



1994-95

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Business Operations and Industry Performance

Australia



**BUSINESS OPERATIONS AND INDUSTRY PERFORMANCE
AUSTRALIA, 1994-95**

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AUSTRALIAN BUREAU OF STATISTICS

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CONTENTS

	Page
	v
PART 1	
Preface	v
Business operations	
Introduction	1
Dissection of businesses by broad sector	1
Operating businesses	1
Net growth — Goods-producing industries	2
Net growth — Distribution industries	2
Net growth — Other Service industries	2
Large businesses	3
Employment	3
Total employment by size of business	3
Income	4
Business operating income, annual change	4
Growth in sales of goods and services, by industry	6
Expenses	6
Business operating expenses, annual change	6
Profits	7
Earnings before interest and tax, annual change	7
Growth in operating profit before tax, by industry	9
Profitability	9
Profit margin, by size of business	10
Return on net worth, by size of business	10
Financial position	11
Interest coverage ratio	11
Production	12
Capital expenditure	13
Investment rate by size of business	13

INQUIRIES

- *for further information about statistics in this publication and the availability of related unpublished statistics, contact Dianne Bourke on Canberra (06) 252 5288 or any other ABS office.*
 - *for information about other ABS statistics and services please refer to the back of this publication.*
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PART 2

Industry performance	
Introduction	14
ANZSIC Division A: Agriculture, Forestry and Fishing	18
ANZSIC Division B: Mining	20
ANZSIC Division C: Manufacturing	24
ANZSIC Division D: Electricity, Gas and Water Supply	28
ANZSIC Division E: Construction	32
ANZSIC Division F: Wholesale Trade	36
ANZSIC Division G: Retail Trade	40
ANZSIC Division H: Accommodation, Cafes and Restaurants	44
ANZSIC Division I: Transport and Storage	48
ANZSIC Division J: Communication Services	52
ANZSIC Division K: Finance and Insurance	56
ANZSIC Division L: Property and Business Services	60
ANZSIC Division N and O: Private Community Services	64
ANZSIC Division P: Cultural and Recreational Services	68
ANZSIC Division Q: Personal and Other Services	72
Explanatory notes	
Survey design and methodology	76
Statistical unit	76
Reference period	77
Other economic collections	77
Classification by industry	77
Classification by size	78
Reliability of estimates	78
Assets and liabilities	80
Limitations of financial data analysis	80
Symbols and other usages	80
Appendix 1 Technical Note	
Relationship with national accounts estimates	81
Difference in coverage	81
Difference in concept	81
Difference in methodology	82
Other differences	82
Glossary	83
Special data services	
Standard products	86
Non-standard products	86

PREFACE

This is the fifth annual publication in this series. In the period 1990–91 to 1994–95, Australian businesses were affected by recession, recovery and restructuring. These influences, and others, are discernible in the business operations and industry performance statistics presented in this publication. The analysis also reflects the differences in the timing and the degree of impact these influences have had on different sizes of business and different industries.

Survey results are presented in two parts in this publication. Part 1 deals with business operations and performance for all industries, while Part 2, commencing on page 14, summarises key performance data for each industry division.

As was done for the 1993–94 issue of this publication, data have been adjusted to allow for lags in processing new businesses to the Australian Bureau of Statistics (ABS) business register, and the omission of some businesses from the register. First, adjustments have been made to allow for new businesses which had commenced operations, but for which details had not been processed on the ABS register in time for inclusion in the survey. Adjustments of this type will continue to be applied in future periods. Second, adjustments have been made for businesses which had been in existence for several years, but for various reasons, were not previously added to the ABS business register. The ABS is remedying these omissions.

Data for previous periods have been revised as a result of analysis associated with 1994–95 data, revisions supplied by providers and the processing of late responses. In this publication there have been significant amendments applied to the data in the Wholesale Trade and Manufacturing sectors. These revisions were due to the reclassification of some major contributors from Wholesale Trade to Manufacturing.

For tables showing businesses according to size, a dissection, based primarily on reported employment, of 'large' and 'small/medium' is used. Definitions are shown on page 78. Finer dissections of the data by size of business are available at the all industries level (see table 5, for example), on request.

ABS publications draw extensively on information provided freely by individuals, businesses, governments and other organisations. Their continuing cooperation is very much appreciated; without it, the wide range of statistics published by the ABS would not be available for general use by governments and the community. Information received by the ABS is confidential, in accordance with the *Census and Statistics Act 1905*.

Comments on the statistics and analyses presented and suggestions for future improvements are always welcome. These should be sent to: The Director, Economy Wide Statistics Section, PO Box 10, Belconnen ACT 2616. Fax: 06 253 1497.

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Australian Bureau of Statistics
October 1996

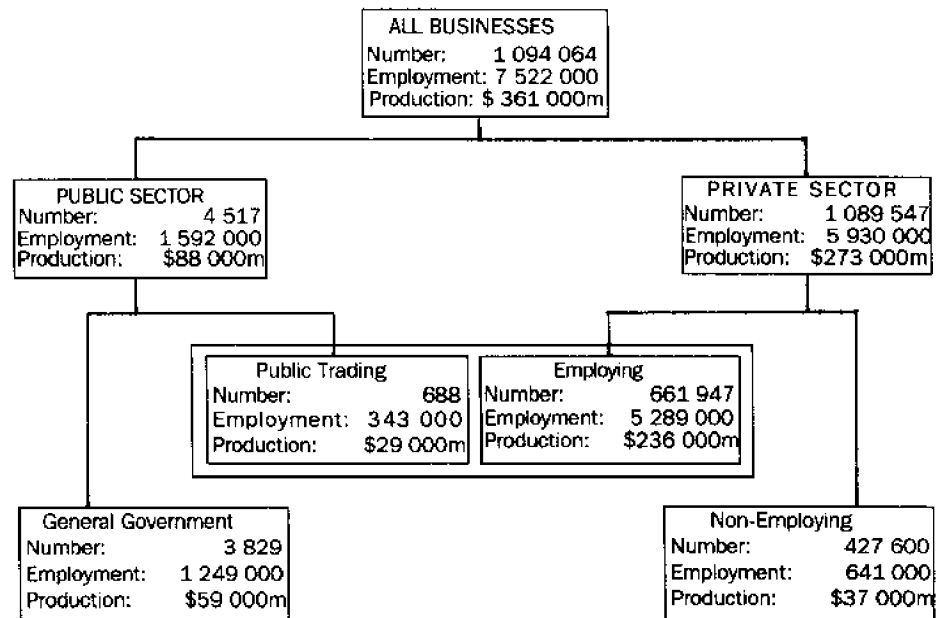


PART 1: BUSINESS OPERATIONS

INTRODUCTION

In 1994-95, there were 1,094,064 businesses operating in Australia, employing 7,522,000 persons and producing \$361,000 million worth of goods and services.

DISSECTION OF BUSINESSES BY BROAD SECTOR, AUSTRALIA, 1994-95



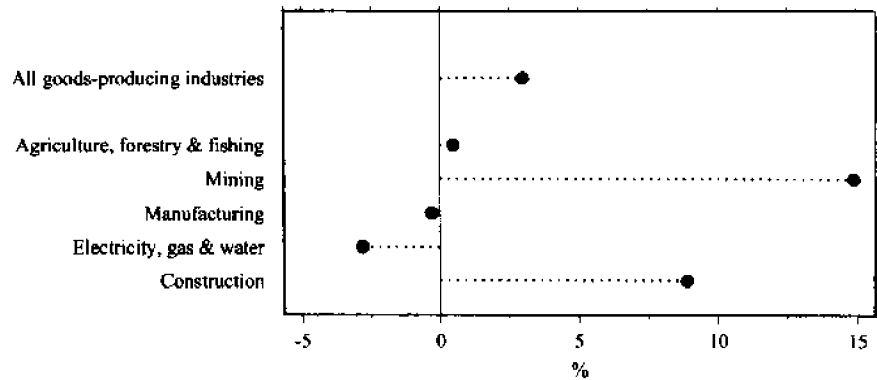
Statistics in the above diagram are based upon data from a number of ABS collections, the ABS business register and data from the Australian Taxation Office (ATO). The remaining statistics in this publication relate to businesses in the public trading and private employing sectors only. Reliable and comparable data for general government and non-employed businesses are not currently available, mainly because of variations in the financial record keeping practices of these businesses.

The statistics presented in this publication, nevertheless, cover a substantial proportion of the economic activity of businesses operating in Australia. For example, in terms of production, they cover around 73% of total business activity and around 88% of private sector and public trading activity.

OPERATING BUSINESSES

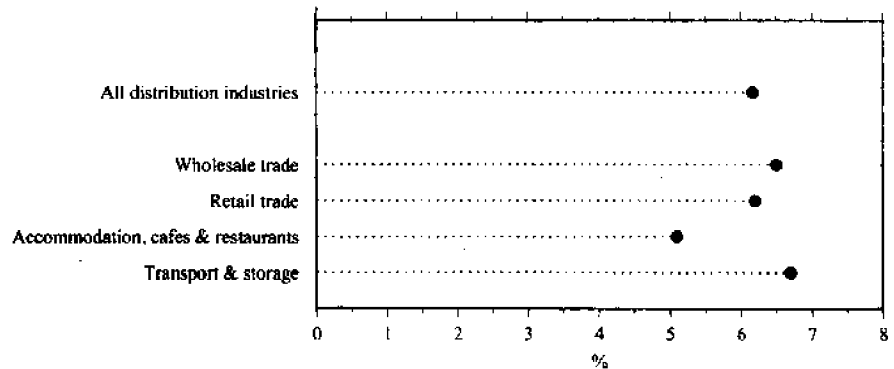
During 1994-95, the number of businesses operating in the public trading and private employing sectors of the Australian economy increased by 4.4%, taking the total to 663,000 businesses. Most of this net growth was due to Retail Trade and Construction which increased the number of operating businesses by 6,000 each; Property and Business Services which increased by 5,000; Personal and Other Services which increased by 3,000; and Wholesale Trade which increased by 2,000 operating businesses.

**NET GROWTH OF OPERATING BUSINESSES, GOODS-PRODUCING INDUSTRIES
1993-94 TO 1994-95**



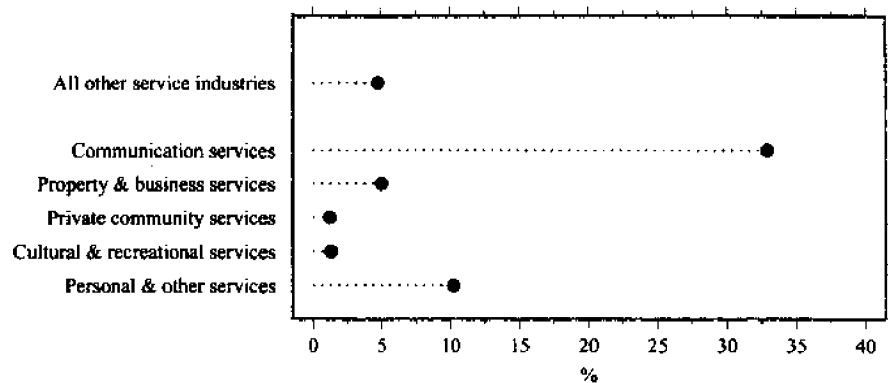
For Goods-producing industries, there was significant growth in the number of Construction businesses, while there was a slight decrease in Manufacturing. The decrease in Electricity, Gas and Water reflects the rationalisation occurring in this industry. While Mining had the most significant increase in percentage terms, the net increase in the number of operating businesses was only 1,000.

NET GROWTH OF OPERATING BUSINESSES, DISTRIBUTION INDUSTRIES 1993-94 TO 1994-95



Each of the Distribution industries recorded strong growth.

NET GROWTH OF OPERATING BUSINESSES, OTHER SERVICE INDUSTRIES 1993-94 TO 1994-95



Each industry in All Other Service industries recorded growth in the number of operating businesses between 1993-94 and 1994-95. Most significant was the growth in Property and Business Services (over 5,000 businesses) and Personal and Other Services (over 3,000 businesses). While Communication Services increased by 33%, this only represented a net growth of 400 businesses.

LARGE BUSINESSES

There were over 2,600 operating businesses which employed 200 or more persons or had assets in excess of \$200 million as at June 1995; an increase of almost 100 on the number of large businesses as at June 1994. However, this increase was the net result of the growth, restructuring and downsizing which took place during this period. The proportion of large businesses has been consistent at 0.4% for the past five years. However, as the following pages show, the contribution of large businesses to overall economic activity is much more significant than this proportion would indicate.

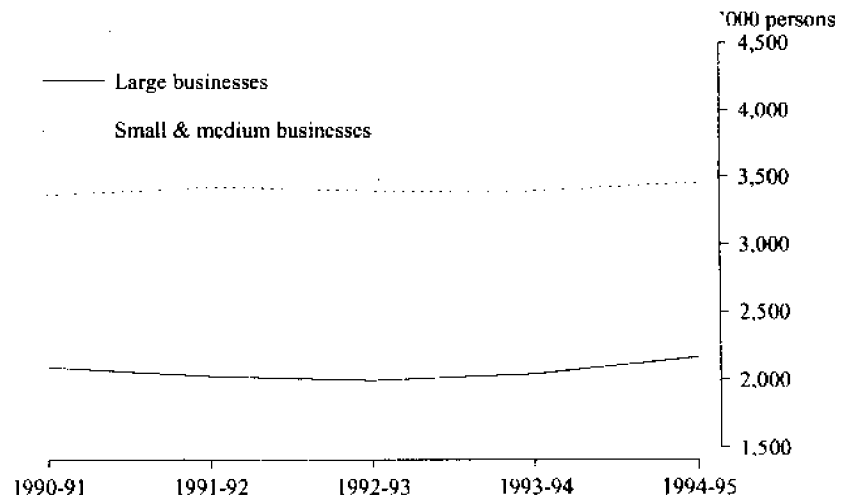
EMPLOYMENT

The total number of working proprietors, partners and employees at the end of June 1995 was 5,632,000, a 3.5% increase on employment as at June 1994.

It should be remembered that the employment for small and medium businesses excluded self-employed persons working in non-employing businesses which have not registered as group employees with the ATO. These businesses are out of scope of these statistics. Employment in these businesses continues to contribute significantly to growth in employment.

Employment by large businesses rose by 6.2% (126,000 persons) to reach a total of 2,170,000 persons at 30 June, 1995. This continued the increase recorded at 30 June, 1994 and employment now exceeds the level at 30 June, 1991. This increase was the combined result of an increase in both the number of large businesses and their average employment (up by 18 persons per large business to 831 persons). However, average employment by large businesses was lower than the average employment recorded in 1990-91 (which peaked at 908 persons per large business), and in 1991-92 and 1992-93.

TOTAL EMPLOYMENT, BY SIZE OF BUSINESS



Total employment of small and medium businesses increased by 1.8% (62,000 persons) during 1994-95. Small and medium businesses in nine industry divisions increased employment while five divisions decreased employment. Industries with the largest increase in employment were Property and Business services (33,000), Cultural and Recreational Services (27,000), Transport and Storage (18,000) and Manufacturing (16,000). The largest decreases were recorded in Retail Trade (-18,000) and Finance and Insurance (-17,000).

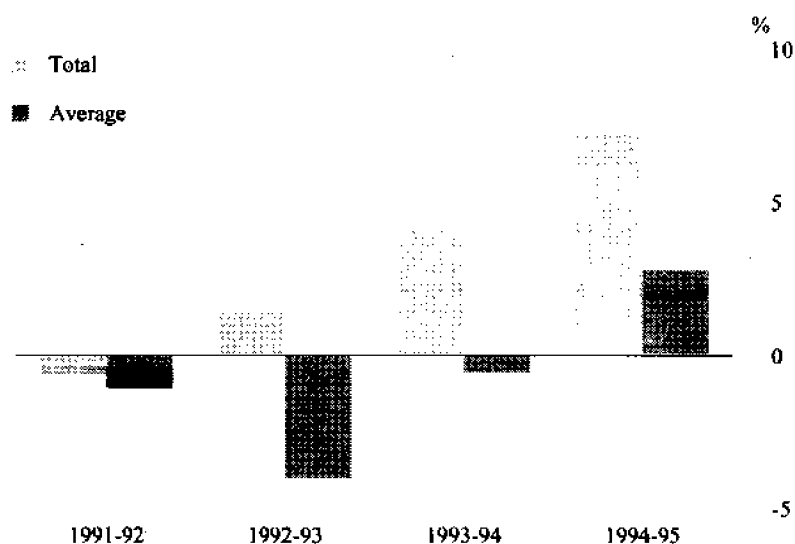
The size of the sample used to generate these statistics prevents analysis of smaller, as against medium businesses, for each industry. However, some further details by size of business can be provided on request. Refer to page 86 for further details.

It should be noted that the employment levels used in this analysis are those as at the end of each June year. Therefore, they do not take account of the seasonal and other variations which affect the total level of employment during a given year. Nor do they take account of the distribution of full-time, part-time and casual employees. For more details on employment patterns and trends see *The Labour Force, Australia* (6203.0) and *Employed Wage and Salary Earners, Australia* (6248.0).

INCOME

Table 1 shows that total operating income rose by 7.3% during 1994-95 to reach \$938,639 million. After taking account of the increase in the number of operating businesses, average operating income rose by 2.8% during 1994-95 to reach \$1,417,000. The increase in average operating income during 1994-95 reversed the decreases recorded from 1991-92 to 1993-94. However, the average operating income has not reached the level recorded in 1991-92.

BUSINESS OPERATING INCOME, ANNUAL CHANGE (CURRENT PRICES)



The increases in total and average operating income were mainly the result of substantial increases in total income from the sales of goods (7%) and total income from the provision of services (11.3%). Income from sales of goods represents 68% of operating income which is 3.1 percentage points lower than in 1992-93.

During 1994-95, large businesses increased their total operating income by 7.3% while small and medium businesses increased their total operating income by a very similar 7.2%.

1 BUSINESS OPERATING INCOME, BY PRINCIPAL COMPONENTS, (CURRENT PRICES)

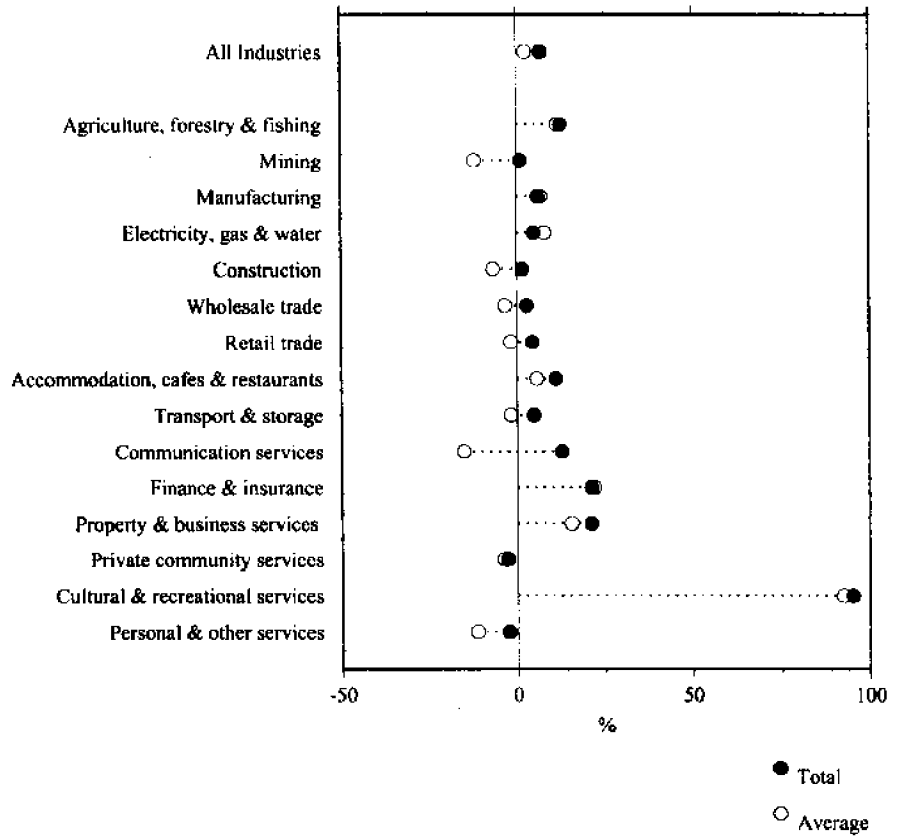
	1990-91	1991-92	1992-93	1993-94	1994-95
TOTAL (\$m)					
Sales of goods	n.a.	n.a.	596 482	592 988	636 599
Rent, leasing and hiring income	9 107	8 766	11 486	15 250	17 377
Income for other services	n.a.	n.a.	135 726	173 620	182 724
<i>Sales of goods and services</i>	<i>713 112</i>	<i>724 039</i>	<i>743 694</i>	<i>781 859</i>	<i>836 701</i>
Interest income	80 757	68 594	56 904	51 123	60 341
Dividends received	8 430	7 152	7 666	8 866	9 561
Other operating income	31 659	30 424	32 968	33 088	32 036
Operating income	833 959	830 208	841 233	874 936	938 639
AVERAGE (\$'000)					
Sales of goods	n.a.	n.a.	984	934	961
Rent, leasing and hiring income	16	15	19	24	26
Income for other services	n.a.	n.a.	223	274	276
<i>Sales of goods and services</i>	<i>1 248</i>	<i>1 262</i>	<i>1 226</i>	<i>1 232</i>	<i>1 263</i>
Interest income	141	120	94	81	91
Dividends received	15	12	13	14	14
Other operating income	55	53	54	52	49
Operating income	1 460	1 447	1 387	1 378	1 417

All industries except Private Community Services and Personal and Other Services recorded increases in their total sales of goods and services during 1994-95. However, increases in average sales of goods and services were only recorded by six industries, namely Agriculture, Forestry and Fishing; Manufacturing; Electricity, Gas and Water; Accommodation, Cafes and Restaurants; Property and Business Services and Cultural and Recreational Services.

Figures for the average business income in 1994-95 reversed the downward trend that has been evident since 1990-91. This reversal has occurred for all sizes of business. The 1994-95 average income for a small and medium business (\$701,000) was the highest since 1991-92 (\$732,000). For large businesses, the average business income in 1994-95 (\$182.3 million) was the highest since 1990-91 (\$182.7 million).

The highest average income was obtained by the large businesses in the Communications industry (\$2,600 million). This was followed by large businesses in the Electricity, Gas and Water industries, with the average income of \$505.8 million and in the Wholesale Trade industry, with an average income of \$323.3 million. Small and medium had, understandably, a lower average business income. The highest average income was attained by the small and medium businesses in the Electricity, Gas and Water industries (\$8.8 million). This was followed by businesses in the Mining industry (\$2.9 million) and Wholesale Trade industry (\$2.6 million).

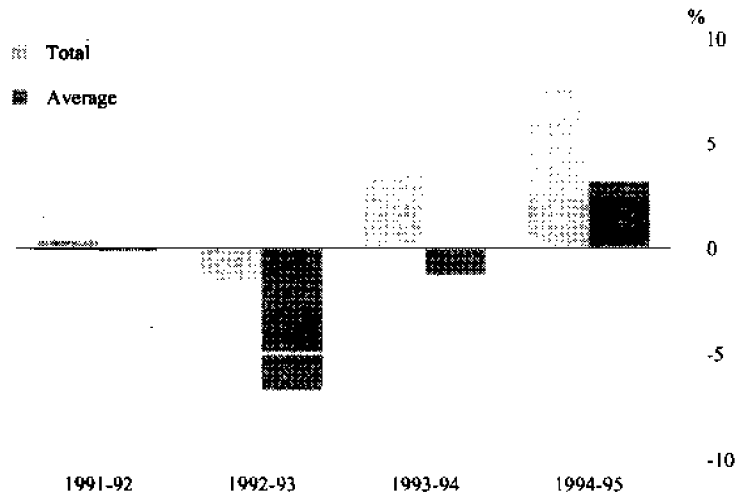
GROWTH IN SALES OF GOODS AND SERVICES, BY INDUSTRY, 1993-94 TO 1994-95



EXPENSES

Total operating expenses rose by 7.7% during 1994-95 to reach \$855,238 million. After taking account of the increase in the number of operating businesses, average operating expenses rose by 3.2% to reach \$1,291 million per business. This was the first increase recorded in average operating expenses since the series started in 1990-91.

