



AUSTRALIAN INDUSTRY

EMBARGO: 11.30AM (CANBERRA TIME) FRI 28 MAY 2010

CONTENTS

	<i>page</i>
Notes	2
List of tables	3
Abbreviations	4

CHAPTERS

1 Overview	5
2 Industry performance	17
3 States, territories and Australia	34

ADDITIONAL INFORMATION

Explanatory Notes	41
Technical Note 1: Estimation methodology	47
Technical Note 2: Data quality	49
Glossary	52

INQUIRIES

For further information about these and related statistics, contact the National Information and Referral Service on 1300 135 070 or email <australian.industry.statistics@abs.gov.au>.

NOTES

ABOUT THIS PUBLICATION This publication presents estimates of the economic and financial performance of Australian industry for 2008–09. These data are compiled from the ABS Economic Activity Survey (EAS) and from Business Activity Statement (BAS) data reported to the Australian Taxation Office.

The estimates in this publication are based on the *Australian and New Zealand Standard Industrial Classification (ANZSIC)*, 2006 edition (cat. no. 1292.0).

REVISIONS Estimates for the 2007–08 reference year have been revised since the previous issue of this publication. The revisions are incorporated in this publication and in the extended data spreadsheets available free online.

The effect of these revisions on the 2007–08 national estimates of indicative key variables at the TOTAL SELECTED INDUSTRIES level has been a decrease of 0.4% (or \$8.1b) in sales and service income, a decrease of 0.3% in total expenses (or \$7.0b) and an increase of 2.4% (\$18.3b) in industry value added (IVA). The majority of the revision to IVA has been due to a change in the derivation. Payroll tax and Land tax have been removed from the intermediate input expense component of IVA. This change has been backcast to 2006–07. The extent of revisions may be greater for individual industries and/or for other variables.

COMMENTS The ABS welcomes comments and suggestions from users regarding future surveys of Australian industry. These comments should be addressed to the Director, Annual Integrated Collections Business Statistics Centre, Australian Bureau of Statistics, GPO Box 796, Sydney, NSW 2001.

Brian Pink
Australian Statistician

LIST OF TABLES

page

OVERVIEW

1.1 Key data, 2004–05 to 2008–09 7
1.2 Labour costs, 2006–07 to 2008–09 11
1.3 Industry value added, 2006–07 to 2008–09 14

INDUSTRY PERFORMANCE

2.1 Business size, 2008–09 21
2.2 Industry performance, 2006–07 to 2007–09 24

STATES, TERRITORIES AND AUSTRALIA

3.1 States, territories and Australia, 2006–07 to 2008–09 36

ABBREVIATIONS

\$'000	thousand dollars
\$b	billion (thousand million) dollars
\$m	million dollars
ABN	Australian Business Number
ABR	Australian Business Register
ABS	Australian Bureau of Statistics
ABSBR	Australian Bureau of Statistics Business Register
ABSMP	Australian Bureau of Statistics maintained population
ACT	Australian Capital Territory
AEIFRS	Australian Equivalents to International Financial Reporting Standards
ANZSIC	Australian and New Zealand Standard Industrial Classification
ATO	Australian Taxation Office
ATOMP	Australian Taxation Office maintained population
Aust.	Australia
BAS	Business Activity Statement
EAS	Economic Activity Survey
EBITDA	earnings before interest, tax, depreciation and amortisation
GFCF	gross fixed capital formation
GST	goods and services tax
IVA	industry value added
m	million
n.e.c.	not elsewhere classified
no.	number
NSW	New South Wales
NT	Northern Territory
OPBT	operating profit before tax
Qld	Queensland
RSE	relative standard error
SA	South Australia
SISCA	Standard Institutional Sector Classification of Australia
Tas.	Tasmania
TAU	type of activity unit
Vic.	Victoria
WA	Western Australia

CHAPTER 1

OVERVIEW

INTRODUCTION

This chapter contains summary information about selected key data, labour costs and industry value added. Chapter 2 presents selected key data by business size, together with measures of the performance of Australian industry. Chapter 3 presents information on employment, wages and salaries, and sales and service income for industry in Australian states and territories.

KEY DATA

For TOTAL SELECTED INDUSTRIES, the aggregates of income, expenses and industry value added increased by 4.9%, 5.9% and 6.7% respectively between 2007–08 and 2008–09. Operating profit before tax (OPBT) decreased by 4.9%, and earnings before interest, tax, depreciation and amortisation (EBITDA) increased by 9.8% over the same period.

Thirteen of the eighteen industry divisions that comprise the TOTAL SELECTED INDUSTRIES recorded increases in total income. MINING recorded the largest percentage increase (34.7%) and the largest absolute increase (\$47.2b). RENTAL, HIRING AND REAL ESTATE SERVICES recorded the largest percentage decrease (17.2%) and the largest absolute decrease (\$18.2b).

Fifteen of the total eighteen selected industries recorded increases in total expenses. MINING recorded the largest percentage increase (32.6%) and the largest absolute increase (\$30.0b).

EBITDA for TOTAL SELECTED INDUSTRIES increased by \$30.3b between 2007–08 and 2008–09. Most of this increase was driven by MINING, which recorded the largest absolute increase of \$25.2b.

OPBT for TOTAL SELECTED INDUSTRIES decreased by \$14.0b between 2007–08 and 2008–09. This was driven by significant write-downs across a number of industries, the largest industry impacted being RENTAL, HIRING AND REAL ESTATE SERVICES, which recorded an absolute decrease in OPBT of \$22.5b. MINING experienced a result counter to the decreasing trend in OPBT, showing substantial growth of \$17.7b (38.6%).

Employment for TOTAL SELECTED INDUSTRIES in 2008–09 was consistent with 2007–08, increasing by only 2,000. The largest absolute increase (53,000) occurred in HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE), followed by ACCOMMODATION AND FOOD SERVICES (24,000). This was offset to some degree by a decrease in ADMINISTRATIVE AND SUPPORT SERVICES (64,000). The largest contributor to employment was RETAIL TRADE (1.27m).

LABOUR COSTS

The industries with the largest total labour costs are MANUFACTURING (\$62.2b) and PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES (\$61.0b).

In 2008–09, wages and salaries totalled \$393.6b, 86.6% of total labour costs for TOTAL SELECTED INDUSTRIES.

INDUSTRY VALUE ADDED

Industry value added for TOTAL SELECTED INDUSTRIES increased by 6.7%, or \$53.2b, between 2007–08 and 2008–09.

MINING this year has overtaken MANUFACTURING as the largest contributing industry, contributing \$107.0b (12.7%) of the estimate for TOTAL SELECTED INDUSTRIES, followed by MANUFACTURING (\$105.1b or 12.5%).

1.1

KEY DATA (a)

	Employment at end of June(b)	Wages and salaries (c)	Sales and service income (d)	Total income	Total expenses	Operating profit before tax(e)	Earnings before interest, tax, depreciation and amortisation (e)	Industry value added (e)
	'000	\$m	\$m	\$m	\$m	\$m	\$m	\$m
AGRICULTURE, FORESTRY AND FISHING								
2004-05	np	5 099	^ 52 582	54 061	48 625	^ 5 220	10 802	^ 17 200
2005-06	np	5 325	^ 55 239	57 121	51 321	** 5 410	10 757	^ 17 591
2006-07	503	5 843	54 660	57 827	52 046	* 5 711	^ 8 634	17 205
2007-08	510	6 117	61 330	65 663	59 566	^ 6 901	^ 10 769	19 769
2008-09	515	6 122	66 411	70 465	64 629	^ 5 767	11 291	20 665
MINING								
2004-05	np	7 826	74 849	81 855	61 031	21 499	26 590	41 746
2005-06	np	9 835	99 497	105 361	74 206	32 060	39 847	59 323
2006-07	117	11 827	113 624	121 143	81 074	40 984	48 741	71 173
2007-08	128	12 788	120 881	136 337	92 057	45 899	48 888	72 156
2008-09	135	15 549	171 654	183 579	122 104	63 636	74 052	107 059
MANUFACTURING								
2004-05	np	44 889	321 044	326 948	304 878	25 061	33 712	87 898
2005-06	np	46 973	338 783	344 371	320 524	25 892	35 068	91 179
2006-07	1 015	50 297	376 595	383 190	353 946	30 693	39 657	101 698
2007-08	1 039	52 750	396 277	403 954	374 355	34 057	42 596	107 622
2008-09	1 008	53 158	420 921	426 631	400 470	27 256	39 178	105 154
ELECTRICITY, GAS, WATER AND WASTE SERVICES								
2004-05	np	5 763	55 726	59 331	52 195	7 351	15 639	22 608
2005-06	np	6 759	58 708	64 926	56 051	8 989	15 563	23 728
2006-07	99	7 432	61 057	68 246	58 532	10 038	15 895	25 115
2007-08	101	7 705	70 444	77 199	67 663	9 725	17 418	27 088
2008-09	108	8 242	76 288	84 254	73 121	11 438	18 953	29 380
CONSTRUCTION								
2004-05	np	24 124	^ 164 590	167 831	153 017	* 13 789	15 484	44 665
2005-06	np	28 816	188 677	193 674	174 230	^ 18 943	21 352	56 812
2006-07	985	33 498	231 848	237 306	204 922	^ 29 209	^ 29 822	74 358
2007-08	1 030	37 673	255 679	259 369	230 744	29 904	33 626	80 281
2008-09	1 030	40 114	261 407	266 090	237 296	^ 27 616	33 398	83 210
WHOLESALE TRADE								
2004-05	np	22 304	311 581	315 162	305 754	12 809	14 666	41 272
2005-06	np	24 523	334 688	338 667	325 993	14 925	17 420	47 239
2006-07	540	26 700	351 852	356 417	343 087	^ 16 327	18 278	51 242
2007-08	560	29 084	389 328	394 412	378 100	19 189	20 625	56 597
2008-09	555	29 769	389 477	393 987	377 257	19 477	22 016	58 895

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

np not available for publication but included in totals where applicable, unless otherwise indicated

(a) For scope and coverage details, see Explanatory Notes paragraphs 6-25.

(b) Includes working proprietors.

(c) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2 paragraph 5.

1.1KEY DATA (a) *continued*

	Employment at end of June(b)	Wages and salaries (c)	Sales and service income (d)	Total income	Total expenses	Operating profit before tax(e)	Earnings before interest, tax, depreciation and amortisation (e)	Industry value added (e)
	'000	\$m	\$m	\$m	\$m	\$m	\$m	\$m
RETAIL TRADE								
2004-05	np	24 430	246 701	248 430	239 266	^ 10 901	13 319	41 691
2005-06	np	25 365	262 744	265 686	256 177	^ 10 270	13 061	43 807
2006-07	1 184	28 705	293 797	296 680	284 958	12 761	14 117	49 336
2007-08	1 265	32 061	308 592	311 521	301 348	12 401	14 617	53 428
2008-09	1 266	33 490	329 699	332 903	320 634	^ 12 806	15 140	55 359
ACCOMMODATION AND FOOD SERVICES								
2004-05	np	13 077	^ 53 827	54 464	50 403	* 4 143	6 173	^ 21 147
2005-06	np	13 849	58 242	59 211	54 655	* 4 588	6 990	23 098
2006-07	711	14 422	62 401	63 674	58 126	^ 6 001	^ 7 696	25 175
2007-08	732	15 716	69 139	69 948	65 289	^ 4 744	8 416	27 631
2008-09	756	15 846	68 437	69 821	64 784	* 5 210	^ 7 965	27 833
TRANSPORT, POSTAL AND WAREHOUSING								
2004-05	np	18 216	^ 93 188	99 445	89 277	10 163	16 442	38 477
2005-06	np	20 360	^ 99 280	107 967	98 045	** 9 829	18 608	^ 43 042
2006-07	553	23 413	112 572	122 629	108 079	14 681	21 758	50 943
2007-08	565	25 781	121 332	132 761	118 612	14 339	21 533	53 099
2008-09	584	27 188	121 627	134 647	123 639	11 185	17 789	51 381
INFORMATION MEDIA AND TELECOMMUNICATIONS								
2004-05	np	9 713	59 583	61 132	50 907	^ 10 388	17 735	29 216
2005-06	np	11 064	61 874	63 667	54 679	^ 8 972	16 910	^ 29 547
2006-07	171	10 793	67 023	68 890	59 054	9 927	18 267	31 524
2007-08	174	11 737	68 879	70 578	59 916	10 783	19 136	33 623
2008-09	175	11 926	71 147	67 678	61 248	6 449	20 147	34 940
RENTAL, HIRING AND REAL ESTATE SERVICES								
2004-05	np	8 174	62 000	69 848	50 954	^ 18 963	22 380	32 795
2005-06	np	9 278	^ 70 401	82 933	60 723	* 22 799	25 677	^ 37 835
2006-07	350	10 498	76 457	101 967	64 085	^ 37 790	26 814	43 411
2007-08	362	11 045	83 355	105 972	68 865	^ 36 694	^ 29 104	47 446
2008-09	371	11 364	87 053	87 775	73 063	** 14 196	32 613	49 336
PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES								
2004-05	np	34 861	90 908	104 252	89 804	^ 14 310	8 804	^ 48 373
2005-06	np	39 959	^ 115 951	133 294	111 726	* 22 201	14 303	^ 59 926
2006-07	875	44 695	133 043	150 468	125 025	^ 25 703	^ 17 524	72 059
2007-08	954	51 822	143 517	166 888	135 697	31 320	^ 18 599	81 355
2008-09	922	53 179	154 226	185 975	148 549	37 910	19 748	83 829

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

np not available for publication but included in totals where applicable, unless otherwise indicated

(a) For scope and coverage details, see Explanatory Notes paragraphs 6-25.

(b) Includes working proprietors.

(c) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2 paragraph 5.

1.1

KEY DATA (a) *continued*

	Employment at end of June (b)	Wages and salaries (c)	Sales and service income (d)	Total income	Total expenses	Operating profit before tax (e)	Earnings before interest, tax, depreciation and amortisation (e)	Industry value added (e)
	'000	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ADMINISTRATIVE AND SUPPORT SERVICES								
2004-05	np	20 505	44 302	45 677	41 466	^ 4 204	4 254	27 072
2005-06	np	23 194	*50 275	52 498	47 996	**4 484	4 416	*30 685
2006-07	733	25 103	51 249	55 836	48 846	^ 6 964	*6 531	^ 36 402
2007-08	796	28 309	60 015	64 991	58 992	^ 6 130	^ 6 205	39 757
2008-09	732	26 677	59 800	62 435	58 145	**4 475	^ 7 329	38 620
PUBLIC ADMINISTRATION AND SAFETY (PRIVATE)								
2004-05	np	1 950	^ 3 857	4 165	4 314	**_-143	-74	^ 2 156
2005-06	np	2 218	4 727	5 038	4 912	^ 126	123	^ 2 715
2006-07	^ 79	2 537	5 435	5 931	5 299	^ 640	^ 565	3 598
2007-08	^ 78	2 524	5 697	6 040	5 541	*501	^ 520	3 570
2008-09	66	2 497	6 128	6 494	5 863	^ 654	^ 609	3 606
EDUCATION AND TRAINING (PRIVATE)								
2004-05	np	8 150	9 492	17 025	15 359	*1 688	1 584	10 522
2005-06	np	8 765	10 203	18 620	16 903	^ 1 691	1 274	11 130
2006-07	274	9 077	11 531	19 732	17 568	^ 2 177	^ 1 285	11 736
2007-08	292	10 094	12 059	21 413	18 481	*2 952	^ 1 500	12 981
2008-09	298	11 526	12 782	22 840	21 614	*1 255	*913	14 292
HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE)								
2004-05	np	19 838	39 287	50 654	44 688	5 982	6 002	29 478
2005-06	np	21 797	44 024	56 472	49 457	7 240	7 658	33 668
2006-07	776	25 130	49 875	68 412	57 295	^ 11 148	^ 9 630	40 745
2007-08	814	28 027	53 995	73 504	63 237	^ 10 231	^ 9 276	43 441
2008-09	867	29 218	56 046	78 294	66 409	^ 12 064	^ 11 919	47 332
ARTS AND RECREATION SERVICES								
2004-05	np	3 408	^ 19 594	20 846	18 121	2 716	3 028	7 059
2005-06	np	3 880	21 200	22 962	20 299	^ 2 751	2 650	^ 7 383
2006-07	167	4 069	22 518	25 548	22 156	3 395	^ 2 314	8 512
2007-08	172	4 486	24 032	26 612	22 913	3 715	^ 2 782	9 146
2008-09	172	4 575	25 922	28 592	24 538	4 029	^ 3 544	9 424
OTHER SERVICES								
2004-05	np	9 270	33 957	38 277	34 704	*3 657	1 830	13 554
2005-06	np	10 327	^ 35 801	40 190	37 070	*3 001	1 335	^ 14 886
2006-07	419	11 647	37 902	46 246	40 196	6 054	*1 562	18 778
2007-08	423	12 502	42 161	48 556	42 112	^ 6 538	^ 3 862	20 412
2008-09	439	13 183	45 298	52 877	46 600	^ 6 585	*3 141	22 267

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

np not available for publication but included in totals where applicable, unless otherwise indicated

(a) For scope and coverage details, see Explanatory Notes paragraphs 6-25.

(b) Includes working proprietors.

(c) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2 paragraph 5.

1.1KEY DATA (a) *continued*

	Employment at end of June (b)	Wages and salaries (c)	Sales and service income (d)	Total income	Total expenses	Operating profit before tax (e)	Earnings before interest, tax, depreciation and amortisation (e)	Industry value added (e)
	'000	\$m	\$m	\$m	\$m	\$m	\$m	\$m
TOTAL SELECTED INDUSTRIES (f)								
2004–05	np	281 597	1 737 067	1 819 403	1 654 761	172 701	218 369	556 928
2005–06	np	312 288	1 910 314	2 012 659	1 814 968	204 172	253 012	633 594
2006–07	9 550	345 686	2 113 438	2 250 142	1 984 292	270 204	289 092	733 011
2007–08	9 995	380 219	2 286 711	2 435 716	2 163 487	286 024	309 471	789 402
2008–09	9 997	393 621	2 424 323	2 555 339	2 289 962	272 010	339 745	842 582

np not available for publication but included in totals where applicable, unless otherwise indicated

(a) For scope and coverage details, see Explanatory Notes paragraphs 6–25.

(b) Includes working proprietors.

(c) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2 paragraph 5.

