

Aide-Mémoire

Meeting with GenPro 13 November 2025

Date due to MO: 10 November 2025 **Date of meeting:** 13 November 2025

Security level: IN CONFIDENCE **Reference:** H2025074572

To: Hon Simeon Brown, Minister of Health

Consulted: Health New Zealand: ☒

Proactive release: This **title** is proposed by the Ministry of Health for proactive release: ☒

Contact for telephone discussion

Name	Position	Telephone
Sam King	Acting Group Manager, Strategy	s 9(2)(a)
Alice Sowry	Acting Manager, Primary and Community Health Policy	

Author: Michael Thomson, Principal Policy Analyst, Primary and Community Health Policy

Aide-Mémoire

Meeting with GenPro 13 November 2025

Date due:	10 November 2025		
To:	Hon Simeon Brown, Minister of Health		
Security level:	IN CONFIDENCE	Reference:	H2025074572

About the Meeting

Purpose of Meeting You are meeting with GenPro. They have requested to discuss key issues affecting general practice, including new PHOs, market structure, the fees review process, and capitation reweighting.

Details of Meeting **Time and date:** 11:10-11:30am, Thursday 13 November 2025
Venue: EW 6.6

Attendees

- Dr Angus Chambers, Chair
- Dr Stephanie Taylor, Deputy Chair
- Daniel Riordan, Silvereye (government relations consultant)

Organisation The General Practice Owners' Association of Aotearoa New Zealand (GenPro) is an interest group that represents more than 475 General Practice and urgent care owners. It was formed in 2020 by General Practice owners who sought direct representation in negotiations with Government including the Ministry of Health, ACC, and health agencies.

Ministry representatives N/A

Summary: This aide-mémoire provides you with background information on GenPro, information on key areas which you may want to raise, and talking points to support this discussion.

Background and context

1. GenPro has indicated it would like to discuss the following topics:
 - a. New Primary Health Organisations (PHOs)
 - b. Market structure
 - c. Fee review process
 - d. Capitation reweighting
2. You last met GenPro on 24 July 2025, and discussed telehealth, funding issues, independent oversight of PHOs, and workforce investment.
3. You may wish to congratulate Dr Stephanie Taylor on her appointment to your Primary Care Advisory Group. Dr Taylor will be resigning from her role as Deputy Chair of GenPro to participate in the Group.

New PHOs

4. s 9(2)(g)(i)
5. The sector is also worried about the establishment of new PHOs linked to corporate providers (such as Tend and Green Cross). When providers leave their existing PHO to join a new corporate-affiliated PHO, the existing PHO may lose scale and viability.

6. s 9(2)(g)(i)

Market structure

7. s 9(2)(g)(i)

¹ Applications will only be approved in if gains in health outcomes or the health system are considered very likely. Providers interested in becoming a PHO must be able to demonstrate:

- capability to deliver all PHO service components from 1 July of the following calendar year
- a proposed enrolled population of around 100,000 people
- a proven track record delivering general practice or similar services
- strong governance and management systems
- a clear approach to meeting the goals and service expectations of PHOs.

8. Corporate GP ownership has continued to grow, including as GP owners sell at retirement, from 7% in 2015 to 14% in 2022. Corporate sales have slowed in the past year, and there are signs of growing ownership from clusters of GP owners.
9. The three largest corporate providers are:
 - a. Green Cross Health Ltd – 66 practices covering 423,000 enrolled patients.
 - b. Tāmaki Health Ltd – 50 practices covering 230,000 enrolled patients.
 - c. Tend Health Ltd – 13 practices covering 80,000 enrolled patients.
10. Sydney-based private equity firm Mercury Capital has moved to sell its 98.88% stake in Tāmaki Health.
11. Corporate practices can use their scale to provide timely access and fund capital-intensive digital services. There are some anecdotal reports that users experience shorter consultations and less continuity with the same doctor.

12. s 9(2)(g)(i)

Fees review process

13. s 9(2)(g)(i)

14. On 10 October 2025, GenPro made two proposals to the PSAAP Group relating to fees for urgent care and youth rates. Health NZ did not agree to either proposal.

15. s 9(2)(g)(i)

Proposal	GenPro position	Health NZ position
Urgent care	GenPro proposed providers should be able to charge more than a standard consultation fee for 'urgent care'.	Health NZ believes that practices are obliged to provide routine and urgent care as part of the PHO services agreement without additional charging.
Youth rates	GenPro proposed that over 14s (14 – 17-year-olds) should be considered the same as adults for fees as there is no youth rate applicable in the PHO services agreement.	Health NZ's view is that a practice can decide to provide a discount for this age group. If they want to increase fees outside of the agreed fees framework, then Health NZ would consider referral to fees review.

Capitation reweighting

16. s 9(2)(g)(i)

17. s 9(2)(j)

18. s 9(2)(g)(i)



Sam King
Acting Group Manager, Strategy
Strategy and Policy

Appendix 1: Attendee list and biographies



Dr Angus Chambers – Chair, GenPro

Dr Angus Chambers is the Director of the Riccarton Medical Centre in Christchurch, a General Practice and Urgent Care service which serves over 19,000 patients.

His leadership extends to previously chairing Christchurch PHO, as well as the Primary Health Alliance. A vocal advocate for the sustainability of General Practice, Dr Chambers has been a strong supporter of GenPro and its mission to reshape the representation of General Practice in New Zealand.



Dr Stephanie Taylor – Deputy Chair, GenPro

Dr Stephanie Taylor is a General Practitioner and owner at The Doctors St Heliers in Auckland, where she has practiced for over 20 years.

Dr Taylor has been appointed to the Primary Care Advisory Group, and will step down from her role as Deputy Chair of GenPro to accommodate her role on the Group.



Daniel Riordan (Silvereye)

Daniel Riordan is attending in a strategic advisory capacity, supporting GenPro's communications and stakeholder engagement.