BUSINESS OPERATING EXPENSES, ANNUAL CHANGE (CURRENT PRICES)



Cost of sales constituted 71% of total operating expenses and rose by 7.2% during 1994-95 while labour costs, rose by 6.9%. Interest expenses rose for the first time since 1990-91 but were only 63% of the 1990-91 level, when interest rates were much higher than now.

Royalties (9.4%), depreciation (8.4%) and insurance premiums (5.5%) increased while bad debts decreased.

2 BUSINESS OPERATING EXPENSES, BY PRINCIPAL COMPONENTS, (CURRENT PRICES)

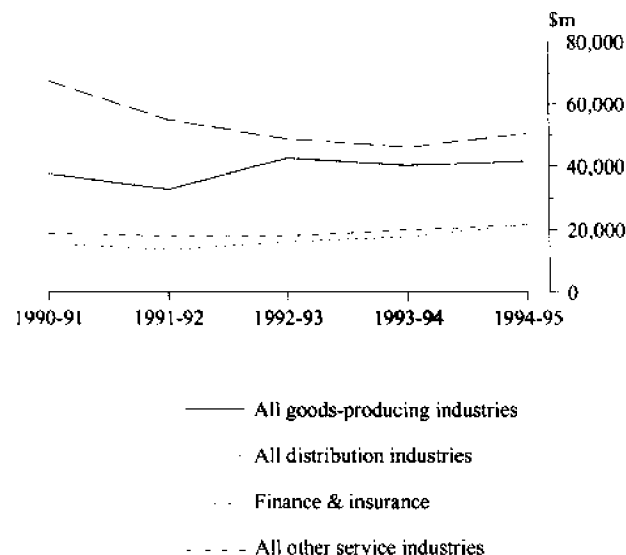
	1990-91	1991-92	1992-93	1993-94	1994-95
TOTAL (\$m)					
Cost of sales	522 389	534 054	537 664	567 596	608 679
Labour costs	135 618	139 592	140 043	143 557	153 487
Interest expenses	81 904	68 356	53 103	43 983	51 863
Depreciation	22 723	24 030	25 448	27 719	30 050
Bad debts	6 314	6 313	4 109	2 938	1 891
Insurance premiums	3 541	3 413	3 678	3 961	4 178
Royalty expenses	4 064	3 908	4 196	4 654	5 091
Operating expenses	776 554	779 665	768 241	794 409	855 238
AVERAGE (\$'000)					
Cost of sales	914	931	887	894	919
Labour costs	237	243	231	226	232
Interest expenses	143	119	88	69	78
Depreciation	40	42	42	44	45
Bad debts	11	11	7	5	3
Insurance premiums	6	6	6	6	6
Royalty expenses	7	7	7	7	8
Operating expenses	1 359	1 358	1 267	1 251	1 291

PROFITS

Three measures of profit are presented in this publication. They are Trading profit, Earnings before interest and tax (EBIT) and Operating profit before tax (OPBT). The level of trading profit in 1990-91 and 1991-92 was very similar but has increased over the subsequent three years. Trading profit increased by 6.4% in 1994-95.

Total EBIT rose by 9.4% in 1994-95 after falling by 14.7% in 1991-92, increasing by 6.1% in 1992-93 and falling by 1.3% in 1993-94.

EARNINGS BEFORE INTEREST AND TAX, ANNUAL CHANGE (CURRENT PRICES)



3

OPERATING PROFIT BEFORE TAX, BY BROAD INDUSTRY, (CURRENT PRICES)

	1990-91	1991-92	1992-93	1993-94	1994-95
TOTAL (\$m)					
Goods producing industries	24 847	20 016	32 280	31 489	32 028
Distribution industries	6 583	5 533	9 662	12 372	16 107
Finance and insurance	19 314	16 690	20 670	22 195	20 003
Other service industries	8 060	8 306	10 379	14 469	16 204
All industries	58 804	50 545	72 992	80 525	84 342
PERCENTAGE (%)					
Goods producing industries	42.3	39.6	44.2	39.1	38.0
Distribution industries	11.2	11.0	13.2	15.4	19.1
Finance and insurance	32.8	33.0	28.3	27.6	23.7
Other service industries	13.7	16.4	14.2	18.0	19.2
All industries	100	100	100	100	100
AVERAGE (\$'000)					
Goods producing industries	115	93	146	138	134
Distribution industries	37	32	52	64	76
Finance and insurance	969	828	1 025	1 083	978
Other service industries	51	51	57	76	83
All industries	103	88	120	127	127

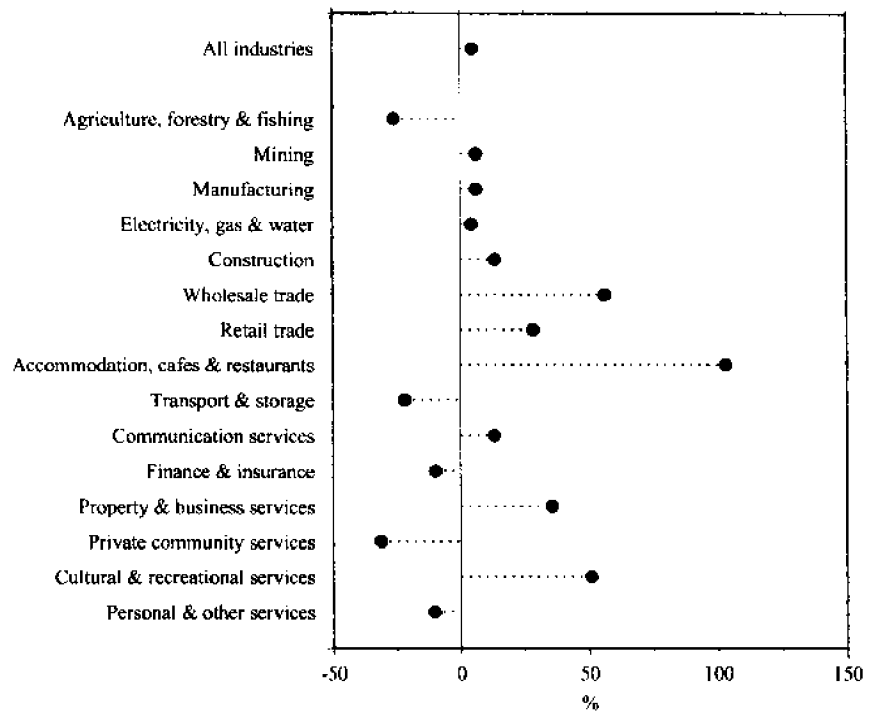
The highest average operating profit before tax (\$978,000) continued to be recorded by businesses classified to Finance and Insurance. The lowest average operating profit before tax continued to be recorded by businesses in the Distribution industries. However, these businesses experienced a 23% increase in this average and also increased their share of total operating profit before tax. The average operating profit before tax of businesses in the Goods-producing industries decreased slightly during 1994-95.

There continued to be significant variation in operating profit growth rates by different industries.

Total operating profit before tax grew by 4.7% in 1994-95, after increasing by 10.3% in 1993-94. The smaller increase in operating profit before tax reflected a 17.9% increase in interest expenses.

Faster growth in the operating profits of small and medium business resulted in their contribution to overall profit levels increasing from 37% in 1990-91 to 40% in 1993-94. In 1994-95 the contribution of small and medium businesses to overall profit levels had reduced to 39%. This trend was also reflected in the changing contribution to overall profit levels over the past four years by Distribution industries and Other Service industries where small and medium businesses predominate.

GROWTH IN OPERATING PROFIT BEFORE TAX, BY INDUSTRY, 1993-94 TO 1994-95



PROFITABILITY

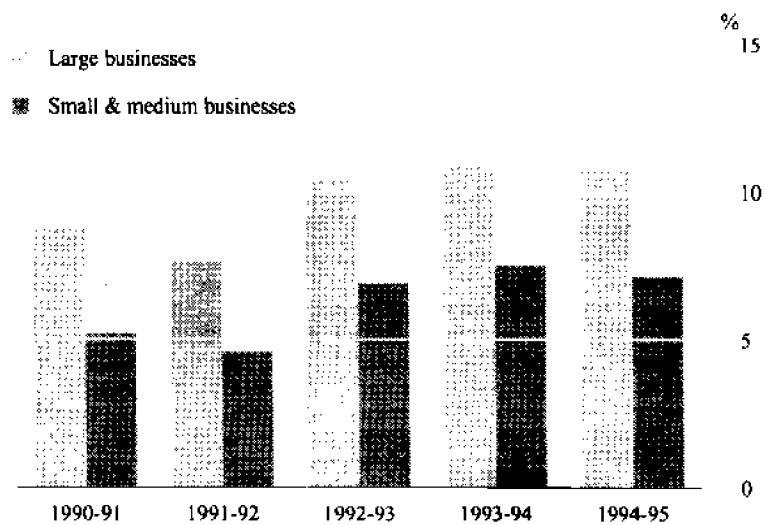
It is possible to generate a wide range of business profitability indicators from the business financial information available to ABS. The following represents a selection of those indicators. Others can be produced upon request.

The profit margin of a business represents the percentage of its operating income which becomes operating profit after all operating expenses have been deducted. In 1994-95, the average profit margin across all industries was 9%, or 0.2 percentage points lower than in 1993-94.

However, there were significant differences in profit margin levels and movements between large and smaller businesses.

During 1994-95, the profit margin of both large and smaller businesses decreased. Large businesses decreased their profitability by less than one cent in the dollar while smaller businesses decreased their profitability by four cents in the dollar, in profit margin terms. The average profit margin of small and medium businesses (7.1%) was 3.7 percentage points (or 3.7 cents in the dollar) below that of large businesses (10.8%).

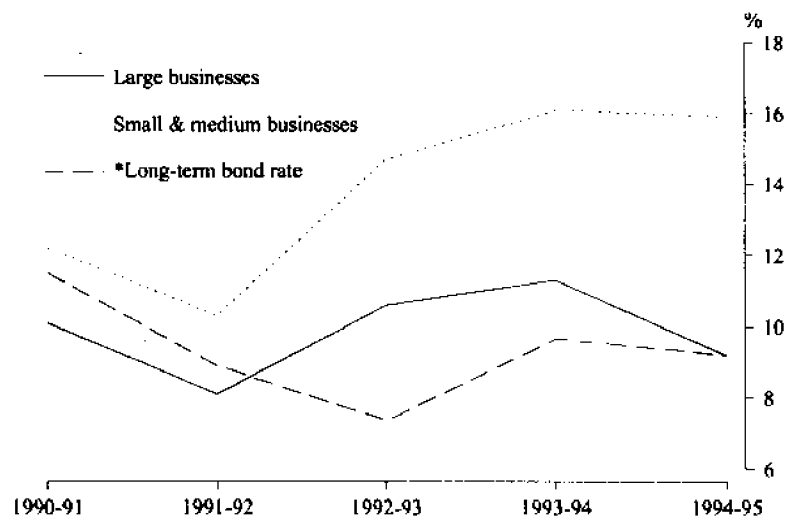
PROFIT MARGIN, BY SIZE OF BUSINESS



The return on assets ratio of a business indicates how effectively the business has utilised its assets to generate profit. During 1994-95, the average return on assets across all industries was 4.6%, 0.2 percentage points lower than it was in 1993-94. The return on assets ratio for small and medium businesses has been consistently higher than it has been for large business. In 1994-95, the return on assets for large businesses was 3.6%, whereas the return on assets for smaller businesses was 7.8%.

The return on net worth of a business is similar to concepts such as return on capital, return on equity and return to shareholders' funds. In essence, it is the amount nominally available to owners of the business in return for their continuing investment in the business. In theory, at least, owners have the option of cashing in or selling their equity and investing the proceeds elsewhere if returns are not maintained at acceptable levels. For this reason, the return on net worth is sometimes compared with interest rates for Commonwealth Government 10-year Treasury bonds.

RETURN ON NET WORTH, BY SIZE OF BUSINESS



Source: * Reserve Bank of Australia Bulletin

FINANCIAL POSITION

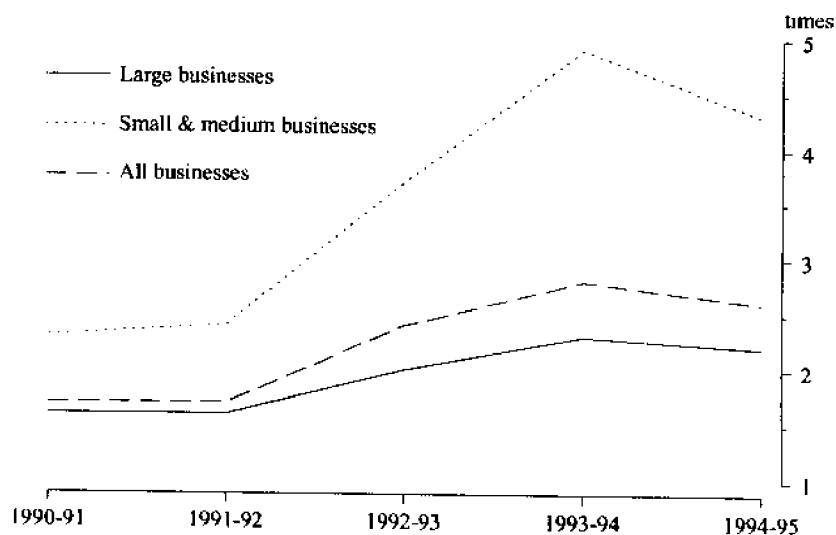
The wealth of a business is usually reflected in the net worth shown in its balance sheet. During 1994-95, the total net worth of all businesses grew by \$140,146 million or 22.4%. This growth in 1994-95 was due to a 9.3% increase in the total value of assets, while the total value of liabilities increased by 1.6%. The average net worth of businesses rose by 17.2% during 1994-95 to reach \$1,157,000.

In 1994-95, large businesses were responsible for 73% of total net worth. By far the most significant group of businesses in wealth terms was large business in Finance and Insurance, accounting for 39% of the total net worth.

It is possible to generate a number of indebtedness and liquidity ratios from the balance sheet information provided to the ABS. Two of these ratios, long-term debt to equity and current ratio, are reliant on an accurate dissection being reported of current and non-current assets and liabilities. Such a dissection is not available for all businesses in Finance and Insurance, and therefore it has not been possible to estimate these ratios at the All Industries level. However, they are available for each of the other industry divisions. The long-term debt to equity ratio did not change between 1993-94 and 1994-95 for three industry divisions. It increased for six divisions and decreased for five divisions, by only 0.1 of a percentage point in each case.

The link between profits and costs of servicing debt is provided by the interest coverage ratio. This is effectively the number of times interest expenses can be paid from earnings before interest and tax. Despite increases in profits during 1994-95, the interest coverage ratio for all industries decreased from 2.8 times in 1993-94 to 2.6 times in 1994-95.

INTEREST COVERAGE RATIO



The ABS also presents details of Australia's financial assets and liabilities in the Australian National Accounts. Refer to page 80 for further details.

PRODUCTION

Industry gross product rose by 5.1% between 1993-94 and 1994-95 to a total of \$239,068 million, in current price terms. Goods-producing industries accounted for about 46% of industry gross product for 1994-95. Agriculture, Forestry and Fishing; Electricity, Gas and Water and Finance and Insurance contributed negatively to the total growth in industry gross product. The largest contributors to the growth rate were Property and Business Services (1.9 percentage points) and Manufacturing and Wholesale Trade (0.9 percentage points each).

4

INDUSTRY GROSS PRODUCT (CURRENT PRICES)

	Level	Contribution to total level	Growth rate	Contribution to overall growth rate
	\$m	%	%	% points
Agriculture, forestry and fishing	9 411	3.9	-7.4	-0.2
Mining	17 060	7.1	0.7	0.0
Manufacturing	59 637	24.9	3.9	0.9
Electricity, gas and water	12 967	5.4	-10.3	-0.5
Construction	11 907	4.9	5.9	0.2
<i>Goods-producing industries</i>	<i>110 982</i>	<i>46.2</i>	<i>10.1</i>	<i>0.4</i>
Wholesale trade	23 100	9.6	9.9	0.9
Retail trade	21 908	9.1	7.2	0.6
Accommodation, cafes and restaurants	9 356	3.9	19.9	0.7
Transport and storage	17 236	7.2	1.9	0.1
<i>Distribution industries</i>	<i>71600</i>	<i>29.8</i>	<i>8.2</i>	<i>2.3</i>
<i>Finance and insurance</i> ¹	<i>-466</i>	<i>-0.1</i>	<i>-43.9</i>	<i>0.0</i>
Communication services	12 400	5.1	11.1	0.5
Property and business services	23 618	9.8	19.6	1.9
Private community services	11 999	5.0	-7.4	-0.3
Cultural and recreational services	5 249	2.1	7.6	0.1
Personal and other services	3 678	1.5	14.5	0.2
<i>Other service industries</i>	<i>56944</i>	<i>23.5</i>	<i>9.6</i>	<i>2.4</i>
All Industries	239 068	100	5.1	5.1

¹ Gross product for Finance and insurance is negative because industry gross product does not take into account implicit charges for financial services included in interest. Estimates for gross domestic product included in the Australian National Accounts-National Income, Expenditure and Product 1994-95 (5204.0) include imputed values for these services. See Appendix 1 on page 81 for further details.

Some users of these statistics on production might be inclined to generate simple measures of productivity by relating industry gross product to employment or labour costs. The ABS advises against the use of these measures because they do not take account of complicating factors which vary considerably across industries, as well as changing over time. These factors include differences in mix of capital and labour inputs (i.e. capital/labour intensity) and differences in hours worked and average wages paid. These data are not presently available to the ABS for all the industries covered by this publication. However, productivity measures for selected industries are presented in *Productivity, Prices, Profits and Pays 1964-65 to 1989-90* (5239.0) and *Australian National Accounts: Multifactor Productivity* (5234.0).

In 1994-95, large businesses accounted for 49.7% of industry gross product, which was the same as 1993-94. Very large businesses, i.e. those businesses employing 500 or more persons, produced 40% of the industry gross product of non-farm businesses in 1994-95. At the other end of the scale, very small businesses, i.e. businesses employing less than five persons, accounted for nearly 13.1% of non-farm industry gross product.

5

INDUSTRY GROSS PRODUCT BY EMPLOYMENT SIZE (CURRENT PRICES)

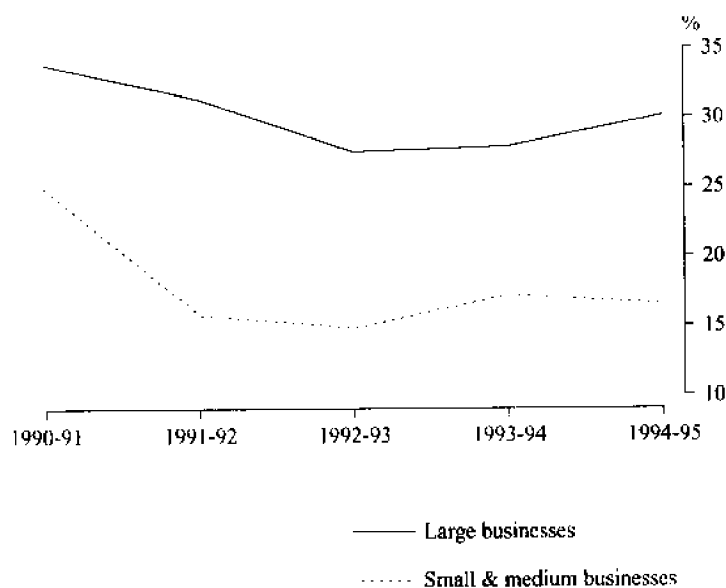
	1990-91	1991-92	1992-93	1993-94	1994-95
	VALUE (\$m)				
Less than 5 persons	22 059	22 490	23 966	29 045	30 046
5-19 persons	31 507	32 529	31 499	33 220	34 755
20-49 persons	18 095	16 681	19 018	18 584	20 350
50-199 persons	26 816	29 144	28 206	26 810	29 869
200-499 persons	16 422	15 729	10 259	21 490	22 674
500 or more persons	81 093	77 147	58 369	88 109	91 954
All non-farm industries	195 992	193 720	171 317	217 258	229 648
	PROPORTION OF TOTAL (%)				
Less than 5 persons	11.3	11.6	14.0	13.4	13.1
5-19 persons	16.1	16.8	18.4	15.3	15.1
20-49 persons	9.2	8.6	11.1	8.6	8.9
50-199 persons	13.7	15.0	16.5	12.3	13.0
200-499 persons	8.4	8.1	6.0	9.9	9.9
500 or more persons	41.4	39.8	34.1	40.6	40.0
All non-farm industries	100	100	100	100	100

CAPITAL EXPENDITURE

In 1994-95, total capital expenditure grew by 8.6% to reach a total of \$55,539 million. After taking account of the increase in the number of operating businesses, average capital expenditure rose from \$80,500 per business in 1993-94 to \$83,800 per business in 1994-95. Capital expenditure by large businesses increased by 13.4% while capital expenditure by small and medium businesses increased by 1%.

The investment rate of businesses, i.e. that proportion of production which is used to acquire capital, continued the increase experienced over the previous two years and reached 23.2%. This was back to the level of 1991-92 but lower than in 1990-91 (29.2%).

INVESTMENT RATE BY SIZE OF BUSINESS



PART 2: INDUSTRY PERFORMANCE

INTRODUCTION

The following pages contain tables of summary statistics for each major industry and size grouping of businesses. Each of these one-page summaries, called a Summary of Industry Performance, is presented in a standardised format so as to better facilitate comparative analysis across industry and size categories. For readers unfamiliar with this format, a brief description follows which should be read in conjunction with table 6 (opposite).

The first column of these tables contains an abbreviated description of the data item about which statistics are presented in each row of the table. Full descriptions and definitions of these items are provided in the Glossary beginning on page 83. These items have been grouped under the following sub-headings.

- **Industry structure**—this section contains basic information about the number of operating businesses and total employment of each industry/size category. Counts of operating businesses for the large size category are expressed in whole numbers, while counts for other size categories are expressed in thousands.
- **Income statement** — this section includes a dissection of total operating income and expenses presented in an order similar to that found in the income statements of most businesses. The derivation of three different measures of profit is highlighted in this section.
- **Balance sheet** — this section includes a dissection of the total value of assets and liabilities of businesses and shows the net worth of each industry/size category.
- **Economic values** — this section contains a selection of items used to assess the overall economic performance of each category.
- **Business averages** — this section includes a selection of variables expressed as simple average per operating business.
- **Industry ratios** — this section includes a selection of ratios commonly used by financial analysts and economists when assessing business and industry performance.

Many of the data items and derived indicators included in a Summary of Industry Performance are highly inter-related. Users are strongly advised to take note of these relationships when using these statistics in their analyses. For example, any analysis of profit or profitability should take account of the variety of measures available and their relationships to component variables (see discussion under Profit and Profitability in Part 1 for an illustration of how this analysis can be performed).

Users of these statistics should also note the differing units of measurement applicable to each item and shown in the second column of each Summary of Industry Performance. In each case, the unit specified is applicable to all the statistics appearing in that row of the table, except for the last column (the relative change in the latest year) which is always expressed as a percentage.