(f) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

1.2**LABOUR COSTS (a)**

	Wages and salaries(b)	Employer contributions into superannuation	Workers' compensation premiums/costs	Selected labour costs	Fringe benefits tax	Payroll tax	Total labour costs
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
AGRICULTURE, FORESTRY AND FISHING							
2006-07	5 843	648	240	6 731	20	81	6 833
2007-08	6 117	695	242	7 053	^ 17	^ 107	7 178
2008-09	6 122	698	249	7 069	^ 15	104	7 188
MINING							
2006-07	11 827	898	225	12 950	135	522	13 607
2007-08	12 788	913	205	13 905	146	543	14 594
2008-09	15 549	1 303	236	17 088	181	717	17 986
MANUFACTURING							
2006-07	50 297	4 270	1 525	56 092	514	2 112	58 717
2007-08	52 750	4 685	1 468	58 904	505	2 243	61 651
2008-09	53 158	4 881	1 426	59 465	500	2 229	62 194
ELECTRICITY, GAS, WATER AND WASTE SERVICES							
2006-07	7 432	516	97	8 045	65	325	8 435
2007-08	7 705	682	114	8 501	55	341	8 897
2008-09	8 242	706	115	9 063	56	368	9 487
CONSTRUCTION							
2006-07	33 498	3 074	1 091	37 662	164	919	38 745
2007-08	37 673	3 738	1 088	42 499	*420	1 224	44 142
2008-09	40 114	3 938	1 038	45 090	173	1 275	46 539
WHOLESALE TRADE							
2006-07	26 700	2 544	558	29 802	426	1 154	31 381
2007-08	29 084	2 807	528	32 419	491	1 218	34 128
2008-09	29 769	2 807	^ 565	33 141	440	1 239	34 820
RETAIL TRADE							
2006-07	28 705	3 201	529	32 435	198	956	33 589
2007-08	32 061	3 219	^ 642	35 922	^ 180	1 143	37 245
2008-09	33 490	2 937	669	37 096	^ 198	1 240	38 534
ACCOMMODATION AND FOOD SERVICES							
2006-07	14 422	1 138	353	15 913	45	384	16 342
2007-08	15 716	1 259	365	17 339	^ 42	501	17 883
2008-09	15 846	^ 1 736	*564	18 146	^ 43	422	18 611
TRANSPORT, POSTAL AND WAREHOUSING							
2006-07	23 413	1 912	672	25 997	167	1 049	27 214
2007-08	25 781	1 970	750	28 500	128	1 167	29 795
2008-09	27 188	2 175	733	30 096	137	1 109	31 342

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

(a) For scope and coverage details, see Explanatory Notes paragraphs 6-25.

(b) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

1.2 LABOUR COSTS (a) *continued*

	Wages and salaries (b)	Employer contributions into superannuation	Workers' compensation premiums/costs	Selected labour costs	Fringe benefits tax	Payroll tax	Total labour costs
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
INFORMATION MEDIA AND TELECOMMUNICATIONS							
2006-07	10 793	863	88	11 744	140	519	12 403
2007-08	11 737	856	^ 161	12 753	148	579	13 480
2008-09	11 926	968	107	13 001	138	588	13 727
RENTAL, HIRING AND REAL ESTATE SERVICES							
2006-07	10 498	1 015	140	11 653	59	276	11 988
2007-08	11 045	^ 913	*215	12 173	^ 88	^ 351	12 612
2008-09	11 364	1 048	^ 187	12 599	60	377	13 036
PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES							
2006-07	44 695	4 480	575	49 751	337	1 497	51 585
2007-08	51 822	5 492	445	57 759	372	1 717	59 848
2008-09	53 179	5 247	^ 368	58 795	^ 392	1 801	60 988
ADMINISTRATIVE AND SUPPORT SERVICES							
2006-07	25 103	2 404	653	28 160	93	992	29 245
2007-08	28 309	2 526	636	31 470	122	1 115	32 706
2008-09	26 677	2 244	547	29 467	*122	963	30 552
PUBLIC ADMINISTRATION AND SAFETY (PRIVATE)							
2006-07	2 537	208	106	2 851	8	103	2 962
2007-08	2 524	^ 210	^ 94	2 828	^ 8	^ 93	2 929
2008-09	2 497	196	77	2 770	^ 9	^ 112	2 892
EDUCATION AND TRAINING (PRIVATE)							
2006-07	9 077	813	119	10 009	39	57	10 106
2007-08	10 094	997	102	11 192	38	*109	11 340
2008-09	11 526	1 105	126	12 757	^ 53	*141	12 951
HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE)							
2006-07	25 130	2 759	705	28 594	75	326	28 995
2007-08	28 027	2 814	546	31 386	*86	^ 448	31 920
2008-09	29 218	2 871	560	32 649	61	^ 623	33 333
ARTS AND RECREATION SERVICES							
2006-07	4 069	404	61	4 534	28	131	4 694
2007-08	4 486	416	72	4 973	^ 29	140	5 141
2008-09	4 575	381	*128	5 083	26	161	5 269
OTHER SERVICES							
2006-07	11 647	1 050	236	12 933	75	204	13 212
2007-08	12 502	1 043	247	13 793	^ 51	^ 247	14 091
2008-09	13 183	1 301	244	14 728	^ 56	^ 286	15 070

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

(a) For scope and coverage details, see Explanatory Notes paragraphs 6-25.

(b) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

1.2LABOUR COSTS (a) *continued*

	<i>Wages and salaries (b)</i>	<i>Employer contributions into superannuation</i>	<i>Workers' compensation premiums/costs</i>	<i>Selected labour costs</i>	<i>Fringe benefits tax</i>	<i>Payroll tax</i>	<i>Total labour costs</i>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
TOTAL SELECTED INDUSTRIES (c)							
2006–07	345 686	32 197	7 974	385 856	2 589	11 609	400 054
2007–08	380 219	35 235	7 919	423 372	2 925	13 283	439 580
2008–09	393 621	36 543	7 940	438 104	2 661	13 753	454 518

(a) For scope and coverage details, see Explanatory Notes paragraphs 6–25.

(b) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

(c) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

1.3 INDUSTRY VALUE ADDED(a)

	PLUS				LESS		Industry value added(c)
	Sales and service income(b)	Funding from government for operational costs	Capital work done for own use	Change in inventories	Purchases of goods and materials	Other intermediate input expenses	
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
AGRICULTURE, FORESTRY AND FISHING							
2006–07	54 660	581	130	-70	26 612	11 484	17 205
2007–08	61 330	^ 1 116	^ 233	*805	29 292	14 422	19 769
2008–09	66 411	1 215	^ 210	-70	31 678	15 424	20 665
MINING							
2006–07	113 624	950	1 217	915	13 030	32 503	71 173
2007–08	120 881	980	991	^ 1 620	17 612	34 703	72 156
2008–09	171 654	1 203	^ 1 164	2 160	22 945	46 177	107 059
MANUFACTURING							
2006–07	376 595	698	793	1 448	215 476	62 361	101 698
2007–08	396 277	953	^ 1 204	4 457	232 328	62 941	107 622
2008–09	420 921	1 446	^ 2 225	*1 095	258 773	61 759	105 154
ELECTRICITY, GAS, WATER AND WASTE SERVICES							
2006–07	61 057	1 480	5 442	324	27 111	16 078	25 115
2007–08	70 444	^ 1 865	5 661	^ 189	32 926	18 145	27 088
2008–09	76 288	1 853	6 414	305	35 943	19 536	29 380
CONSTRUCTION							
2006–07	231 848	379	638	-3 176	102 864	52 466	74 358
2007–08	255 679	^ 303	*970	**1 279	115 880	62 070	80 281
2008–09	261 407	746	*894	-1 178	110 322	68 337	83 210
WHOLESALE TRADE							
2006–07	351 852	116	210	2 998	267 310	36 624	51 242
2007–08	389 328	230	*142	*2 878	295 291	40 691	56 597
2008–09	389 477	^ 333	*304	*2 747	292 548	41 418	58 895
RETAIL TRADE							
2006–07	293 797	262	247	1 039	211 376	34 632	49 336
2007–08	308 592	*258	^ 399	*2 228	224 128	33 920	53 428
2008–09	329 699	*381	287	**537	240 747	34 798	55 359
ACCOMMODATION AND FOOD SERVICES							
2006–07	62 401	106	68	453	22 523	15 329	25 175
2007–08	69 139	^ 35	^ 87	**85	23 199	18 516	27 631
2008–09	68 437	^ 115	*98	*173	24 563	16 427	27 833

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

(a) This table presents the derivation of industry value added (IVA) using the definition that applies to businesses classified as market producers. The components of IVA will not equate to the IVA estimate for those industries to which non-market producers contribute. For further details see Explanatory Notes paragraphs 32–33.

(b) Includes rent, leasing and hiring income.

(c) See Technical Note 2 paragraph 5.

1.3**INDUSTRY VALUE ADDED(a)** *continued*

	PLUS				LESS		Industry value added(c)
	Sales and service income(b)	Funding from government for operational costs	Capital work done for own use	Change in inventories	Purchases of goods and materials	Other intermediate input expenses	
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
TRANSPORT, POSTAL AND WAREHOUSING							
2006–07	112 572	4 386	943	130	22 280	44 808	50 943
2007–08	121 332	5 715	^ 2 181	190	25 146	51 172	53 099
2008–09	121 627	6 072	3 113	*177	27 340	52 268	51 381
INFORMATION MEDIA AND TELECOMMUNICATIONS							
2006–07	67 023	183	3 131	90	9 985	28 918	31 524
2007–08	68 879	^ 187	2 670	^ 122	10 913	27 321	33 623
2008–09	71 147	^ 233	2 781	**19	10 827	28 413	34 940
RENTAL, HIRING AND REAL ESTATE SERVICES							
2006–07	76 457	576	184	–93	14 198	19 514	43 411
2007–08	83 355	869	**828	–413	14 463	22 730	47 446
2008–09	87 053	1 058	*1 145	–516	15 822	23 582	49 336
PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES							
2006–07	133 043	2 260	258	260	23 145	40 616	72 059
2007–08	143 517	*2 089	*371	**129	24 193	40 558	81 355
2008–09	154 226	*2 058	^ 348	*484	28 001	45 288	83 829
ADMINISTRATIVE AND SUPPORT SERVICES							
2006–07	51 249	1 565	138	–25	5 766	10 759	^ 36 402
2007–08	60 015	^ 1 691	^ 70	*131	7 856	14 294	39 757
2008–09	59 800	^ 1 300	*219	*186	7 707	15 178	38 620
PUBLIC ADMINISTRATION AND SAFETY (PRIVATE)							
2006–07	5 435	150	6	8	579	1 422	3 598
2007–08	5 697	**113	4	**3	881	1 365	3 570
2008–09	6 128	^ 130	**15	*22	977	1 712	3 606
EDUCATION AND TRAINING (PRIVATE)							
2006–07	11 531	6 608	24	14	2 289	4 153	11 736
2007–08	12 059	7 166	^ 79	^ 20	1 924	4 420	12 981
2008–09	12 782	8 630	*26	**29	2 207	4 967	14 292
HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE)							
2006–07	49 875	14 237	348	30	8 921	14 824	40 745
2007–08	53 995	15 213	^ 267	–36	8 153	17 845	43 441
2008–09	56 046	18 363	264	179	9 538	17 982	47 332

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

(a) This table presents the derivation of industry value added (IVA) using the definition that applies to businesses classified as market producers. The components of IVA will not equate to the IVA estimate for those industries to which non-market producers contribute. For further details see Explanatory Notes paragraphs 32–33.

(b) Includes rent, leasing and hiring income.

(c) See Technical Note 2 paragraph 5.

1.3 INDUSTRY VALUE ADDED(a) *continued*

	PLUS				LESS		Industry value added(c)
	Sales and service income(b)	Funding from government for operational costs	Capital work done for own use	Change in inventories	Purchases of goods and materials	Other intermediate input expenses	
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ARTS AND RECREATION SERVICES							
2006-07	22 518	608	41	4	2 209	12 450	8 512
2007-08	24 032	^ 522	144	**16	2 766	12 801	9 146
2008-09	25 922	^ 673	479	-25	3 003	14 622	9 424
OTHER SERVICES							
2006-07	37 902	2 329	118	4	13 043	8 531	18 778
2007-08	42 161	^ 1 965	*214	**93	13 293	10 729	20 412
2008-09	45 298	^ 2 414	**105	*308	15 005	10 852	22 267
TOTAL SELECTED INDUSTRIES (d)							
2006-07	2 113 438	37 472	13 936	4 354	988 717	447 473	733 011
2007-08	2 286 711	41 270	16 515	^ 13 795	1 080 246	488 643	789 402
2008-09	2 424 323	48 222	20 090	*6 633	1 137 945	518 741	842 582

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

(a) This table presents the derivation of industry value added (IVA) using the definition that applies to businesses classified as market producers. The components of IVA will not equate to the IVA estimate for those industries to which non-market producers contribute. For further details see Explanatory Notes paragraphs 32-33.

(b) Includes rent, leasing and hiring income.

(c) See Technical Note 2 paragraph 5.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

INTRODUCTION

Statistics in this chapter relate to the performance of Australian industry at the industry division level, as defined by the *Australian and New Zealand Standard Industrial Classification (ANZSIC)*, 2006 edition. ANZSIC Division K FINANCIAL AND INSURANCE SERVICES is excluded from the scope of the statistics. Aggregates excluding this industry are presented at the TOTAL SELECTED INDUSTRIES level. Please note that PUBLIC ADMINISTRATION AND SAFETY, EDUCATION AND TRAINING, and HEALTH CARE AND SOCIAL ASSISTANCE, where shown (or included in totals) in this publication, exclude any public sector components.

The data presented include all activities of businesses classified to each industry, some of which may be activities other than those normally associated with that industry. Explanatory Notes paragraphs 18–19 provide further details.

Definitions of terms used are shown in the Glossary.

INCOME AND EXPENDITURE

For TOTAL SELECTED INDUSTRIES, total income in 2008–09 was \$2,555.3b. The percentage contribution by small businesses was 31.2%, medium businesses 25.3% and large businesses 43.5%.

In 2008–09, total expenses of TOTAL SELECTED INDUSTRIES was \$2,290.0b. The percentage contribution by small businesses was 30.0%, medium businesses 26.5% and large businesses 43.5%. Cost of sales accounted for \$1,668.1b, which is 72.8% of total expenses, and selected labour costs (excludes the drawings of working proprietors) accounted for \$438.1b, 19.1% of total expenses.

PROFITABILITY AND EARNINGS

Operating profit before tax (OPBT) for TOTAL SELECTED INDUSTRIES in 2008–09 was \$272.0b. The percentage contribution by small businesses was 40.2%, medium businesses 16.5% and large businesses 43.3%. Small businesses include many non-employed businesses which make a higher contribution to OPBT than to most of the other variables presented, as the drawings and/or labour costs of working proprietors and partners are not reflected in estimates of business expenses.

For TOTAL SELECTED INDUSTRIES, the estimated earnings before interest, tax, depreciation and amortisation (EBITDA) was \$339.7b in 2008–09. The largest increase (in both absolute and percentage terms) in EBITDA between 2007–08 and 2008–09 occurred in MINING (\$25.2b, or 51.5%). The largest absolute decrease in EBITDA was in TRANSPORT, POSTAL AND WAREHOUSING (\$3.7b, or 17.4%), followed by MANUFACTURING (\$3.4b, or 8.0%).

GROSS FIXED CAPITAL FORMATION

Gross fixed capital formation by TOTAL SELECTED INDUSTRIES was \$174.4b in 2008–09, an increase of 13.3% on the previous year.

The largest increases (in absolute and percentage terms) in gross fixed capital formation between 2007–08 and 2008–09 occurred in MINING (\$9.5b or 36.8%) ELECTRICITY, GAS, WATER AND WASTE SERVICES (\$6.1b or 40.8%), and RENTAL, HIRING AND REAL ESTATE SERVICES (\$5.7b or 31.1%). The largest absolute and percentage decrease occurred in TRANSPORT, POSTAL AND WAREHOUSING (\$4.8b or 22.6%).

INDUSTRY RATIOS

A range of performance measures, expressed as ratios or percentages, can be produced from the data available from businesses' financial statements. These measures are presented in table 2.2 for each industry. Definitions are provided in the Glossary. Information about the uses and limitations of these measures can be found in Explanatory Notes paragraphs 27–31.

Most industries have reported relatively stable profit margins over time. The main exceptions to this, which each recorded large decreases in their profit margins between 2007–08 and 2008–09, were RENTAL, HIRING AND REAL ESTATE SERVICES (from 44.0% to 16.3%), EDUCATION AND TRAINING (PRIVATE) (from 24.5% to 9.8%) and INFORMATION, MEDIA AND TELECOMMUNICATIONS (from 15.7% to 9.1%). Mining returned the largest profit margin (37.1%), however this margin has been steady over time.

The IVA per person employed was substantially higher in MINING (\$790,900) than in the next highest industry, ELECTRICITY, GAS, WATER AND WASTE SERVICES (\$273,100).

INDUSTRY ANALYSIS

An analysis of performance by selected industries follows.

AGRICULTURE, FORESTRY AND FISHING

In 2008–09, AGRICULTURE, FORESTRY AND FISHING contributed 2.8% to total income, 2.8% to total expenses, and 2.5% to industry value added for TOTAL SELECTED INDUSTRIES.

Small businesses dominated AGRICULTURE, FORESTRY AND FISHING, contributing higher proportions of the industry's total income (79.6%), wages and salaries (64.8%), and employment (83.7%), than in any other industry.

MINING

MINING showed strong profits in 2008–09, with OPBT increasing \$17.7b (38.6%), EBITDA increasing \$25.2b (51.5%) and IVA increasing \$34.9b (48.4%) since 2007–08. The percentage increases in these aggregates are the highest of all the selected industries. MINING is now the largest contributor to IVA, accounting for 12.7% of the TOTAL SELECTED INDUSTRIES IVA figure.

Depreciation and amortisation is a significant element of the cost structure of MINING, and represented 11.8% of its total expenses in 2008–09, the second highest proportion after INFORMATION MEDIA AND TELECOMMUNICATIONS (12.7%).

In 2008–09, MINING had the highest capital expenditure (\$45.8b), wages and salaries per employee (\$114,900), sales and service income per person employed (\$1.27m), and highest profit margin (37.1%) of all the selected industries.

MANUFACTURING

In 2008–09, MANUFACTURING was the largest contributor of all the selected industries to total income (16.7%) and sales and service income (17.4%).

ELECTRICITY, GAS, WATER AND
WASTE SERVICES

Large businesses in ELECTRICITY, GAS, WATER AND WASTE SERVICES dominated in 2008–09, contributing more than 70% of its IVA, OPBT, wages and salaries, and sales and service income. In terms of both employment and wages and salaries, this industry was the most heavily dominated by large businesses, which contributed 67.6% and 81.2% respectively to these items.

Employment in ELECTRICITY, GAS, WATER AND WASTE SERVICES rose 6.9% between 2007–08 and 2008–09.

Total income increased by \$7.1b (9.1%) between 2007–08 and 2008–09, and total expenses increased by \$5.5b (8.1%).

WHOLESALE TRADE

WHOLESALE TRADE accounted for 15.4% of total income for TOTAL SELECTED INDUSTRIES in 2008–09, the second largest contributor after MANUFACTURING.

At 8.8%, the proportion of selected labour costs to total expenses in WHOLESALE TRADE in 2008–09 was the lowest of all selected industries.

RETAIL TRADE

Total income and total expenses in RETAIL TRADE increased by 6.9% and 6.4% respectively between 2007–08 and 2008–09.

With \$332.9b of total income, RETAIL TRADE recorded the third largest total income of TOTAL SELECTED INDUSTRIES, after MANUFACTURING and WHOLESALE TRADE.

With 1.27m persons, RETAIL TRADE had the largest employment of any of the selected industries.

ACCOMMODATION AND FOOD
SERVICES

OPBT in ACCOMMODATION AND FOOD SERVICES increased by 9.8% (\$466.0m) between 2007–08 and 2008–09, while EBITDA decreased 5.4% (\$451.0m). The movement in OPBT was driven by an increase in other income. EBITDA is not affected by other income and as a result has moved in the opposite direction.

TRANSPORT, POSTAL AND
WAREHOUSING

TRANSPORT, POSTAL AND WAREHOUSING experienced a \$3.2b (22.0%) decrease in OPBT between 2007–08 and 2008–09 and a \$1.7b (3.2%) decrease in IVA.

INFORMATION MEDIA AND
TELECOMMUNICATIONS

OPBT in INFORMATION, MEDIA AND TELECOMMUNICATIONS decreased by \$4.3b (40.2%) between 2007–08 and 2008–09, with a fall in total income of \$2.9b (4.1%). Both were driven by a significant drop in the level of other income.

