                      |
| Printing, Postage and Stationery                            | 0.25%             | 0.22%                                        | 0.27%                                      |
| Rent of Premises                                            | 6.02%             | 6.59%                                        | 6.01%                                      |
| Other Occupancy Costs                                       | 1.12%             | 1.05%                                        | 1.22%                                      |
| Other Depreciation, Lease and HP                            | 2.11%             | 4.89%                                        | 1.40%                                      |
| Repairs, Maintenance, Hire of Plant & Equipment             | 0.66%             | 1.14%                                        | 0.62%                                      |
| Staff On Costs and including Professional Development Costs | 5.89%             | 6.36%                                        | 5.75%                                      |
| Telephone & Fax                                             | 0.45%             | 0.65%                                        | 0.39%                                      |
| Employees' Wages & Salaries                                 | 45.73%            | 43.26%                                       | 44.55%                                     |
| Vehicle Operating Costs                                     | 1.39%             | n/a                                          | 1.20%                                      |
| All Other Expenses                                          | 6.90%             | 9.34%                                        | 6.72%                                      |
| Total Overheads                                             | 74.09%            | 78.66%                                       | 72.17%                                     |
| Equals Net Profit (bps*)                                    | 25.91%            | 21.34%                                       | 27.83%                                     |
| <b>Net Profit (bps*) per....</b>                            |                   |                                              |                                            |
| Principal                                                   | \$255,592         | \$111,758                                    | \$300,036                                  |
| Principal Workhour                                          | \$221.38          | \$86.99                                      | \$203.66                                   |
| <b>Total Income per....</b>                                 |                   |                                              |                                            |
| Person                                                      | \$148,249         | \$96,854                                     | \$161,819                                  |
| Practitioner                                                | \$196,652         | \$131,889                                    | \$213,528                                  |
| Consultation                                                | \$93.40           | \$126.61                                     | \$92.14                                    |
| <b>Non Personnel-Related Overheads per....</b>              |                   |                                              |                                            |
| Person                                                      | \$33,872          | \$28,604                                     | \$36,601                                   |
| Practitioner                                                | \$43,982          | \$37,864                                     | \$47,228                                   |
| Consultation                                                | \$18.86           | \$34.62                                      | \$16.72                                    |
| <b>Personnel (fte personnel numbers)</b>                    |                   |                                              |                                            |
| Principals                                                  | 1.75              | 1.80                                         | 1.73                                       |
| Employed Practitioners and Associates                       | 7.10              | 7.00                                         | 7.73                                       |
| All Support Staff                                           | 3.73              | 3.25                                         | 3.91                                       |
| Total Personnel                                             | 11.11             | 10.35                                        | 11.98                                      |
| Support Staff per Practitioner                              | 0.50              | 0.47                                         | 0.48                                       |
| Hours Worked per Principal per Year                         | 1,768             | 1,424                                        | 1,849                                      |
| <b>Other Information</b>                                    |                   |                                              |                                            |



|                                                      |           |           |           |
|------------------------------------------------------|-----------|-----------|-----------|
| Principals' Equity as % of Total Assets              | 45.79%    | 18.27%    | 49.44%    |
| Asset Turnover                                       | \$4.38    | \$3.50    | \$3.54    |
| Assets per Person                                    | \$50,409  | \$39,747  | \$55,860  |
| Average Consult Length (mins)                        | 33        | 30        | 33        |
| Average Number of Consults per Practitioner per Week | 42        | 23        | 45        |
| Opening Hours per Day                                | 10.14     | 9.33      | 10.38     |
| Growth Capacity                                      | 18.07%    | 19.48%    | 18.40%    |
| Net Profit (*bos) per principal                      | \$255,592 | \$111,758 | \$300,036 |
| Current ratio                                        | 3.85      | 3.60      | 3.89      |
| Days' debtors                                        | 7.33      | 6.41      | 7.74      |
| Liability turnover                                   | \$10.81   | \$6.34    | \$12.32   |
| Interest cover: business                             | 171.53    | 33.68     | 98.79     |

\* bps - before principals' salaries and benefits

Please note certain mathematical operations with benchmark averages will not yield the results you may be expecting. For more info please see the Ratio Calculations section of this report.