6

SUMMARY OF INDUSTRY PERFORMANCE ALL INDUSTRIES — ALL SIZES

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	571	574	606	635	663	28	4.4
Employment	'000	5 458	5 441	5 389	5 444	5 632	188	3.5
Income statement								
Sales of goods and services	\$m	713 112	724 039	743 694	781 859	836 701	54 842	7.0
Less cost of sales	\$m	522 389	534 054	537 664	567 596	608 679	41 082	7.2
Trading profit	\$m	190 723	189 985	206 030	214 262	228 023	13 760	6.4
Plus interest	\$m	80 757	68 594	56 904	51 123	60 341	9 218	18.0
Plus other operating income	\$m	40 089	37 576	40 634	41 954	41 597	-358	-0.9
Less labour costs	\$m	135 618	139 592	140 043	143 557	153 487	9 930	6.9
Less depreciation	\$m	22 723	24 030	25 448	27 719	30 050	2 331	8.4
Less other operating expenses	\$m	13 920	13 634	11 984	11 554	10 219	-1 335	-11.6
Earnings before interest and tax	\$m	139 309	118 899	126 094	124 510	136 205	11 694	9.4
Less interest expenses	\$m	81 904	68 356	53 103	43 983	51 863	7 880	17.9
Operating profit before tax	\$m	58 804	50 543	72 991	80 527	84 342	3 814	4.7
Balance sheet								
Current assets	\$m	..	..	..	..	..	..	..
Non-current assets	\$m	..	..	..	..	..	..	..
Total assets	\$m	1 592 312	1 617 986	1 685 535	1 688 967	1 846 429	157 462	9.3
Current liabilities	\$m	..	..	..	..	..	..	..
Non-current liabilities	\$m	..	..	..	..	..	..	..
Total liabilities	\$m	1 048 900	1 046 970	1 071 969	1 062 693	1 080 010	17 316	1.6
Net worth	\$m	543 412	571 016	613 566	626 273	766 419	140 146	22.4
Economic values								
Capital expenditure	\$m	59 112	46 576	45 715	51 132	55 539	4 407	8.6
Gross operating surplus	\$m	67 016	61 951	77 580	83 890	85 581	1 690	2.0
Industry gross product	\$m	202 634	201 543	217 623	227 447	239 068	11 620	5.1
Business averages								
Average employment	no.	9.6	9.5	8.9	8.6	8.5	-0.1	-0.9
Average sales	\$'000	1 248	1 262	1 226	1 232	1 263	31	2.5
Average income	\$'000	1 460	1 447	1 387	1 378	1 417	38	2.8
Average expenses	\$'000	1 359	1 358	1 267	1 251	1 289	38	3.0
Average profit	\$'000	103	88	120	127	127	0	0.3
Average assets	\$'000	2 787	2 819	2 779	2 660	2 786	126	4.7
Average net worth	\$'000	951	995	1 012	986	1 157	170	17.2
Average gross product	\$'000	355	351	359	358	361	3	0.7
Industry ratios								
Profit margin	%	7.1	6.1	8.7	9.2	9.0	-0.2	-2.4
Return on assets	%	3.7	3.1	4.3	4.8	4.6	-0.2	-4.2
Return on net worth	%	10.8	8.9	11.9	12.9	11.0	-1.9	-14.4
Long-term debt to equity	times	..	..	..	..	..	..	..
Current ratio	times	..	..	..	..	..	..	..
Interest coverage	times	1.7	1.7	2.4	2.8	2.6	-0.2	-7.2
Investment rate	%	29.2	23.1	21.0	22.5	23.2	0.8	3.3

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	no.	2 306	2 309	2 368	2 512	2 611	99	3.9
Employment	'000	2 093	2 020	1 992	2 043	2 170	128	6.2
Income statement								
Sales of goods and services	\$m	318 885	320 800	340 516	367 515	392 554	25 039	6.8
Less cost of sales	\$m	229 187	233 135	242 049	263 145	280 272	17 128	6.5
Trading profit	\$m	89 698	87 665	98 467	104 370	112 282	7 912	7.6
Plus interest	\$m	72 846	63 099	52 410	47 170	55 218	8 049	17.1
Plus other operating income	\$m	29 492	27 798	28 504	28 701	28 131	-570	-2.0
Less labour costs	\$m	65 283	67 017	68 185	70 471	75 996	5 525	7.8
Less depreciation	\$m	14 404	15 914	17 122	18 207	20 035	1 828	10.0
Less other operating expenses	\$m	9 113	9 270	7 790	7 573	6 170	-1 403	-18.5
Earnings before interest and tax	\$m	103 236	86 360	86 283	83 991	93 431	9 440	11.2
Less interest expenses	\$m	65 996	55 069	42 388	35 787	41 901	6 115	17.1
Operating profit before tax	\$m	37 240	31 291	43 895	48 204	51 530	3 325	6.9
Balance sheet								
Current assets	\$m	..	..	..	..	..	..	..
Non-current assets	\$m	..	..	..	..	..	..	..
Total assets	\$m	1 206 720	1 231 008	1 289 982	1 296 325	1 428 080	131 755	10.2
Current liabilities	\$m	..	..	..	..	..	..	..
Non-current liabilities	\$m	..	..	..	..	..	..	..
Total liabilities	\$m	839 347	846 577	874 850	870 842	868 136	-2 707	-0.3
Net worth	\$m	367 373	384 431	415 132	425 483	559 944	134 462	31.6
Economic values								
Capital expenditure	\$m	32 846	29 745	29 148	31 476	35 693	4 217	13.4
Gross operating surplus	\$m	31 846	28 073	37 988	42 479	42 748	269	0.6
Industry gross product	\$m	97 130	95 090	106 173	112 950	118 744	5 795	5.1
Business averages								
Average employment	no.	907.7	874.7	841.4	813.3	831	17.6	2.2
Average sales	\$'000	138 282	138 942	143 819	146 283	150 331	4 049	2.8
Average income	\$'000	182 660	178 310	177 994	176 482	182 251	5 769	3.3
Average expenses	\$'000	166 512	164 758	159 454	157 295	162 517	5 222	3.3
Average profit	\$'000	16 149	13 553	18 540	19 187	19 734	547	2.8
Average assets	\$'000	523 286	533 161	544 834	515 979	546 894	30 915	6.0
Average net worth	\$'000	159 309	166 501	175 334	169 356	214 435	45 079	26.6
Average gross product	\$'000	42 120	41 185	44 843	44 958	45 474	516	1.1
Industry ratios								
Profit margin	%	8.8	7.6	10.4	10.9	10.8	0.0	-0.4
Return on assets	%	3.1	2.5	3.4	3.7	3.6	-0.1	-3.0
Return on net worth	%	10.1	8.1	10.6	11.3	9.2	-2.1	-18.8
Long-term debt to equity	times	..	..	..	..	..	..	..
Current ratio	times	..	..	..	..	..	..	..
Interest coverage	times	1.6	1.6	2.0	2.3	2.2	-0.1	-5.0
Investment rate	%	33.8	31.3	27.5	27.9	30.1	2.2	7.9

8

SUMMARY OF INDUSTRY PERFORMANCE ALL INDUSTRIES — SMALL AND MEDIUM BUSINESSES

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	569	572	604	632	660	28	4.4
Employment	'000	3 365	3 422	3 397	3 401	3 462	62	1.8
Income statement								
Sales of goods and services	\$m	394 228	403 239	403 179	414 344	444 147	29 803	7.2
Less cost of sales	\$m	293 203	300 919	295 615	304 452	328 406	23 955	7.9
Trading profit	\$m	101 025	102 320	107 563	109 892	115 741	5 849	5.3
Plus interest	\$m	7 911	5 495	4 494	3 954	5 123	1 169	29.6
Plus other operating income	\$m	10 597	9 777	12 130	13 253	13 466	212	1.6
Less labour costs	\$m	70 334	72 574	71 857	73 086	77 491	4 405	6.0
Less depreciation	\$m	8 320	8 116	8 326	9 513	10 015	503	5.3
Less other operating expenses	\$m	4 807	4 363	4 194	3 981	4 049	68	1.7
Earnings before interest and tax	\$m	36 073	32 539	39 811	40 519	42 774	2 254	5.6
Less interest expenses	\$m	15 908	13 287	10 715	8 196	9 962	1 766	21.5
Operating profit before tax	\$m	21 564	19 252	29 096	32 323	32 812	489	1.5
Balance sheet								
Current assets	\$m	..	..	..	..	..	..	..
Non-current assets	\$m	..	..	..	..	..	..	..
Total assets	\$m	385 592	386 978	395 554	392 641	418 349	25 707	6.5
Current liabilities	\$m	..	..	..	..	..	..	..
Non-current liabilities	\$m	..	..	..	..	..	..	..
Total liabilities	\$m	209 553	200 393	197 119	191 851	211 874	20 023	10.4
Net worth	\$m	176 039	186 585	198 434	200 790	206 475	5 684	2.8
Economic values								
Capital expenditure	\$m	26 267	16 831	16 567	19 656	19 847	191	1.0
Gross operating surplus	\$m	35 170	33 878	39 592	41 411	42 832	1 421	3.4
Industry gross product	\$m	105 504	106 453	111 449	114 498	120 323	5 826	5.1
Business averages								
Average employment	no.	5.9	6.0	5.6	5.4	5.2	-0.1	-2.5
Average sales	\$'000	693	705	667	655	673	18	2.7
Average income	\$'000	725	732	695	682	701	19	2.7
Average expenses	\$'000	690	698	647	631	651	20	3.2
Average profit	\$'000	38	34	48	51	50	-1	-2.7
Average assets	\$'000	678	677	655	621	634	13	2.1
Average net worth	\$'000	309	326	328	318	313	-5	-1.5
Average gross product	\$'000	185	186	184	181	182	1	0.7
Industry ratios								
Profit margin	%	5.2	4.6	6.9	7.5	7.1	-0.4	-5.3
Return on assets	%	5.6	5.0	7.4	8.2	7.8	-0.4	-4.7
Return on net worth	%	12.2	10.3	14.7	16.1	15.9	-0.2	-1.3
Long-term debt to equity	times	..	..	..	..	..	..	..
Current ratio	times	..	..	..	..	..	..	..
Interest coverage	times	2.3	2.4	3.7	4.9	4.3	-0.6	-13.1
Investment rate	%	24.9	15.8	14.9	17.2	16.5	-0.7	-3.9

ANZSIC DIVISION A: AGRICULTURE, FORESTRY AND FISHING

OVERVIEW

In 1994-5 this division accounted for 3.9% of business economic activity, in industry gross product terms.

9

COMPARISON WITH OTHER INDUSTRIES, 1994-95

Item	Unit	Agriculture, forestry and fishing	Goods- producing industries	All industries
BUSINESS AVERAGES				
Average employment	no.	3.0	7.4	8.5
Average income	\$'000	246	1 449	1 417
Average expenses	\$'000	216	1 314	1 289
Average profit	\$'000	30	134	127
Average assets	\$'000	1 106	1 697	2 786
Average net worth	\$'000	931	1 210	1 157
Average gross product	\$'000	82	471	361
INDUSTRY RATIOS				
Profit margin	%	12.2	9.4	9.0
Return on assets	%	2.7	8.0	4.6
Return on net worth	%	3.2	11.2	11.0
Interest coverage	times	3.2	4.3	2.6
Investment rate	%	42.2	23.1	23.2

This division has consistently had the lowest proportion of large businesses. In 1994-95, there were 15 businesses which employed 200 or more persons, of a total 115,000 businesses in this industry. (Separate details are not available for large businesses in this industry. All data for this division have therefore been classified as small and medium businesses at the All industries level, so as to avoid disclosing details.)

This division is comprised of the following subdivisions:

- 01 Agriculture
- 02 Services to Agriculture; Hunting and Trapping
- 03 Forestry and Logging
- 04 Commercial Fishing

In 1994-95, subdivision 01, Agriculture, accounted for over 91% of the economic activity of this division, in industry gross product terms. Separate details for this subdivision are available on request.

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	115	115	115	115	115	—	—
Employment	'000	334	330	348	349	348	-1	-0.2
Income statement								
Sales of goods and services	\$m	20 674	20 803	21 894	24 001	26 961	2 960	12.3
Less cost of sales	\$m	14 285	13 232	13 619	14 331	18 023	3 692	25.8
Trading profit	\$m	6 388	7 572	8 275	9 670	8 938	-732	-7.6
Plus interest	\$m	533	357	296	239	245	7	2.8
Plus other operating income	\$m	877	657	829	777	1 190	412	53.1
Less labour costs	\$m	2 475	2 584	2 574	2 744	3 202	458	16.7
Less depreciation	\$m	1 421	1 334	1 282	1 537	1 760	223	14.5
Less other operating expenses	\$m	296	326	331	350	366	15	4.4
Earnings before interest and tax	\$m	3 607	4 342	5 213	6 055	5 046	-1 010	-16.7
Less interest expenses	\$m	2 213	1 993	1 588	1 376	1 585	209	15.2
Operating profit before tax	\$m	2 793	2 349	3 625	4 679	3 460	-1 218	-26.0
Balance sheet								
Current assets	\$m	19 074	17 623	17 930	21 384	21 915	532	2.5
Non-current assets	\$m	91 571	94 327	96 748	98 538	105 704	7 165	7.3
Total assets	\$m	110 644	111 950	114 678	119 922	127 619	7 697	6.4
Current liabilities	\$m	3 218	3 671	7 816	7 957	9 000	1 043	13.1
Non-current liabilities	\$m	13 075	13 481	9 297	10 099	11 231	1 132	11.2
Total liabilities	\$m	16 292	17 152	17 113	18 056	20 231	2 175	12.0
Net worth	\$m	94 352	94 798	97 565	101 866	107 388	5 522	5.4
Economic values								
Capital expenditure	\$m	3 699	2 583	3 187	3 852	3 975	122	3.2
Gross operating surplus	\$m	4 180	5 282	6 152	7 430	6 210	-1 220	-16.4
Industry gross product	\$m	6 655	7 866	8 726	10 173	9 411	-762	-7.5
Business averages								
Average employment	no.	2.9	2.9	3.0	3.0	3.0	0.0	-0.7
Average sales	\$'000	179	181	190	209	234	25	11.8
Average income	\$'000	192	190	200	218	246	28	13.0
Average expenses	\$'000	179	170	169	177	216	39	22.0
Average profit	\$'000	24	20	32	41	30	-11	-26.4
Average assets	\$'000	960	975	997	1 045	1 106	62	5.9
Average net worth	\$'000	818	826	848	887	931	44	4.9
Average gross product	\$'000	58	69	76	89	82	-7	-7.9
Industry ratios								
Profit margin	%	12.6	10.8	15.7	18.7	12.2	-6.5	-34.8
Return on assets	%	2.5	2.1	3.2	3.9	2.7	-1.2	-30.5
Return on net worth	%	3.0	2.5	3.7	4.6	3.2	-1.4	-29.8
Long-term debt to equity	times	0.1	0.1	0.1	0.1	0.1	0.0	5.5
Current ratio	times	5.9	4.8	2.3	2.7	2.4	-0.3	-9.4
Interest coverage	times	1.6	2.2	3.3	4.4	3.2	-1.2	-27.6
Investment rate	%	55.6	32.8	36.5	37.9	42.2	4.4	11.5

ANZSIC DIVISION B : MINING

OVERVIEW

In 1994-95, this division accounted for 7.1% of business economic activity, in industry gross product terms.

11 COMPARISON WITH OTHER INDUSTRIES, 1994-95

<i>Item</i>	<i>Unit</i>	<i>Mining</i>	<i>Goods-producing industries</i>	<i>All industries</i>
BUSINESS AVERAGES				
Average employment	no.	31.3	7.4	8.5
Average income	\$'000	13 467	1 449	1 417
Average expenses	\$'000	11 199	1 314	1 289
Average profit	\$'000	2 268	134	127
Average assets	\$'000	27 323	1 697	2 786
Average net worth	\$'000	13 907	1 210	1 157
Average gross product	\$'000	6 591	471	361
INDUSTRY RATIOS				
Profit margin	%	16.8	9.4	9.0
Return on assets	%	8.3	8.0	4.6
Return on net worth	%	16.3	11.2	11.0
Interest coverage	times	5.1	4.3	2.6
Investment rate	%	41.7	23.1	23.2

This division is comprised of the following subdivisions:

- 11 Coal Mining
- 12 Oil and Gas Extraction
- 13 Metal Ore Mining
- 14 Other Mining
- 15 Services to Mining.

In 1994-95, subdivisions 11-13 accounted for over 87% of the economic activity of this division, in industry gross product terms. Separate details for these subdivisions are available on request.

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	2	2	2	2	3	1	14.9
Employment	'000	93	89	81	77	81	4	5.0
Income statement								
Sales of goods and services	\$m	32 302	31 546	31 746	32 826	33 181	355	1.1
Less cost of sales	\$m	14 730	15 392	15 174	16 506	16 359	-147	-0.9
Trading profit	\$m	17 573	16 155	16 572	16 320	16 822	502	3.1
Plus interest	\$m	517	435	345	440	748	307	69.8
Plus other operating income	\$m	577	285	279	862	934	72	8.4
Less labour costs	\$m	4 675	4 957	4 674	4 744	4 958	213	4.5
Less depreciation	\$m	3 132	3 327	3 390	3 787	4 064	277	7.3
Less other operating expenses	\$m	2 734	2 483	2 620	2 284	2 179	-105	-4.6
Earnings before interest and tax	\$m	8 125	6 108	6 511	6 807	7 304	497	7.3
Less interest expenses	\$m	1 612	1 393	1 148	1 277	1 433	156	12.2
Operating profit before tax	\$m	6 514	4 715	5 363	5 531	5 871	341	6.2
Balance sheet								
Current assets	\$m	11 443	13 197	12 133	13 855	16 722	2 867	20.7
Non-current assets	\$m	46 893	49 337	49 273	51 897	54 009	2 112	4.1
Total assets	\$m	58 336	62 534	61 406	65 752	70 731	4 979	7.6
Current liabilities	\$m	11 874	12 217	12 334	12 393	14 931	2 538	20.5
Non-current liabilities	\$m	20 268	19 188	21 449	20 157	19 798	-359	-1.8
Total liabilities	\$m	32 142	31 406	33 783	32 549	34 729	2 180	6.7
Net worth	\$m	26 194	31 129	27 623	33 203	36 002	2 799	8.4
Economic values								
Capital expenditure	\$m	5 357	4 471	5 362	5 336	7 118	1 782	33.4
Gross operating surplus	\$m	13 406	11 577	12 021	12 185	12 103	-81	-0.7
Industry gross product	\$m	18 081	16 534	16 694	16 929	17 061	132	0.8
Business averages								
Average employment	no.	45.7	47.5	40.9	34.2	31.3	-2.9	-8.6
Average sales	\$'000	15 862	16 736	15 939	14 569	12 818	-1 752	-12.0
Average income	\$'000	16 399	17 117	16 252	15 147	13 467	-1 680	-11.1
Average expenses	\$'000	13 201	14 616	13 559	12 693	11 199	-1 493	-11.8
Average profit	\$'000	3 199	2 501	2 693	2 455	2 268	-187	-7.6
Average assets	\$'000	28 646	33 175	30 830	29 182	27 323	-1 860	-6.4
Average net worth	\$'000	12 863	16 514	13 869	14 736	13 907	-829	-5.6
Average gross product	\$'000	8 879	8 771	8 382	7 514	6 591	-923	-12.3
Industry ratios								
Profit margin	%	19.5	14.6	16.6	16.2	16.8	0.6	3.9
Return on assets	%	11.2	7.5	8.7	8.4	8.3	-0.1	-1.3
Return on net worth	%	24.9	15.1	19.4	16.7	16.3	-0.3	-2.1
Long-term debt to equity	times	0.8	0.6	0.8	0.6	0.5	-0.1	-9.4
Current ratio	times	1.0	1.1	1.0	1.1	1.1	0.0	0.2
Interest coverage	times	5.0	4.4	5.7	5.3	5.1	-0.2	-4.4
Investment rate	%	29.6	27.0	32.1	31.5	41.7	10.2	32.4

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	no.	113	109	102	105	108	3	2.2
Employment	'000	75	68	63	59	62	2	3.8
Income statement								
Sales of goods and services	\$m	24 825	24 934	25 634	26 298	26 452	154	0.6
Less cost of sales	\$m	11 264	11 885	11 590	12 559	12 508	-51	-0.4
Trading profit	\$m	13 561	13 050	14 044	13 739	13 944	205	1.5
Plus interest	\$m	459	369	287	369	496	127	34.6
Plus other operating income	\$m	547	205	95	330	796	466	141.5
Less labour costs	\$m	3 941	4 063	3 905	3 959	4 092	133	3.4
Less depreciation	\$m	2 456	2 706	2 797	2 837	3 387	550	19.4
Less other operating expenses	\$m	2 528	2 311	2 366	2 113	1 993	-120	-5.7
Earnings before interest and tax	\$m	5 643	4 543	5 357	5 529	5 764	236	4.3
Less interest expenses	\$m	1 414	1 201	944	1 090	1 154	64	5.9
Operating profit before tax	\$m	4 229	3 342	4 414	4 439	4 610	172	3.9
Balance sheet								
Current assets	\$m	9 645	11 027	9 700	11 173	13 239	2 067	18.5
Non-current assets	\$m	42 592	43 106	42 963	43 506	44 538	1 032	2.4
Total assets	\$m	52 237	54 133	52 662	54 679	57 778	3 099	5.7
Current liabilities	\$m	9 861	9 874	9 909	9 997	11 955	1 958	19.6
Non-current liabilities	\$m	17 638	16 497	17 314	16 795	15 828	-966	-5.8
Total liabilities	\$m	27 499	26 371	27 223	26 792	27 783	992	3.7
Net worth	\$m	24 739	27 762	25 439	27 887	29 994	2 107	7.6
Economic values								
Capital expenditure	\$m	4 333	3 753	4 360	4 065	5 836	1 771	43.6
Gross operating surplus	\$m	9 983	9 290	10 226	10 012	9 922	-90	-0.9
Industry gross product	\$m	13 924	13 353	14 131	13 971	14 014	43	0.3
Business averages								
Average employment	no.	659.5	627.9	613.2	563.4	571.8	8.4	1.5
Average sales	\$'000	219 725	228 949	250 231	249 336	245 313	-4 023	-1.6
Average income	\$'000	228 633	234 213	253 961	255 955	257 294	1 339	0.5
Average expenses	\$'000	191 201	203 526	210 877	213 871	214 539	668	0.3
Average profit	\$'000	37 432	30 688	43 084	42 085	42 756	671	1.6
Average assets	\$'000	462 344	497 049	514 076	518 414	535 813	17 399	3.4
Average net worth	\$'000	218 959	254 912	248 330	264 398	278 158	13 760	5.2
Average gross product	\$'000	123 236	122 605	137 941	132 456	129 960	-2 496	-1.9
Industry ratios								
Profit margin	%	16.4	13.1	17.0	16.4	16.6	0.2	1.1
Return on assets	%	8.1	6.2	8.4	8.1	8.0	-0.1	-1.7
Return on net worth	%	17.1	12.0	17.3	15.9	15.4	-0.5	-3.4
Long-term debt to equity	times	0.7	0.6	0.7	0.6	0.5	-0.1	-12.4
Current ratio	times	1.0	1.1	1.0	1.1	1.1	0.0	-0.9
Interest coverage	times	4.0	3.8	5.7	5.1	5.0	-0.1	-1.5
Investment rate	%	31.1	28.1	30.9	29.1	41.6	12.5	43.1

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	2	2	2	2	2	—	—
Employment	'000	18	21	19	18	19	2	9.2
Income statement								
Sales of goods and services	\$m	7 477	6 612	6 112	6 528	6 728	200	3.1
Less cost of sales	\$m	3 466	3 507	3 584	3 947	3 851	-97	-2.4
Trading profit	\$m	4 011	3 105	2 528	2 581	2 878	297	11.5
Plus interest*	\$m	58	66	58	72	252	180	250.6
Plus other operating income	\$m	30	80	183	533	139	-394	-74.0
Less labour costs	\$m	734	894	769	785	865	80	10.2
Less depreciation	\$m	676	620	592	950	677	-273	-28.8
Less other operating expenses	\$m	206	172	254	171	185	15	8.6
Earnings before interest and tax	\$m	2 482	1 564	1 154	1 279	1 540	261	20.4
Less interest expenses†	\$m	198	192	204	187	279	92	49.3
Operating profit before tax	\$m	2 284	1 373	949	1 092	1 261	169	15.5
Balance sheet								
Current assets	\$m	1,798	2 170	2 433	2 682	3 483	801	29.9
Non-current assets	\$m	4 300	6 231	6 310	8 391	9 471	1 079	12.9
Total assets	\$m	6 099	8 402	8 743	11 073	12 954	1 880	17.0
Current liabilities	\$m	2 013	2 343	2 425	2 396	2 976	580	24.2
Non-current liabilities†	\$m	2 631	2 692	4 135	3 362	3 970	608	18.1
Total liabilities	\$m	4 643	5 035	6 560	5 758	6 946	1 188	20.6
Net worth	\$m	1 455	3 367	2 184	5 316	6 008	692	13.0
Economic values								
Capital expenditure	\$m	1 024	718	1 002	1 271	1 282	11	0.8
Gross operating surplus	\$m	3 423	2 288	1 795	2 173	2 182	9	0.4
Industry gross product	\$m	4 158	3 181	2 564	2 959	3 047	88	3.0
Business averages								
Average employment	no.	9.6	11.9	9.8	8.2	7.8	-0.4	-5.4
Average sales	\$'000	3 887	3 723	3 235	3 040	2 712	-327	-10.8
Average income	\$'000	3 933	3 805	3 363	3 321	2 869	-452	-13.6
Average expenses	\$'000	2 745	3 032	2 860	2 813	2 361	-452	-16.1
Average profit	\$'000	1 188	773	502	508	508	0	0.0
Average assets	\$'000	3 171	4 731	4 628	5 156	5 221	65	1.3
Average net worth	\$'000	756	1 896	1 156	2 475	2 422	-53	-2.2
Average gross product	\$'000	2 162	1 791	1 357	1 378	1 228	-149	-10.8
Industry ratios								
Profit margin	%	30.2	20.3	14.9	15.3	17.7	2.4	15.7
Return on assets	%	37.5	16.3	10.9	9.9	9.7	-0.1	-1.3
Return on net worth	%	157.0	40.8	43.5	20.5	21.0	0.5	2.2
Long-term debt to equity	times	1.8	0.8	1.9	0.6	0.7	0.0	4.5
Current ratio	times	0.9	0.9	1.0	1.1	1.2	0.1	4.5
Interest coverage	times	12.6	8.2	5.6	6.8	5.5	-1.3	-19.3
Investment rate	%	24.6	22.6	39.1	43.0	42.1	-0.9	-2.1

ANZSIC DIVISION C: MANUFACTURING

OVERVIEW

In 1994-95, this division accounted for 25% of business economic activity, in industry gross product terms.