Over a third (37.5%) of the value of capital expenditure in INFORMATION MEDIA AND TELECOMMUNICATIONS consisted of capital work done for own use, the highest proportion of any industry shown.

Depreciation and amortisation was a significant element of the cost structure of INFORMATION MEDIA AND TELECOMMUNICATIONS, and represented 12.7% of its total expenses in 2008–09, the highest proportion of all selected industries.

Large businesses dominated INFORMATION MEDIA AND TELECOMMUNICATIONS, contributing more than 70% of its IVA, total income, total expenses, and wages and salaries. In terms of IVA, the contribution of large businesses to this industry (81.9%) was proportionately higher than in any other selected industry.

RENTAL, HIRING AND REAL ESTATE SERVICES	<p>In both absolute and percentage terms, RENTAL, HIRING AND REAL ESTATE SERVICES has shown the largest decrease in total income (\$18.2b, or 17.2%) of all industries between 2007–08 and 2008–09. OPBT decreased by \$22.5b (61.3%), while EBITDA increased by \$3.5b (12.1%). As a result of the fall in OPBT, the profit margin of this industry has fallen from being ranked highest in 2007–08 (44.0%) to fourth in 2008–09 (16.3%). A significant decrease in other income has impacted markedly on total income, OPBT and profit margin for this industry. EBITDA is not impacted by other income and has conversely recorded an increase.</p> <p>RENTAL, HIRING AND REAL ESTATE SERVICES had the second highest capital expenditure of any industry at \$38.8b, behind MINING.</p> <p>In percentage terms, RENTAL, HIRING AND REAL ESTATE SERVICES had the highest interest expenses of any industry, accounting for 18.1% of its total expenses. By comparison, interest expenses accounted for 3.2% of total expenses for TOTAL SELECTED INDUSTRIES.</p>
PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES	<p>Total income in PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES increased by \$19.1b (11.4%) between 2007–08 and 2008–09, the second largest percentage increase of all the selected industries, after MINING.</p>
ADMINISTRATIVE AND SUPPORT SERVICES	<p>Employment in ADMINISTRATIVE AND SUPPORT SERVICES fell by 8.0% between 2007–08 and 2008–09, the second largest percentage decrease after PUBLIC ADMINISTRATION AND SAFETY (PRIVATE).</p>
EDUCATION AND TRAINING (PRIVATE)	<p>In 2008–09, selected labour costs for EDUCATION AND TRAINING (PRIVATE) represented 59.0% of the industry's total expenses, and the \$8.6b received as funding from government for operational costs amounted to 37.8% of the industry's total income. Both proportions were the highest of any selected industry.</p> <p>This industry had the highest ratio of wages and salaries to sales and service income (0.90) of the selected industries, significantly higher than the second ranked industry by this measure, HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE) (0.52).</p>
HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE)	<p>Of the selected industries, HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE) was by far the largest recipient of funding from government for operational costs. In 2008–09 it received \$18.4b, or 38.1% of all such funding paid to TOTAL SELECTED INDUSTRIES. This funding represented 23.5% of the total income of the industry, compared to 20.7% in 2007–08.</p> <p>The percentage of businesses in this industry which returned a profit was 83.8%, the highest proportion of any selected industry in 2008–09.</p>
OTHER SERVICES	<p>OTHER SERVICES was heavily dominated by small businesses, which accounted for 86.0% of the industry's OPBT and 61.5% of the industry's IVA in 2008–09.</p>

2.1**BUSINESS SIZE (a)(b)**

	Employment at end of June(c)	Wages and salaries(d)	Sales and service income(e)	Total income	Total expenses	Operating profit before tax(f)	Industry value added(f)
	'000	\$m	\$m	\$m	\$m	\$m	\$m
AGRICULTURE, FORESTRY AND FISHING							
Small	431	3 967	52 878	56 057	50 301	^ 5 585	17 085
Medium	71	1 608	11 055	11 651	11 430	**285	2 952
Large	13	547	2 479	2 757	2 898	-103	628
Total	515	6 122	66 411	70 465	64 629	^ 5 767	20 665
MINING							
Small	21	^ 1 188	25 582	23 211	20 751	*2 769	12 557
Medium	26	3 106	31 418	32 635	25 306	8 027	17 694
Large	89	11 255	114 655	127 733	76 047	52 840	76 809
Total	135	15 549	171 654	183 579	122 104	63 636	107 059
MANUFACTURING							
Small	326	10 028	59 916	61 005	51 378	9 885	23 327
Medium	309	15 830	96 778	97 958	93 149	6 031	28 281
Large	373	27 301	264 226	267 668	255 943	11 341	53 547
Total	1 008	53 158	420 921	426 631	400 470	27 256	105 154
ELECTRICITY, GAS, WATER AND WASTE SERVICES							
Small	^ 15	*287	9 317	9 643	8 432	^ 1 235	3 256
Medium	19	1 266	13 335	16 254	14 696	^ 1 599	2 905
Large	73	6 689	53 635	58 357	49 993	8 604	23 219
Total	108	8 242	76 288	84 254	73 121	11 438	29 380
CONSTRUCTION							
Small	743	17 330	135 569	138 520	117 926	^ 19 215	44 080
Medium	150	10 283	61 606	62 717	57 023	^ 5 921	20 315
Large	136	12 501	64 232	64 853	62 347	2 480	18 816
Total	1 030	40 114	261 407	266 090	237 296	^ 27 616	83 210
WHOLESALE TRADE							
Small	210	7 407	84 491	85 464	80 313	^ 6 023	15 522
Medium	196	11 551	143 837	145 082	138 524	^ 7 556	23 114
Large	149	10 811	161 149	163 441	158 419	5 899	20 259
Total	555	29 769	389 477	393 987	377 257	19 477	58 895
RETAIL TRADE							
Small	490	11 001	99 924	100 532	98 340	*2 703	17 216
Medium	^ 215	7 508	85 273	86 477	82 911	*3 236	^ 12 203
Large	562	14 981	144 503	145 894	139 383	6 867	25 940
Total	1 266	33 490	329 699	332 903	320 634	^ 12 806	55 359

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

(a) See Glossary for details.

(b) See Technical Note 2 paragraph 13.

(c) Includes working proprietors.

(d) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

(e) Includes rent, leasing and hiring income.

(f) See Technical Note 2 paragraph 5.

2.1**BUSINESS SIZE (a)(b) continued**

	Employment at end of June(c)	Wages and salaries(d)	Sales and service income(e)	Total income	Total expenses	Operating profit before tax(f)	Industry value added(f)
	'000	\$m	\$m	\$m	\$m	\$m	\$m
ACCOMMODATION AND FOOD SERVICES							
Small	399	^ 6 624	30 383	30 731	29 426	**1 365	^ 11 377
Medium	^ 191	^ 5 317	^ 23 836	^ 24 454	^ 22 035	*2 536	^ 9 769
Large	166	3 905	14 218	14 636	13 323	1 310	6 687
Total	756	15 846	68 437	69 821	64 784	*5 210	27 833
TRANSPORT, POSTAL AND WAREHOUSING							
Small	269	5 855	37 582	38 868	32 908	^ 6 021	15 799
Medium	98	5 759	28 336	29 227	28 535	**763	10 451
Large	217	15 573	55 709	66 553	62 196	4 401	25 132
Total	584	27 188	121 627	134 647	123 639	11 185	51 381
INFORMATION MEDIA AND TELECOMMUNICATIONS							
Small	35	^ 1 178	^ 6 771	^ 6 912	^ 5 489	*1 465	^ 3 038
Medium	32	1 800	8 271	8 605	7 961	*651	3 270
Large	108	8 948	56 104	52 161	47 798	4 333	28 633
Total	175	11 926	71 147	67 678	61 248	6 449	34 940
RENTAL, HIRING AND REAL ESTATE SERVICES							
Small	286	6 020	63 939	^ 67 416	49 316	*17 632	36 791
Medium	52	^ 3 005	11 084	*8 571	10 405	-1 923	^ 5 630
Large	33	2 339	12 030	11 788	13 342	-1 512	6 915
Total	371	11 364	87 053	87 775	73 063	**14 196	49 336
PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES							
Small	530	21 664	73 104	76 691	63 168	^ 13 796	39 479
Medium	213	14 847	39 897	47 088	40 638	^ 6 556	22 526
Large	178	16 669	41 225	62 197	44 744	17 559	21 824
Total	922	53 179	154 226	185 975	148 549	37 910	83 829
ADMINISTRATIVE AND SUPPORT SERVICES							
Small	275	6 460	22 668	23 271	18 435	^ 4 839	12 476
Medium	^ 199	^ 8 129	17 183	^ 18 020	^ 19 723	-1 609	10 281
Large	258	12 088	19 949	21 144	19 987	1 245	15 863
Total	732	26 677	59 800	62 435	58 145	**4 475	38 620
PUBLIC ADMINISTRATION AND SAFETY (PRIVATE)							
Small	^ 17	^ 524	^ 2 270	^ 2 456	^ 2 170	^ 300	^ 874
Medium	^ 23	^ 857	^ 1 785	^ 1 944	^ 1 772	^ 181	^ 1 198
Large	25	1 115	2 073	2 095	1 921	173	1 534
Total	66	2 497	6 128	6 494	5 863	^ 654	3 606

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

(a) See Glossary for details.

(b) See Technical Note 2 paragraph 13.

(c) Includes working proprietors.

(d) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

(e) Includes rent, leasing and hiring income.

(f) See Technical Note 2 paragraph 5.

2.1**BUSINESS SIZE (a)(b) continued**

	Employment at end of June(c)	Wages and salaries(d)	Sales and service income(e)	Total income	Total expenses	Operating profit before tax(f)	Industry value added(f)
	'000	\$m	\$m	\$m	\$m	\$m	\$m
.....							
EDUCATION AND TRAINING (PRIVATE)							
Small	^ 79	^ 942	^ 1 841	^ 2 750	^ 2 972	-200	*776
Medium	143	6 732	7 868	13 702	12 485	^ 1 220	8 944
Large	76	3 851	3 072	6 387	6 156	235	4 572
Total	298	11 526	12 782	22 840	21 614	*1 255	14 292
.....							
HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE)							
Small	283	8 021	31 872	34 590	24 614	^ 10 002	20 524
Medium	241	^ 7 968	^ 7 836	16 492	15 381	^ 1 158	^ 10 251
Large	344	13 229	16 338	27 212	26 414	903	16 558
Total	867	29 218	56 046	78 294	66 409	^ 12 064	47 332
.....							
ARTS AND RECREATION SERVICES							
Small	72	^ 1 223	^ 5 886	6 813	^ 5 796	^ 966	2 467
Medium	^ 46	1 473	10 578	11 631	10 121	^ 1 530	^ 2 882
Large	53	1 878	9 457	10 149	8 621	1 533	4 075
Total	172	4 575	25 922	28 592	24 538	4 029	9 424
.....							
OTHER SERVICES							
Small	286	6 666	28 062	31 550	25 954	^ 5 665	13 704
Medium	106	4 470	^ 12 352	15 132	14 229	*1 116	6 190
Large	48	2 046	4 883	6 195	6 417	-195	2 373
Total	439	13 183	45 298	52 877	46 600	^ 6 585	22 267
.....							
TOTAL SELECTED INDUSTRIES (g)							
Small	4 764	116 386	772 057	796 480	687 687	109 264	290 348
Medium	2 331	111 509	612 328	647 640	606 326	44 833	198 853
Large	2 901	165 726	1 039 939	1 111 219	995 949	117 912	353 382
Total	9 997	393 621	2 424 323	2 555 339	2 289 962	272 010	842 582

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

(a) See Glossary for details.

(b) See Technical Note 2 paragraph 13.

(c) Includes working proprietors.

(d) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

(e) Includes rent, leasing and hiring income.

(f) See Technical Note 2 paragraph 5.

(g) Excludes FINANCIAL AND INSURANCE SERVICES.

2.2 INDUSTRY PERFORMANCE (a)

		AGRICULTURE, FORESTRY AND FISHING			MINING		
		2006-07	2007-08	2008-09	2006-07	2007-08	2008-09
Employment at end of June(b)	'000	503	510	515	117	128	135
Income							
Sales and service income(c)	\$m	54 660	61 330	66 411	113 624	120 881	171 654
Funding from government for operational costs	\$m	581	^ 1 116	1 215	950	980	1 203
Interest income	\$m	580	^ 585	^ 771	2 350	3 601	3 842
Other selected income	\$m	2 006	2 632	2 069	4 219	10 875	6 880
<i>Total income</i>	\$m	57 827	65 663	70 465	121 143	136 337	183 579
Expenses							
Selected labour costs(d)	\$m	6 731	7 053	7 069	12 950	13 905	17 088
Cost of sales	\$m	38 784	43 795	47 879	46 193	52 725	69 252
Interest expenses	\$m	3 135	4 082	^ 5 420	3 515	5 234	6 699
Depreciation and amortisation	\$m	2 374	^ 3 003	2 944	10 812	12 231	14 439
Other operating expenses	\$m	1 140	889	^ 1 447	7 154	6 818	12 890
Less							
Capitalised wages and salaries	\$m	49	*61	^ 59	464	476	424
<i>Total expenses</i>	\$m	52 046	59 566	64 629	81 074	92 057	122 104
Change in inventories	\$m	-70	*805	-70	915	^ 1 620	2 160
Earnings before interest, tax, depreciation and amortisation(e)	\$m	^ 8 634	^ 10 769	11 291	48 741	48 888	74 052
Operating profit before tax(e)	\$m	*5 711	^ 6 901	^ 5 767	40 984	45 899	63 636
Economic values							
Gross fixed capital formation	\$m	6 206	^ 5 755	^ 6 641	24 230	25 883	35 413
Capital expenditure(f)	\$m	^ 15 502	^ 12 874	^ 11 032	29 099	30 035	45 774
Disposal of assets	\$m	3 677	*3 176	^ 3 456	1 352	2 404	8 919
Net capital expenditure	\$m	11 826	^ 9 698	^ 7 576	27 747	27 631	36 855
Industry value added(e)	\$m	17 205	19 769	20 665	71 173	72 156	107 059
Industry ratios(g)							
Profit margin	%	10.4	11.3	8.7	36.1	38.0	37.1
Interest coverage	times	2.8	2.6	2.1	13.9	9.3	11.1
Investment rate (value added)	%	90.1	65.1	53.4	40.9	41.6	42.8
Wages and salaries to sales and service income	no.	0.11	0.10	0.09	0.10	0.11	0.09
Wages and salaries per employee(h)	\$'000	11.6	12.0	11.9	101.2	100.0	114.9
Sales and service income per person employed(i)	\$'000	108.7	120.4	129.1	972.5	945.2	1 268.2
Industry value added per person employed(i)	\$'000	34.2	38.8	40.2	609.2	564.2	790.9
Percentage of businesses that							
Made a profit	%	56.0	58.7	57.5	56.8	54.2	51.2
Broke even	%	1.5	1.1	1.3	1.7	4.3	1.9
Made a loss	%	42.5	40.3	41.1	41.4	41.5	46.9

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

(a) For scope and coverage details, see Explanatory Notes paragraphs 6-25.

(b) Includes working proprietors.

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) See Explanatory Notes paragraph 30.

(h) Employee estimates used in this ratio exclude working proprietors and partners; drawings are excluded from wages and salaries.

(i) Calculated using estimates of employment which include working proprietors and partners.

2.2 INDUSTRY PERFORMANCE (a) *continued*

		MANUFACTURING			ELECTRICITY, GAS, WATER AND WASTE SERVICES		
		2006-07	2007-08	2008-09	2006-07	2007-08	2008-09
Employment at end of June(b)	'000	1 015	1 039	1 008	99	101	108
Income							
Sales and service income(c)	\$m	376 595	396 277	420 921	61 057	70 444	76 288
Funding from government for operational costs	\$m	698	953	1 446	1 480	^ 1 865	1 853
Interest income	\$m	1 645	2 292	1 930	993	958	879
Other selected income	\$m	4 252	4 432	2 335	4 717	3 931	5 234
<i>Total income</i>	\$m	383 190	403 954	426 631	68 246	77 199	84 254
Expenses							
Selected labour costs(d)	\$m	56 092	58 904	59 465	8 045	8 501	9 063
Cost of sales	\$m	279 455	293 779	321 506	39 690	47 414	50 975
Interest expenses	\$m	5 221	5 286	5 418	5 435	5 757	6 482
Depreciation and amortisation	\$m	9 640	9 977	10 769	6 131	6 826	7 146
Other operating expenses	\$m	2 415	2 434	2 811	480	464	638
Less							
Capitalised wages and salaries	\$m	326	^ 483	^ 594	1 573	1 488	1 488
<i>Total expenses</i>	\$m	353 946	374 355	400 470	58 532	67 663	73 121
Change in inventories	\$m	1 448	4 457	*1 095	324	^ 189	305
Earnings before interest, tax, depreciation and amortisation(e)	\$m	39 657	42 596	39 178	15 895	17 418	18 953
Operating profit before tax(e)	\$m	30 693	34 057	27 256	10 038	9 725	11 438
Economic values							
Gross fixed capital formation	\$m	13 814	14 172	15 404	13 658	14 994	21 113
Capital expenditure(f)	\$m	16 814	17 729	20 924	15 113	16 481	23 829
Disposal of assets	\$m	2 423	2 248	1 952	749	712	3 647
Net capital expenditure	\$m	14 391	15 481	18 972	14 364	15 769	20 183
Industry value added(e)	\$m	101 698	107 622	105 154	25 115	27 088	29 380
Industry ratios(g)							
Profit margin	%	8.2	8.6	6.5	16.4	13.8	15.0
Interest coverage	times	7.6	8.1	7.2	2.9	3.0	2.9
Investment rate (value added)	%	16.5	16.5	19.9	60.2	60.8	81.1
Wages and salaries to sales and service income	no.	0.13	0.13	0.13	0.12	0.11	0.11
Wages and salaries per employee(h)	\$'000	49.6	50.8	52.7	75.3	76.3	76.6
Sales and service income per person employed(i)	\$'000	371.2	381.4	417.7	619.0	697.9	709.1
Industry value added per person employed(i)	\$'000	100.2	103.6	104.3	254.6	268.4	273.1
Percentage of businesses that							
Made a profit	%	76.1	76.1	74.8	76.2	77.5	76.5
Broke even	%	1.1	0.8	0.3	0.4	1.9	3.4
Made a loss	%	22.8	23.1	24.8	23.5	20.6	20.1

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

(a) For scope and coverage details, see Explanatory Notes paragraphs 6-25.

(b) Includes working proprietors.

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) See Explanatory Notes paragraph 30.

(h) Employee estimates used in this ratio exclude working proprietors and partners; drawings are excluded from wages and salaries.

(i) Calculated using estimates of employment which include working proprietors and partners.