## Average Results for businesses grouped as indicated

|                                                             | All Practices Average | Location: Capital City and Suburbs | Other: Rented Premises |
|-------------------------------------------------------------|-----------------------|------------------------------------|------------------------|
| <b>Income</b>                                               |                       |                                    |                        |
| Total Income                                                | \$1,602,003           |                                    | \$1,602,003            |
| <b>Less Overheads as %'s of Total Income:</b>               |                       |                                    |                        |
| Accounting & Legal Fees                                     | 0.84%                 |                                    | 0.84%                  |
| Drugs, Supplies and Consumables                             | 2.57%                 |                                    | 2.57%                  |
| All Insurance                                               | 0.65%                 |                                    | 0.65%                  |
| Interest, Bank Charges etc                                  | 0.97%                 |                                    | 0.97%                  |
| Printing, Postage and Stationery                            | 0.25%                 |                                    | 0.25%                  |
| Rent of Premises                                            | 6.02%                 |                                    | 6.02%                  |
| Other Occupancy Costs                                       | 1.12%                 |                                    | 1.12%                  |
| Other Depreciation, Lease and HP                            | 2.11%                 |                                    | 2.11%                  |
| Repairs, Maintenance, Hire of Plant & Equipment             | 0.66%                 |                                    | 0.66%                  |
| Staff On Costs and including Professional Development Costs | 5.89%                 |                                    | 5.89%                  |
| Telephone & Fax                                             | 0.45%                 |                                    | 0.45%                  |
| Employees' Wages & Salaries                                 | 45.73%                |                                    | 45.73%                 |
| Vehicle Operating Costs                                     | 1.39%                 |                                    | 1.39%                  |
| All Other Expenses                                          | 6.90%                 |                                    | 6.90%                  |
| Total Overheads                                             | 74.09%                |                                    | 74.09%                 |
| Equals Net Profit (bps*)                                    | 25.91%                |                                    | 25.91%                 |
| <b>Net Profit (bps*) per....</b>                            |                       |                                    |                        |
| Principal                                                   | \$255,592             |                                    | \$255,592              |
| Principal Workhour                                          | \$221.38              |                                    | \$221.38               |
| <b>Total Income per....</b>                                 |                       |                                    |                        |
| Person                                                      | \$148,249             |                                    | \$148,249              |
| Practitioner                                                | \$196,652             |                                    | \$196,652              |
| Consultation                                                | \$93.40               |                                    | \$93.40                |
| <b>Non Personnel-Related Overheads per....</b>              |                       |                                    |                        |
| Person                                                      | \$33,872              |                                    | \$33,872               |
| Practitioner                                                | \$43,982              |                                    | \$43,982               |
| Consultation                                                | \$18.86               |                                    | \$18.86                |
| <b>Personnel (fte personnel numbers)</b>                    |                       |                                    |                        |
| Principals                                                  | 1.75                  |                                    | 1.75                   |
| Employed Practitioners and Associates                       | 7.10                  |                                    | 7.10                   |
| All Support Staff                                           | 3.73                  |                                    | 3.73                   |
| Total Personnel                                             | 11.11                 |                                    | 11.11                  |
| Support Staff per Practitioner                              | 0.50                  |                                    | 0.50                   |
| Hours Worked per Principal per Year                         | 1,768                 |                                    | 1,768                  |
| <b>Other Information</b>                                    |                       |                                    |                        |



|                                                      |           |           |
|------------------------------------------------------|-----------|-----------|
| Principals' Equity as % of Total Assets              | 45.79%    | 45.79%    |
| Asset Turnover                                       | \$4.38    | \$4.38    |
| Assets per Person                                    | \$50,409  | \$50,409  |
| Average Consult Length (mins)                        | 33        | 33        |
| Average Number of Consults per Practitioner per Week | 42        | 42        |
| Opening Hours per Day                                | 10.14     | 10.14     |
| Growth Capacity                                      | 18.07%    | 18.07%    |
| Net Profit (*bos) per principal                      | \$255,592 | \$255,592 |
| Current ratio                                        | 3.85      | 3.85      |
| Days' debtors                                        | 7.33      | 7.33      |
| Liability turnover                                   | \$10.81   | \$10.81   |
| Interest cover: business                             | 171.53    | 171.53    |

\* bps - before principals' salaries and benefits

Please note certain mathematical operations with benchmark averages will not yield the results you may be expecting. For more info please see the Ratio Calculations section of this report.