15 COMPARISON WITH OTHER INDUSTRIES, 1994-95

<i>Item</i>	<i>Unit</i>	<i>Manufacturing</i>	<i>Goods-producing industries</i>	<i>All industries</i>
BUSINESS AVERAGES				
Average employment	no.	22.8	7.4	8.5
Average income	\$'000	4 704	1 449	1 417
Average expenses	\$'000	4 321	1 314	1 289
Average profit	\$'000	383	134	127
Average assets	\$'000	3 837	1 697	2 786
Average net worth	\$'000	1 714	1 210	1 157
Average gross product	\$'000	1 414	471	361
INDUSTRY RATIOS				
Profit margin	%	8.2	9.4	9.0
Return on assets	%	10.0	8.0	4.6
Return on net worth	%	22.4	11.2	11.0
Interest coverage	times	7.0	4.3	2.6
Investment rate	%	16.8	23.1	23.2

This division is comprised of the following subdivisions:

- 21 Food, Beverage and Tobacco Manufacturing
- 22 Textile, Clothing, Footwear and Leather Manufacturing
- 23 Wood and Paper Product Manufacturing
- 24 Printing, Publishing and Recorded Media
- 25 Petroleum, Coal, Chemical and Associated Product Manufacturing
- 26 Non-metallic Mineral Product Manufacturing
- 27 Metal Product Manufacturing
- 28 Machinery and Equipment Manufacturing
- 29 Other Manufacturing

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	46	45	43	42	42	—	—
Employment	'000	1 079	1 009	991	950	960	9	1.0
Income statement								
Sales of goods and services	\$m	179 346	176 991	183 355	184 324	195 958	11 634	6.3
Less cost of sales	\$m	125 300	126 819	123 759	128 127	137 827	9 700	7.6
Trading profit	\$m	54 046	50 172	59 596	56 197	58 131	1 934	3.4
Plus interest	\$m	1 165	1 229	658	566	698	132	23.3
Plus other operating income	\$m	1 840	2 062	2 013	2 117	1 787	-330	-15.6
Less labour costs	\$m	32 973	32 631	33 358	33 134	33 781	648	2.0
Less depreciation	\$m	4 702	4 955	5 094	5 421	5 592	170	3.1
Less other operating expenses	\$m	2 185	2 269	2 368	2 682	2 386	-296	-11.0
Earnings before interest and tax	\$m	17 191	13 607	21 447	17 643	18 857	1 214	6.9
Less interest expenses	\$m	5 225	4 350	2 925	2 403	2 682	279	11.6
Operating profit before tax	\$m	11 966	9 257	18 522	15 240	16 175	935	6.1
Balance sheet								
Current assets	\$m	65 662	63 584	64 126	60 866	68 156	7 289	12.0
Non-current assets	\$m	81 037	82 464	84 927	90 862	93 488	2 626	2.9
Total assets	\$m	146 699	146 048	149 053	151 729	161 878	10 149	6.7
Current liabilities	\$m	57 795	55 010	53 017	52 544	56 759	4 215	8.0
Non-current liabilities	\$m	32 120	28 968	31 287	34 122	32 668	-1 454	-4.3
Total liabilities	\$m	89 915	83 978	84 303	86 666	89 556	2 889	3.3
Net worth	\$m	56 784	62 070	64 750	65 062	72 322	7 260	11.2
Economic values								
Capital expenditure	\$m	10 712	11 286	9 067	11 028	10 003	-1 025	-9.3
Gross operating surplus	\$m	22 174	18 708	27 393	24 250	25 856	1 607	6.6
Industry gross product	\$m	55 147	51 339	60 751	57 383	59 638	2 254	3.9
Business averages								
Average employment	no.	23.6	22.6	23.1	22.5	22.8	0.3	1.3
Average sales	\$'000	3 925	3 963	4 267	4 355	4 645	290	6.7
Average income	\$'000	3 991	4 037	4 330	4 419	4 704	285	6.5
Average expenses	\$'000	3 729	3 830	3 899	4 059	4 321	262	6.5
Average profit	\$'000	262	207	431	360	383	23	6.5
Average assets	\$'000	3 211	3 270	3 469	3 585	3 837	252	7.0
Average net worth	\$'000	1 243	1 390	1 507	1 537	1 714	177	11.5
Average gross product	\$'000	1 207	1 150	1 414	1 356	1 414	58	4.3
Industry ratios								
Profit margin	%	6.6	5.1	10.0	8.1	8.2	0.0	0.0
Return on assets	%	8.2	6.3	12.4	10.0	10.0	-0.1	-0.5
Return on net worth	%	21.1	14.9	28.6	23.4	22.4	-1.1	-4.5
Long-term debt to equity	times	0.6	0.5	0.5	0.5	0.5	-0.1	-13.9
Current ratio	times	1.1	1.2	1.2	1.2	1.2	0.0	3.7
Interest coverage	times	3.3	3.1	7.3	7.3	7.0	-0.3	-4.2
Investment rate	%	19.4	22.0	14.9	19.2	16.8	-2.4	-12.7

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	no.	711	708	692	691	689	-2	-0.4
Employment	'000	527	491	486	490	484	-6	-1.2
Income statement								
Sales of goods and services	\$m	111 085	110 965	116 501	122 506	130 364	7 858	6.4
Less cost of sales	\$m	79 513	81 489	81 009	87 167	92 332	5 165	5.9
Trading profit	\$m	31 572	29 475	35 492	35 340	38 033	2 693	7.6
Plus interest	\$m	722	903	464	382	514	133	34.8
Plus other operating income	\$m	1 324	1 652	1 431	1 625	1 388	-237	-14.6
Less labour costs	\$m	18 425	18 500	19 042	19 651	20 277	626	3.2
Less depreciation	\$m	3 248	3 504	3 658	3 985	4 218	233	5.9
Less other operating expenses	\$m	1 141	1 117	1 603	2 018	1 673	-346	-17.1
Earnings before interest and tax	\$m	10 805	8 910	13 084	11 692	13 768	2 076	17.8
Less interest expenses	\$m	3 274	2 886	1 828	1 579	1 818	239	15.1
Operating profit before tax	\$m	7 531	6 024	11 256	10 113	11 950	1 836	18.2
Balance sheet								
Current assets	\$m	42 137	41 033	41 558	42 119	46 606	4 487	10.7
Non-current assets	\$m	61 893	64 354	65 887	72 617	75 106	2 489	3.4
Total assets	\$m	104 031	105 386	107 445	114 736	121 946	7 210	6.3
Current liabilities	\$m	38 531	37 106	36 465	37 673	39 251	1 577	4.2
Non-current liabilities	\$m	21 902	20 198	22 095	24 249	23 680	-569	-2.3
Total liabilities	\$m	60 433	57 304	58 560	61 922	63 059	1 137	1.8
Net worth	\$m	43 598	48 082	48 885	52 814	58 888	6 073	11.5
Economic values								
Capital expenditure	\$m	7 601	7 885	5 659	8 674	6 999	-1 675	-19.3
Gross operating surplus	\$m	13 746	11 901	17 236	16 570	18 936	2 365	14.3
Industry gross product	\$m	32 172	30 401	36 278	36 221	39 212	2 991	8.3
Business averages								
Average employment	no.	741.3	695.2	702	709.2	703	-6.2	-0.9
Average sales	\$'000	156 168	157 086	168 287	177 187	189 258	12 071	6.8
Average income	\$'000	159 045	160 703	171 024	180 089	192 020	11 931	6.6
Average expenses	\$'000	148 457	152 176	154 765	165 462	174 672	9 210	5.6
Average profit	\$'000	10 588	8 527	16 259	14 627	17 348	2 721	18.6
Average assets	\$'000	146 250	149 189	155 205	165 949	177 037	11 088	6.7
Average net worth	\$'000	61 291	68 067	70 615	76 388	85 491	9 103	11.9
Average gross product	\$'000	45 228	43 037	52 404	52 388	56 927	4 539	8.7
Industry ratios								
Profit margin	%	6.7	5.3	9.5	8.1	9.0	0.9	11.2
Return on assets	%	7.2	5.7	10.5	8.8	9.8	1.0	11.2
Return on net worth	%	17.3	12.5	23.0	19.1	20.3	1.1	6.0
Long-term debt to equity	times	0.5	0.4	0.5	0.5	0.4	-0.1	-12.4
Current ratio	times	1.1	1.1	1.1	1.1	1.2	0.1	6.2
Interest coverage	times	3.3	3.1	7.2	7.4	7.6	0.2	2.3
Investment rate	%	23.6	25.9	15.6	23.9	17.8	-6.1	-25.5

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	45	44	42	42	41	1	-0.3
Employment	'000	552	518	505	460	476	16	3.4
Income statement								
Sales of goods and services	\$m	68 261	66 026	66 854	61 818	65 594	3 776	6.1
Less cost of sales	\$m	45 787	45 329	42 750	40 961	45 496	4 535	11.1
Trading profit	\$m	22 473	20 696	24 104	20 857	20 098	-759	-3.6
Plus interest	\$m	443	326	195	184	184	-1	-0.3
Plus other operating income	\$m	516	410	581	492	399	-94	-19.0
Less labour costs	\$m	14 548	14 131	14 317	13 483	13 505	22	0.2
Less depreciation	\$m	1 455	1 451	1 436	1 437	1 374	-63	-4.4
Less other operating expenses	\$m	1 044	1 153	765	664	713	50	7.5
Earnings before interest and tax	\$m	6 386	4 697	8 363	5 951	5 089	-862	-14.5
Less interest expenses	\$m	1 951	1 463	1 096	824	864	40	4.8
Operating profit before tax	\$m	4 435	3 234	7 266	5 127	4 226	-902	-17.6
Balance sheet								
Current assets	\$m	23 525	22 552	22 569	18 747	21 550	2 802	14.9
Non-current assets	\$m	19 144	18 110	19 040	18 245	18 382	137	0.8
Total assets	\$m	42 669	40 662	41 608	36 993	39 932	2 939	7.9
Current liabilities	\$m	19 264	17 904	16 552	14 871	17 509	2 638	17.7
Non-current liabilities	\$m	10 218	8 770	9 192	9 873	8 988	-885	-9.0
Total liabilities	\$m	29 483	26 674	25 744	24 744	26 497	1 753	7.1
Net worth	\$m	13 186	13 987	15 864	12 248	13 435	1 187	9.7
Economic values								
Capital expenditure	\$m	3 111	3 401	3 409	2 354	3 004	650	27.6
Gross operating surplus	\$m	8 427	6 807	10 156	7 680	6 921	-759	-9.9
Industry gross product	\$m	22 975	20 938	24 473	21 162	20 425	-737	-3.5
Business averages								
Average employment	no.	12.3	11.8	12.0	11.0	11.5	0.4	3.7
Average sales	\$'000	1 518	1 502	1 581	1 485	1 581	96	6.5
Average income	\$'000	1 539	1 519	1 600	1 501	1 595	94	6.2
Average expenses	\$'000	1 440	1 445	1 428	1 378	1 493	115	8.3
Average profit	\$'000	99	74	172	123	102	-21	-17.3
Average assets	\$'000	949	925	984	889	962	74	8.3
Average net worth	\$'000	293	318	375	294	324	30	10.0
Average gross product	\$'000	511	476	579	508	492	-16	-3.2
Industry ratios								
Profit margin	%	6.4	4.8	10.7	8.2	6.4	-1.8	-22.2
Return on assets	%	10.4	8.0	17.5	13.9	10.6	-3.3	-23.7
Return on net worth	%	33.6	23.1	45.8	41.9	31.5	-10.4	-24.9
Long-term debt to equity	times	0.8	0.6	0.6	0.8	0.7	-0.1	-17.0
Current ratio	times	1.2	1.3	1.4	1.3	1.2	0.0	-2.4
Interest coverage	times	3.3	3.2	7.6	7.2	5.9	-1.3	-18.4
Investment rate	%	13.5	16.2	13.9	11.1	14.7	3.6	32.2

ANZSIC DIVISION D: ELECTRICITY, GAS AND WATER SUPPLY

OVERVIEW

In 1994-95, this division accounted for 5.4% of business economic activity, in industry gross product terms.

19 COMPARISON WITH OTHER INDUSTRIES, 1994-95

<i>Item</i>	<i>Unit</i>	<i>Electricity, gas and water supply</i>	<i>Goods- producing industries</i>	<i>All industries</i>
BUSINESS AVERAGES				
Average employment	no.	125.9	7.4	8.5
Average income	\$'000	51 972	1 449	1 417
Average expenses	\$'000	45 506	1 314	1 289
Average profit	\$'000	6 466	134	127
Average assets	\$'000	192 217	1 697	2 786
Average net worth	\$'000	110 702	1 210	1 157
Average gross product	\$'000	22 316	471	361
INDUSTRY RATIOS				
Profit margin	%	12.4	9.4	9.0
Return on assets	%	3.4	8.0	4.6
Return on net worth	%	5.8	11.2	11.0
Interest coverage	times	2.1	4.3	2.6
Investment rate	%	24.6	23.1	23.2

This division is comprised of the following subdivisions:

- 36 Electricity and Gas Supply
- 37 Water Supply, Sewerage and Drainage

Note: There has been substantial industry restructuring which affects comparisons over time for many of the statistics for this industry.

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	1	1	1	1	1	—	—
Employment	'000	110	99	91	81	73	-8	-10.1
Income statement								
Sales of goods and services	\$m	22 869	23 811	24 707	27 156	28 522	1 366	5.0
Less cost of sales	\$m	11 618	11 633	12 175	14 216	16 139	1 923	13.5
Trading profit	\$m	11 251	12 177	12 531	12 940	12 383	-557	-4.3
Plus interest	\$m	577	476	318	175	361	186	106.7
Plus other operating income	\$m	880	697	891	726	1 318	592	81.6
Less labour costs	\$m	4 103	3 991	3 994	3 783	3 449	-334	-8.8
Less depreciation	\$m	2 149	2 645	3 168	3 041	3 275	234	7.7
Less other operating expenses	\$m	131	137	147	197	151	-45	-23.1
Earnings before interest and tax	\$m	6 325	6 578	6 430	6 819	7 186	367	5.4
Less interest expenses	\$m	4 528	4 264	3 846	3 212	3 429	217	6.8
Operating profit before tax	\$m	1 797	2 314	2 584	3 607	3 757	150	4.2
Balance sheet								
Current assets	\$m	6 446	6 640	6 496	6 746	12 513	5 766	85.5
Non-current assets	\$m	76 937	79 547	85 069	88 073	99 186	11 114	12.6
Total assets	\$m	83 383	86 186	91 565	94 819	111 699	16 880	17.8
Current liabilities	\$m	7 664	8 653	9 202	10 233	14 773	4 539	44.4
Non-current liabilities	\$m	35 629	33 868	33 048	31 437	32 597	1 160	3.7
Total liabilities	\$m	43 293	42 521	42 250	41 671	47 369	5 699	13.7
Net worth	\$m	40 089	43 666	49 315	53 149	64 330	11 181	21.0
Economic values								
Capital expenditure	\$m	4 969	4 959	5 076	3 701	3 196	-505	-13.6
Gross operating surplus	\$m	8 798	9 961	10 337	10 686	9 518	-1 168	-10.9
Industry gross product	\$m	12 901	13 953	14 331	14 470	12 968	-1 502	-10.4
Business averages								
Average employment	no.	162.9	149.3	144.2	136.1	125.9	-10.3	-7.5
Average sales	\$'000	33 859	36 040	39 357	45 427	49 083	3 655	8.0
Average income	\$'000	36 016	37 816	41 282	46 933	51 972	5 038	10.7
Average expenses	\$'000	33 355	34 313	37 166	40 900	45 506	4 607	11.3
Average profit	\$'000	2 660	3 503	4 116	6 034	6 466	432	7.2
Average assets	\$'000	123 453	130 453	145 859	158 615	192 217	33 602	21.2
Average net worth	\$'000	59 354	66 093	78 556	88 908	110 702	21 794	24.5
Average gross product	\$'000	19 101	21 119	22 829	24 205	22 316	-1 889	-7.8
Industry ratios								
Profit margin	%	7.4	9.3	10.0	12.9	12.4	-0.4	-3.2
Return on assets	%	2.2	2.7	2.8	3.8	3.4	-0.4	-11.6
Return on net worth	%	4.5	5.3	5.2	6.8	5.8	-0.9	-13.9
Long-term debt to equity	times	0.9	0.8	0.7	0.6	0.5	-0.1	-14.3
Current ratio	times	0.8	0.8	0.7	0.7	0.8	0.2	28.5
Interest coverage	times	1.4	1.5	1.7	2.1	2.1	0.0	-1.3
Investment rate	%	38.5	35.5	35.4	25.6	24.6	-0.9	-3.6

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	no.	46	46	46	49	51	2	3.1
Employment	'000	97	89	82	70	64	-6	-8.3
Income statement								
Sales of goods and services	\$m	20 890	21 531	22 506	24 642	24 097	-545	-2.2
Less cost of sales	\$m	10 269	10 202	10 766	12 663	13 980	1 317	10.4
Trading profit	\$m	10 621	11 330	11 740	11 979	10 116	-1 863	-15.5
Plus interest	\$m	515	417	277	151	308	156	103.5
Plus other operating income	\$m	539	597	760	631	1 140	509	80.7
Less labour costs	\$m	3 809	3 706	3 719	3 523	2 818	-705	-20.0
Less depreciation	\$m	1 953	2 462	2 960	2 853	2 683	-170	-6.0
Less other operating expenses	\$m	123	128	135	184	96	-88	-47.7
Earnings before interest and tax	\$m	5 790	6 048	5 964	6 200	5 966	-234	-3.8
Less interest expenses	\$m	4 197	4 003	3 659	3 042	2 731	-311	-10.2
Operating profit before tax	\$m	1 593	2 045	2 304	3 158	3 235	77	2.4
Balance sheet								
Current assets	\$m	5 760	5 902	5 702	5 894	11 426	5 532	93.8
Non-current assets	\$m	72 349	75 239	80 995	82 362	88 786	6 424	7.8
Total assets	\$m	78 108	81 141	86 697	88 257	100 212	11 955	13.5
Current liabilities	\$m	7 157	8 159	8 811	9 875	13 972	4 097	41.5
Non-current liabilities	\$m	33 076	32 020	31 462	29 359	30 359	1 000	3.4
Total liabilities	\$m	40 233	40 180	40 273	39 234	44 330	5 096	13.0
Net worth	\$m	37 875	40 961	46 425	49 023	55 882	6 859	14.0
Economic values								
Capital expenditure	\$m	4 521	4 228	4 766	3 366	2 769	-597	-17.7
Gross operating surplus	\$m	8 160	9 249	9 639	9 837	7 813	-2 024	-20.6
Industry gross product	\$m	11 969	12 955	13 358	13 360	10 632	-2 729	-20.4
Business averages								
Average employment	no.	2 130.4	1 951.1	1 791.9	1 432.0	1 273.6	-158.3	-11.1
Average sales	\$'000	456 915	470 016	492 655	502 881	477 099	-25 782	-5.1
Average income	\$'000	479 970	492 143	515 356	518 835	505 753	-13 082	-2.5
Average expenses	\$'000	445 123	447 508	464 911	454 389	441 703	-12 686	-2.8
Average profit	\$'000	34 847	44 635	50 445	64 446	64 051	-395	-0.6
Average assets	\$'000	1 708 415	1 771 257	1 897 788	1 801 125	1 984 148	183 023	10.2
Average net worth	\$'000	828 425	894 159	1 016 229	1 000 443	1 106 430	105 986	10.6
Average gross product	\$'000	261 780	282 796	292 411	272 653	210 502	-62 151	-22.8
Industry ratios								
Profit margin	%	7.3	9.1	9.8	12.4	12.7	0.2	2.0
Return on assets	%	2.0	2.5	2.7	3.6	3.2	-0.3	-9.8
Return on net worth	%	4.2	5.0	5.0	6.4	5.8	-0.7	-10.1
Long-term debt to equity	times	0.9	0.8	0.7	0.6	0.5	-0.1	-9.3
Current ratio	times	0.8	0.7	0.6	0.6	0.8	0.2	37.0
Interest coverage	times	1.4	1.5	1.6	2.0	2.2	0.1	7.2
Investment rate	%	37.8	32.6	35.7	25.2	26.0	0.8	3.4

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	1	1	1	1	1	—	—
Employment	'000	13	9	9	11	9	-2	-21.4
Income statement								
Sales of goods and services	\$m	1 979	2 279	2 201	2 515	4 426	1 911	76.0
Less cost of sales	\$m	1 349	1 431	1 410	1 553	2 159	606	39.0
Trading profit	\$m	630	848	791	961	2 267	1 305	135.8
Plus interest	\$m	61	59	41	23	53	30	127.4
Plus other operating income	\$m	341	100	131	95	178	83	87.3
Less labour costs	\$m	295	285	275	260	631	371	142.7
Less depreciation	\$m	196	183	208	188	592	404	214.4
Less other operating expenses	\$m	8	9	13	13	55	42	326.1
Earnings before interest and tax	\$m	535	530	466	619	1 220	601	97.2
Less interest expenses	\$m	331	260	187	169	698	528	311.8
Operating profit before tax	\$m	203	269	279	449	522	73	16.3
Balance sheet								
Current assets	\$m	686	737	794	852	1 087	235	27.5
Non-current assets ¹	\$m	4 588	4 308	4 074	5 710	10 400	4 690	82.1
Total assets ²	\$m	5 274	5 045	4 868	6 562	11 487	4 924	75.0
Current liabilities	\$m	507	493	392	358	801	442	123.5
Non-current liabilities	\$m	2 553	1 848	1 586	2 078	2 238	160	7.7
Total liabilities	\$m	3 060	2 341	1 978	2 436	3 039	603	24.7
Net worth	\$m	2 214	2 704	2 890	4 126	8 448	4 322	104.7
Economic values								
Capital expenditure	\$m	448	731	310	335	427	92	27.5
Gross operating surplus	\$m	638	712	698	850	1 705	856	100.7
Industry gross product	\$m	933	998	973	1 110	2 336	1 227	110.6
Business averages								
Average employment	no.	20	15.1	14.9	20.4	16.6	-3.8	-18.7
Average sales	\$'000	3 143	3 707	3 781	4 582	8 341	3 759	82.0
Average income	\$'000	3 782	3 966	4 075	4 798	8 778	3 979	82.9
Average expenses	\$'000	3 459	3 528	3 595	3 980	7 793	3 814	95.8
Average profit	\$'000	323	438	480	818	984	166	20.3
Average assets	\$'000	8 376	8 206	8 362	11 958	21 649	9 691	81.0
Average net worth	\$'000	3 516	4 398	4 965	7 518	15 921	8 403	111.8
Average gross product	\$'000	1 481	1 623	1 671	2 022	4 403	2 381	117.8
Industry ratios								
Profit margin	%	8.5	11.0	11.8	17.1	11.2	-5.8	-34.3
Return on assets	%	3.9	5.3	5.7	6.8	4.5	-2.3	-33.6
Return on net worth	%	9.2	10.0	9.7	10.9	6.2	-4.7	-43.2
Long-term debt to equity	times	1.2	0.7	0.5	0.5	0.3	-0.2	-47.4
Current ratio	times	1.4	1.5	2.0	2.4	1.4	-1.0	-42.9
Interest coverage	times	1.6	2.0	2.5	3.7	1.7	-1.9	-52.1
Investment rate	%	48.0	73.3	31.9	30.2	18.3	-11.9	-39.4

ANZSIC DIVISION E: CONSTRUCTION

OVERVIEW

In 1994-95, this division accounted for 5.0% of business economic activity, in industry gross product terms.