2.2 INDUSTRY PERFORMANCE (a) *continued*

		CONSTRUCTION			WHOLESALE TRADE		
		2006-07	2007-08	2008-09	2006-07	2007-08	2008-09
Employment at end of June(b)	'000	985	1 030	1 030	540	560	555
Income							
Sales and service income(c)	\$m	231 848	255 679	261 407	351 852	389 328	389 477
Funding from government for operational costs	\$m	379	^ 303	746	116	230	^ 333
Interest income	\$m	877	^ 1 054	^ 1 360	2 115	2 016	2 224
Other selected income	\$m	4 203	2 333	2 577	2 333	2 837	1 954
<i>Total income</i>	\$m	237 306	259 369	266 090	356 417	394 412	393 987
Expenses							
Selected labour costs(d)	\$m	37 662	42 499	45 090	29 802	32 419	33 141
Cost of sales	\$m	159 819	178 403	181 657	302 948	335 345	333 438
Interest expenses	\$m	3 153	^ 3 729	^ 5 600	3 484	3 297	3 415
Depreciation and amortisation	\$m	2 540	^ 3 380	4 119	2 915	2 993	^ 3 301
Other operating expenses	\$m	5 280	1 844	2 300	1 065	1 273	1 467
Less							
Capitalised wages and salaries	\$m	357	*389	^ 292	124	*105	*252
<i>Total expenses</i>	\$m	204 922	230 744	237 296	343 087	378 100	377 257
Change in inventories	\$m	-3 176	**1 279	-1 178	2 998	*2 878	*2 747
Earnings before interest, tax, depreciation and amortisation(e)	\$m	^ 29 822	33 626	33 398	18 278	20 625	22 016
Operating profit before tax(e)	\$m	^ 29 209	29 904	^ 27 616	^ 16 327	19 189	19 477
Economic values							
Gross fixed capital formation	\$m	10 540	^ 10 298	11 880	5 106	4 476	^ 4 059
Capital expenditure(f)	\$m	^ 16 221	^ 16 134	18 024	*9 880	^ 5 901	7 062
Disposal of assets	\$m	4 424	*2 709	^ 3 214	607	^ 827	*1 615
Net capital expenditure	\$m	11 796	^ 13 424	14 810	9 273	^ 5 075	5 447
Industry value added(e)	\$m	74 358	80 281	83 210	51 242	56 597	58 895
Industry ratios(g)							
Profit margin	%	12.6	11.7	10.6	4.6	4.9	5.0
Interest coverage	times	9.5	9.0	6.0	5.2	6.3	6.4
Investment rate (value added)	%	21.8	20.1	21.7	19.3	10.4	12.0
Wages and salaries to sales and service income	no.	0.14	0.15	0.15	0.08	0.07	0.08
Wages and salaries per employee(h)	\$'000	34.0	36.6	39.0	49.5	52.0	53.7
Sales and service income per person employed(i)	\$'000	235.4	248.3	253.9	652.1	695.8	702.3
Industry value added per person employed(i)	\$'000	75.5	78.0	80.8	95.0	101.2	106.2
Percentage of businesses that							
Made a profit	%	75.8	81.8	75.8	67.6	70.4	69.8
Broke even	%	2.9	0.3	1.5	1.0	3.0	1.8
Made a loss	%	21.3	17.9	22.7	31.5	26.7	28.4

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

(a) For scope and coverage details, see Explanatory Notes paragraphs 6-25.

(b) Includes working proprietors.

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) See Explanatory Notes paragraph 30.

(h) Employee estimates used in this ratio exclude working proprietors and partners; drawings are excluded from wages and salaries.

(i) Calculated using estimates of employment which include working proprietors and partners.

2.2 INDUSTRY PERFORMANCE (a) *continued*

		RETAIL TRADE			ACCOMMODATION AND FOOD SERVICES		
		2006-07	2007-08	2008-09	2006-07	2007-08	2008-09
Employment at end of June(b)	'000	1 184	1 265	1 266	711	732	756
Income							
Sales and service income(c)	\$m	293 797	308 592	329 699	62 401	69 139	68 437
Funding from government for operational costs	\$m	262	*258	*381	106	^ 35	^ 115
Interest income	\$m	444	*529	^ 397	234	^ 241	177
Other selected income	\$m	2 178	2 142	2 426	934	534	1 093
<i>Total income</i>	\$m	296 680	311 521	332 903	63 674	69 948	69 821
Expenses							
Selected labour costs(d)	\$m	32 435	35 922	37 096	15 913	17 339	18 146
Cost of sales	\$m	246 768	257 535	277 021	38 261	42 720	41 751
Interest expenses	\$m	1 615	^ 1 838	2 066	1 265	^ 2 280	*2 202
Depreciation and amortisation	\$m	2 363	3 049	3 091	1 597	^ 2 166	^ 1 822
Other operating expenses	\$m	875	969	950	662	740	*731
Less							
Capitalised wages and salaries	\$m	137	*194	127	24	^ 42	*43
<i>Total expenses</i>	\$m	284 958	301 348	320 634	58 126	65 289	64 784
Change in inventories	\$m	1 039	*2 228	**537	453	**85	*173
Earnings before interest, tax, depreciation and amortisation(e)	\$m	14 117	14 617	15 140	^ 7 696	8 416	^ 7 965
Operating profit before tax(e)	\$m	12 761	12 401	^ 12 806	^ 6 001	^ 4 744	*5 210
Economic values							
Gross fixed capital formation	\$m	6 368	^ 5 890	5 726	4 087	^ 3 236	^ 3 943
Capital expenditure(f)	\$m	^ 9 648	^ 7 664	6 907	^ 6 215	^ 6 834	^ 6 193
Disposal of assets	\$m	2 842	*1 566	**769	765	*820	*813
Net capital expenditure	\$m	6 805	^ 6 098	6 138	5 450	*6 014	*5 379
Industry value added(e)	\$m	49 336	53 428	55 359	25 175	27 631	27 833
Industry ratios(g)							
Profit margin	%	4.3	4.0	3.9	9.6	6.9	7.6
Interest coverage	times	8.7	8.0	7.3	6.1	3.7	3.6
Investment rate (value added)	%	19.6	14.3	12.5	24.7	24.7	22.2
Wages and salaries to sales and service income	no.	0.10	0.10	0.10	0.23	0.23	0.23
Wages and salaries per employee(h)	\$'000	24.2	25.3	26.4	20.3	21.5	21.0
Sales and service income per person employed(i)	\$'000	248.2	244.0	260.3	87.8	94.4	90.5
Industry value added per person employed(i)	\$'000	41.7	42.2	43.7	35.4	37.7	36.8
Percentage of businesses that							
Made a profit	%	75.2	73.4	73.1	76.6	67.9	63.7
Broke even	%	4.0	1.2	1.6	0.2	0.1	2.5
Made a loss	%	20.7	25.4	25.4	23.2	32.0	33.9

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

(a) For scope and coverage details, see Explanatory Notes paragraphs 6-25.

(b) Includes working proprietors.

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) See Explanatory Notes paragraph 30.

(h) Employee estimates used in this ratio exclude working proprietors and partners; drawings are excluded from wages and salaries.

(i) Calculated using estimates of employment which include working proprietors and partners.

2.2 INDUSTRY PERFORMANCE (a) *continued*

		TRANSPORT, POSTAL AND WAREHOUSING			INFORMATION MEDIA AND TELECOMMUNICATIONS		
		2006-07	2007-08	2008-09	2006-07	2007-08	2008-09
Employment at end of June(b)	'000	553	565	584	171	174	175
Income							
Sales and service income(c)	\$m	112 572	121 332	121 627	67 023	68 879	71 147
Funding from government for operational costs	\$m	4 386	5 715	6 072	183	^ 187	^ 233
Interest income	\$m	1 074	1 206	1 023	433	393	447
Other selected income	\$m	4 598	4 509	5 926	1 251	1 119	-4 150
<i>Total income</i>	\$m	122 629	132 761	134 647	68 890	70 578	67 678
Expenses							
Selected labour costs(d)	\$m	25 997	28 500	30 096	11 744	12 753	13 001
Cost of sales	\$m	68 155	76 168	78 635	37 463	37 276	38 298
Interest expenses	\$m	4 745	4 544	5 071	2 266	2 033	2 209
Depreciation and amortisation	\$m	8 004	8 365	8 481	7 759	7 832	7 786
Other operating expenses	\$m	1 367	1 171	^ 1 660	501	654	651
Less							
Capitalised wages and salaries	\$m	320	^ 326	481	769	753	717
<i>Total expenses</i>	\$m	108 079	118 612	123 639	59 054	59 916	61 248
Change in inventories	\$m	130	190	*177	90	^ 122	**19
Earnings before interest, tax, depreciation and amortisation(e)	\$m	21 758	21 533	17 789	18 267	19 136	20 147
Operating profit before tax(e)	\$m	14 681	14 339	11 185	9 927	10 783	6 449
Economic values							
Gross fixed capital formation	\$m	14 873	21 225	16 433	8 580	7 207	7 103
Capital expenditure(f)	\$m	17 989	24 467	18 830	9 057	9 308	7 424
Disposal of assets	\$m	2 111	^ 1 541	^ 2 463	376	679	^ 161
Net capital expenditure	\$m	15 878	22 926	16 368	8 681	8 629	7 263
Industry value added(e)	\$m	50 943	53 099	51 381	31 524	33 623	34 940
Industry ratios(g)							
Profit margin	%	13.0	11.8	9.2	14.8	15.7	9.1
Interest coverage	times	4.6	4.7	3.5	8.1	9.4	9.1
Investment rate (value added)	%	35.3	46.1	36.6	28.7	27.7	21.2
Wages and salaries to sales and service income	no.	0.21	0.21	0.22	0.16	0.17	0.17
Wages and salaries per employee(h)	\$'000	42.4	45.6	46.5	63.1	67.4	68.1
Sales and service income per person employed(i)	\$'000	203.6	214.7	208.1	391.9	395.3	406.4
Industry value added per person employed(i)	\$'000	92.2	94.0	87.9	184.4	192.9	199.6
Percentage of businesses that							
Made a profit	%	80.0	83.7	82.7	68.9	70.7	66.2
Broke even	%	1.8	2.1	2.3	0.6	1.7	1.3
Made a loss	%	18.3	14.2	14.9	30.5	27.6	32.5

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

(a) For scope and coverage details, see Explanatory Notes paragraphs 6–25.

(b) Includes working proprietors.

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) See Explanatory Notes paragraph 30.

(h) Employee estimates used in this ratio exclude working proprietors and partners; drawings are excluded from wages and salaries.

(i) Calculated using estimates of employment which include working proprietors and partners.

2.2 INDUSTRY PERFORMANCE (a) *continued*

RENTAL, HIRING AND REAL ESTATE SERVICES

		2006-07	2007-08	2008-09
Employment at end of June(b)	'000	350	362	371
Income				
Sales and service income(c)	\$m	76 457	83 355	87 053
Funding from government for operational costs	\$m	576	869	1 058
Interest income	\$m	6 122	*4 688	^ 4 149
Other selected income	\$m	18 813	17 061	-4 486
<i>Total income</i>	\$m	101 967	105 972	87 775
Expenses				
Selected labour costs(d)	\$m	11 653	12 173	12 599
Cost of sales	\$m	35 987	39 406	41 755
Interest expenses	\$m	9 543	10 050	13 254
Depreciation and amortisation	\$m	4 416	4 109	4 826
Other operating expenses	\$m	2 653	**3 625	1 291
Less				
Capitalised wages and salaries	\$m	75	**85	*146
<i>Total expenses</i>	\$m	64 085	68 865	73 063
Change in inventories	\$m	-93	-413	-516
Earnings before interest, tax, depreciation and amortisation(e)	\$m	26 814	^ 29 104	32 613
Operating profit before tax(e)	\$m	^ 37 790	^ 36 694	**14 196
Economic values				
Gross fixed capital formation	\$m	31 973	^ 18 277	^ 23 970
Capital expenditure(f)	\$m	*48 772	^ 34 760	38 775
Disposal of assets	\$m	29 191	^ 12 495	^ 9 935
Net capital expenditure	\$m	19 581	^ 22 265	^ 28 840
Industry value added(e)	\$m	43 411	47 446	49 336
Industry ratios(g)				
Profit margin	%	49.4	44.0	16.3
Interest coverage	times	2.8	2.9	2.5
Investment rate (value added)	%	112.3	73.3	78.6
Wages and salaries to sales and service income	no.	0.14	0.13	0.13
Wages and salaries per employee(h)	\$'000	30.0	30.5	30.6
Sales and service income per person employed(i)	\$'000	218.5	230.2	234.4
Industry value added per person employed(i)	\$'000	124.0	131.1	132.8
Percentage of businesses that				
Made a profit	%	76.9	75.5	75.7
Broke even	%	2.0	1.0	1.3
Made a loss	%	21.1	23.5	23.0

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

(a) For scope and coverage details, see Explanatory Notes paragraphs 6-25.

(b) Includes working proprietors.

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) See Explanatory Notes paragraph 30.

(h) Employee estimates used in this ratio exclude working proprietors and partners; drawings are excluded from wages and salaries.

(i) Calculated using estimates of employment which include working proprietors and partners.

2.2 INDUSTRY PERFORMANCE (a) *continued*

		PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES			ADMINISTRATIVE AND SUPPORT SERVICES		
		2006-07	2007-08	2008-09	2006-07	2007-08	2008-09
Employment at end of June(b)	'000	875	954	922	733	796	732
Income							
Sales and service income(c)	\$m	133 043	143 517	154 226	51 249	60 015	59 800
Funding from government for operational costs	\$m	2 260	*2 089	*2 058	1 565	^ 1 691	^ 1 300
Interest income	\$m	3 415	5 690	^ 7 450	492	^ 917	*1 123
Other selected income	\$m	11 749	15 592	22 241	2 530	2 369	211
<i>Total income</i>	\$m	150 468	166 888	185 975	55 836	64 991	62 435
Expenses							
Selected labour costs(d)	\$m	49 751	57 759	58 795	28 160	31 470	29 467
Cost of sales	\$m	66 352	67 857	75 723	17 828	23 571	23 976
Interest expenses	\$m	4 096	5 501	^ 8 175	939	*2 291	**3 168
Depreciation and amortisation	\$m	2 890	3 059	3 354	1 650	1 069	1 019
Other operating expenses	\$m	1 807	1 650	2 206	405	^ 498	469
Less							
Capitalised wages and salaries	\$m	131	**259	^ 188	110	^ 38	*140
<i>Total expenses</i>	\$m	125 025	135 697	148 549	48 846	58 992	58 145
Change in inventories	\$m	260	**129	*484	-25	*131	*186
Earnings before interest, tax, depreciation and amortisation(e)	\$m	^ 17 524	^ 18 599	19 748	*6 531	^ 6 205	^ 7 329
Operating profit before tax(e)	\$m	^ 25 703	31 320	37 910	^ 6 964	^ 6 130	**4 475
Economic values							
Gross fixed capital formation	\$m	6 095	^ 8 365	8 139	1 570	^ 2 176	1 898
Capital expenditure(f)	\$m	^ 10 076	^ 13 150	10 907	^ 2 364	3 736	7 774
Disposal of assets	\$m	2 566	923	*1 050	550	*379	^ 162
Net capital expenditure	\$m	7 510	^ 12 228	9 857	1 814	3 357	7 612
Industry value added(e)	\$m	72 059	81 355	83 829	^ 36 402	39 757	38 620
Industry ratios(g)							
Profit margin	%	19.3	21.8	24.6	13.6	10.2	7.5
Interest coverage	times	4.3	3.4	2.4	7.0	2.7	2.3
Investment rate (value added)	%	14.0	16.2	13.0	6.5	9.4	20.1
Wages and salaries to sales and service income	no.	0.34	0.36	0.34	0.49	0.47	0.45
Wages and salaries per employee(h)	\$'000	51.1	54.3	57.7	34.2	35.6	36.5
Sales and service income per person employed(i)	\$'000	152.0	150.4	167.3	69.9	75.4	81.7
Industry value added per person employed(i)	\$'000	82.3	85.3	90.9	49.6	50.0	52.8
Percentage of businesses that							
Made a profit	%	75.1	76.1	74.8	81.5	81.2	80.5
Broke even	%	4.2	3.4	1.7	0.4	2.2	2.5
Made a loss	%	20.7	20.5	23.5	18.1	16.6	17.0

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

(a) For scope and coverage details, see Explanatory Notes paragraphs 6-25.

(b) Includes working proprietors.

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) See Explanatory Notes paragraph 30.

(h) Employee estimates used in this ratio exclude working proprietors and partners; drawings are excluded from wages and salaries.

(i) Calculated using estimates of employment which include working proprietors and partners.

2.2INDUSTRY PERFORMANCE (a) *continued*

		PUBLIC ADMINISTRATION AND SAFETY (PRIVATE)			EDUCATION AND TRAINING (PRIVATE)		
		2006-07	2007-08	2008-09	2006-07	2007-08	2008-09
Employment at end of June(b)	'000	^ 79	^ 78	66	274	292	298
Income							
Sales and service income(c)	\$m	5 435	5 697	6 128	11 531	12 059	12 782
Funding from government for operational costs	\$m	150	**113	^ 130	6 608	7 166	8 630
Interest income	\$m	230	^ 130	127	231	*515	283
Other selected income	\$m	117	99	110	1 361	1 673	1 146
<i>Total income</i>	\$m	5 931	6 040	6 494	19 732	21 413	22 840
Expenses							
Selected labour costs(d)	\$m	2 851	2 828	2 770	10 009	11 192	12 757
Cost of sales	\$m	2 122	2 364	2 824	6 617	6 407	7 521
Interest expenses	\$m	163	^ 132	^ 77	180	^ 190	^ 349
Depreciation and amortisation	\$m	109	^ 116	116	520	^ 546	738
Other operating expenses	\$m	52	*102	^ 69	236	199	^ 243
Less							
Capitalised wages and salaries	\$m	6	4	**15	8	^ 73	*23
<i>Total expenses</i>	\$m	5 299	5 541	5 863	17 568	18 481	21 614
Change in inventories	\$m	8	**3	*22	14	^ 20	**29
Earnings before interest, tax, depreciation and amortisation(e)	\$m	^ 565	^ 520	^ 609	^ 1 285	^ 1 500	*913
Operating profit before tax(e)	\$m	^ 640	*501	^ 654	^ 2 177	*2 952	*1 255
Economic values							
Gross fixed capital formation	\$m	231	*251	^ 205	1 376	*2 227	^ 2 410
Capital expenditure(f)	\$m	^ 310	^ 332	^ 251	^ 1 695	*2 414	^ 2 647
Disposal of assets	\$m	16	*11	*24	263	*190	*121
Net capital expenditure	\$m	294	^ 321	^ 227	1 431	*2 224	^ 2 526
Industry value added(e)	\$m	3 598	3 570	3 606	11 736	12 981	14 292
Industry ratios(g)							
Profit margin	%	11.8	8.8	10.7	18.9	24.5	9.8
Interest coverage	times	3.5	3.9	8.0	7.1	7.9	2.6
Investment rate (value added)	%	8.6	9.3	7.0	14.4	18.6	18.5
Wages and salaries to sales and service income	no.	0.47	0.44	0.41	0.79	0.84	0.90
Wages and salaries per employee(h)	\$'000	32.1	32.2	38.1	33.1	34.5	38.7
Sales and service income per person employed(i)	\$'000	68.8	72.7	93.5	42.0	41.2	42.9
Industry value added per person employed(i)	\$'000	45.6	45.6	55.0	42.8	44.4	48.0
Percentage of businesses that							
Made a profit	%	69.1	68.0	74.0	73.6	80.3	68.3
Broke even	%	6.5	0.4	4.1	4.8	1.2	0.3
Made a loss	%	24.4	31.6	21.9	21.5	18.5	31.4

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

(a) For scope and coverage details, see Explanatory Notes paragraphs 6-25.

(b) Includes working proprietors.

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) See Explanatory Notes paragraph 30.

(h) Employee estimates used in this ratio exclude working proprietors and partners; drawings are excluded from wages and salaries.

(i) Calculated using estimates of employment which include working proprietors and partners.