23 COMPARISON WITH OTHER INDUSTRIES, 1994-95

<i>Item</i>	<i>Unit</i>	<i>Construction</i>	<i>Goods-producing industries</i>	<i>All industries</i>
BUSINESS AVERAGES				
Average employment	no.	3.9	7.4	8.5
Average income	\$'000	663	1 449	1 417
Average expenses	\$'000	626	1 314	1 289
Average profit	\$'000	37	134	127
Average assets	\$'000	304	1 697	2 786
Average net worth	\$'000	68	1 210	1 157
Average gross product	\$'000	159	471	361
INDUSTRY RATIOS				
Profit margin	%	5.6	9.4	9.0
Return on assets	%	12.2	8.0	4.6
Return on net worth	%	54.4	11.2	11.0
Interest coverage	times	6.4	4.3	2.6
Investment rate	%	11.2	23.1	23.2

A significant proportion of businesses classified to this industry are non-employers and therefore have not been included in these statistics. Based on income tax data available from the ATO, it was estimated that non-employed businesses were responsible for 41% of this industry's gross product in 1993-94.

This division is comprised of the following subdivisions:

- 41 General Construction
- 42 Construction Trade Services

Separate details for these subdivisions are available on request.

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	52	53	61	69	75	6	8.9
Employment	'000	280	256	261	275	289	14	5.0
Income statement								
Sales of goods and services	\$m	40 357	38 294	44 544	47 419	48 206	787	1.7
Less cost of sales	\$m	30 397	28 995	34 871	36 403	36 650	247	0.7
Trading profit	\$m	9 959	9 299	9 673	11 016	11 556	540	4.9
Plus interest	\$m	231	280	325	158	166	8	4.9
Plus other operating income	\$m	896	822	1 079	928	1 236	308	33.2
Less labour costs	\$m	7 647	7 410	7 039	7 950	8 589	639	8.0
Less depreciation	\$m	575	613	594	812	725	-86	-10.6
Less other operating expenses	\$m	320	328	400	319	366	47	14.9
Earnings before interest and tax	\$m	2 544	2 050	3 045	3 023	3 278	256	8.5
Less interest expenses	\$m	767	671	859	588	515	-73	-12.4
Operating profit before tax	\$m	1 777	1 379	2 186	2 434	2 763	328	13.5
Balance sheet								
Current assets	\$m	10 734	11 110	12 498	13 073	11 683	-1 390	-10.6
Non-current assets	\$m	8 156	9 089	12 094	11 334	11 051	-283	-2.5
Total assets	\$m	18 890	20 199	24 592	24 407	22 734	-1 673	-6.9
Current liabilities	\$m	9 578	9 600	10 648	12 830	10 968	-1 863	-14.5
Non-current liabilities	\$m	4 472	5 654	9 363	6 843	6 684	-159	-2.3
Total liabilities	\$m	14 050	15 254	20 011	19 674	17 652	-2 022	-10.3
Net worth	\$m	4 840	4 945	4 581	4 733	5 082	349	7.4
Economic values								
Capital expenditure	\$m	2 226	1 366	1 603	1 715	1 339	-375	-21.9
Gross operating surplus	\$m	3 426	2 730	3 534	3 285	3 319	34	1.0
Industry gross product	\$m	11 073	10 140	10 573	11 235	11 908	673	6.0
Business averages								
Average employment	no.	5.3	4.8	4.3	4	3.9	-0.1	-3.6
Average sales	\$'000	769	712	733	690	644	-46	-6.7
Average income	\$'000	791	732	756	706	663	-43	-6.1
Average expenses	\$'000	757	707	720	670	626	-44	-6.6
Average profit	\$'000	34	26	36	35	37	1	4.2
Average assets	\$'000	360	375	405	355	304	-51	-14.5
Average net worth	\$'000	92	92	75	69	68	-1	-1.4
Average gross product	\$'000	211	188	174	163	159	-4	-2.7
Industry ratios								
Profit margin	%	4.3	3.5	4.8	5.0	5.6	0.6	11.0
Return on assets	%	9.4	6.8	8.9	10.0	12.2	2.2	21.8
Return on net worth	%	36.7	27.9	47.7	51.4	54.4	2.9	5.7
Long-term debt to equity	times	0.9	1.1	2.0	1.4	1.3	-0.1	-9.0
Current ratio	times	1.1	1.2	1.2	1.0	1.1	0.0	4.5
Interest coverage	times	3.3	3.1	3.5	5.1	6.4	1.2	23.8
Investment rate	%	20.1	13.5	15.2	15.3	11.2	-4.0	-26.3

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	no.	64	62	64	70	75	5	7.7
Employment	'000	49	42	43	42	48	6	14.3
Income statement								
Sales of goods and services	\$m	10 895	9 533	9 753	11 279	11 284	5	0.0
Less cost of sales	\$m	8 660	7 809	8 131	9 015	9 357	342	3.8
Trading profit	\$m	2 235	1 724	1 622	2 265	1 927	-338	-14.9
Plus interest	\$m	61	79	56	40	30	-10	-25.4
Plus other operating income	\$m	685	649	808	662	832	170	25.7
Less labour costs	\$m	2 008	1 925	1 894	1 934	2 171	237	12.3
Less depreciation	\$m	171	190	206	260	246	-14	-5.4
Less other operating expenses	\$m	50	45	39	44	50	6	14.7
Earnings before interest and tax	\$m	752	292	347	729	322	-407	-55.9
Less interest expenses	\$m	123	111	121	142	118	-23	-16.5
Operating profit before tax	\$m	629	181	226	587	203	-384	-65.4
Balance sheet								
Current assets	\$m	3 302	2 888	3 140	3 096	3 072	-24	-0.8
Non-current assets	\$m	2 953	2 978	3 994	3 972	4 000	28	0.7
Total assets	\$m	6 254	5 866	7 134	7 068	7 072	5	0.1
Current liabilities	\$m	2 668	2 511	2 691	2 995	3 172	177	5.9
Non-current liabilities	\$m	1 787	1 850	2 944	2 468	2 463	-5	-0.2
Total liabilities	\$m	4 455	4 361	5 635	5 462	5 634	172	3.2
Net worth	\$m	1 799	1 504	1 499	1 605	1 438	-167	-10.4
Economic values								
Capital expenditure	\$m	326	384	349	579	482	-97	-16.7
Gross operating surplus	\$m	893	379	478	420	-153	-573	-136.4
Industry gross product	\$m	2 901	2 304	2 372	2 354	2 018	-336	-14.3
Business averages								
Average employment	no.	772.8	676.5	662.6	600.9	637.5	36.6	6.1
Average sales	\$'000	170 240	152 932	151 431	161 629	150 097	-11 533	-7.1
Average income	\$'000	181 898	164 613	164 847	171 689	161 561	-10 128	-5.9
Average expenses	\$'000	172 068	161 709	161 338	163 275	158 857	-4 418	-2.7
Average profit	\$'000	9 830	2 904	3 508	8 413	2 704	-5 710	-67.9
Average assets	\$'000	97 722	94 100	110 771	101 276	94 074	-7 202	-7.1
Average net worth	\$'000	28 112	24 130	23 270	23 003	19 126	-3 877	-16.9
Average gross product	\$'000	45 326	36 963	36 824	33 725	26 841	-6 883	-20.4
Industry ratios								
Profit margin	%	5.4	1.8	2.1	4.9	1.7	-3.2	-65.9
Return on assets	%	10.1	3.1	3.2	8.3	2.9	-5.4	-65.4
Return on net worth	%	35.0	12.0	15.1	36.6	14.1	-22.4	-61.4
Long-term debt to equity	times	1.0	1.2	2.0	1.5	1.7	0.2	11.4
Current ratio	times	1.2	1.2	1.2	1.0	1.0	-0.1	-6.3
Interest coverage	times	6.1	2.6	2.9	5.1	2.7	-2.4	-47.2
Investment rate	%	11.2	16.7	14.7	24.6	23.9	-0.7	-2.9

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	52	54	61	69	75	6	8.9
Employment	'000	230	214	218	233	241	8	3.3
Income statement								
Sales of goods and services	\$m	29 462	28 761	34 792	36 140	36 922	782	2.2
Less cost of sales	\$m	21 737	21 186	26 740	27 388	27 293	-96	-0.3
Trading profit	\$m	7 724	7 575	8 051	8 751	9 629	878	10.0
Plus interest*	\$m	170	201	270	118	136	18	15.3
Plus other operating income*	\$m	211	173	271	267	405	138	51.8
Less labour costs	\$m	5 639	5 485	5 145	6 016	6 418	402	6.7
Less depreciation	\$m	404	423	388	551	479	-72	-13.1
Less other operating expenses	\$m	270	283	361	275	316	41	14.9
Earnings before interest and tax	\$m	1 792	1 758	2 698	2 294	2 957	663	28.9
Less interest expenses	\$m	644	560	738	446	397	-49	-11.1
Operating profit before tax	\$m	1 148	1 198	1 960	1 847	2 560	712	38.6
Balance sheet								
Current assets	\$m	7 432	8 222	9 358	9 977	8 611	-1 366	-13.7
Non-current assets	\$m	5 204	6 111	8 100	7 362	7 051	-312	-4.2
Total assets	\$m	12 636	14 334	17 458	17 339	15 661	-1 678	-9.7
Current liabilities	\$m	6 910	7 089	7 957	9 835	7 796	-2 040	-20.7
Non-current liabilities*	\$m	2 685	3 804	6 419	4 376	4 221	-154	-3.5
Total liabilities	\$m	9 595	10 893	14 375	14 211	12 017	-2 194	-15.4
Net worth	\$m	3 040	3 441	3 083	3 128	3 644	516	16.5
Economic values								
Capital expenditure	\$m	1 900	982	1 254	1 136	858	-279	-24.5
Gross operating surplus*	\$m	2 533	2 351	3 056	2 866	3 472	606	21.2
Industry gross product	\$m	8 172	7 836	8 201	8 881	9 890	1 009	11.4
Business averages								
Average employment	no.	4.4	4	3.6	3.4	3.2	-0.2	-5.1
Average sales	\$'000	562	535	573	526	494	-33	-6.2
Average income	\$'000	570	542	582	532	501	-31	-5.8
Average expenses	\$'000	548	520	550	505	467	-38	-7.6
Average profit	\$'000	22	22	32	27	34	7	27.2
Average assets	\$'000	241	267	288	252	209	-43	-17.1
Average net worth	\$'000	58	64	51	46	49	3	7.0
Average gross product	\$'000	156	146	135	129	132	3	2.3
Industry ratios								
Profit margin	%	3.8	4.1	5.5	5.1	6.8	1.8	35.1
Return on assets	%	9.1	8.4	11.2	10.7	16.3	5.7	53.4
Return on net worth	%	37.8	34.8	63.6	59.1	70.2	11.2	18.9
Long-term debt to equity	times	0.9	1.1	2.1	1.4	1.2	-0.2	-17.2
Current ratio	times	1.1	1.2	1.2	1.0	1.1	0.1	8.9
Interest coverage	times	2.8	3.1	3.7	5.1	7.4	2.3	44.9
Investment rate	%	23.3	12.5	15.3	12.8	8.7	-4.1	-32.2

ANZSIC DIVISION F: WHOLESALE TRADE

OVERVIEW

In 1994-95, this division accounted for 9.7% of business economic activity, in industry gross product terms.

27 COMPARISON WITH OTHER INDUSTRIES, 1994-95

<i>Item</i>	<i>Unit</i>	<i>Wholesale trade</i>	<i>Distribution industries</i>	<i>All industries</i>
BUSINESS AVERAGES				
Average employment	no.	9.3	9.7	8.5
Average income	\$'000	3 859	1 841	1 417
Average expenses	\$'000	3 703	1 763	1 289
Average profit	\$'000	157	76	127
Average assets	\$'000	1 855	1 030	2 786
Average net worth	\$'000	482	345	1 157
Average gross product	\$'000	519	347	361
INDUSTRY RATIOS				
Profit margin	%	4.1	4.2	9.0
Return on assets	%	8.5	7.6	4.6
Return on net worth	%	32.6	22.6	11.0
Interest coverage	times	4.3	3.8	2.6
Investment rate	%	10.7	16.0	23.2

This division is comprised of the following subdivisions:

- 45 Basic Material Wholesaling
- 46 Machinery and Motor Vehicle Wholesaling
- 47 Personal and Household Good Wholesaling

Separate details for these subdivisions are available on request.

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	37	37	39	42	44	2	6.5
Employment	'000	393	401	396	422	413	-9	-2.1
Income statement								
Sales of goods and services	\$m	139 307	143 586	145 880	164 403	169 252	4 849	2.9
Less cost of sales	\$m	121 024	126 749	128 072	143 592	146 391	2 799	1.9
Trading profit	\$m	18 284	16 836	17 808	20 811	22 861	2 050	9.9
Plus interest	\$m	969	780	532	641	798	157	24.5
Plus other operating income	\$m	1 288	1 162	1 603	1 039	1 644	605	58.2
Less labour costs	\$m	11 758	11 910	11 560	13 467	13 953	486	3.6
Less depreciation	\$m	1 294	1 297	1 355	1 753	1 563	-189	-10.8
Less other operating expenses	\$m	1 199	967	851	851	707	-144	-16.9
Earnings before interest and tax	\$m	6 290	4 605	6 178	6 420	9 080	2 660	41.4
Less interest expenses	\$m	2 945	2 751	2 488	1 953	2 101	147	7.5
Operating profit before tax	\$m	3 345	1 854	3 690	4 466	6 979	2 513	56.3
Balance sheet								
Current assets	\$m	51 427	48 996	47 143	56 051	55 828	-223	-0.4
Non-current assets	\$m	23 478	21 420	32 967	25 821	26 700	879	3.4
Total assets	\$m	74 904	70 416	80 110	81 871	82 528	657	0.8
Current liabilities	\$m	41 916	37 456	36 845	44 833	45 081	248	0.6
Non-current liabilities	\$m	12 401	14 687	18 671	14 277	16 016	1 739	12.2
Total liabilities	\$m	54 317	52 143	55 516	59 110	61 097	1 987	3.4
Net worth	\$m	20 587	18 273	24 594	22 761	21 431	-1 330	-5.8
Economic values								
Capital expenditure	\$m	4 949	3 541	1 876	3 978	2 473	-1 505	-37.8
Gross operating surplus	\$m	7 098	5 447	6 522	7 545	9 147	1 602	21.2
Industry gross product	\$m	18 856	17 357	18 082	21 013	23 101	2 088	9.9
Business averages								
Average employment	no.	10.5	10.8	10.2	10.1	9.3	-0.8	-8.0
Average sales	\$'000	3 735	3 882	3 751	3 935	3 805	-130	-3.3
Average income	\$'000	3 796	3 935	3 806	3 975	3 859	-116	-2.9
Average expenses	\$'000	3 706	3 884	3 711	3 868	3 703	-166	-4.3
Average profit	\$'000	90	50	95	107	157	50	46.8
Average assets	\$'000	2 008	1 904	2 060	1 960	1 855	-104	-5.3
Average net worth	\$'000	552	494	632	545	482	-63	-11.6
Average gross product	\$'000	506	469	465	503	519	16	3.3
Industry ratios								
Profit margin	%	2.4	1.3	2.5	2.7	4.1	1.4	51.2
Return on assets	%	4.5	2.6	4.6	5.5	8.5	3.0	55.0
Return on net worth	%	16.2	10.1	15.0	19.6	32.6	12.9	66.0
Long-term debt to equity	times	0.6	0.8	0.8	0.6	0.7	0.1	19.1
Current ratio	times	1.2	1.3	1.3	1.3	1.2	0.0	-0.9
Interest coverage	times	2.1	1.7	2.5	3.3	4.3	1.0	31.5
Investment rate	%	26.2	20.4	10.4	18.9	10.7	-8.2	-43.5

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	no.	171	173	170	177	176	1	-0.2
Employment	'000	102	94	94	102	105	3	2.5
Income statement								
Sales of goods and services	\$m	49 529	47 683	51 820	56 935	55 699	-1 236	-2.2
Less cost of sales	\$m	43 545	43 283	46 351	50 823	48 883	-1 940	-3.8
Trading profit	\$m	5 984	4 401	5 469	6 112	6 816	704	11.5
Plus interest	\$m	534	430	324	347	443	96	27.7
Plus other operating income	\$m	776	696	1 136	444	924	480	108.0
Less labour costs	\$m	3 664	3 357	3 453	3 814	4 035	221	5.8
Less depreciation	\$m	537	601	590	736	620	-116	-15.8
Less other operating expenses	\$m	378	401	348	328	245	-83	-25.2
Earnings before interest and tax	\$m	2 715	1 168	2 538	2 025	3 282	1 256	62.0
Less interest expenses	\$m	1 286	1 197	1 498	997	1 080	83	8.3
Operating profit before tax	\$m	1 428	-29	1 040	1 028	2 202	1 173	114.1
Balance sheet								
Current assets	\$m	21 497	18 572	18 536	22 824	21 628	-1 196	-5.2
Non-current assets	\$m	9 879	10 458	20 573	12 131	13 474	1 343	11.1
Total assets	\$m	31 375	29 030	39 109	34 955	35 102	147	0.4
Current liabilities	\$m	16 458	14 279	14 872	18 999	18 250	-749	-3.9
Non-current liabilities	\$m	5 221	6 089	10 973	5 739	6 428	690	12.0
Total liabilities	\$m	21 679	20 368	25 845	24 738	24 678	-59	-0.2
Net worth	\$m	9 696	8 662	13 264	10 218	10 423	206	2.0
Economic values								
Capital expenditure	\$m	2 183	1 959	910	1 607	949	-659	-41.0
Gross operating surplus	\$m	2 788	1 344	2 259	2 426	2 947	521	21.5
Industry gross product	\$m	6 452	4 701	5 712	6 240	6 982	742	11.9
Business averages								
Average employment	no.	599.4	543.3	551.8	579.5	595.0	15.5	2.7
Average sales	'000	290 153	275 730	304 048	322 038	315 591	-6 447	-2.0
Average income	'000	297 824	282 241	312 614	326 511	323 333	-3 179	-1.0
Average expenses	'000	289 456	282 406	306 512	320 695	310 858	-9 837	-3.1
Average profit	'000	8 368	-165	6 102	5 816	12 475	6 658	114.5
Average assets	'000	183 805	167 866	229 469	197 714	198 887	1 172	0.6
Average net worth	'000	56 802	50 089	77 824	57 793	59 058	1 265	2.2
Average gross product	'000	37 797	27 183	33 515	35 293	39 561	4 268	12.1
Industry ratios								
Profit margin	%	2.8	-0.1	2.0	1.8	3.9	2.1	116.6
Return on assets	%	4.6	-0.1	2.7	2.9	6.3	3.3	113.2
Return on net worth	%	14.7	-0.3	7.8	10.1	21.1	11.1	109.9
Long-term debt to equity	times	0.5	0.7	0.8	0.6	0.6	0.1	9.8
Current ratio	times	1.3	1.3	1.2	1.2	1.2	0.0	-1.4
Interest coverage	times	2.1	1.0	1.7	2.0	3.0	1.0	49.6
Investment rate	%	33.8	41.7	15.9	25.8	13.6	-12.2	-47.2

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	37	37	39	42	44	2	6.5
Employment	'000	291	307	302	319	308	-11	-3.5
Income statement								
Sales of goods and services	\$m	89 778	95 902	94 060	107 468	113 554	6 085	5.7
Less cost of sales	\$m	77 479	83 467	81 722	92 770	97 508	4 738	5.1
Trading profit	\$m	12 299	12 436	12 339	14 699	16 046	1 347	9.2
Plus interest	\$m	435	350	209	294	355	61	20.7
Plus other operating income	\$m	512	466	467	595	720	125	21.1
Less labour costs	\$m	8 094	8 553	8 107	9 654	9 918	264	2.7
Less depreciation	\$m	757	696	765	1 017	943	-73	-7.2
Less other operating expenses	\$m	821	566	503	523	462	-62	-11.8
Earnings before interest and tax	\$m	3 575	3 437	3 640	4 394	5 798	1 404	31.9
Less interest expenses	\$m	1 658	1 554	989	956	1 020	64	6.7
Operating profit before tax	\$m	1 917	1 883	2 650	3 438	4 778	1 339	39.0
Balance sheet								
Current assets	\$m	29 930	30 424	28 606	33 227	34 200	973	2.9
Non-current assets	\$m	13 599	10 962	12 395	13 690	13 227	-463	-3.4
Total assets	\$m	43 529	41 387	41 001	46 916	47 427	510	1.1
Current liabilities	\$m	25 458	23 177	21 973	25 834	26 831	997	3.9
Non-current liabilities	\$m	7 180	8 599	7 698	8 539	9 588	1 049	12.3
Total liabilities	\$m	32 638	31 776	29 671	34 373	36 419	2 046	6.0
Net worth	\$m	10 891	9 611	11 330	12 544	11 008	-1 536	-12.2
Economic values								
Capital expenditure	\$m	2 766	1 582	966	2 371	1 524	-847	-35.7
Gross operating surplus	\$m	4 310	4 103	4 263	5 119	6 200	1 081	21.1
Industry gross product	\$m	12 404	12 656	12 370	14 773	16 118	1 345	9.1
Business averages								
Average employment	no.	7.8	8.3	7.8	7.7	7	-0.7	-9.4
Average sales	\$'000	2 418	2 605	2 429	2 583	2 563	-20	-0.8
Average income	\$'000	2 444	2 627	2 447	2 604	2 587	-18	-0.7
Average expenses	\$'000	2 392	2 576	2 378	2 522	2 479	-43	-1.7
Average profit	\$'000	52	51	68	83	108	25	30.5
Average assets	\$'000	1 173	1 124	1 059	1 128	1 070	-57	-5.1
Average net worth	\$'000	293	261	293	301	248	-53	-17.6
Average gross product	\$'000	334	344	319	355	364	9	2.4
Industry ratios								
Profit margin	%	2.1	1.9	2.8	3.2	4.2	1.0	31.4
Return on assets	%	4.4	4.5	6.5	7.3	10.1	2.7	37.5
Return on net worth	%	17.6	19.6	23.4	27.4	43.4	16.0	58.3
Long-term debt to equity	times	0.7	0.9	0.7	0.7	0.9	0.2	28.0
Current ratio	times	1.2	1.3	1.3	1.3	1.3	0.0	-0.9
Interest coverage	times	2.2	2.2	3.7	4.6	5.7	1.1	23.6
Investment rate	%	22.3	12.5	7.8	16.0	9.5	-6.6	-41.1

ANZSIC DIVISION G: RETAIL TRADE

OVERVIEW

In 1994-95, this division accounted for 9.2% of business economic activity, in industry gross product terms.