2.2 INDUSTRY PERFORMANCE (a) *continued*

		HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE)			ARTS AND RECREATION SERVICES		
		2006-07	2007-08	2008-09	2006-07	2007-08	2008-09
Employment at end of June(b)	'000	776	814	867	167	172	172
Income							
Sales and service income(c)	\$m	49 875	53 995	56 046	22 518	24 032	25 922
Funding from government for operational costs	\$m	14 237	15 213	18 363	608	^ 522	^ 673
Interest income	\$m	728	^ 866	761	253	^ 275	*522
Other selected income	\$m	3 572	3 431	3 125	2 169	1 783	1 475
<i>Total income</i>	\$m	68 412	73 504	78 294	25 548	26 612	28 592
Expenses							
Selected labour costs(d)	\$m	28 594	31 386	32 649	4 534	4 973	5 083
Cost of sales	\$m	25 215	27 810	28 931	15 970	16 580	17 744
Interest expenses	\$m	1 173	1 583	^ 1 593	418	^ 162	450
Depreciation and amortisation	\$m	1 609	1 759	2 147	923	963	1 063
Other operating expenses	\$m	794	792	948	331	^ 251	^ 278
Less							
Capitalised wages and salaries	\$m	121	^ 57	^ 38	24	^ 31	54
<i>Total expenses</i>	\$m	57 295	63 237	66 409	22 156	22 913	24 538
Change in inventories	\$m	30	-36	179	4	**16	-25
Earnings before interest, tax, depreciation and amortisation(e)	\$m	^ 9 630	^ 9 276	^ 11 919	^ 2 314	^ 2 782	^ 3 544
Operating profit before tax(e)	\$m	^ 11 148	^ 10 231	^ 12 064	3 395	3 715	4 029
Economic values							
Gross fixed capital formation	\$m	3 912	4 672	5 622	2 037	2 042	^ 1 887
Capital expenditure(f)	\$m	6 891	7 739	7 272	^ 2 434	2 928	^ 2 247
Disposal of assets	\$m	1 772	^ 525	**1 330	112	**45	^ 52
Net capital expenditure	\$m	5 119	7 214	^ 5 943	2 323	2 883	^ 2 195
Industry value added(e)	\$m	40 745	43 441	47 332	8 512	9 146	9 424
Industry ratios(g)							
Profit margin	%	22.4	18.9	21.5	15.1	15.5	15.5
Interest coverage	times	8.2	5.9	7.5	5.5	17.2	7.9
Investment rate (value added)	%	16.9	17.8	15.4	28.6	32.0	23.8
Wages and salaries to sales and service income	no.	0.50	0.52	0.52	0.18	0.19	0.18
Wages and salaries per employee(h)	\$'000	32.4	34.4	33.7	24.4	26.1	26.6
Sales and service income per person employed(i)	\$'000	64.2	66.3	64.6	134.8	139.9	151.0
Industry value added per person employed(i)	\$'000	52.5	53.3	54.6	51.0	53.2	54.9
Percentage of businesses that							
Made a profit	%	81.4	75.9	83.8	68.3	71.1	70.0
Broke even	%	4.2	4.2	1.8	1.8	1.3	1.7
Made a loss	%	14.4	19.9	14.5	29.9	27.6	28.4

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

(a) For scope and coverage details, see Explanatory Notes paragraphs 6-25.

(b) Includes working proprietors.

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) See Explanatory Notes paragraph 30.

(h) Employee estimates used in this ratio exclude working proprietors and partners; drawings are excluded from wages and salaries.

(i) Calculated using estimates of employment which include working proprietors and partners.

2.2 INDUSTRY PERFORMANCE (a) *continued*

		OTHER SERVICES			TOTAL SELECTED INDUSTRIES(b)		
		2006-07	2007-08	2008-09	2006-07	2007-08	2008-09
Employment at end of June(c)	'000	419	423	439	9 550	9 995	9 997
Income							
Sales and service income(d)	\$m	37 902	42 161	45 298	2 113 438	2 286 711	2 424 323
Funding from government for operational costs	\$m	2 329	^ 1 965	^ 2 414	37 472	41 270	48 222
Interest income	\$m	847	^ 598	594	23 062	26 553	28 059
Other selected income	\$m	5 168	3 832	4 572	76 170	81 182	54 736
<i>Total income</i>	\$m	46 246	48 556	52 877	2 250 142	2 435 716	2 555 339
Expenses							
Selected labour costs(e)	\$m	12 933	13 793	14 728	385 856	423 372	438 104
Cost of sales	\$m	25 281	25 970	29 199	1 452 909	1 575 125	1 668 084
Interest expenses	\$m	491	^ 594	^ 649	50 836	58 581	72 297
Depreciation and amortisation	\$m	1 032	^ 1 160	^ 1 072	67 283	72 601	78 234
Other operating expenses	\$m	553	591	^ 705	27 768	24 963	31 753
Less							
Capitalised wages and salaries	\$m	98	*89	**62	4 714	4 950	5 143
<i>Total expenses</i>	\$m	40 196	42 112	46 600	1 984 292	2 163 487	2 289 962
Change in inventories	\$m	4	**93	*308	4 354	^ 13 795	*6 633
Earnings before interest, tax, depreciation and amortisation(f)	\$m	*1 562	^ 3 862	*3 141	289 092	309 471	339 745
Operating profit before tax(f)	\$m	6 054	^ 6 538	^ 6 585	270 204	286 024	272 010
Economic values							
Gross fixed capital formation	\$m	2 802	^ 2 746	^ 2 540	157 458	153 893	174 386
Capital expenditure(g)	\$m	^ 3 643	^ 3 728	^ 3 865	221 724	216 215	239 737
Disposal of assets	\$m	643	*605	*677	54 438	31 855	40 357
Net capital expenditure	\$m	3 000	^ 3 123	^ 3 188	167 286	184 360	199 380
Industry value added(f)	\$m	18 778	20 412	22 267	733 011	789 402	842 582
Industry ratios(h)							
Profit margin	%	16.0	15.5	14.5	12.8	12.5	11.2
Interest coverage	times	3.2	6.5	4.8	5.7	5.3	4.7
Investment rate (value added)	%	19.4	18.3	17.4	30.2	27.4	28.5
Wages and salaries to sales and service income	no.	0.31	0.30	0.29	0.16	0.17	0.16
Wages and salaries per employee(i)	\$'000	27.8	29.5	30.1	36.2	38.0	39.4
Sales and service income per person employed(j)	\$'000	90.4	99.6	103.3	221.3	228.8	242.5
Industry value added per person employed(j)	\$'000	44.8	48.2	50.8	76.8	79.0	84.3
Percentage of businesses that							
Made a profit	%	80.3	72.7	75.2	74.1	74.8	73.4
Broke even	%	1.4	2.4	1.2	2.4	1.6	1.6
Made a loss	%	18.3	24.8	23.6	23.5	23.6	25.0

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

** estimate has a relative standard error greater than 50% and is considered too unreliable for general use

(a) For scope and coverage details, see Explanatory Notes paragraphs 6-25.

(b) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

(c) Includes working proprietors.

(d) Includes rent, leasing and hiring income.

(e) Excludes the drawings of working proprietors.

(f) See Technical Note 2 paragraph 5.

(g) Includes capital work done for own use.

(h) See Explanatory Notes paragraph 30.

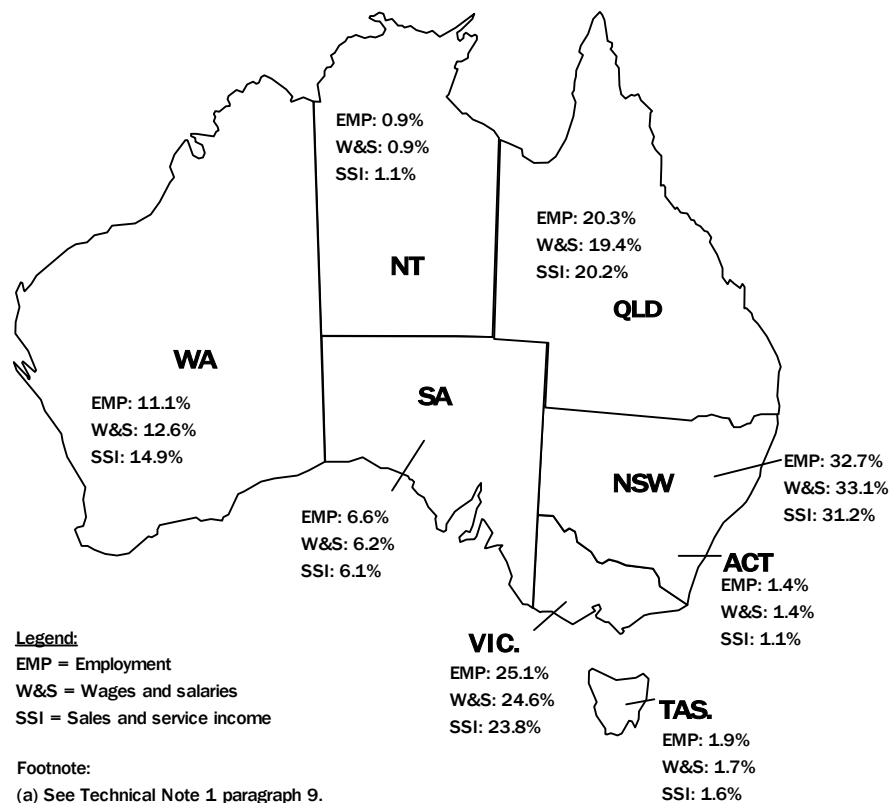
(i) Employee estimates used in this ratio exclude working proprietors and partners; drawings are excluded from wages and salaries.

(j) Calculated using estimates of employment which include working proprietors and partners.

STATE AND TERRITORY ESTIMATES

The graph below illustrates each state or territory's share of employment, wages and salaries and sales and service income, relative to TOTAL SELECTED INDUSTRIES in 2008–09. In general, the relationship between employment, wages and salaries and sales and service income is similar within each state and territory. The exception was Western Australia which contributed relatively more to sales and service income than wages and salaries. Sales and service income in Western Australia is driven by MINING, which results in a lower wages and salaries to sales and service income ratio.

STATE / TERRITORY CONTRIBUTION TO TOTAL SELECTED INDUSTRIES(a), 2008–09



When measured by share of employment RETAIL TRADE was the predominant industry in most states and territories. In the Australian Capital Territory, RETAIL TRADE was second to PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES.

In terms of wages and salaries the predominant industry was more varied between the states and territories. PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES was the largest industry in both New South Wales and the Australian Capital Territory. MANUFACTURING was the largest of the selected industries in Victoria, South Australia and Tasmania. In

STATE AND TERRITORY
ESTIMATES *continued*

Queensland and the Northern Territory, the predominant industry in terms of wages and salaries was CONSTRUCTION.

As measured by share of sales and service income, the largest contributing industries again varied between the states and territories. In 2008–09 WHOLESALE TRADE was the largest contributor to sales and service income in New South Wales. In South Australia and Tasmania, MANUFACTURING was the largest industry. In Western Australia and the Northern Territory, MINING was the largest contributor. RETAIL TRADE had the largest sales and service income in the Australian Capital Territory.

3.1 STATES, TERRITORIES AND AUSTRALIA

	EMPLOYMENT AT END OF JUNE(a)			WAGES AND SALARIES(b)			SALES AND SERVICE INCOME(c)		
	06-07	07-08	08-09	06-07	07-08	08-09	06-07	07-08	08-09
	'000	'000	'000	\$m	\$m	\$m	\$m	\$m	\$m
NEW SOUTH WALES									
Agriculture, forestry and fishing	133	135	138	1 389	1 486	1 471	14 460	15 332	15 660
Mining	20	22	24	1 891	2 015	2 490	15 538	15 382	24 806
Manufacturing	293	307	312	14 848	15 889	16 442	110 218	114 567	123 782
Electricity, gas, water and waste services	33	34	36	2 480	2 629	2 728	17 135	20 168	23 300
Construction	306	300	310	10 214	10 515	10 269	68 066	70 386	73 051
Wholesale trade	201	205	204	10 647	11 560	11 525	122 291	131 496	132 788
Retail trade	379	401	397	9 097	10 538	10 565	93 569	97 567	103 027
Accommodation and food services	247	254	258	5 217	5 599	5 386	23 140	25 682	25 699
Transport, postal and warehousing	201	200	206	8 801	9 520	10 493	41 640	42 859	40 427
Information Media and Telecommunications	73	79	76	4 809	5 417	5 523	28 280	30 577	31 950
Rental, hiring and real estate services	119	123	130	3 780	3 806	4 017	28 727	32 082	34 626
Professional, scientific and technical services	324	345	334	17 874	19 857	20 299	51 030	53 610	57 255
Administrative and support services	248	270	257	8 618	9 899	9 416	19 466	22 805	23 423
Public administration and safety (private)	^ 29	^ 25	22	934	^ 810	870	2 018	1 961	2 399
Education and training (private)	103	104	99	3 553	3 903	3 907	4 493	4 665	4 521
Health care and social assistance (private)	240	252	273	8 040	8 665	9 176	16 950	17 953	18 727
Arts and recreation services	49	50	51	1 238	1 249	1 319	5 256	5 765	6 574
Other services	135	134	139	3 897	4 049	4 212	12 774	13 528	14 136
<i>Total selected industries(d)</i>	<i>3 133</i>	<i>3 240</i>	<i>3 266</i>	<i>117 328</i>	<i>127 404</i>	<i>130 106</i>	<i>675 050</i>	<i>716 384</i>	<i>756 150</i>
VICTORIA									
Agriculture, forestry and fishing	110	109	111	1 219	1 227	1 296	11 072	12 792	15 050
Mining	6	6	8	584	686	740	5 737	6 676	10 723
Manufacturing	295	308	303	15 519	16 283	15 875	99 514	108 478	108 641
Electricity, gas, water and waste services	20	21	21	1 286	1 398	1 590	14 392	20 128	19 716
Construction	230	240	240	7 503	8 506	9 276	53 635	58 727	58 510
Wholesale trade	153	164	159	7 579	8 547	8 474	105 991	109 318	104 146
Retail trade	302	318	332	7 657	8 142	8 963	72 430	75 989	84 536
Accommodation and food services	155	158	169	2 958	3 212	3 344	^ 12 806	13 315	13 483
Transport, postal and warehousing	133	137	141	5 530	6 181	6 166	28 334	31 882	33 380
Information Media and Telecommunications	46	45	49	2 845	3 190	3 272	19 107	19 029	19 324
Rental, hiring and real estate services	75	79	81	2 249	2 550	2 452	18 522	18 732	18 560
Professional, scientific and technical services	238	250	240	12 264	13 503	13 821	34 843	37 185	38 981
Administrative and support services	193	210	193	6 709	7 557	6 556	13 110	15 477	13 945
Public administration and safety (private)	^ 21	25	17	714	858	673	1 570	1 869	1 565
Education and training (private)	66	71	77	2 136	2 286	2 761	2 767	2 818	2 814
Health care and social assistance (private)	189	203	211	6 224	7 183	7 202	11 767	13 591	13 500
Arts and recreation services	49	52	50	1 156	1 465	1 366	9 111	9 741	9 827
Other services	100	101	105	2 861	3 162	3 176	9 543	10 252	10 545
<i>Total selected industries(d)</i>	<i>2 382</i>	<i>2 498</i>	<i>2 505</i>	<i>86 991</i>	<i>95 934</i>	<i>97 002</i>	<i>524 251</i>	<i>565 999</i>	<i>577 245</i>
<p>^ estimate has a relative standard error of 10% to less than 25% and should be used with caution</p> <p>(a) Includes working proprietors.</p> <p>(b) Includes capitalised wages and salaries; excludes the drawings of working proprietors.</p> <p>(c) Includes rent, leasing and hiring income.</p> <p>(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.</p>									

3.1 STATES, TERRITORIES AND AUSTRALIA *continued*

	EMPLOYMENT AT END OF JUNE (a)			WAGES AND SALARIES (b)			SALES AND SERVICE INCOME (c)		
	06-07	07-08	08-09	06-07	07-08	08-09	06-07	07-08	08-09
	'000	'000	'000	\$m	\$m	\$m	\$m	\$m	\$m
QUEENSLAND									
Agriculture, forestry and fishing	115	119	120	1 384	1 449	1 362	13 297	14 431	15 568
Mining	31	34	37	3 240	3 297	4 116	28 355	27 633	45 907
Manufacturing	199	199	182	9 145	9 248	9 078	71 954	74 904	78 316
Electricity, gas, water and waste services	22	23	25	1 945	2 024	2 121	12 974	13 194	14 516
Construction	239	257	256	7 962	9 473	10 227	55 105	64 877	65 016
Wholesale trade	91	92	92	4 248	4 429	4 712	62 900	71 359	74 776
Retail trade	243	259	253	5 756	6 375	6 521	60 506	64 313	66 429
Accommodation and food services	148	152	157	2 961	3 184	3 391	13 022	14 977	14 515
Transport, postal and warehousing	112	116	122	4 699	5 269	5 443	22 147	24 597	25 528
Information Media and Telecommunications	23	23	23	1 337	1 393	1 355	7 949	7 822	7 781
Rental, hiring and real estate services	82	85	82	2 309	2 504	2 464	15 665	18 222	16 600
Professional, scientific and technical services	142	160	160	6 433	7 911	8 671	21 087	22 820	26 089
Administrative and support services	134	147	138	4 407	4 766	4 612	^ 8 661	9 772	10 173
Public administration and safety (private)	^ 13	^ 14	12	393	^ 410	422	835	911	1 056
Education and training (private)	48	56	57	1 445	1 828	2 291	1 756	2 033	2 351
Health care and social assistance (private)	171	176	183	5 260	5 982	6 272	9 869	10 764	11 285
Arts and recreation services	37	37	35	872	872	899	4 632	4 048	4 434
Other services	88	89	92	2 267	2 346	2 579	7 499	8 772	9 971
<i>Total selected industries(d)</i>	<i>1 937</i>	<i>2 038</i>	<i>2 028</i>	<i>66 064</i>	<i>72 760</i>	<i>76 539</i>	<i>418 214</i>	<i>455 448</i>	<i>490 311</i>
SOUTH AUSTRALIA									
Agriculture, forestry and fishing	55	53	50	668	658	629	5 708	6 526	7 082
Mining	8	7	8	724	650	888	5 242	4 944	4 307
Manufacturing	99	92	85	4 573	4 629	4 580	29 188	30 377	30 826
Electricity, gas, water and waste services	7	7	8	450	484	500	6 123	5 618	7 122
Construction	52	56	54	1 726	^ 1 925	2 085	10 969	12 473	13 668
Wholesale trade	31	31	31	1 362	1 372	1 470	19 791	23 812	23 119
Retail trade	87	89	90	2 124	2 157	2 313	20 837	20 780	22 744
Accommodation and food services	45	48	49	903	1 051	1 098	^ 3 832	4 491	4 575
Transport, postal and warehousing	35	35	35	1 437	1 456	1 520	6 365	6 677	6 567
Information Media and Telecommunications	9	9	9	578	634	635	3 850	3 987	4 619
Rental, hiring and real estate services	19	20	21	493	540	593	3 301	3 474	4 201
Professional, scientific and technical services	43	45	47	1 787	2 112	2 251	6 008	6 109	7 325
Administrative and support services	47	56	43	^ 1 624	1 785	1 716	3 374	3 722	3 537
Public administration and safety (private)	^ 5	^ 5	4	157	^ 142	171	316	300	318
Education and training (private)	17	^ 19	20	565	604	777	700	^ 695	^ 826
Health care and social assistance (private)	60	60	65	1 855	2 002	2 044	3 857	3 858	4 111
Arts and recreation services	9	10	10	222	255	262	875	1 103	1 167
Other services	29	28	29	750	799	845	2 229	2 624	2 866
<i>Total selected industries(d)</i>	<i>657</i>	<i>668</i>	<i>658</i>	<i>21 998</i>	<i>23 256</i>	<i>24 380</i>	<i>132 565</i>	<i>141 569</i>	<i>148 979</i>

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

(a) Includes working proprietors.

(b) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

(c) Includes rent, leasing and hiring income.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

3.1 STATES, TERRITORIES AND AUSTRALIA *continued*

	EMPLOYMENT AT END OF JUNE(a)			WAGES AND SALARIES(b)			SALES AND SERVICE INCOME(c)		
	06-07	07-08	08-09	06-07	07-08	08-09	06-07	07-08	08-09
	'000	'000	'000	\$m	\$m	\$m	\$m	\$m	\$m
WESTERN AUSTRALIA									
Agriculture, forestry and fishing	61	64	66	728	803	823	7 358	8 948	9 707
Mining	49	55	56	5 151	5 795	6 777	54 524	61 874	79 094
Manufacturing	96	100	97	4 732	5 107	5 594	53 584	55 094	64 679
Electricity, gas, water and waste services	10	11	12	804	742	827	6 402	7 554	7 598
Construction	121	138	130	4 937	5 974	6 801	34 249	39 762	40 651
Wholesale trade	49	54	54	2 239	2 472	2 853	32 783	43 537	45 614
Retail trade	120	141	137	2 814	^ 3 488	3 704	33 608	36 103	37 641
Accommodation and food services	78	82	80	1 571	1 785	1 769	^ 6 256	7 092	6 744
Transport, postal and warehousing	54	57	60	2 192	2 444	2 661	10 439	11 346	12 145
Information Media and Telecommunications	12	11	10	745	702	695	4 490	4 160	4 525
Rental, hiring and real estate services	42	42	43	1 292	1 258	1 437	7 763	8 518	10 281
Professional, scientific and technical services	94	115	104	4 552	6 250	6 074	^ 14 936	18 125	19 041
Administrative and support services	82	84	73	2 836	3 302	3 261	4 914	6 281	6 755
Public administration and safety (private)	^ 7	^ 6	7	^ 203	^ 179	224	429	420	530
Education and training (private)	27	^ 30	31	880	959	1 215	1 290	1 146	1 560
Health care and social assistance (private)	73	77	89	2 403	2 696	2 985	5 239	5 386	5 863
Arts and recreation services	14	15	16	355	410	447	1 751	2 359	2 591
Other services	45	48	50	1 230	1 386	1 587	3 965	4 769	5 441
<i>Total selected industries(d)</i>	<i>1 035</i>	<i>1 129</i>	<i>1 114</i>	<i>39 662</i>	<i>45 753</i>	<i>49 736</i>	<i>283 982</i>	<i>322 477</i>	<i>360 461</i>
TASMANIA									
Agriculture, forestry and fishing	22	23	24	353	399	441	2 146	2 651	2 631
Mining	1	2	2	97	np	np	1 098	np	np
Manufacturing	24	23	19	995	1 061	1 097	7 181	7 500	8 263
Electricity, gas, water and waste services	3	3	4	221	218	245	np	1 702	1 942
Construction	16	16	16	464	508	575	2 537	2 749	3 149
Wholesale trade	^ 8	^ 8	8	^ 323	^ 366	333	4 343	^ 5 068	4 001
Retail trade	24	26	26	567	597	639	5 634	6 095	6 894
Accommodation and food services	16	15	18	^ 302	315	332	^ 1 366	1 340	1 339
Transport, postal and warehousing	9	9	10	353	383	393	1 707	1 817	1 677
Information Media and Telecommunications	3	3	2	177	162	151	1 710	1 682	1 395
Rental, hiring and real estate services	6	6	6	145	147	164	708	682	871
Professional, scientific and technical services	10	10	10	374	432	445	1 149	1 118	1 411
Administrative and support services	10	10	9	334	345	399	^ 559	613	611
Public administration and safety (private)	* 1	^ 1	^ 1	^ 30	np	np	np	np	np
Education and training (private)	4	^ 4	5	151	156	195	^ 162	129	180
Health care and social assistance (private)	20	21	22	627	669	668	1 020	1 048	1 092
Arts and recreation services	3	3	3	96	99	104	* 460	502	635
Other services	8	8	9	187	205	252	593	662	745
<i>Total selected industries(d)</i>	<i>188</i>	<i>193</i>	<i>194</i>	<i>5 795</i>	<i>6 210</i>	<i>6 656</i>	<i>34 040</i>	<i>36 318</i>	<i>38 052</i>

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

np not available for publication but included in totals where applicable, unless otherwise indicated

(a) Includes working proprietors.

(b) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

(c) Includes rent, leasing and hiring income.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

3.1 STATES, TERRITORIES AND AUSTRALIA *continued*

	EMPLOYMENT AT END OF JUNE(a)			WAGES AND SALARIES(b)			SALES AND SERVICE INCOME(c)		
	06-07	07-08	08-09	06-07	07-08	08-09	06-07	07-08	08-09
	'000	'000	'000	\$m	\$m	\$m	\$m	\$m	\$m
NORTHERN TERRITORY									
Agriculture, forestry and fishing	5	5	5	89	86	82	541	525	595
Mining	1	np	np	133	223	342	3 064	3 440	5 656
Manufacturing	5	6	5	283	345	285	3 543	4 018	5 211
Electricity, gas, water and waste services	^ 1	1	1	86	96	115	np	np	825
Construction	10	11	11	325	387	457	3 249	2 821	3 385
Wholesale trade	3	3	^ 3	^ 128	146	^ 156	1 692	2 312	^ 2 533
Retail trade	11	12	12	270	300	313	2 768	2 912	3 131
Accommodation and food services	10	9	11	243	215	219	926	912	959
Transport, postal and warehousing	5	^ 5	6	^ 205	^ 273	292	1 115	1 185	1 308
Information Media and Telecommunications	1	1	1	60	59	55	327	320	331
Rental, hiring and real estate services	3	3	3	82	91	93	603	541	595
Professional, scientific and technical services	^ 4	4	4	^ 261	202	^ 242	^ 834	555	755
Administrative and support services	4	4	5	146	152	219	^ 328	344	397
Public administration and safety (private)	^ 1	np	np	^ 34	^ 30	np	np	np	np
Education and training (private)	^ 3	^ 3	4	^ 116	^ 122	139	^ 112	226	165
Health care and social assistance (private)	7	8	^ 8	209	243	^ 280	265	311	321
Arts and recreation services	3	2	3	62	64	np	226	^ 288	np
Other services	5	5	5	129	182	161	376	526	556
<i>Total selected industries(d)</i>	83	87	92	2 861	3 216	3 579	20 704	22 072	27 175
AUSTRALIAN CAPITAL TERRITORY									
Agriculture, forestry and fishing	1	1	1	^ 13	11	^ 16	78	125	118
Mining	—	np	np	8	np	np	66	np	np
Manufacturing	5	5	5	202	189	206	1 414	1 338	1 203
Electricity, gas, water and waste services	2	1	1	161	113	115	^ 1 761	np	1 271
Construction	12	12	11	368	384	423	4 039	3 885	3 976
Wholesale trade	3	3	* 3	174	^ 193	* 245	2 061	2 427	* 2 500
Retail trade	^ 18	19	18	421	463	472	^ 4 445	4 833	5 297
Accommodation and food services	12	14	14	266	355	307	^ 1 052	1 329	1 123
Transport, postal and warehousing	4	^ 5	4	197	^ 254	219	824	^ 968	594
Information Media and Telecommunications	4	3	3	242	181	240	1 310	1 301	1 222
Rental, hiring and real estate services	4	4	4	148	149	144	1 167	1 103	1 320
Professional, scientific and technical services	21	24	22	1 151	1 555	1 377	3 157	3 995	3 369
Administrative and support services	13	13	^ 14	429	502	496	836	1 003	959
Public administration and safety (private)	2	np	np	72	np	np	136	124	np
Education and training (private)	6	6	6	231	236	242	250	^ 347	365
Health care and social assistance (private)	15	^ 18	17	512	^ 587	^ 591	^ 906	* 1 083	^ 1 146
Arts and recreation services	3	^ 3	3	67	^ 71	np	207	226	np
Other services	10	10	10	325	^ 372	371	924	1 026	1 037
<i>Total selected industries(d)</i>	135	143	140	4 986	5 685	5 624	24 634	26 444	25 950

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

* estimate has a relative standard error of 25% to 50% and should be used with caution

— nil or rounded to zero (including null cells)

np not available for publication but included in totals where applicable, unless otherwise indicated

(a) Includes working proprietors.

(b) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

(c) Includes rent, leasing and hiring income.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

3.1 STATES, TERRITORIES AND AUSTRALIA *continued*

	EMPLOYMENT AT			WAGES AND SALARIES (b)			SALES AND SERVICE INCOME (c)		
	END OF JUNE (a)								
	06-07	07-08	08-09	06-07	07-08	08-09	06-07	07-08	08-09
	'000	'000	'000	\$m	\$m	\$m	\$m	\$m	\$m
AUSTRALIA									
Agriculture, forestry and fishing	503	510	515	5 843	6 117	6 122	54 660	61 330	66 411
Mining	117	128	135	11 827	12 788	15 549	113 624	120 881	171 654
Manufacturing	1 015	1 039	1 008	50 297	52 750	53 158	376 595	396 277	420 921
Electricity, gas, water and waste services	99	101	108	7 432	7 705	8 242	61 057	70 444	76 288
Construction	985	1 030	1 030	33 498	37 673	40 114	231 848	255 679	261 407
Wholesale trade	540	560	555	26 700	29 084	29 769	351 852	389 328	389 477
Retail trade	1 184	1 265	1 266	28 705	32 061	33 490	293 797	308 592	329 699
Accommodation and food services	711	732	756	14 422	15 716	15 846	62 401	69 139	68 437
Transport, postal and warehousing	553	565	584	23 413	25 781	27 188	112 572	121 332	121 627
Information Media and Telecommunications	171	174	175	10 793	11 737	11 926	67 023	68 879	71 147
Rental, hiring and real estate services	350	362	371	10 498	11 045	11 364	76 457	83 355	87 053
Professional, scientific and technical services	875	954	922	44 695	51 822	53 179	133 043	143 517	154 226
Administrative and support services	733	796	732	25 103	28 309	26 677	51 249	60 015	59 800
Public administration and safety (private)	^ 79	^ 78	66	2 537	2 524	2 497	5 435	5 697	6 128
Education and training (private)	274	292	298	9 077	10 094	11 526	11 531	12 059	12 782
Health care and social assistance (private)	776	814	867	25 130	28 027	29 218	49 875	53 995	56 046
Arts and recreation services	167	172	172	4 069	4 486	4 575	22 518	24 032	25 922
Other services	419	423	439	11 647	12 502	13 183	37 902	42 161	45 298
<i>Total selected industries (d)</i>	9 550	9 995	9 997	345 686	380 219	393 621	2 113 438	2 286 711	2 424 323

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution

(a) Includes working proprietors.

(b) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

(c) Includes rent, leasing and hiring income.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

EXPLANATORY NOTES

INTRODUCTION

1 This publication presents estimates of the economic and financial performance of Australian industry in 2008–09. The estimates are produced annually using a combination of directly collected data from the annual Economic Activity Survey (EAS), conducted by the Australian Bureau of Statistics (ABS), and Business Activity Statement (BAS) data provided by businesses to the Australian Taxation Office (ATO).

Reference period

2 The period covered by the collection is, in general, the 12 months ended 30 June. Where businesses are unable to supply information on this basis, an accounting period for which data can be provided is used for data other than those relating to employment. Such businesses make a substantial contribution to some of the estimates presented in this publication. As a result, the estimates can reflect trading conditions that prevailed in periods outside the twelve months ended June in the relevant year.

3 Although financial estimates relate to the full twelve months, employment estimates relate to the last pay period ending in June of the given year. As a result, estimates of wages and salaries per person employed may be affected by any fluctuations in employment during the reference period.

4 Financial data incorporate all units in scope of the EAS that were in operation at any time during the year. They also include any temporarily inactive units, i.e. those units which were in the development stage or which were not in operation, but which still existed and held or acquired assets and liabilities and/or incurred some non-operating expenses (e.g. depreciation, administration costs).

CLASSIFICATIONS

5 The businesses that contribute to the statistics in this publication are classified:

- by institutional sector, in accordance with the Standard Institutional Sector Classification of Australia (SISCA), which is detailed in *Standard Economic Sector Classifications of Australia (SESCA)* (cat. no. 1218.0)
- by industry, in accordance with the *Australian and New Zealand Standard Industrial Classification (ANZSIC)*, 2006 edition (cat. no. 1292.0)
- by state and territory
- by business size.

SCOPE

6 The scope of the collection consists of all business entities operating in the Australian economy during 2008–09, except for:

- in most industries, entities classified to SISCA Sector 3 GENERAL GOVERNMENT. This exclusion particularly affects data presented for PUBLIC ADMINISTRATION AND SAFETY, EDUCATION AND TRAINING and HEALTH CARE AND SOCIAL ASSISTANCE (ANZSIC Divisions O, P and Q, respectively), in that the estimates relate only to private sector businesses. However, SISCA Sector 3 GENERAL GOVERNMENT businesses classified to WATER SUPPLY, SEWERAGE AND DRAINAGE SERVICES (ANZSIC Subdivision 28, within Division D) are included, so that the estimates include data (for example) for relevant local government organisations;
- entities classified to ANZSIC Division K FINANCIAL AND INSURANCE SERVICES.

7 Note that government-owned or controlled Public Trading Enterprises are included.

COVERAGE

8 This section discusses frame, statistical units, coverage issues and improvements to coverage.

Frame

9 Businesses contributing to the estimates in this publication are sourced from the ABS Business Register (ABSBR), which has two components as described below.

Statistical units

10 The ABS uses an economic statistics units model on the ABSBR to describe the characteristics of businesses, and the structural relationships between related businesses. Within large and diverse business groups, the units model is used to define reporting units that can provide data to the ABS at suitable levels of detail.

11 The current economic statistics units model was introduced in mid-2002, to better use the information available as a result of The New Tax System. This units model allocates businesses to one of two sub-populations. The vast majority of businesses are in what is called the ATO maintained population (ATOMP), while the remaining businesses are in the ABS maintained population (ABSMP). Together, these two sub-populations make up the ABSBR population.

ATO MAINTAINED POPULATION (ATOMP)

12 Most businesses and organisations in Australia need to obtain an Australian Business Number (ABN), and are then included on the ATO ABR. Most of these businesses have simple structures; therefore the unit registered for an ABN satisfies ABS statistical requirements. For these businesses, the ABS has aligned its statistical units structure with the ABN unit. The businesses with simple structures constitute the ATOMP, and the ABN unit is used as the statistical unit for all economic collections.

ABS MAINTAINED POPULATION (ABSMP)

13 For the population of businesses where the ABN unit is not suitable for ABS statistical requirements, the ABS maintains its own units structure through direct contact with the business. These businesses constitute the ABSMP. This population consists typically of large, complex and diverse businesses. The statistical units model described below caters for such businesses.

- *Enterprise group*: This is a unit covering all the operations in Australia of one or more legal entities under common ownership and/or control. It covers all the operations in Australia of legal entities which are related in terms of the current Corporations Law (as amended by the *Corporations Legislation Amendment Act 1991*), including legal entities such as companies, trusts and partnerships. Majority ownership is not required for control to be exercised.
- *Enterprise*: The enterprise is an institutional unit comprising:
 - a single legal entity or business entity, or
 - more than one legal entity or business entity within the same enterprise group and in the same institutional subsector (i.e. they are all classified to a single Standard Institutional Sector Classification of Australia (SISCA) subsector).
- *Type of activity unit (TAU)*: The TAU is comprised of one or more business entities, sub-entities or branches of a business entity within an enterprise group that can report production and employment data for similar economic activities. When a minimum set of data items is available, a TAU is created which covers all the operations within an industry subdivision (and the TAU is classified to the relevant subdivision of the ANZSIC). Where a business cannot supply adequate data for each industry, a TAU is formed which contains activity in more than one industry subdivision.

CONTRIBUTION OF STATISTICAL UNITS TO THE ESTIMATES

14 The following paragraphs outline the way in which categories of statistical units contribute to the estimates of financial and economic variables presented in this publication.

Statistical units continued

TAUs

15 All units in the ABSMP (i.e. TAUs) were eligible to be selected for direct collection.

ABN units

16 All units on the ABSBR not classified as TAUs were ABN units from the ATOMP.

17 An indication of the importance of these populations can be gained from their contribution to the national estimate of sales and service income. The following table shows their proportional contributions to sales and service income by ANZSIC division.

CONTRIBUTION TO SALES AND SERVICE INCOME

	ABN		Total
	TAU	unit	
	%	%	%
Agriculture, forestry and fishing	13	87	100
Mining	89	11	100
Manufacturing	68	32	100
Electricity, gas, water and waste services	88	12	100
Construction	25	75	100
Wholesale trade	53	47	100
Retail trade	44	56	100
Accommodation and food services	18	82	100
Transport, postal and warehousing	48	52	100
Information media and telecommunications	81	19	100
Rental, hiring and real estate services	16	84	100
Professional, scientific and technical services	27	73	100
Administrative and support services	32	68	100
Public administration and safety (private)	31	69	100
Education and training (private)	23	77	100
Health care and social assistance (private)	28	72	100
Arts and recreation services	54	46	100
Other services	12	88	100
Total selected industries	48	52	100

Coverage issues

18 The ANZSIC-based industry statistics presented in this publication are compiled differently from activity statistics. Each ABN unit or TAU on the ABSBR has been classified (by the ATO and the ABS respectively) to its single predominant industry class, irrespective of any diversity of activities undertaken.

19 Some businesses engage, to a significant extent, in activities which are normally carried out by different industries. For example, a predominantly mining business may also undertake significant amounts of manufacturing. Similarly, a mining business may produce significant volumes of goods which are normally produced in different mining industries. Where a business makes a significant economic contribution to industries classified to different ANZSIC subdivisions, the ABS includes the business in the ABS maintained population, and 'splits' the TAU's reported data between the industries involved. Significance is determined using total income.

20 A TAU's reported data are split, if the inclusion of data relating to the secondary activity, in the statistics of the industry of the primary activity, distorts (by overstating or understating) either the primary or secondary industry statistics at the ANZSIC subdivision level by:

- 3% or more, where the industries of the primary and secondary activities are in the same ANZSIC division
- 2% or more, where the industries of the primary and secondary activities are in different ANZSIC divisions.

Coverage issues continued

21 The ABS attempts to maintain a current understanding of the structure of the large, complex and diverse business groups that form the ABS maintained population on the ABSBR, through direct contact with those businesses. Resultant changes in their structures on the ABSBR can affect:

- the availability of such businesses (or units within them) for inclusion in the annual economic collections
- the delineation of the units, within those groups, for which data are to be reported.

22 The ABS attempts to obtain data for those businesses selected for direct collection and which ceased operation during the year, but it is not possible to obtain data for all of them.

Improvements to coverage

23 Data in this publication have been adjusted to allow for lags in processing new businesses to the ABSBR, and the omission of some businesses from the register. The majority of businesses affected, and to which the adjustments apply, are small in size. As an example, the effect of these adjustments is generally 4% or less for most ANZSIC industry divisions and for most states and territories.

24 Adjustments have been made to include new businesses in the estimates in the period in which they commenced operations, rather than when they were processed to the ABSBR. Adjustments of this type will continue to be applied in future periods.

25 For more information on these adjustments, please refer to the ABS publication *Information Paper: Improvements to ABS Economic Statistics, 1997* (cat. no. 1357.0).