31 COMPARISON WITH OTHER INDUSTRIES, 1994-95

<i>Item</i>	<i>Unit</i>	<i>Retail trade</i>	<i>Distribution industries</i>	<i>All industries</i>
BUSINESS AVERAGES				
Average employment	no.	8.6	9.7	8.5
Average income	\$'000	1 314	1 841	1 417
Average expenses	\$'000	1 268	1 763	1 289
Average profit	\$'000	46	76	127
Average assets	\$'000	379	1 030	2 786
Average net worth	\$'000	112	345	1 157
Average gross product	\$'000	207	347	361
INDUSTRY RATIOS				
Profit margin	%	3.5	4.2	9.0
Return on assets	%	12.0	7.6	4.6
Return on net worth	%	40.6	22.6	11.0
Interest coverage	times	4.7	3.8	2.6
Investment rate	%	11.5	16.0	23.2

A significant proportion of businesses classified to this industry are non-employers and therefore have not been included in these statistics. Based on income tax data available from the ATO, it was estimated that non-employing businesses were responsible for 14% of this industry's gross product in 1993-94.

This division is comprised of the following subdivisions:

- 51 Food Retailing
- 52 Personal and Household Good Retailing
- 53 Motor Vehicle Retailing and Services

Separate details for these subdivisions are available on request.

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	94	91	97	100	106	6	6.2
Employment	'000	846	860	848	873	908	35	4.0
Income statement								
Sales of goods and services	\$m	116 092	122 701	124 360	132 030	137 872	5 842	4.4
Less cost of sales	\$m	96 906	104 390	105 059	111 684	115 992	4 308	3.9
Trading profit	\$m	19 186	18 312	19 302	20 346	21 880	1 534	7.5
Plus interest	\$m	925	935	434	309	460	150	48.6
Plus other operating income	\$m	985	976	968	936	850	-86	-9.1
Less labour costs	\$m	13 597	14 096	13 615	14 775	15 250	475	3.2
Less depreciation	\$m	1 161	1 199	1 125	1 227	1 292	65	5.3
Less other operating expenses	\$m	1 214	636	527	530	529	-2	-0.3
Earnings before interest and tax	\$m	5 125	4 292	5 436	5 059	6 119	1 060	21.0
Less interest expenses	\$m	2 689	2 599	1 790	1 310	1 297	-13	-1.0
Operating profit before tax	\$m	2 436	1 692	3 646	3 748	4 822	1 074	28.6
Balance sheet								
Current assets	\$m	21 214	20 409	20 498	20 086	21 334	1 248	6.2
Non-current assets	\$m	19 761	21 900	17 821	18 630	18 770	140	0.8
Total assets	\$m	40 975	42 309	38 320	38 716	40 104	1 388	3.6
Current liabilities	\$m	21 461	24 335	17 665	18 110	18 619	509	2.8
Non-current liabilities	\$m	8 164	9 393	9 596	8 901	9 602	701	7.9
Total liabilities	\$m	29 625	33 728	27 261	27 011	28 221	1 210	4.5
Net worth	\$m	11 350	8 581	11 059	11 705	11 883	179	1.5
Economic values								
Capital expenditure	\$m	2 877	1 601	1 859	2 051	2 523	471	23.0
Gross operating surplus ¹	\$m	5 806	4 327	5 784	5 658	6 659	1 001	17.7
Industry gross product	\$m	19 403	18 424	19 399	20 433	21 909	1 476	7.2
Business averages								
Average employment	no.	9.1	9.4	8.8	8.8	8.6	-0.2	-2.1
Average sales	\$'000	1 244	1 344	1 288	1 324	1 301	-22	-1.7
Average income	\$'000	1 265	1 365	1 303	1 336	1 314	-22	-1.7
Average expenses	\$'000	1 239	1 346	1 265	1 299	1 268	-30	-2.3
Average profit	\$'000	26	19	38	38	46	8	21.1
Average assets	\$'000	439	463	397	388	379	-10	-2.5
Average net worth	\$'000	122	94	115	117	112	-5	-4.4
Average gross product	\$'000	208	202	201	205	207	2	0.9
Industry ratios								
Profit margin	%	2.1	1.4	2.9	2.8	3.5	0.7	23.2
Return on assets	%	5.9	4.0	9.5	9.7	12.0	2.3	24.2
Return on net worth	%	21.5	19.7	33.0	32.0	40.6	8.6	26.7
Long-term debt to equity	times	0.7	1.1	0.9	0.8	0.8	0.0	6.3
Current ratio	times	1.0	0.8	1.2	1.1	1.1	0.0	3.3
Interest coverage	times	1.9	1.7	3.0	3.9	4.7	0.9	22.2
Investment rate	%	14.8	8.7	9.6	10.0	11.5	1.5	14.7

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	no.	131	140	171	210	236	26	12.4
Employment	'000	314	318	333	357	409	52	14.6
Income statement								
Sales of goods and services	\$m	36 836	38 313	42 989	48 477	50 726	2 248	4.6
Less cost of sales	\$m	30 407	32 495	36 260	41 178	42 735	1 557	3.8
Trading profit	\$m	6 429	5 817	6 728	7 299	7 991	692	9.5
Plus interest	\$m	602	770	353	236	381	145	61.6
Plus other operating income	\$m	642	652	640	349	613	264	75.6
Less labour costs	\$m	4 770	4 744	5 300	5 809	6 148	339	5.8
Less depreciation	\$m	472	514	549	633	727	94	14.9
Less other operating expenses	\$m	806	102	135	153	190	37	24.4
Earnings before interest and tax	\$m	1 626	1 879	1 737	1 290	1 921	630	48.9
Less interest expenses	\$m	1 192	1 321	728	444	500	57	12.7
Operating profit before tax	\$m	433	558	1 009	846	1 420	574	67.8
Balance sheet								
Current assets	\$m	6 198	6 156	6 482	6 830	7 997	1 167	17.1
Non-current assets	\$m	9 067	9 726	6 363	6 516	7 297	781	12.0
Total assets	\$m	15 265	15 882	12 845	13 347	15 295	1 948	14.6
Current liabilities	\$m	9 485	10 822	6 725	6 695	7 207	513	7.7
Non-current liabilities	\$m	1 486	1 400	2 462	2 384	2 385	1	0.0
Total liabilities	\$m	10 971	12 222	9 187	9 079	9 593	514	5.7
Net worth	\$m	4 294	3 660	3 658	4 268	5 702	1 434	33.6
Economic values								
Capital expenditure	\$m	849	202	852	1 186	1 319	133	11.2
Gross operating surplus	\$m	1 822	1 078	1 494	1 498	1 852	354	23.6
Industry gross product	\$m	6 592	5 823	6 794	7 307	8 000	693	9.5
Business averages								
Average employment	no.	2 409.1	2 274.2	1 944.1	1 699.8	1 732.4	32.7	1.9
Average sales	\$'000	282 266	274 370	250 798	230 670	214 684	-15 986	-6.9
Average income	\$'000	291 801	284 554	256 592	233 455	218 894	-14 561	-6.2
Average expenses	\$'000	288 479	280 560	250 704	229 427	212 883	-16 545	-7.2
Average profit	\$'000	3 322	3 994	5 888	4 028	6 011	1 983	49.2
Average assets	\$'000	116 974	113 737	74 938	63 507	64 730	1 223	1.9
Average net worth	\$'000	32 903	26 213	21 343	20 307	24 132	3 825	18.8
Average gross product	\$'000	50 515	41 698	39 637	34 768	33 856	-912	-2.6
Industry ratios								
Profit margin	%	1.1	1.4	2.3	1.7	2.7	1.0	59.2
Return on assets	%	2.8	3.5	7.9	6.3	9.3	2.9	46.4
Return on net worth	%	10.1	15.2	27.6	19.8	24.9	5.1	25.6
Long-term debt to equity	times	0.3	0.4	0.7	0.6	0.4	-0.1	-25.1
Current ratio	times	0.7	0.6	1.0	1.0	1.1	0.1	8.8
Interest coverage	times	1.4	1.4	2.4	2.9	3.8	0.9	32.0
Investment rate	%	12.9	3.5	12.5	16.2	16.5	0.3	1.6

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	94	92	97	100	106	6	6.2
Employment	'000	532	543	514	516	498	-18	-3.4
Income statement								
Sales of goods and services	\$m	79 256	84 389	81 372	83 553	87 146	3 593	4.3
Less cost of sales	\$m	66 499	71 894	68 798	70 506	73 257	2 751	3.9
Trading profit	\$m	12 757	12 494	12 573	13 047	13 889	842	6.5
Plus interest	\$m	323	165	81	73	78	5	6.6
Plus other operating income ¹	\$m	343	324	328	587	237	-349	-59.6
Less labour costs	\$m	8 827	9 352	8 316	8 966	9 102	136	1.5
Less depreciation	\$m	689	685	576	595	565	-29	-5.0
Less other operating expenses	\$m	408	534	392	377	338	-39	-10.4
Earnings before interest and tax	\$m	3 499	2 413	3 698	3 768	4 198	430	11.4
Less interest expenses	\$m	1 497	1 278	1 062	866	796	-70	-8.1
Operating profit before tax	\$m	2 002	1 135	2 637	2 902	3 402	500	17.2
Balance sheet								
Current assets	\$m	15 016	14 253	14 016	13 256	13 337	81	0.6
Non-current assets	\$m	10 694	12 174	11 459	12 113	11 473	-641	-5.3
Total assets	\$m	25 710	26 427	25 475	25 369	24 810	-560	-2.2
Current liabilities	\$m	11 976	13 513	10 940	11 416	11 412	-4	0.0
Non-current liabilities	\$m	6 678	7 993	7 134	6 517	7 217	700	10.7
Total liabilities	\$m	18 654	21 506	18 074	17 932	18 628	696	3.9
Net worth	\$m	7 056	4 921	7 400	7 437	6 181	-1 256	-16.9
Economic values								
Capital expenditure	\$m	2 028	1 399	1 006	865	1 204	339	39.1
Gross operating surplus ²	\$m	3 984	3 249	4 289	4 160	4 807	647	15.6
Industry gross product	\$m	12 811	12 601	12 605	13 126	13 909	783	6.0
Business averages								
Average employment	no.	5.7	6.0	5.3	5.2	4.7	-0.5	-9.0
Average sales	\$'000	851	926	844	839	824	-15	-1.8
Average income	\$'000	858	931	849	846	827	-19	-2.2
Average expenses	\$'000	836	919	821	817	795	-22	-2.7
Average profit	\$'000	21	12	27	29	32	3	10.4
Average assets	\$'000	276	290	264	255	235	-20	-7.9
Average net worth	\$'000	76	54	77	75	58	-16	-21.7
Average gross product	\$'000	138	138	131	132	132	0	-0.2
Industry ratios								
Profit margin	%	2.5	1.3	3.2	3.4	3.9	0.4	12.9
Return on assets	%	7.8	4.3	10.4	11.4	13.7	2.3	19.9
Return on net worth	%	28.4	23.1	35.6	39.0	55.0	16.0	41.0
Long-term debt to equity	times	0.9	1.6	1.0	0.9	1.2	0.3	33.2
Current ratio	times	1.3	1.1	1.3	1.2	1.2	0.0	0.6
Interest coverage	times	2.3	1.9	3.5	4.3	5.3	0.9	21.2
Investment rate	%	15.8	11.1	8.0	6.6	8.7	2.1	31.3

ANZSIC DIVISION H: ACCOMMODATION, CAFES AND RESTAURANTS

OVERVIEW

In 1994-95, this division accounted for 3.9% of business economic activity, in industry gross product terms.

35 COMPARISON WITH OTHER INDUSTRIES, 1994-95

<i>Item</i>	<i>Unit</i>	<i>Accommodation cafes and restaurants</i>	<i>Distribution industries</i>	<i>All industries</i>
BUSINESS AVERAGES				
Average employment	no.	12.8	9.7	8.5
Average income	\$'000	841	1 841	1 417
Average expenses	\$'000	782	1 763	1 289
Average profit	\$'000	58	76	127
Average assets	\$'000	911	1 030	2 786
Average net worth	\$'000	384	345	1 157
Average gross product	\$'000	316	347	361
INDUSTRY RATIOS				
Profit margin	%	6.9	4.2	9.0
Return on assets	%	6.4	7.6	4.6
Return on net worth	%	15.2	22.6	11.0
Interest coverage	times	2.8	3.8	2.6
Investment rate	%	18.3	16.0	23.2

This division is comprised of a single subdivision:

57 Accommodation, Cafes and Restaurants

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	26	26	27	28	30	2	5.1
Employment	'000	319	351	344	379	380	0	0.0
Income statement								
Sales of goods and services	\$m	19 206	21 323	22 562	21 736	24 136	2 400	11.0
Less cost of sales	\$m	12 968	13 857	15 225	14 165	14 819	654	4.6
Trading profit	\$m	6 238	7 666	7 337	7 571	9 317	1 747	23.1
Plus interest	\$m	230	205	176	227	219	-8	-3.7
Plus other operating income*	\$m	245	282	291	904	507	-397	-43.9
Less labour costs	\$m	4 646	5 349	5 098	5 784	6 211	427	7.4
Less depreciation	\$m	541	695	688	861	876	15	1.7
Less other operating expenses	\$m	261	223	223	256	277	21	8.3
Earnings before interest and tax	\$m	1 265	1 885	1 795	1 801	2 679	879	48.8
Less interest expenses	\$m	1 098	1 061	912	951	953	1	0.1
Operating profit before tax	\$m	167	824	883	849	1 726	877	103.3
Balance sheet								
Current assets	\$m	5 104	4 515	5 017	5 540	5 317	-223	-4.0
Non-current assets	\$m	16 953	19 033	17 661	22 005	21 635	-370	-1.7
Total assets	\$m	22 057	23 548	22 678	27 545	26 952	-593	-2.2
Current liabilities	\$m	4 980	5 578	5 727	7 843	6 329	-1 514	-19.3
Non-current liabilities	\$m	7 533	10 419	8 937	8 083	9 263	1 180	14.6
Total liabilities	\$m	12 512	15 997	14 664	15 926	15 592	-334	-2.1
Net worth	\$m	9 545	7 550	8 014	11 619	11 360	-259	-2.2
Economic values								
Capital expenditure	\$m	2 984	1 020	977	3 031	1 713	-1 318	-43.5
Gross operating surplus*	\$m	1 912	2 366	2 293	2 019	3 146	1 127	55.8
Industry gross product	\$m	6 558	7 714	7 391	7 802	9 356	1 554	19.9
Business averages								
Average employment	no.	12.4	13.7	12.8	13.5	12.8	-0.6	-4.8
Average sales	\$'000	746	833	837	772	816	44	5.7
Average income	\$'000	764	852	855	812	841	28	3.5
Average expenses	\$'000	758	820	822	782	782	0	0.0
Average profit	\$'000	6	32	33	30	58	28	93.5
Average assets	\$'000	857	920	842	978	911	-67	-6.9
Average net worth	\$'000	371	295	297	413	384	-29	-6.9
Average gross product	\$'000	255	301	274	277	316	39	14.1
Industry ratios								
Profit margin	%	0.9	3.8	3.8	3.7	6.9	3.2	87.0
Return on assets	%	0.8	3.5	3.9	3.1	6.4	3.3	107.8
Return on net worth	%	1.8	10.9	11.0	7.3	15.2	7.9	107.9
Long-term debt to equity	times	0.8	1.4	1.1	0.7	0.8	0.1	17.2
Current ratio	times	1.0	0.8	0.9	0.7	0.8	0.1	18.9
Interest coverage	times	1.2	1.8	2.0	1.9	2.8	0.9	48.6
Investment rate	%	45.5	13.2	13.2	38.8	18.3	-20.5	-52.9

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	no.	94	99	114	130	140	10	7.5
Employment	'000	63	64	71	87	96	9	9.9
Income statement								
Sales of goods and services	\$m	3 374	3 699	4 479	4 840	4 938	98	2.0
Less cost of sales	\$m	2 203	2 332	2 889	3 023	2 761	-262	-8.7
Trading profit	\$m	1 170	1 367	1 590	1 817	2 177	360	19.8
Plus interest	\$m	49	92	104	94	108	14	14.7
Plus other operating income*	\$m	41	70	58	116	51	-64	-55.6
Less labour costs	\$m	1 040	1 171	1 337	1 459	1 612	153	10.5
Less depreciation	\$m	141	170	200	217	223	6	2.9
Less other operating expenses	\$m	29	45	49	63	77	14	21.7
Earnings before interest and tax	\$m	52	143	166	287	424	137	47.5
Less interest expenses	\$m	184	285	310	303	365	62	20.4
Operating profit before tax	\$m	-132	-142	-143	-16	59	75	-475.3
Balance sheet								
Current assets	\$m	1 031	845	1 482	1 668	1 792	124	7.4
Non-current assets	\$m	4 278	4 488	4 860	5 614	5 946	332	5.9
Total assets	\$m	5 309	5 333	6 342	7 282	7 738	456	6.3
Current liabilities	\$m	832	1 004	1 375	2 221	2 282	61	2.7
Non-current liabilities	\$m	2 004	2 506	3 199	3 292	2 873	-419	-12.7
Total liabilities	\$m	2 836	3 510	4 574	5 513	5 155	-358	-6.5
Net worth	\$m	2 473	1 823	1 768	1 769	2 583	814	46.0
Economic values								
Capital expenditure	\$m	715	231	324	297	378	82	27.6
Gross operating surplus	\$m	286	196	264	370	567	197	53.3
Industry gross product	\$m	1 326	1 367	1 600	1 829	2 179	350	19.2
Business averages								
Average employment	no.	666.5	647.3	625.4	669.8	684.6	14.7	2.2
Average sales	\$'000	35 890	37 190	39 398	37 231	35 323	-1 908	-5.1
Average income	\$'000	36 857	38 817	40 824	38 843	36 462	-2 382	-6.1
Average expenses	\$'000	38 257	40 243	42 086	38 964	36 041	-2 923	-7.5
Average profit	\$'000	-1 400	-1 426	-1 262	-121	421	542	-449.1
Average assets	\$'000	56 478	53 617	55 787	56 016	55 353	-663	-1.2
Average net worth	\$'000	26 305	18 332	15 552	13 608	18 476	4 868	35.8
Average gross product	\$'000	14 104	13 745	14 075	14 066	15 588	1 522	10.8
Industry ratios								
Profit margin	%	-3.8	-3.7	-3.1	-0.3	1.2	1.5	-471.9
Return on assets	%	-2.5	-2.7	-2.3	-0.2	0.8	1.0	-453.2
Return on net worth	%	-5.3	-7.8	-8.1	-0.9	2.3	3.2	-357.1
Long-term debt to equity	times	0.8	1.4	1.8	1.9	1.1	-0.7	-40.2
Current ratio	times	1.2	0.8	1.1	0.8	0.8	0.0	4.6
Interest coverage	times	0.3	0.5	0.5	0.9	1.2	0.2	22.5
Investment rate	%	53.9	16.9	20.3	16.2	17.4	1.1	7.0

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	26	26	27	28	29	1	5.0
Employment	'000	256	287	273	292	284	-8	-2.9
Income statement								
Sales of goods and services	\$m	15 833	17 624	18 083	16 896	19 198	2 302	13.6
Less cost of sales	\$m	10 765	11 325	12 336	11 142	12 058	916	8.2
Trading profit	\$m	5 068	6 298	5 747	5 754	7 141	1 386	24.1
Plus interest	\$m	181	113	72	133	111	-22	-16.7
Plus other operating income ¹	\$m	203	211	232	788	456	-332	-42.2
Less labour costs	\$m	3 606	4 178	3 761	4 325	4 599	274	6.3
Less depreciation	\$m	401	525	488	644	653	9	1.3
Less other operating expenses	\$m	232	178	173	193	201	8	3.9
Earnings before interest and tax	\$m	1 213	1 742	1 629	1 513	2 255	742	49.0
Less interest expenses	\$m	914	776	602	648	588	-61	-9.4
Operating profit before tax	\$m	299	966	1 026	866	1 668	803	92.8
Balance sheet								
Current assets	\$m	4 073	3 670	3 535	3 872	3 525	-347	-9.0
Non-current assets	\$m	12 675	14 545	12 801	16 391	15 689	-702	-4.3
Total assets	\$m	16 748	18 214	16 336	20 263	19 214	-1 049	-5.2
Current liabilities	\$m	4 147	4 574	4 352	5 622	4 047	-1 575	-28.0
Non-current liabilities	\$m	5 529	7 913	5 738	4 791	6 390	1 599	33.4
Total liabilities	\$m	9 676	12 487	10 090	10 413	10 437	24	0.2
Net worth	\$m	7 072	5 727	6 246	9 850	8 778	-1 072	-10.9
Economic values								
Capital expenditure	\$m	2 269	789	652	2 735	1 335	-1 400	-51.2
Gross operating surplus ²	\$m	1 626	2 170	2 029	1 649	2 578	930	56.4
Industry gross product	\$m	5 233	6 347	5 791	5 974	7 177	1 203	20.1
Business averages								
Average employment	no.	10	11.2	10.2	10.4	9.6	-0.8	-7.6
Average sales	\$'000	617	691	674	603	652	49	8.2
Average income	\$'000	632	704	685	636	672	36	5.6
Average expenses	\$'000	620	666	647	605	615	10	1.6
Average profit	\$'000	12	38	38	31	57	26	83.6
Average assets	\$'000	653	714	609	723	653	-70	-9.7
Average net worth	\$'000	276	225	233	352	298	-53	-15.2
Average gross product	\$'000	204	249	216	213	244	31	14.4
Industry ratios								
Profit margin	%	1.8	5.4	5.6	4.9	8.4	3.6	73.8
Return on assets	%	1.8	5.3	6.3	4.3	8.7	4.4	103.3
Return on net worth	%	4.2	16.9	16.4	8.8	19.0	10.2	116.4
Long-term debt to equity	times	0.8	1.4	0.9	0.5	0.7	0.2	49.7
Current ratio	times	1.0	0.8	0.8	0.7	0.9	0.2	26.5
Interest coverage	times	1.3	2.2	2.7	2.3	3.8	1.5	64.4
Investment rate	%	43.4	12.4	11.3	45.8	18.6	-27.2	-59.4

ANZSIC DIVISION I: TRANSPORT AND STORAGE

OVERVIEW

In 1994-95, this division accounted for 7.2% of business economic activity, in industry gross product terms.

39 COMPARISONS WITH OTHER INDUSTRIES, 1994-95

<i>Item</i>	<i>Unit</i>	<i>Transport and storage</i>	<i>Distribution industries</i>	<i>All industries</i>
BUSINESS AVERAGES				
Average employment	no.	11.8	9.7	8.5
Average income	\$'000	1 679	1 841	1 417
Average expenses	\$'000	1 581	1 763	1 289
Average profit	\$'000	98	76	127
Average assets	\$'000	2 384	1 030	2 786
Average net worth	\$'000	1 002	345	1 157
Average gross product	\$'000	652	347	361
INDUSTRY RATIOS				
Profit margin	%	5.8	4.2	9.0
Return on assets	%	4.1	7.6	4.6
Return on net worth	%	9.7	22.6	11.0
Interest coverage	times	2.8	3.8	2.6
Investment rate	%	27.6	16.0	23.2

A significant proportion of businesses classified to this industry are non-employers and therefore have not been included in these statistics. Based on income tax data available from the ATO, it was estimated that non-employed businesses were responsible for 14% of this industry's gross product in 1993-94.

This division is comprised of the following subdivisions

- 61 Road Transport
- 62 Rail Transport
- 63 Water Transport
- 64 Air and Space Transport
- 65 Other Transport
- 66 Services to Transport
- 67 Storage

In 1994-95, subdivisions 61, 62, 64 and 66 accounted for over 92% of the economic activity of this division, in industry gross product terms. Separate details for these subdivisions are available on request.