DEFINITION OF KEY TERMS

Industry performance measures

26 Selected key terms are described below.

27 This publication presents a wide range of data that can be used to analyse business and industry performance.

28 Differences in accounting policy and practices across businesses and industries can lead to some inconsistencies in the data input to the statistics. Although much of the accounting process is subject to standards, there is still a great deal of flexibility left to individual managers and accountants through the accounting policies and practices they adopt. For example, the way profit is measured is affected by management policy about such issues as depreciation rates, bad debt provisions and write off, and goodwill write off. The varying degree to which businesses consolidate their accounts may also affect any industry performance measures calculated.

29 A range of performance measures, usually referred to as ratios, can be produced from the data available from businesses' financial statements. The performance measures presented in this publication comprise:

- profitability ratios, which measure rates of profit on sales
- debt ratios, which indicate the ability of businesses to meet the cost of debt financing
- investment ratios, which indicate the capacity of business to invest in capital assets
- labour measures, which relate output, labour costs and employment.

30 The definition of each ratio in table 2.2 can be found in the Glossary.

31 The above limitations are not meant to imply that analysis based on these data should be avoided, only that they should be borne in mind when interpreting the data presented in this publication.

Industry value added

32 Industry value added (IVA) is the measure of the contribution by businesses in each industry to gross domestic product. Table 1.3 presents estimates of the components of industry value added for all industries that are within the scope of the collection.

Industry value added continued

33 There are two types of businesses: 'market' and 'non-market' producers. Market producers sell their output to achieve a profit, whereas non-market producers sell their output at economically insignificant prices. Industry value added is derived differently for market and non-market producers. The industries in which non-market producers make the most significant contribution to industry value added are HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE) and OTHER SERVICES. See the Glossary definition of IVA for further detail.

Australian Equivalents to International Financial Reporting Standards

34 The new Australian Equivalents to International Financial Reporting Standards (AEIFRS) were progressively implemented in Australia from 1 January 2005. As a result, a number of items in the financial accounts of Australian businesses have been affected by changed definitions, which have in turn affected both income statements and balance sheets. A range of ABS economic collections source data from financial accounts of businesses and use those data to derive economic statistics. There have been no changes in the associated economic definitions.

35 Since the implementation of AEIFRS, analysis of published time series data has indicated structural breaks in series. The magnitude of such breaks, however, cannot be determined without imposing a disproportionate load upon data providers to ABS surveys and other administratively collected data. The ABS will continue to monitor developments and report any significant identified impacts as a result of AEIFRS.

SURVEY DESIGN

36 In order to minimise the load placed on providers, the strategy for this survey was to use, as much as possible, information sourced from the ATO, thus reducing the size of the direct collect sample needed to maintain the range and quality of information available to users of statistical data. The frame (from which the direct collect sample was selected) was stratified using information held on the ABSBR. Businesses eligible for selection in the direct collect sample were then selected from the frame using stratified random sampling techniques.

37 Businesses were eligible to participate in the survey (the direct collect sample) only if their turnover exceeded a threshold level, or the business was identified as being an employing business (based on ATO information), as at the end of the reference period. Turnover thresholds were set for each ANZSIC class so that the contribution of surveyed businesses accounted for approximately 97.5% of total industry class turnover as determined by BAS data. A sample of 22,639 businesses was selected for the directly collected part of the 2008–09 EAS. Each business was asked to provide data sourced primarily from financial statements, mainly by mail out questionnaires. Businesses were also asked to supply key details of their operations by state and territory, enabling production of the state/territory estimates contained in table 3.1.

38 Businesses which met neither of these criteria are referred to as 'micro non-employing businesses'. These businesses were not eligible for selection in the sample. For these units, BAS data were obtained and annualised, then added to the directly collected estimates to produce the statistics in this publication. The total estimated value of annual turnover of micro non-employing businesses in TOTAL SELECTED INDUSTRIES during the 2008–09 reference year, as determined by BAS data, was \$39.5b (2.4%).

EFFECTS OF ROUNDING

39 Where figures have been rounded, discrepancies may occur between totals and the sums of the component items.

40 Proportions, ratios and other calculated figures shown in this publication have been calculated using unrounded estimates and may be different from, but are more accurate than, calculations based on the rounded estimates.

FURTHER INFORMATION

Related publications

41 A range of further information is available, as described below.

42 The following ABS publications present economy-wide industry data:

Australian System of National Accounts, 2008–09 (cat.no. 5204.0)

– Annual publication

Business Indicators, Australia, Dec 2009 (cat.no. 5676.0) – Quarterly publication

Private New Capital Expenditure and Expected Expenditure, Australia, Dec 2009

(cat. no. 5625.0) – Quarterly publication.

43 In addition, the following publications present industry-specific information:

Community Services, Australia, 2008–09 (cat. no. 8696.0),

scheduled for release June 2010 – Irregular publication

Energy, Water and Environment Management, Australia, 2008–09 (cat. no. 4660.0),

scheduled for release June 2010 – Irregular publication

Information Paper: Experimental Estimates for the Manufacturing Industry,

2006–07 and 2007–08 (cat. no. 8159.0).

Other information available

44 More detailed estimates than those included in this publication are available in spreadsheet format free of charge online from the Statistics view on the ABS web site <www.abs.gov.au>. Select Statistics / By Catalogue Number / 8. Secondary Industry and Distribution / 81. Industry Wide Statistics / 8155.0 *Australian Industry, 2008–09*, then select the Downloads tab.

45 The ABS also issues a daily Release Advice on the web site which details products to be released in the week ahead.

46 As well as the statistics included in this and related publications, the ABS may have other relevant data available on request for a charge. Inquiries should be made to the National Information and Referral Service on 1300 135 070 or email <australian.industry.statistics@abs.gov.au>.

Acknowledgement

47 ABS publications draw extensively on information provided freely by individuals, businesses, governments and other organisations. Their continued cooperation is very much appreciated; without it, the wide range of statistics published by the ABS would not be available. Information received by the ABS is treated in strict confidence as required by the *Census and Statistics Act 1905*.

Use of Australian Taxation Office (ATO) data in this publication

48 The results of these studies are based, in part, on tax data supplied by the ATO to the ABS under the *Income Tax Assessment Act 1936*, which requires that such data are only used for statistical purposes. No individual information collected under the *Census and Statistics Act 1905* is provided back to the ATO for administrative or regulatory purposes. Any discussion of data limitations or weaknesses is in the context of using the data for statistical purposes, and is not related to the ability of the data to support the ATO's core operational requirements.

49 Legislative requirements to ensure privacy and secrecy of these data have been followed. Only people authorised under the *Australian Bureau of Statistics Act 1975* have been allowed to view data about any particular organisation and/or person in conducting these analyses. No information about individual taxpayers (persons) has been released to the ABS. Aggregated personal income tax data are confidentialised by the ATO before release to the ABS. In accordance with the *Census and Statistics Act 1905*, results have been confidentialised to ensure that they are not likely to enable identification of a particular person or organisation.

TECHNICAL NOTE 1 **ESTIMATION METHODOLOGY**

INTRODUCTION

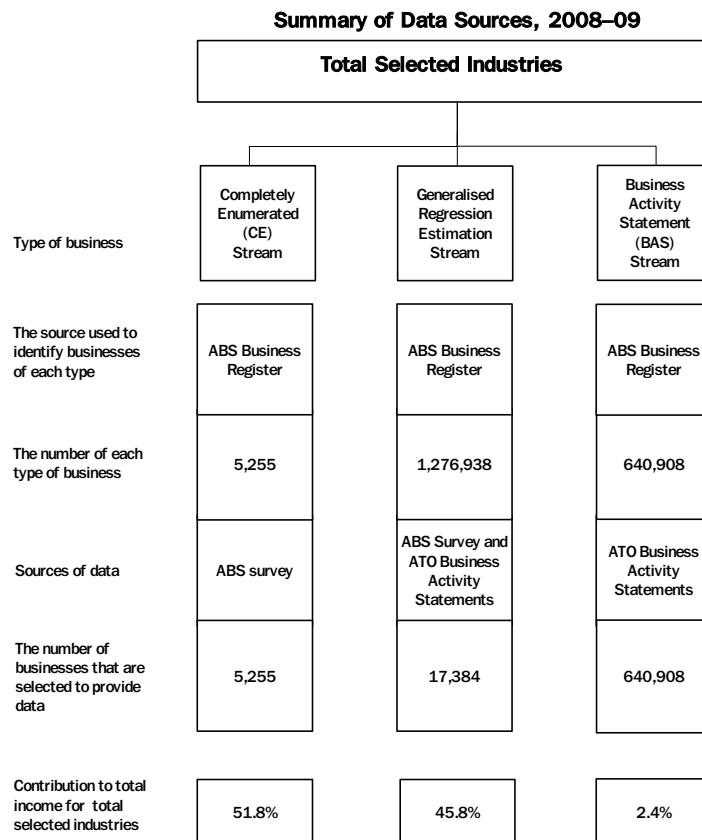
1 The availability of Business Activity Statement data collected by the Australian Taxation Office (ATO) has provided the Australian Bureau of Statistics (ABS) with opportunities to improve the efficiency of collection designs and estimation for its business surveys, while at the same time reducing the reporting burden placed on businesses. Under taxation law, data may be passed by the Commissioner for Taxation to the ABS for specified statistical purposes. Accordingly, turnover and wages information sourced from ATO Business Activity Statement data was used to improve the accuracy of the 2008–09 industry estimates which were produced using data items collected directly by the ABS from businesses.

ESTIMATION METHODOLOGY

2 The 2008–09 survey continues to use generalised regression estimation, first introduced in the 2006–07 survey. This estimation method enables maximum use of observed linear relationships between data directly collected from businesses in the survey and auxiliary information. When the auxiliary information is strongly correlated with data items collected in a survey, the generalised regression estimation methodology will improve the accuracy of the estimates. The auxiliary variables used in this survey were turnover and wages sourced from the BAS data of 1,923,101 businesses (including the direct collect sample).

PRODUCING ESTIMATES

3 The following diagram illustrates the ways in which Australian businesses contribute to the estimates in this publication.



DATA STREAMING

4 For the purpose of compiling the estimates in this publication, data for businesses as recorded on the ABSBR contribute via one of three categories (or 'streams') in accordance with significance and collection-related characteristics.

Completely enumerated (CE) stream:

5 The CE stream consists of directly collected survey data for those units recorded on the ABSBR as having employment greater than 300, plus additional economically significant units in the ABSMP and units significant to small state estimates.

Generalised regression estimation stream:

6 The generalised regression estimation stream comprises directly collected data for those sampled units which are not in the CE stream and have turnover, in aggregate, above the bottom 2.5 percentile of BAS sales for that industry, or are identified as employing businesses (based on ATO information).

Business Activity Statement (BAS) stream:

7 The BAS stream comprises data for those non-employing businesses in the ATOMP whose turnover, in aggregate, is below the bottom 2.5 percentile of BAS sales for that ANZSIC subdivision.

8 Estimates for each of the selected industries were produced by aggregating the contributing data streams.

STATE AND TERRITORY ESTIMATES

9 State estimates were produced using both BAS data and survey data. For further information, see Explanatory Notes paragraph 37.

RELIABILITY

1 The estimates in this release are based on information obtained from a sample survey (EAS) and from administrative data collected by the ATO. Any collection of data can be affected by factors that affect the reliability of the resulting statistics, regardless of the methodology used. These factors result in non-sampling error. In addition to non-sampling error, sample surveys are also subject to inaccuracies that arise from the fact that a sample was selected rather than conducting a census. This type of error is called sampling error.

Sampling error

2 The majority of data contained in this publication have been obtained from a sample of businesses. As such, these data are subject to sampling variability; that is, they may differ from the figures that would have been produced if the data had been obtained from all businesses in the population. One measure of the likely difference is given by the standard error, which indicates the extent to which an estimate might have varied by chance because the data were obtained from only a sample of units. There are about two chances in three that a sample estimate will differ by less than one standard error from the figure that would have been obtained if all units had been included in the collection, and about nineteen chances in twenty that the difference will be less than two standard errors.

3 Sampling variability can also be measured by the relative standard error (RSE), which is obtained by expressing the standard error as a percentage of the estimate to which it refers. The RSE is a useful measure in that it provides an immediate indication of the percentage errors likely to have occurred due to the effects of random sampling, and this avoids the need to refer also the size of the estimate. Selected data item RSEs at the industry division level for Australia are shown in the table overleaf. Detailed relative standard errors can be made available on request.

4 To illustrate, the estimate of total income for TRANSPORT, POSTAL AND WAREHOUSING in 2008–09 was \$134,647m. The RSE of this estimate is shown as 1.9%, giving a standard error of approximately \$2,558m. Therefore, there are two chances in three that, if all units had been included in the survey, a figure in the range of \$132,089m to \$137,205m would have been obtained, and nineteen chances in twenty (i.e., a confidence interval of 95%) that the figure would have been within the range of \$129,531m to \$139,763m.

5 The size of the RSE may be a misleading indicator of the reliability of some of the estimates for (a) operating profit before tax, (b) earnings before interest, tax, depreciation and amortisation and (c) industry value added. It is possible for an estimate legitimately to include positive and negative values, reflecting the financial performance of individual businesses. In this case, the aggregated estimate can be small relative to the contribution of individual businesses, resulting in a standard error which is large relative to the estimate.

Sampling error continued

RELATIVE STANDARD ERRORS

	Total income	Total expenses	Industry value added	Sales and service income	Wages and salaries
Agriculture, forestry and fishing	3.1	3.1	5.1	3.0	2.5
Mining	0.6	0.9	0.6	0.5	1.0
Manufacturing	0.6	0.5	1.2	0.6	0.6
Electricity, gas, water and waste services	0.6	0.5	1.1	0.5	1.2
Construction	1.6	1.7	3.8	1.6	2.0
Wholesale trade	2.6	2.5	3.1	2.6	1.8
Retail trade	1.8	1.9	2.7	1.8	1.5
Accommodation and food services	3.2	3.5	5.2	3.3	4.9
Transport, postal and warehousing	1.9	2.1	2.4	2.1	2.0
Information media and telecommunications	1.2	1.2	1.3	1.1	1.1
Rental, hiring and real estate services	9.1	2.5	2.8	2.1	5.0
Professional, scientific and technical services	1.5	2.0	2.0	1.4	1.3
Administrative and support services	4.2	5.9	3.0	2.9	3.2
Public administration and safety (private)	4.0	4.1	3.9	4.1	3.5
Education and training (private)	2.8	2.7	2.5	6.2	2.0
Health care and social assistance (private)	2.9	2.8	3.4	4.4	2.2
Arts and recreation services	1.5	1.9	4.7	1.5	2.6
Other services	2.3	2.5	3.8	2.6	2.3
Total selected industries(a)	0.7	0.7	0.7	0.6	0.6

(a) Excludes Division K Financial and insurance Services. See the Glossary for the full definition.

Non-sampling error

6 Error other than that due to sampling may occur in any type of collection, whether a full census or a sample, and is referred to as non-sampling error. All data presented in this publication are subject to non-sampling error. It can arise from inadequacies in available sources from which the population frame was compiled, imperfections in reporting by providers, errors made in collection such as in recording and coding data and errors made in processing data. It also occurs when information cannot be obtained from all businesses selected. The imprecision due to non-sampling variability cannot be quantified and should not be confused with sampling variability, which is measured by the standard error.

7 Although it is not possible to quantify non-sampling error, every effort is made to reduce it to a minimum. Collection forms are designed to be easy to complete and assist businesses to report accurately. Efficient and effective operating procedures and systems are used to compile the statistics. The ABS compares data from different ABS (and non-ABS) sources relating to the one industry, to ensure consistency and coherence.

8 Differences in accounting policy and practices across businesses and industries can also lead to some inconsistencies in the data used to compile the estimates. Although much of the accounting process is subject to standards, there remains a great deal of flexibility available to individual businesses in the accounting policies and practices that they adopt.

9 The above limitations are not meant to imply that analysis based on these data should be avoided, only that the limitations should be borne in mind when interpreting the data presented in this publication. This publication presents a wide range of data that can be used to analyse business and industry performance. It is important that any analysis be based upon the range of data presented rather than focusing on one variable.

QUALITY INDICATORS

10 In the 2008–09 survey of Australian industry, there was an 89.5% response rate from all businesses that were surveyed and found to be operating during the reference period. Data were imputed for the remaining 10.5% of operating businesses. This imputation contributed 7.9% to the estimate of sales and service income for TOTAL SELECTED INDUSTRIES.

DATA COMPARABILITY

Historical comparisons

11 This section discusses the comparability of estimates across time.

12 To provide comparability with the 2006–07, 2007–08 and 2008–09 estimates, the estimates for 2004–05 and 2005–06 presented in table 1.1 have been adjusted to take account of various changes in collection design, estimation methodology, scope and the introduction of the 2006 edition of ANZSIC (ANZSIC06). In the 2006–07 publication the data for 2004–05 and 2005–06 were updated to take account of any revisions to the data since they were originally published in the 2005–06 issue. The data so revised were then mapped to ANZSIC06 and further adjusted to incorporate the scope and methodological changes discussed in the notes for the 2006–07 publication. This process is known as 'bridging' and was used to create the key data items presented in table 1.1 for 2004–05 and 2005–06. This table is the only occasion, in the 2008–09 issue, where a longer time series is presented.

13 This release includes a change to the information presented in table 2.1, Business Size. Where a time series was previously published in this table, only the current 2008–09 reference year estimates have been included. A time series has not been presented due to a change in the survey's size stratification variable leading to movements between size categories. These movements result in the 2008–09 business size estimates not being comparable to the previous years' estimates. A two-year time series will however be available in the next release.

GLOSSARY

Data presented in this publication have been compiled from the standard financial accounts of businesses; therefore, the definition of each reported item aligns closely with that adopted in standard business accounting practice. Included in the glossary are published data items and components used to calculate derived items.

ABN unit	The statistical unit used by the ABS to represent businesses, and for which statistics are reported, in most cases. The ABN unit is the business unit which has registered for an ABN, and thus appears on the ATO administered Australian Business Register. In most cases, the ABN unit represents the legal entity. This unit is suitable for ABS statistical needs when the business is simple in structure. For more significant and diverse businesses where the ABN unit is not suitable for ABS statistical needs, the statistical unit used is the type of activity unit (TAU).
Bad and doubtful debts	Represents the amount of bad and doubtful debts written-off, net of bad and doubtful debts previously written-off but recovered.
Billion	One thousand million.
Business	<p>A business is generally considered to be a person, partnership, or corporation engaged in business or commerce.</p> <p>In this publication, the term represents the ABN unit or type of activity unit (TAU), which are the two standard statistical units for the 2008–09 EAS collections (these two units are explained under separate entries). For details, see Explanatory Notes paragraphs 12–13.</p>
Business Activity Statement (BAS) total sales	Represented by the form item G1 <i>Total sales</i> on businesses' Business Activity Statements, supplied by them to the ATO. This item comprises all payments and other consideration (including GST) received during the nominated tax period for supplies made in the course of business.
Business size	<p>For the purposes of table 2.1, businesses are categorised as:</p> <ul style="list-style-type: none">■ large businesses, with employment of 200 or more persons■ medium businesses, with employment of 20 to less than 200 persons■ small businesses, with employment of less than 20 persons (including non-employed businesses).
Capital expenditure	Total (gross) expenditure on acquiring fixed tangible and intangible assets, before deduction of trade-in allowances, and including expenses (except capitalised interest) incurred during the year in acquiring such assets. Fixed tangible assets include land, dwellings, other buildings and structures, plant, machinery and equipment (including motor vehicles). Intangible assets include capitalised exploration expenditure, patents, licences and goodwill.
Capital work done for own use	Capitalised work done by the employees or proprietors of a business in manufacturing, constructing, installing or repairing assets, in mineral and petroleum exploration activities, and the in-house development of computer software, for use by the business or for rental or lease. This work is valued at the capitalised costs of the materials and the wages and salaries involved.
Capitalised purchases	Goods drawn from inventories for use as fixed tangible assets in capital work done by the employees or proprietors of a business for use by the business or for rental or lease.
Capitalised wages and salaries	Capitalised payments for work done by own employees in manufacturing, constructing, installing or repairing assets, mineral and petroleum exploration activities or in developing computer software in-house for use by the business or for rental or lease.

Change in inventories	The value of total closing inventories less total opening inventories.
Closing inventories	The value of all inventories of finished goods (including inventories for resale), work-in-progress (less progress payments billed), raw materials, fuels and containers at the end of the reporting period.
Cost of sales	The sum of purchases, selected expenses and opening inventories less closing inventories. Any capitalised purchases are excluded.
Depreciation and amortisation	Depreciation/amortisation allowed on tangible and intangible assets. Includes, for lessees only, depreciation/amortisation in respect of finance leases.
Disposal of assets	Proceeds from the sale of tangible assets (plant, machinery, equipment, land, dwellings, other buildings and structures), and intangible assets (such as patents, licences and goodwill).
Earnings before interest, tax, depreciation and amortisation (EBITDA)	Profit prior to the deduction of net interest (interest income minus interest expenses), income tax, depreciation and amortisation. Items classifiable to other income are also excluded.
Employer contributions into superannuation	Includes all employer contributions to superannuation funds (including the employer productivity contribution) and provisions for employer contributions to superannuation funds. Also includes expenses relating to employer funded defined benefit schemes. Employee contributions and salary sacrifice contributions are excluded.
Employment at end of June	Number of persons working for businesses during the last pay period ending in June of the given year. Includes working proprietors and partners, employees absent on paid or prepaid leave, employees on workers' compensation who continue to be paid through the payroll, and contract workers paid through the payroll. Excludes persons paid by commission only, non-salaried directors, volunteers and self-employed persons such as consultants and contractors.
Enterprise	See Explanatory Notes paragraph 13.
Enterprise group	See Explanatory Notes paragraph 13.
Freight and cartage expenses	Excludes the cost of delivery by own vehicles and employees, as well as overseas freight and cartage on goods exported, and payments to couriers.
Funding from government for operational costs	Funding from federal, state and/or local government for operational costs (e.g. wages and salaries, rent, food). Includes bounties, subsidies, export grants, apprenticeship and traineeship schemes, community service obligations, and amounts reimbursed under the Australian Government's Energy Grants (Credit) Scheme. Excludes funding from government for specific capital items.
Funding from government for specific capital items	Includes capital grants, and low interest or interest free loans made by government to businesses to encourage expenditure on specific equipment (e.g. environmental protection equipment).
Gross fixed capital formation (GFCF)	GFCF is measured by the total value of a producer's acquisitions, less disposals, of fixed assets during the reference period, plus certain additions to the value of non-produced assets realised by the productive activity of institutional units. Fixed assets are tangible or intangible assets produced as outputs from processes of production that are themselves used repeatedly or continuously in other processes of production for more than one year. The derivation of GFCF is as follows:

Gross fixed capital formation (GFCF) *continued*

Acquisition of
 Road vehicles
plus Other transport equipment
 Industrial machinery and equipment
 Computer software capitalised
 Computers and computer peripherals
 Electronic equipment and electrical machinery
 Communications equipment
 Other plant and equipment
 Dwellings, other buildings and structures
 Computer software expensed
 Mining exploration expenditure written off
less Disposal of plant, machinery and equipment (including motor vehicles)
 Disposal of dwellings, other buildings and structures
equals GFCF

Industry class The structure of ANZSIC comprises four levels, ranging from industry division (broadest level) to industry class (finest level). Activities are narrowly defined within the industry class level, which is identified by a four-digit code, e.g. Industry Class 1510 PULP, PAPER AND PAPERBOARD MANUFACTURING. Usually, an activity is primarily defined to one class. However, some activities may be primary to more than one class.

Industry division The structure of ANZSIC comprises four levels, ranging from industry division (broadest level) to industry class (finest level). The main purpose of the industry division level is to provide a limited number of categories which give a broad overall picture of the economy. There are 19 divisions within ANZSIC, each identified by an alphabetical letter, that is, 'A' for AGRICULTURE, FORESTRY AND FISHING, 'B' for MINING, 'C' for MANUFACTURING, etc.

Industry subdivision This is the broadest level category within each industry division of ANZSIC and is identified by a two-digit code, e.g. Industry Subdivision 14 for WOOD PRODUCT MANUFACTURING. Industry subdivisions are built up from industry groups which, in turn, are built up from industry classes.

Industry value added (IVA) IVA represents the value added by an industry to the intermediate inputs used by the industry. IVA is the measure of the contribution by businesses, in the selected industry, to gross domestic product.

The derivation of IVA for individual businesses depends on whether they are classified as market or non-market producers. Non-market producers are those institutions which provide goods or services either free or at prices that are not economically significant. In other words, their prices are not significantly influenced by the amounts that producers are willing to supply, nor the amounts that users are willing to pay to purchase the goods or services being provided. Conversely, market producers provide goods and services at prices that are economically significant.

For market producers, the derivation of IVA is as follows:

Sales and service income
plus Funding from federal, state and/or local government
 for operational costs
plus Capital work done for own use
plus Closing inventories
less Opening inventories
less Purchases of goods and materials
less Other intermediate input expenses
 (for details, see the entry for total expenses)
equals IVA

However, it should be noted that IVA is a measure of economic activity and is not equivalent to operating profit before tax (OPBT). Wage and salary expenses and most other labour costs are not taken into account in its calculation for market producers, and nor are most insurance premiums, interest expenses or depreciation and a number of

Industry value added (IVA) <i>continued</i>	<p>lesser expenses (see the entry for total expenses for further details). On the income side, OPBT includes total income, whereas IVA only includes sales and service income.</p> <p>As a principle, the output of non-market production is valued at cost, including intermediate input expenses. As shown in the above derivation, purchases and other intermediate input expenses are deducted from output in order to arrive at IVA. Accordingly, the derivation of IVA for non-market producers can be described as follows:</p> $\begin{array}{r} \text{Selected labour costs} \\ \textit{plus} \quad \text{Depreciation and amortisation} \\ \textit{equals} \quad \text{IVA} \end{array}$ <p>Estimates of industry value added are obtained by summing the contributions of businesses classified to that industry, both market and (if any) non-market producers. Market producers predominate in most industries.</p> <p>Industry value added is related to, but different from, the national accounting variable gross value added. For national accounts purposes, gross value added is calculated by adjusting industry value added to include GENERAL GOVERNMENT units and also to account for some other effects.</p>
Industry value added per person employed	IVA of businesses which operated in a given industry during the given year ended 30 June, divided by the number of persons employed by businesses in that industry during the last pay period ending in June of that year. Persons employed include working proprietors and partners.
Insurance premiums	Premiums for fire, general, accident, public liability, optional third-party and comprehensive motor vehicle insurance, professional indemnity insurance, and common law liability. Excludes workers' compensation insurance premiums/costs (included in labour costs) and compulsory third party motor vehicle insurance premiums (included in motor vehicle running expenses).
Interest coverage	The number of times that businesses can meet their interest expenses from their earnings before net interest, tax, depreciation and amortisation (EBITDA), i.e. earnings before interest, tax, depreciation and amortisation / interest expenses.
Interest expenses	Includes interest paid on loans from banks, finance companies, partners, and related or unrelated businesses, and in respect of finance leases. Also includes interest equivalents such as hedging costs and expenses associated with discounted bills. Excludes bank charges other than interest, and capital repayments.
Interest income	Includes interest received from deposits in banks and non-bank financial institutions, loans, advances, finance leases and earnings on discounted bills. Excludes capital payments received.
Intermediate input expenses	See the entry for total expenses.
Intermediate inputs	<p>Intermediate inputs consist of materials and certain services which are used up in the production process.</p> <p>The calculation is:</p> $\begin{array}{r} \text{Intermediate input expenses} \\ \text{(for details, see the entry for total expenses)} \\ \textit{plus} \quad \text{Opening inventories (excluding finished goods)} \\ \textit{less} \quad \text{Closing inventories (excluding finished goods)} \\ \textit{equals} \quad \text{Intermediate inputs} \end{array}$ <p>Note: Finished goods includes inventories for resale</p>
Investment rate (value added)	The proportion of industry value added (IVA) used to acquire capital, i.e. (capital expenditure / IVA) x 100.

Labour costs	For the purposes of table 1.2, comprises wages and salaries, employer contributions into superannuation, workers' compensation premiums/costs, fringe benefits tax and payroll tax.
Large business	See the entry for business size.
Medium business	See the entry for business size.
Natural resource royalties expenses	Includes payments under mineral lease arrangements, payments under timber and quarrying lease arrangements, and resource rent taxes and royalties. Excludes payments for royalties from intellectual property (e.g. patents and copyrights) and computer software licence fees. Gold tax payments are also excluded. See the entry for total expenses for the definition of other operating expenses.
Net capital expenditure	The value of total capital expenditure less proceeds received from the disposal of assets.
Non-employing business	See the entry for business size.
Opening inventories	The value of all inventories of finished goods (including inventories for resale), work-in-progress (less progress payments billed), raw materials, fuels and containers at the beginning of the reporting period.
Operating profit before tax (OPBT)	Profit before extraordinary items are brought to account and prior to the deduction of income tax and appropriations to owners (e.g. dividends paid), i.e. total income – total expenses + change in inventories.
Other intermediate input expenses	Comprises intermediate input expenses less current purchases of goods and materials used in production (i.e. excludes any capitalised purchases). Further detail is included in the entry for total expenses.
Other operating expenses	See the entry for total expenses.
Other selected income	Includes dividend income and other income such as net profit (or loss) on the sale of fixed tangible assets, net profit (or loss) resulting from variations in foreign exchange rates/transactions, and funding from federal, state and/or local government for specific capital items. It excludes extraordinary profits or losses, i.e. those not associated with the normal operations of the business and of a non-recurring nature.
Payroll tax	A tax levied by state and territory governments on the amount of wages and salaries paid by a business. Excludes pay-as-you-go withholding tax.
Profit margin	The percentage of sales and service income available as operating profit before tax (OPBT), i.e. $(OPBT / \text{sales and service income}) \times 100$.
Purchases of goods and materials	Purchases of materials, components, containers, packaging materials, fuels, electricity and water, and purchases of finished goods for resale. Also includes capitalised purchases.
Reference period	For each collection year, businesses are asked to report data for the financial year ended 30 June. However, if a business has a different financial year, it is asked to report (apart from employment) for the 12 month period which ends between 1 October of the previous year and 30 September of the current year. This period is then used as a substitute for the financial year ended 30 June. For example, for the 2008–09 collection, a business may have reported data for the year ended 31 December 2008.
Rent, leasing and hiring expenses	Payments for the rent, leasing and hiring of land, dwellings, other buildings and structures, motor vehicles, plant, machinery and other equipment (including telecommunication equipment). Includes operating lease payments; excludes finance lease payments.
Rent, leasing and hiring income	See the entry for sales and service income.

Repair and maintenance expenses	Includes repair and maintenance of computer and communication software and hardware, and repair and maintenance of off-road motor vehicles. Excludes wages and salaries of own employees and the repair and maintenance costs of on-road motor vehicles.
Sales and service income	<p>Includes:</p> <p><i>Sales of goods</i></p> <ul style="list-style-type: none"> ■ whether or not produced by the business (including goods produced for the business on a commission basis). Includes export sales, sales or transfers to related businesses or to overseas branches of the business, progress payments relating to long term contracts if they are billed in the period, delivery charges not separately invoiced to customers, sales of goods produced by the business from crude materials purchased, and income from 'specific' rates (e.g. water, sewerage, irrigation and drainage rates). Excludes excise and duties received on behalf of the government (e.g. the petroleum production excise duty), sales of assets, natural resource royalties income, interest income, and delivery charges separately invoiced to customers. Exports are valued free on board, i.e. export freight charges are excluded. <p><i>Income from services</i></p> <ul style="list-style-type: none"> ■ includes income from consulting services, repair, maintenance and service income and fees, contract, subcontract and commission income, management fees/charges from related and unrelated businesses, installation charges, delivery charges separately invoiced to customers and royalties from intellectual property (e.g. patents and copyrights) and natural resource royalties income. Excludes interest income, and delivery charges not separately invoiced to customers. <p><i>Rent, leasing and hiring income</i></p> <ul style="list-style-type: none"> ■ derived from the ownership of land, dwellings, buildings and other structures, motor vehicles, plant, machinery and other equipment. Excludes royalties from mineral leases, income from finance leases and payments received under hire purchase arrangements. <p>These are valued net of discounts given and exclusive of goods and services tax (GST). Extraordinary items are also excluded.</p>
Sales and service income per person employed	Sales and service income of businesses which operated in a given industry during the given year ended 30 June, divided by the number of persons employed by businesses in that industry during the last pay period ending in June of that year. Persons employed include working proprietors and partners.
Sales of goods	See the entry for sales and service income.
Selected labour costs	See the entry for total expenses.
Small business	See the entry for business size.
Standard Institutional Sector Classification of Australia (SISCA)	The SISCA is the central classification among ABS Standard Economic Sector Classifications. It is based on the System of National Accounts 1993 (SNA93) institutional sector classification, and comprises the sectors: NON-FINANCIAL CORPORATIONS, FINANCIAL CORPORATIONS, GENERAL GOVERNMENT, HOUSEHOLDS, NOT-FOR-PROFIT INSTITUTIONS SERVING HOUSEHOLDS, and REST OF THE WORLD (which includes only non-resident units, these being excluded from all other sectors). For more information, please refer to the <i>Standard Economic Sector Classifications of Australia (SESCA)</i> (cat. no. 1218.0).

- Superannuation** See the entry for employer contributions into superannuation.
- Total expenses** For the purposes of calculating economic and accounting variables, expenses incurred by businesses are divided into several categories. However, some expenses are excluded entirely from all such calculations: excluded are capital repayments, costs associated with the transfer of real estate, dividends, donations, export freight charges, extraordinary losses, foreign exchange losses, goods and services tax (GST), excise and duties payable to governments, income tax and other direct taxes, losses on asset sales, and unrealised gains/losses from revaluations of assets.
- Those expenses used for calculations are categorised as follows:
- Intermediate input expenses*
- This category covers the major expenses incurred by businesses in producing and distributing goods and services (except labour costs), and comprises two sub-categories of operating expenses:
- (i) Purchases of goods, materials and services used in production, which include:
- purchases of materials, components, containers and packaging materials, electricity, fuels and water
 - purchases of goods for resale (without any further processing or assembly)
 - freight and cartage expenses.
- (ii) Other intermediate input expenses
- Expenses related to the sale of goods and administrative expenses, which include:
- management fees/charges paid to related and unrelated businesses
 - bank charges other than interest
 - audit and other accounting expenses
 - legal fees
 - advertising expenses
 - postal and telecommunication expenses
 - office supplies and printing expenses
 - travelling, accommodation and entertainment expenses
 - staff training
 - payments for royalties from intellectual property (e.g. patents and copyrights)
 - payments to employment agencies for staff.
- Excluded from intermediate input expenses are selected labour costs and selected other operating expenses, as follows.
- Selected labour costs*
- wages and salaries (including provisions for employee entitlements, salary sacrificed earnings, share based payments and stock options)
 - employer contributions into superannuation
 - workers' compensation premiums/costs.
- Selected other operating expenses*
- Some expenses are excluded from the calculation of intermediate input expenses and selected labour costs, but are included in the calculation of the accounting variable operating profit before tax (OPBT).
- These expense items are included in table 2.2 as:
- individually listed items:
 - depreciation and amortisation
 - interest expenses
 - part of *cost of sales*:
 - computer software expenses not capitalised by businesses
 - land tax and land rates
 - mineral/petroleum exploration expenses not capitalised by businesses
 - other expenses not capitalised by businesses
 - payroll tax and fringe benefits tax

Total expenses <i>continued</i>	<ul style="list-style-type: none"> ■ <i>other operating expenses:</i> <ul style="list-style-type: none"> ■ insurance premiums (except workers' compensation and compulsory third party motor vehicle insurance premiums) ■ natural resource royalties expenses ■ bad and doubtful debts.
Total income	Comprises sales and service income, interest income and other income (for details, see the entries for these items).
Total selected industries	Total selected industries comprises data for all ANZSIC divisions, excluding ANZSIC Division K FINANCIAL AND INSURANCE SERVICES. For a detailed discussion of the scope and coverage of the estimates, see Explanatory Notes paragraphs 6–25. Units classified to the GENERAL GOVERNMENT institutional sector are excluded from the scope of estimates for most industries that comprise TOTAL SELECTED INDUSTRIES. This limits coverage to private sector entities only in the PUBLIC ADMINISTRATION AND SAFETY, EDUCATION AND TRAINING, and HEALTH CARE AND SOCIAL ASSISTANCE divisions.
Type of activity unit (TAU)	The TAU is the statistical unit used by the ABS to represent businesses, and for which statistics are reported, in cases where the ABN unit is not suitable for ABS statistical needs. For further detail refer to Explanatory Notes, paragraph 13.
Wages and salaries	<p>The gross wages and salaries (including capitalised wages and salaries) of all employees of the business. The item includes severance, termination and redundancy payments, salaries and fees of directors and executives, retainers and commissions of persons who received a retainer, bonuses, and annual and other types of leave. Provision expenses for employee entitlements (e.g. provisions for annual leave and leave bonus, long service leave, sick leave, and severance, termination and redundancy payments) are also included, as are salary sacrificed earnings and remuneration of employees in the form of share based payments and stock options. (Note that in issues of this publication prior to 2006–07, salary sacrificed earnings and remuneration of employees in the form of share based payments and stock options were reported under related expense items. For example, salary sacrificed for superannuation was included in employer contributions into superannuation.)</p> <p>Payments related to self-employed persons such as consultants, contractors and persons paid solely by commission without a retainer are excluded. The drawings of working proprietors and partners are also excluded.</p>
Wages and salaries per employee	The wages and salaries paid by businesses which operated in a given industry during the given year ended 30 June, divided by the number of employees in that industry during the last pay period ending in June of that year. Working proprietors and partners are not included in employee estimates. The drawings of working proprietors and partners are not included in estimates of wages and salaries.
Wages and salaries to sales and service income ratio	The wages and salaries paid by businesses which operated during the year ended 30 June as a proportion of the sales and service income of businesses which operated during the same year.
Workers' compensation premiums/costs	Workers' compensation is a compulsory insurance cover to be taken out by all employers, except for self-insured workers, according to legislative schemes to cover employees suffering injury or disease in the course of or arising out of employment.

FOR MORE INFORMATION . . .

INTERNET **www.abs.gov.au** the ABS website is the best place for data from our publications and information about the ABS.

INFORMATION AND REFERRAL SERVICE

Our consultants can help you access the full range of information published by the ABS that is available free of charge from our website. Information tailored to your needs can also be requested as a 'user pays' service. Specialists are on hand to help you with analytical or methodological advice.

PHONE 1300 135 070

EMAIL client.services@abs.gov.au

FAX 1300 135 211

POST Client Services, ABS, GPO Box 796, Sydney NSW 2001

FREE ACCESS TO STATISTICS

All statistics on the ABS website can be downloaded free of charge.

WEB ADDRESS www.abs.gov.au