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	19	20	22	25	26	1	6.7
Employment	'000	325	294	294	292	311	19	6.7
Income statement								
Sales of goods and services	\$m	33 536	33 816	37 411	39 030	40 900	1 871	4.8
Less cost of sales	\$m	20 903	21 308	24 216	24 949	25 444	496	2.0
Trading profit	\$m	12 633	12 508	13 194	14 081	15 456	1 375	9.8
Plus interest	\$m	517	327	253	255	284	29	11.5
Plus other operating income	\$m	2 899	2 374	2 666	2 791	3 190	399	14.3
Less labour costs	\$m	11 203	10 414	10 438	9 625	11 530	1 905	19.8
Less depreciation	\$m	1 845	1 794	2 355	2 430	2 934	505	20.8
Less other operating expenses	\$m	321	295	358	450	443	-6	-1.4
Earnings before interest and tax	\$m	2 680	2 707	2 962	4 623	4 023	-600	-13.0
Less interest expenses	\$m	2 046	1 545	1 521	1 315	1 444	129	9.8
Operating profit before tax	\$m	634	1 161	1 441	3 308	2 579	-729	-22.0
Balance sheet								
Current assets	\$m	8 981	8 323	9 609	9 818	9 489	-330	-3.4
Non-current assets	\$m	37 769	38 028	42 753	42 554	53 546	10 992	25.8
Total assets	\$m	46 751	46 351	52 362	52 372	63 034	10 662	20.4
Current liabilities	\$m	12 410	10 504	12 570	11 952	11 501	-451	-3.8
Non-current liabilities	\$m	21 656	21 258	20 777	18 781	25 041	6 261	33.3
Total liabilities	\$m	34 066	31 762	33 347	30 733	36 542	5 809	18.9
Net worth	\$m	12 685	14 590	19 015	21 639	26 492	4 853	22.4
Economic values								
Capital expenditure	\$m	4 809	3 549	3 689	3 370	4 764	1 394	41.4
Gross operating surplus	\$m	3 408	4 308	5 340	7 275	5 706	-1 569	-21.6
Industry gross product	\$m	14 611	14 722	15 778	16 900	17 236	336	2.0
Business averages								
Average employment	no.	16.8	14.7	13.5	11.8	11.8	0	0.0
Average sales	'000	1 735	1 688	1 717	1 575	1 547	-28	-1.8
Average income	'000	1 911	1 822	1 851	1 698	1 679	-20	-1.2
Average expenses	'000	1 879	1 764	1 785	1 565	1 581	16	1.0
Average profit	'000	33	58	66	134	98	-36	-26.9
Average assets	'000	2 418	2 313	2 403	2 114	2 384	270	12.8
Average net worth	'000	656	728	873	873	1 002	129	14.7
Average gross product	'000	756	735	724	682	652	-30	-4.4
Industry ratios								
Profit margin	%	1.7	3.2	3.6	7.9	5.8	-2.1	-26.1
Return on assets	%	1.4	2.5	2.8	6.3	4.1	-2.2	-35.2
Return on net worth	%	5.0	8.0	7.6	15.3	9.7	-5.6	-36.3
Long-term debt to equity	times	1.7	1.5	1.1	0.9	0.9	0.1	8.9
Current ratio	times	0.7	0.8	0.8	0.8	0.8	0.0	0.4
Interest coverage	times	1.3	1.8	1.9	3.5	2.8	-0.7	-20.8
Investment rate	%	32.9	24.1	23.4	19.9	27.6	7.7	38.6

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	no.	90	97	105	116	119	3	2.9
Employment	'000	179	167	163	162	163	1	0.7
Income statement								
Sales of goods and services	\$m	17 863	19 445	21 525	23 638	25 270	1 632	6.9
Less cost of sales	\$m	10 528	11 979	14 143	15 446	15 590	144	0.9
Trading profit	\$m	7 335	7 466	7 382	8 192	9 680	1 487	18.2
Plus interest	\$m	354	216	178	182	216	34	18.5
Plus other operating income	\$m	2 509	2 158	2 421	2 445	2 834	389	15.9
Less labour costs	\$m	7 236	7 165	7 077	6 171	7 636	1 465	23.7
Less depreciation	\$m	1 246	1 303	1 705	1 783	2 244	461	25.8
Less other operating expenses	\$m	84	104	128	162	185	23	14.3
Earnings before interest and tax	\$m	1 632	1 267	1 072	2 703	2 665	-39	-1.4
Less interest expenses	\$m	1 374	1 155	1 082	962	1 103	141	14.6
Operating profit before tax	\$m	257	112	-10	1 741	1 562	-179	-10.3
Balance sheet								
Current assets	\$m	4 687	4 650	5 996	6 677	5 652	-1 025	-15.4
Non-current assets	\$m	29 486	31 230	34 639	36 433	45 913	9 480	26.0
Total assets	\$m	34 173	35 880	40 635	43 110	51 565	8 455	19.6
Current liabilities	\$m	6 337	6 188	8 334	8 657	7 468	-1 190	-13.7
Non-current liabilities	\$m	17 120	18 173	16 764	15 759	18 642	2 884	18.3
Total liabilities	\$m	23 457	24 361	25 098	24 416	26 110	1 694	6.9
Net worth	\$m	10 716	11 520	15 537	18 694	25 455	6 761	36.2
Economic values								
Capital expenditure	\$m	3 883	2 511	2 675	2 412	3 869	1 457	60.4
Gross operating surplus	\$m	1 997	2 392	2 779	4 685	3 689	-997	-21.3
Industry gross product	\$m	9 233	9 558	9 856	10 856	11 325	468	4.3
Business averages								
Average employment	no.	1 983.3	1 729.2	1 554.7	1 397.1	1 367.3	-29.8	-2.1
Average sales	\$'000	197 394	201 003	205 114	203 894	211 854	7 959	3.9
Average income	\$'000	229 032	225 539	229 877	226 555	237 422	10 867	4.8
Average expenses	\$'000	226 186	224 380	229 975	211 538	224 327	12 790	6.0
Average profit	\$'000	2 845	1 159	-98	15 017	13 094	-1 923	-12.8
Average assets	\$'000	377 632	370 891	387 212	371 850	432 298	60 448	16.3
Average net worth	\$'000	118 418	119 076	148 051	161 246	213 401	52 155	32.3
Average gross product	\$'000	102 035	98 796	93 917	93 644	94 943	1 299	1.4
Industry ratios								
Profit margin	%	1.2	0.5	0.0	6.6	5.5	-1.1	-16.8
Return on assets	%	0.8	0.3	0.0	4.0	3.0	-1.0	-25.0
Return on net worth	%	2.4	1.0	-0.1	9.3	6.1	-3.2	-34.1
Long-term debt to equity	times	1.6	1.6	1.1	0.8	0.7	-0.1	-13.1
Current ratio	times	0.7	0.8	0.7	0.8	0.8	0.0	-1.9
Interest coverage	times	1.2	1.1	1.0	2.8	2.4	-0.4	-14.0
Investment rate	%	42.1	26.3	27.1	22.2	34.2	11.9	53.8

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	19	20	22	25	26	1	6.7
Employment	'000	145	127	130	130	148	18	14.1
Income statement								
Sales of goods and services	\$m	15 673	14 371	15 885	15 392	15 630	239	1.6
Less cost of sales	\$m	10 375	9 329	10 073	9 503	9 854	351	3.7
Trading profit	\$m	5 298	5 042	5 812	5 889	5 776	-113	-1.9
Plus interest	\$m	162	112	75	73	69	-4	-6.1
Plus other operating income	\$m	390	216	246	346	356	10	2.9
Less labour costs	\$m	3 966	3 249	3 361	3 454	3 894	440	12.7
Less depreciation	\$m	599	491	651	646	691	44	6.8
Less other operating expenses	\$m	237	191	231	288	258	-29	-10.2
Earnings before interest and tax	\$m	1 049	1 439	1 891	1 920	1 358	-562	-29.3
Less interest expenses	\$m	672	390	439	352	341	-11	-3.2
Operating profit before tax	\$m	377	1 049	1 452	1 567	1 017	-550	-35.1
Balance sheet								
Current assets	\$m	4 294	3 673	3 613	3 141	3 837	695	22.1
Non-current assets	\$m	8 284	6 798	8 114	6 121	7 633	1 512	24.7
Total assets	\$m	12 578	10 471	11 727	9 262	11 470	2 207	23.8
Current liabilities	\$m	6 073	4 316	4 235	3 295	4 033	738	22.4
Non-current liabilities	\$m	4 536	3 085	4 013	3 022	6 399	3 377	111.8
Total liabilities	\$m	10 609	7 401	8 248	6 317	10 432	4 115	65.2
Net worth*	\$m	1 969	3 070	3 478	2 946	1 038	-1 908	-64.8
Economic values								
Capital expenditure	\$m	925	1 038	1 014	958	895	-63	-6.5
Gross operating surplus ¹	\$m	1 411	1 915	2 561	2 590	2 018	-572	-22.1
Industry gross product	\$m	5 377	5 164	5 922	6 043	5 911	-132	-2.2
Business averages								
Average employment	no.	7.6	6.4	6	5.3	5.6	0.4	6.9
Average sales	\$'000	815	721	732	624	594	-30	-4.8
Average income	\$'000	843	737	747	641	610	-31	-4.9
Average expenses	\$'000	824	684	680	578	571	-6	-1.1
Average profit	\$'000	20	53	67	64	39	-25	-39.2
Average assets	\$'000	654	525	541	376	436	60	16
Average net worth	\$'000	102	154	160	119	39	-80	-67.0
Average gross product	\$'000	279	259	273	245	225	-20	-8.3
Industry ratios								
Profit margin	%	2.3	7.1	9.0	9.9	6.3	-3.6	-36.1
Return on assets	%	3.0	10.0	12.4	16.9	8.9	-8.1	-47.6
Return on net worth	%	19.1	34.2	41.7	53.2	98.0	44.8	84.2
Long-term debt to equity	times	2.3	1.0	1.2	1.0	6.2	5.1	501.1
Current ratio	times	0.7	0.9	0.9	1.0	1.0	0.0	-0.2
Interest coverage	times	1.6	3.7	4.3	5.4	4.0	-1.5	-26.9
Investment rate	%	17.2	20.1	17.1	15.8	15.1	-0.7	-4.5

ANZSIC DIVISION J: COMMUNICATION SERVICES

OVERVIEW

In 1994-95, this division accounted for 5.2% of business economic activity, in industry gross product terms.

43 COMPARISONS WITH OTHER INDUSTRIES, 1994-95

<i>Item</i>	<i>Unit</i>	<i>Communication services</i>	<i>Other service industries</i>	<i>All industries</i>
BUSINESS AVERAGES				
Average employment	no.	79.1	7.9	8.5
Average income	\$'000	12 640	650	1 417
Average expenses	\$'000	10 850	569	1 289
Average profit	\$'000	1 790	83	127
Average assets	\$'000	20 119	1 125	2 786
Average net worth	\$'000	9 084	477	1 157
Average gross product	\$'000	7 930	284	361
INDUSTRY RATIOS				
Profit margin	%	14.2	12.4	9.0
Return on assets	%	8.9	7.2	4.6
Return on net worth	%	19.7	17.0	11.0
Interest coverage	times	5.6	3.9	2.6
Investment rate	%	35.0	20.2	23.2

This division is comprised of a single subdivision:

71 Communication Services

N.B. In this industry, counts of operating businesses at the All sizes and Small and medium size level, are rounded to the nearest hundred rather than the nearest thousand.

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	no.	300	300	700	1 200	1 600	400	32.9
Employment	'000	127	124	114	116	124	8	7.1
Income statement								
Sales of goods and services	\$m	13 612	15 157	15 589	17 189	19 373	2 184	12.7
Less cost of sales	\$m	4 270	4 743	5 610	6 223	7 275	1 051	16.9
Trading profit	\$m	9 342	10 415	9 979	10 965	12 098	1 133	10.3
Plus interest	\$m	318	212	112	97	148	51	52.5
Plus other operating income	\$m	-20	85	371	167	245	78	47.0
Less labour costs	\$m	4 221	5 048	5 146	5 486	6 355	869	15.8
Less depreciation	\$m	1 891	2 190	2 182	2 338	2 538	200	8.5
Less other operating expenses	\$m	83	42	75	171	195	25	14.5
Earnings before interest and tax	\$m	3 446	3 432	3 059	3 235	3 403	168	5.2
Less interest expenses	\$m	1 313	1 261	917	761	605	-157	-20.6
Operating profit before tax	\$m	2 133	2 171	2 142	2 473	2 799	325	13.2
Balance sheet								
Current assets	\$m	4 503	4 869	5 998	5 389	7 853	2 464	45.7
Non-current assets	\$m	22 406	21 321	21 915	21 140	23 609	2 468	11.7
Total assets	\$m	26 909	26 189	27 913	26 529	31 461	4 932	18.6
Current liabilities	\$m	5 642	5 555	7 156	5 801	9 891	4 091	70.5
Non-current liabilities	\$m	9 274	9 876	7 548	7 544	7 365	-179	-2.4
Total liabilities	\$m	14 915	15 431	14 704	13 344	17 256	3 912	29.3
Net worth	\$m	11 994	10 758	13 209	13 185	14 205	1 020	7.7
Economic values								
Capital expenditure	\$m	3 315	4 161	3 821	3 296	2 332	-964	-29.2
Gross operating surplus	\$m	5 440	5 570	5 120	5 669	6 045	376	6.6
Industry gross product	\$m	9 661	10 618	10 266	11 155	12 400	1 245	11.2
Business averages								
Average employment	no.	485.6	401.1	163.9	98.2	79.1	-19.0	-19.4
Average sales	\$'000	52 026	49 103	22 390	14 607	12 388	-2 218	-15.2
Average income	\$'000	53 166	50 066	23 083	14 831	12 640	-2 191	-14.8
Average expenses	\$'000	45 014	43 034	20 007	12 729	10 850	-1 879	-14.8
Average profit	\$'000	8 152	7 033	3 077	2 102	1 790	-312	-14.9
Average assets	\$'000	102 848	84 842	40 091	22 544	20 119	-2 425	-10.8
Average net worth	\$'000	45 841	34 852	18 972	11 204	9 084	-2 120	-18.9
Average gross product	\$'000	36 924	34 397	14 745	9 479	7 930	-1 549	-16.3
Industry ratios								
Profit margin	%	15.3	14	13.3	14.2	14.2	0	-0.1
Return on assets	%	7.9	8.3	7.7	9.3	8.9	-0.4	-4.6
Return on net worth	%	17.8	20.2	16.2	18.8	19.7	0.9	5.0
Long-term debt to equity	times	0.8	0.9	0.6	0.6	0.5	-0.1	-9.4
Current ratio	times	0.8	0.9	0.8	0.9	0.8	-0.1	-14.5
Interest coverage	times	2.6	2.7	3.3	4.2	5.6	1.4	32.5
Investment rate	%	34.3	39.2	37.2	29.5	18.8	-10.7	-36.4

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	no.	5	5	4	6	7	1	18.0
Employment	'000	126	122	110	108	117	9	8.5
Income statement								
Sales of goods and services	\$m	13 483	14 701	15 129	16 399	18 428	2 029	12.4
Less cost of sales	\$m	4 183	4 397	5 316	5 834	6 723	889	15.2
Trading profit	\$m	9 300	10 304	9 813	10 565	11 705	1 140	10.8
Plus interest	\$m	316	185	111	97	147	51	52.3
Plus other operating income	\$m	-23	81	369	163	245	81	49.8
Less labour costs	\$m	4 170	4 965	5 031	5 178	6 177	999	19.3
Less depreciation	\$m	1 877	2 148	2 173	2 307	2 496	189	8.2
Less other operating expenses	\$m	82	39	72	165	186	22	13.1
Earnings before interest and tax	\$m	3 464	3 418	3 017	3 176	3 238	62	2.0
Less interest expenses	\$m	1 310	1 208	913	754	589	-165	-21.9
Operating profit before tax	\$m	2 154	2 210	2 104	2 422	2 649	227	9.4
Balance sheet								
Current assets	\$m	4 463	4 831	5 918	5 298	7 667	2 370	44.7
Non-current assets	\$m	22 387	21 269	21 836	21 012	23 307	2 295	10.9
Total assets	\$m	26 850	26 100	27 754	26 309	30 974	4 665	17.7
Current liabilities	\$m	5 616	5 516	7 085	5 694	9 673	3 979	69.9
Non-current liabilities	\$m	9 265	9 862	7 517	7 453	7 245	-208	-2.8
Total liabilities	\$m	14 880	15 378	14 602	13 147	16 918	3 771	28.7
Net worth	\$m	11 970	10 722	13 152	13 162	14 055	893	6.8
Economic values								
Capital expenditure	\$m	3 312	4 137	3 820	3 253	2 248	-1 005	-30.9
Gross operating surplus	\$m	5 449	5 542	5 067	5 576	5 830	254	4.6
Industry gross product	\$m	9 619	10 507	10 098	10 754	12 007	1 253	11.7
Business averages								
Average employment	no.	25 896.9	26 714.1	26 312.8	17 322.9	15 938.8	-1 384.1	-8.0
Average sales	\$'000	2 777 750	3 217 391	3 612 000	2 626 370	2 501 703	-124 667	-4.7
Average income	\$'000	2 838 064	3 275 590	3 726 772	2 668 012	2 554 911	-113 101	-4.2
Average expenses	\$'000	2 394 266	2 791 876	3 224 460	2 280 207	2 195 299	-84 908	-3.7
Average profit	\$'000	443 798	483 715	502 312	387 805	359 612	-28 193	-7.3
Average assets	\$'000	5 531 442	5 711 962	6 626 159	4 213 394	4 204 828	-8 566	-0.2
Average net worth	\$'000	2 465 872	2 346 520	3 140 035	2 107 906	1 908 093	-199 813	-9.5
Average gross product	\$'000	1 981 541	2 299 362	2 410 922	1 722 200	1 629 990	-92 210	-5.4
Industry ratios								
Profit margin	%	15.6	14.8	13.5	14.5	14.1	-0.5	-3.2
Return on assets	%	8.0	8.5	7.6	9.2	8.6	-0.7	-7.1
Return on net worth	%	18.0	20.6	16.0	18.4	18.8	0.4	2.4
Long-term debt to equity	times	0.8	0.9	0.6	0.6	0.5	-0.1	-9.0
Current ratio	times	0.8	0.9	0.8	0.9	0.8	-0.1	-14.8
Interest coverage	times	2.6	2.8	3.3	4.2	5.5	1.3	30.6
Investment rate	%	34.4	39.4	37.8	30.3	18.7	-11.5	-38.1

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	no.	300	300	700	1200	1600	400	33.0
Employment	'000	1	2	4	7	6	-1	-14.0
Income statement								
Sales of goods and services	\$m	129	456	460	789	944	155	19.6
Less cost of sales	\$m	87	345	294	389	551	162	41.6
Trading profit[†]	\$m	42	111	166	400	393	-7	-1.8
Plus interest [†]	\$m	2	28	0	0	1	1	113.7
Plus other operating income [†]	\$m	3	4	2	3	0	-3	-93.8
Less labour costs	\$m	51	83	115	308	178	-130	-42.2
Less depreciation [†]	\$m	14	42	9	31	42	11	34.9
Less other operating expenses [†]	\$m	1	3	3	6	9	3	51.8
Earnings before interest and tax[†]	\$m	-18	14	42	59	165	106	180.5
Less interest expenses	\$m	3	54	4	7	15	8	122.2
Operating profit before tax[†]	\$m	-21	-39	38	52	150	98	188.2
Balance sheet								
Current assets	\$m	40	37	80	92	186	94	102.9
Non-current assets [†]	\$m	19	52	79	129	302	173	134.9
Total assets	\$m	59	89	159	220	488	268	121.6
Current liabilities [†]	\$m	26	39	72	107	218	111	104.1
Non-current liabilities [†]	\$m	9	14	30	90	120	29	32.6
Total liabilities [†]	\$m	35	53	102	197	338	141	71.4
Net worth	\$m	24	36	57	23	150	127	555.7
Economic values								
Capital expenditure [†]	\$m	3	24	0	43	84	42	97.5
Gross operating surplus [†]	\$m	-8	28	53	93	215	122	131.2
Industry gross product[†]	\$m	42	111	168	401	393	-8	-1.9
Business averages								
Average employment	no.	5.3	5.7	5.6	6.3	4.1	-2.2	-35.3
Average sales	\$'000	501	1 499	665	674	607	-68	-10.0
Average income	\$'000	523	1 602	667	678	607	-70	-10.3
Average expenses	\$'000	606	1 732	612	633	511	-122	-19.2
Average profit	\$'000	-83	-130	55	44	96	52	116.8
Average assets	\$'000	231	293	230	188	313	125	66.6
Average net worth	\$'000	95	118	82	19	96	77	393.2
Average gross product	\$'000	165	365	242	342	253	-90	-26.3
Industry ratios								
Profit margin	%	-15.9	-8.1	8.2	6.6	15.8	9.3	141.8
Return on assets	%	-36.0	-44.3	24.0	23.6	30.7	7.1	30.1
Return on net worth	%	-87.5	-109.7	66.8	227.7	100.1	-127.6	-56.0
Long-term debt to equity	times	0.4	0.4	0.5	4.0	0.8	-3.2	-79.8
Current ratio	times	1.5	0.9	1.1	0.9	0.9	0.0	-0.6
Interest coverage	times	-5.2	0.3	11.5	8.5	10.8	2.2	26.2
Investment rate	%	7.0	21.9	0.3	10.6	21.4	10.8	101.4

ANZSIC DIVISION K: FINANCE AND INSURANCE

OVERVIEW

In 1994-95, this division accounted for 23.7% of the total operating profit before tax and 41.1% of the total net worth of all public trading and private employing businesses.

47 COMPARISON WITH OTHER INDUSTRIES, 1994-95

<i>Item</i>	<i>Unit</i>	<i>Finance and insurance</i>	<i>All industries</i>
BUSINESS AVERAGES			
Average employment	no.	13.9	8.5
Average income	\$'000	4 249	1 417
Average expenses	\$'000	3 271	1 289
Average profit	\$'000	978	127
Average assets	\$'000	44 691	2 786
Average net worth	\$'000	15 388	1 157
Average gross product	\$'000	..	361
INDUSTRY RATIOS			
Profit margin	%	23.0	9.0
Return on assets	%	2.2	4.6
Return on net worth	%	6.4	11.0
Interest coverage	times	1.7	2.6
Investment rate	%	..	23.2

Industry gross product is not an appropriate measure for gross product of finance and insurance activities because it does not take account of implicit charges for these services included in interest and premiums. Estimates for gross domestic product included in the Australian National Accounts include imputed values for these services. See Appendix 1 on page 81 for further details.

This division is comprised of the following subdivisions:

- 73 Finance
- 74 Insurance
- 75 Services to Finance and Insurance

Separate details for these subdivisions are available on request.

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	20	20	20	20	20	—	—
Employment	'000	330	314	297	296	284	-11	-3.9
Income statement								
Sales of goods and services	\$m	17 509	16 819	16 528	17 383	21 080	3 697	21.3
Less cost of sales	\$m	21 489	20 376	18 425	18 264	21 594	3 329	18.2
Trading profit	\$m	-3 981	-3 557	-1 897	-881	-514	367	-41.7
Plus interest	\$m	69 536	58 786	49 065	44 797	53 014	8 216	18.3
Plus other operating income	\$m	17 609	16 597	16 468	17 107	12 810	-4 297	-25.1
Less labour costs	\$m	10 141	10 643	10 614	11 486	11 818	333	2.9
Less depreciation	\$m	1 551	1 479	1 432	1 418	1 823	405	28.5
Less other operating expenses	\$m	4 088	4 886	2 723	1 874	903	-970	-51.8
Earnings before interest and tax	\$m	67 384	54 817	48 867	46 246	50 765	4 520	9.8
Less interest expenses	\$m	48 071	38 128	28 196	24 051	30 762	6 711	27.9
Operating profit before tax	\$m	19 313	16 689	20 671	22 194	20 003	-2 191	-9.9
Balance sheet								
Current assets	\$m	..	..	..	..	..	..	..
Non-current assets	\$m	..	..	..	..	..	..	..
Total assets	\$m	785 349	807 998	845 588	838 633	913 998	75 365	9.0
Current liabilities	\$m	..	..	..	..	..	..	..
Non-current liabilities	\$m	..	..	..	..	..	..	..
Total liabilities	\$m	602 360	605 792	627 417	626 909	599 287	-27 622	-4.4
Net worth	\$m	182 989	202 206	218 171	211 724	314 711	102 986	48.6
Economic values								
Capital expenditure	\$m	2 954	2 670	3 619	2 905	4 897	1 992	68.6
Gross operating surplus	\$m	-14 018	-14 146	-12 482	-12 318	-12 284	33	-0.3
Industry gross product¹	\$m	-3 876	-3 503	-1 868	-832	-466	366	-44.0
Business averages								
Average employment	no.	16.5	15.6	14.7	14.4	13.9	-0.5	-3.7
Average sales	\$'000	879	835	819	848	1 031	183	21.5
Average income	\$'000	5 253	4 577	4 068	3 868	4 249	381	9.9
Average expenses	\$'000	4 284	3 749	3 043	2 785	3 271	486	17.4
Average profit	\$'000	969	828	1 025	1 083	978	-105	-9.7
Average assets	\$'000	39 424	40 110	41 920	40 912	44 691	3 778	9.2
Average net worth	\$'000	9 186	10 038	10 816	10 329	15 388	5 059	49.0
Average gross product	\$'000	..	..	..	..	..	..	..
Industry ratios								
Profit margin	%	18.5	18.1	25.2	28.0	23.0	-5.0	-17.8
Return on assets	%	2.5	2.1	2.4	2.6	2.2	-0.5	-17.3
Return on net worth	%	10.6	8.3	9.5	10.5	6.4	-4.1	-39.4
Long-term debt to equity	times	..	..	..	..	..	..	..
Current ratio	times	..	..	..	..	..	..	..
Interest coverage	times	1.4	1.4	1.7	1.9	1.7	-0.3	-14.2
Investment rate	%	..	..	..	..	..	..	..

¹ Reasons for negative industry gross product are given on page 81.

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	no.	356	341	326	316	319	3	1.0
Employment	'000	260	239	221	217	222	5	2.3
Income statement								
Sales of goods and services	\$m	10 274	10 283	10 167	11 161	12 739	1 578	14.1
Less cost of sales	\$m	15 515	15 617	13 999	13 809	14 579	770	5.6
Trading profit	\$m	-5 241	-5 334	-3 833	-2 648	-1 841	808	-30.5
Plus interest	\$m	65 520	56 103	46 839	42 634	50 093	7 459	17.5
Plus other operating income	\$m	16 305	15 317	15 141	14 813	10 746	-4 067	-27.5
Less labour costs	\$m	8 219	8 643	8 199	9 131	9 460	329	3.6
Less depreciation	\$m	1 319	1 283	1 231	1 199	1 565	366	30.5
Less other operating expenses	\$m	3 543	4 733	2 490	1 629	618	-1 011	-62.0
Earnings before interest and tax	\$m	63 503	51 426	46 228	42 839	47 355	4 516	10.5
Less interest expenses	\$m	45 725	36 315	26 921	22 988	28 986	5 997	26.1
Operating profit before tax	\$m	17 778	15 111	19 307	19 851	18 369	-1 482	-7.5
Balance sheet								
Current assets	\$m	..	..	..	..	..	..	..
Non-current assets	\$m	..	..	..	..	..	..	..
Total assets	\$m	747 934	768 418	803 579	802 672	867 029	64 358	8.0
Current liabilities	\$m	..	..	..	..	..	..	..
Non-current liabilities	\$m	..	..	..	..	..	..	..
Total liabilities	\$m	574 445	583 478	604 590	601 882	568 639	-33 244	-5.5
Net worth	\$m	173 489	184 940	198 989	200 789	298 391	97 602	48.6
Economic values								
Capital expenditure	\$m	2 208	2 111	2 552	2 533	4 517	1 984	78.3
Gross operating surplus	\$m	-13 406	-13 932	-12 010	-11 745	-11 271	474	-4.0
Industry gross product¹	\$m	-5 188	-5 289	-3 812	-2 613	-1 811	802	-30.7
Business averages								
Average employment	no.	730.0	702.3	677.2	687.0	696.0	9	1.3
Average sales	'000	28 835	30 186	31 160	35 348	39 944	4 596	13.0
Average income	'000	258 490	239 833	221 119	217 289	230 710	13 421	6.2
Average expenses	'000	208 594	195 474	161 947	154 418	173 111	18 692	12.1
Average profit	'000	49 896	44 359	59 172	62 870	57 599	-5 271	-8.4
Average assets	'000	2 099 182	2 255 645	2 462 863	2 542 153	2 718 660	176 506	6.9
Average net worth	'000	486 920	542 881	609 873	635 923	935 635	299 712	47.1
Average gross product	'000	..	..	..	..	..	..	..
Industry ratios								
Profit margin	%	19.3	18.5	26.8	28.9	25.0	-4.0	-13.7
Return on assets	%	2.4	2.0	2.4	2.5	2.1	-0.4	-14.3
Return on net worth	%	10.2	8.2	9.7	9.9	6.2	-3.7	-37.7
Long-term debt to equity	times	..	..	..	..	..	..	..
Current ratio	times	..	..	..	..	..	..	..
Interest coverage	times	1.4	1.4	1.7	1.9	1.6	-0.2	-12.3
Investment rate	%	..	..	..	..	..	..	..

¹ Reasons for negative industry gross product are given on page 81.

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	20	20	20	20	20	—	—
Employment	'000	69	75	76	79	62	-17	-21.0
Income statement								
Sales of goods and services	\$m	7 235	6 536	6 361	6 222	8 341	2 119	34.1
Less cost of sales	\$m	5 974	4 759	4 426	4 455	7 014	2 559	57.4
Trading profit*	\$m	1 261	1 777	1 936	1 767	1 327	-440	-24.9
Plus interest	\$m	4 016	2 683	2 226	2 164	2 921	757	35.0
Plus other operating income	\$m	1 303	1 280	1 327	2 294	2 064	-230	-10.0
Less labour costs	\$m	1 923	2 000	2 415	2 354	2 358	4	0.2
Less depreciation	\$m	231	196	202	219	258	39	17.7
Less other operating expenses	\$m	545	153	233	245	285	40	16.4
Earnings before interest and tax	\$m	3 881	3 391	2 639	3 406	3 410	4	0.1
Less interest expenses	\$m	2 346	1 813	1 275	1 063	1 777	714	67.1
Operating profit before tax	\$m	1 535	1 578	1 364	2 343	1 634	-710	-30.3
Balance sheet								
Current assets	\$m	..	..	..	..	..	..	..
Non-current assets*	\$m	..	..	..	..	..	..	..
Total assets	\$m	37 415	39 580	42 009	35 962	46 968	11 007	30.6
Current liabilities	\$m	..	..	..	..	..	..	..
Non-current liabilities	\$m	..	..	..	..	..	..	..
Total liabilities	\$m	27 915	22 313	22 826	25 027	30 649	5 622	22.5
Net worth	\$m	9 500	17 266	19 182	10 935	16 320	5 385	49.2
Economic values								
Capital expenditure	\$m	745	558	1 068	372	380	8	2.3
Gross operating surplus*	\$m	-611	-214	-471	-573	-1 014	-440	76.8
Industry gross product*	\$m	1 311	1 786	1 944	1 781	1 345	-436	-24.5
Business averages								
Average employment	no.	3.5	3.8	3.8	3.9	3.1	-0.8	-20.8
Average sales	\$'000	370	330	321	308	414	106	34.4
Average income	\$'000	642	530	500	529	662	133	25.1
Average expenses	\$'000	563	451	431	413	581	168	40.6
Average profit	\$'000	78	80	69	116	81	-35	-30.1
Average assets	\$'000	1 912	1 999	2 117	1 782	2 333	551	30.9
Average net worth	\$'000	486	872	967	542	811	269	49.6
Average gross product	\$'000	67	90	98	88	67	-21	-24.3
Industry ratios								
Profit margin	%	12.2	15.0	13.8	21.9	12.3	-9.7	-44.1
Return on assets	%	4.1	4.0	3.2	6.5	3.5	-3.0	-46.6
Return on net worth	%	16.2	9.1	7.1	21.4	10.0	-11.4	-53.3
Long-term debt to equity	times	..	..	..	..	..	..	..
Current ratio	times	..	..	..	..	..	..	..
Interest coverage	times	1.7	1.9	2.1	3.2	1.9	-1.3	-40.1
Investment rate	%	56.8	31.3	54.9	20.9	28.3	7.4	35.5

ANZSIC DIVISION L: PROPERTY AND BUSINESS SERVICES

OVERVIEW

In 1994-95, this division accounted for 9.9% of business economic activity, in industry gross product terms.

51 COMPARISON WITH OTHER INDUSTRIES, 1994-95

<i>Item</i>	<i>Unit</i>	<i>Property and business services</i>	<i>Other service industries</i>	<i>All industries</i>
BUSINESS AVERAGES				
Average employment	no.	5.8	7.9	8.5
Average income	\$'000	523	650	1 417
Average expenses	\$'000	451	569	1 289
Average profit	\$'000	73	83	127
Average assets	\$'000	1 315	1 125	2 786
Average net worth	\$'000	510	477	1 157
Average gross product	\$'000	220	284	361
INDUSTRY RATIOS				
Profit margin	%	13.9	12.4	9.0
Return on assets	%	5.5	7.2	4.6
Return on net worth	%	14.2	17.0	11.0
Interest coverage	times	2.9	3.9	2.6
Investment rate	%	21.9	20.2	23.2

A significant proportion of businesses classified to this industry are non-employers and therefore have not been included in these statistics. Based on income tax data available from the ATO, it was estimated that non-employing businesses were responsible for 9% of this industry's gross product in 1993-94.

This division is comprised of the following subdivisions:

- 77 Property Services
- 78 Business Services

Separate details for these subdivisions are available on request.

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	83	86	96	102	107	5	5.0
Employment	'000	506	567	556	552	618	67	12.1
Income statement								
Sales of goods and services	\$m	50 043	47 216	42 108	39 033	47 285	8 251	21.1
Less cost of sales	\$m	32 497	28 615	23 216	19 525	24 572	5 047	25.8
Trading profit	\$m	17 546	18 601	18 891	19 508	22 713	3 204	16.4
Plus interest	\$m	4 539	3 792	3 451	2 748	2 622	-126	-4.6
Plus other operating income	\$m	4 813	3 525	4 283	2 974	6 155	3 181	107.0
Less labour costs	\$m	13 907	14 833	15 138	13 632	16 768	3 136	23.0
Less depreciation	\$m	1 403	1 268	1 377	1 304	1 892	588	45.1
Less other operating expenses	\$m	737	616	885	713	970	257	36.0
Earnings before interest and tax	\$m	10 851	9 201	9 225	9 582	11 861	2 279	23.8
Less interest expenses	\$m	8 194	7 095	5 700	3 841	4 084	243	6.3
Operating profit before tax	\$m	2 658	2 106	3 525	5 741	7 777	2 035	35.5
Balance sheet								
Current assets	\$m	47 750	45 147	41 474	40 311	47 640	7 328	18.2
Non-current assets	\$m	90 097	81 550	84 409	72 627	93 218	20 591	28.4
Total assets	\$m	137 847	126 697	125 883	112 939	140 909	27 970	24.8
Current liabilities	\$m	48 743	45 032	39 690	36 296	45 611	9 315	25.7
Non-current liabilities	\$m	36 343	35 271	38 216	29 402	40 603	11 201	38.1
Total liabilities	\$m	85 086	80 303	77 905	65 698	86 257	20 559	31.3
Net worth	\$m	52 761	46 394	47 978	47 241	54 652	7 411	15.7
Economic values								
Capital expenditure	\$m	6 869	2 583	2 543	2 483	5 170	2 687	108.2
Gross operating surplus	\$m	4 408	4 220	4 058	6 104	6 851	746	12.2
Industry gross product	\$m	18 315	19 053	19 196	19 737	23 619	3 882	19.7
Business averages								
Average employment	no.	6.1	6.6	5.8	5.4	5.8	0.4	6.7
Average sales	\$'000	601	548	439	383	441	59	15.3
Average income	\$'000	713	633	520	439	523	84	19.2
Average expenses	\$'000	681	609	483	382	451	68	17.8
Average profit	\$'000	32	24	37	56	73	16	28.9
Average assets	\$'000	1 655	1 471	1 313	1 107	1 315	208	18.8
Average net worth	\$'000	633	539	500	463	510	47	10.1
Average gross product	\$'000	220	221	200	193	220	27	13.9
Industry ratios								
Profit margin	%	4.5	3.9	7.1	12.8	13.9	1.0	8.1
Return on assets	%	1.9	1.7	2.8	5.1	5.5	0.4	8.6
Return on net worth	%	5.0	4.5	7.3	12.2	14.2	2.1	17.1
Long-term debt to equity	times	0.7	0.8	0.8	0.6	0.7	0.1	19.4
Current ratio	times	1.0	1.0	1.0	1.1	1.0	-0.1	-6.0
Interest coverage	times	1.3	1.3	1.6	2.5	2.9	0.4	16.4
Investment rate	%	37.5	13.6	13.2	12.6	21.9	9.3	74.0

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	no.	218	220	218	240	250	10	3.8
Employment	'000	109	117	120	118	152	34	28.8
Income statement								
Sales of goods and services	\$m	12 397	10 501	9 887	10 210	13 552	3 342	32.7
Less cost of sales	\$m	8 814	6 398	5 880	5 122	7 839	2 717	53.1
Trading profit	\$m	3 583	4 104	4 007	5 088	5 713	625	12.3
Plus interest	\$m	3 464	3 183	3 003	2 403	2 236	-168	-7.0
Plus other operating income	\$m	3 396	2 764	2 514	2 288	5 136	2 847	124.5
Less labour costs	\$m	3 571	3 673	3 828	4 107	5 305	1 198	29.2
Less depreciation	\$m	598	534	512	577	823	247	42.8
Less other operating expenses	\$m	276	153	267	334	529	195	58.4
Earnings before interest and tax	\$m	5 998	5 692	4 916	4 762	6 426	1 665	35.0
Less interest expenses	\$m	5 538	4 886	3 850	3 159	3 134	-25	-0.8
Operating profit before tax	\$m	461	806	1 067	1 602	3 292	1 690	105.5
Balance sheet								
Current assets	\$m	27 197	26 677	26 805	28 078	35 077	6 998	24.9
Non-current assets	\$m	64 072	58 204	59 477	53 985	72 953	18 968	35.1
Total assets	\$m	91 269	84 881	86 282	82 063	108 029	25 966	31.6
Current liabilities	\$m	28 277	27 609	23 580	24 993	33 267	8 274	33.1
Non-current liabilities	\$m	22 052	21 911	24 875	22 556	30 802	8 246	36.6
Total liabilities	\$m	50 329	49 520	48 455	47 550	64 069	16 520	34.7
Net worth	\$m	40 940	35 361	37 827	34 514	43 960	9 446	27.4
Economic values								
Capital expenditure	\$m	1 916	1 160	1 572	1 655	2 205	550	33.2
Gross operating surplus	\$m	388	741	295	1 120	1 216	96	8.6
Industry gross product	\$m	3 959	4 414	4 123	5 227	6 521	1 294	24.8
Business averages								
Average employment	no.	497.2	534.3	553	491.2	609.5	118.2	24.1
Average sales	\$'000	56 786	47 813	45 454	42 462	54 309	11 847	27.9
Average income	\$'000	88 207	74 892	70 817	61 974	83 848	21 874	35.3
Average expenses	\$'000	86 097	71 221	65 913	55 310	70 654	15 344	27.7
Average profit	\$'000	2 110	3 671	4 904	6 664	13 194	6 530	98.0
Average assets	\$'000	418 063	386 469	396 659	341 293	432 916	91 623	26.8
Average net worth	\$'000	187 529	161 001	173 899	143 540	176 166	32 626	22.7
Average gross product	\$'000	18 134	20 098	18 955	21 737	26 131	4 394	20.2
Industry ratios								
Profit margin	%	2.4	4.9	6.9	10.8	15.7	5.0	46.3
Return on assets	%	0.5	0.9	1.2	2.0	3.0	1.1	56.1
Return on net worth	%	1.1	2.3	2.8	4.6	7.5	2.8	61.3
Long-term debt to equity	times	0.5	0.6	0.7	0.7	0.7	0.0	7.2
Current ratio	times	1.0	1.0	1.1	1.1	1.1	-0.1	-6.1
Interest coverage	times	1.1	1.2	1.3	1.5	2.1	0.5	36.1
Investment rate	%	48.4	26.3	38.1	31.7	33.8	2.2	6.8

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	83	86	96	102	107	5	5.0
Employment	'000	398	450	436	433	466	33	7.5
Income statement								
Sales of goods and services	\$m	37 646	36 714	32 221	28 823	33 732	4 909	17.0
Less cost of sales	\$m	23 683	22 218	17 336	14 403	16 732	2 330	16.2
Trading profit	\$m	13 963	14 497	14 885	14 421	17 000	2 579	17.9
Plus interest	\$m	1 075	609	448	345	387	42	12.1
Plus other operating income	\$m	1 418	761	1 768	686	1 020	334	48.7
Less labour costs	\$m	10 336	11 161	11 310	9 525	11 463	1 938	20.3
Less depreciation	\$m	805	734	865	727	1 069	341	47.0
Less other operating expenses	\$m	462	463	618	379	440	62	16.3
Earnings before interest and tax	\$m	4 863	3 509	4 308	4 820	5 434	614	12.7
Less interest expenses	\$m	2 656	2 209	1 850	681	950	269	39.4
Operating profit before tax	\$m	2 197	1 300	2 458	4 139	4 484	345	8.3
Balance sheet								
Current assets	\$m	20 553	18 470	14 670	12 233	12 563	330	2.7
Non-current assets	\$m	26 025	23 346	24 932	18 642	20 266	1 623	8.7
Total assets	\$m	46 578	41 816	39 602	30 875	32 880	2 004	6.5
Current liabilities	\$m	20 466	17 423	16 110	11 303	12 344	1 041	9.2
Non-current liabilities	\$m	14 291	13 360	13 341	6 846	9 801	2 956	43.2
Total liabilities	\$m	34 757	30 783	29 451	18 148	22 188	4 040	22.3
Net worth	\$m	11 821	11 033	10 151	12 727	10 691	-2 036	-16.0
Economic values								
Capital expenditure	\$m	4 953	1 423	971	828	2 965	2 137	258.1
Gross operating surplus	\$m	4 020	3 478	3 763	4 985	5 635	650	13.0
Industry gross product	\$m	14 356	14 639	15 073	14 510	17 098	2 588	17.8
Business averages								
Average employment	no.	4.8	5.2	4.6	4.3	4.4	0.1	2.4
Average sales	\$'000	453	427	337	283	316	32	11.4
Average income	\$'000	483	443	360	293	329	35	12.0
Average expenses	\$'000	457	428	334	253	287	34	13.5
Average profit	\$'000	26	15	26	41	42	1	3.1
Average assets	\$'000	561	487	414	303	308	4	1.4
Average net worth	\$'000	142	128	106	125	100	-25	-20.0
Average gross product	\$'000	173	170	158	143	160	17	12.2
Industry ratios								
Profit margin	%	5.5	3.4	7.1	13.9	12.8	-1.1	-8.0
Return on assets	%	4.7	3.1	6.2	13.4	13.6	0.2	1.7
Return on net worth	%	18.6	11.8	24.2	32.5	41.9	9.4	29.0
Long-term debt to equity	times	1.2	1.2	1.3	0.5	0.9	0.4	70.4
Current ratio	times	1.0	1.1	0.9	1.1	1.0	-0.1	-6.0
Interest coverage	times	1.8	1.6	2.3	7.1	5.7	-1.4	-19.1
Investment rate	%	34.5	9.7	6.4	5.7	17.3	11.6	203.9

ANZSIC DIVISIONS N AND O: PRIVATE COMMUNITY SERVICES

OVERVIEW

In 1994-95, this division accounted for 5.0% of business economic activity, in industry gross product terms.

55 COMPARISON WITH OTHER INDUSTRIES, 1994-95

<i>Item</i>	<i>Unit</i>	<i>Private community services</i>	<i>Other service industries</i>	<i>All industries</i>
BUSINESS AVERAGES				
Average employment	no.	11.4	7.9	8.5
Average income	\$'000	511	650	1 417
Average expenses	\$'000	452	569	1 289
Average profit	\$'000	59	83	127
Average assets	\$'000	523	1 125	2 786
Average net worth	\$'000	274	477	1 157
Average gross product	\$'000	256	284	361
INDUSTRY RATIOS				
Profit margin	%	11.6	12.4	9.0
Return on assets	%	11.3	7.2	4.6
Return on net worth	%	21.6	17.0	11.0
Interest coverage	times	7.3	3.9	2.6
Investment rate	%	15.1	20.2	23.2

A substantial proportion of organisations classified to this industry belonged to the general government sector and therefore were not included in these statistics. Based on the Australian National Accounts, it was estimated that general government organisations were responsible for 59.8% of this industry's gross product in 1994-95.

These divisions are comprised of the following subdivisions:

- 84 Education
- 86 Health Services
- 87 Community Services

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	42	43	47	46	47	1	1.2
Employment	'000	488	495	512	517	534	17	3.3
Income statement								
Sales of goods and services	\$m	14 407	15 433	16 533	16 582	16 138	-444	-2.7
Less cost of sales	\$m	7 190	7 553	8 143	8 379	8 286	-93	-1.1
Trading profit	\$m	7 217	7 880	8 390	8 203	7 851	-351	-4.3
Plus interest	\$m	375	336	349	234	292	58	24.7
Plus Other operating income	\$m	5 541	6 485	6 993	8 577	7 574	-1 004	-11.7
Less labour costs	\$m	10 159	10 982	11 765	11 518	11 546	28	0.2
Less depreciation	\$m	471	531	599	757	674	-83	-11.0
Less other operating expenses	\$m	197	205	200	261	279	19	7.2
Earnings before interest and tax	\$m	2 307	2 984	3 168	4 478	3 217	-1 261	-28.2
Less interest expenses	\$m	576	552	541	429	441	12	2.7
Operating profit before tax	\$m	1 731	2 432	2 627	4 049	2 776	-1 272	-31.4
Balance sheet								
Current assets	\$m	4 836	5 533	6 713	6 536	6 341	-195	-3.0
Non-current assets	\$m	14 099	16 438	18 159	20 625	18 230	-2 395	-11.6
Total assets	\$m	18 935	21 971	24 872	27 162	24 571	-2 591	-9.5
Current liabilities	\$m	4 427	4 768	4 770	6 268	5 049	-1 219	-19.4
Non-current liabilities	\$m	4 219	4 650	5 405	6 228	6 856	428	6.9
Total liabilities	\$m	8 646	9 418	10 175	12 496	11 705	-791	-6.3
Net worth	\$m	10 289	12 553	14 697	14 666	12 866	-1 800	-12.3
Economic values								
Capital expenditure	\$m	2 049	1 572	1 690	2 541	1 808	-733	-28.8
Gross operating surplus*	\$m	-472	-59	-255	1 446	453	-992	-68.6
Industry gross product	\$m	9 687	10 924	11 510	12 964	12 000	-964	-7.4
Business averages								
Average employment	no.	11.6	11.4	11	11.1	11.4	0.2	2.1
Average sales	'000	341	357	355	357	344	-14	-3.8
Average income	'000	481	514	513	547	511	-36	-6.6
Average expenses	'000	440	458	457	460	452	-8	-1.7
Average profit	'000	41	56	56	87	59	-28	-32.2
Average assets	'000	448	508	534	585	523	-62	-10.6
Average net worth	'000	244	290	316	316	274	-42	-13.3
Average gross product	'000	229	252	247	279	256	-24	-8.5
Industry ratios								
Profit margin	%	8.5	10.9	11.0	15.9	11.6	-4.4	-27.5
Return on assets	%	9.1	11.1	10.6	14.9	11.3	-3.6	-24.2
Return on net worth	%	16.8	19.4	17.9	27.6	21.6	-6.0	-21.8
Long-term debt to equity	times	0.4	0.4	0.4	0.4	0.5	0.1	21.8
Current ratio	times	1.1	1.2	1.4	1.0	1.3	0.3	20.4
Interest coverage	times	4.0	5.4	5.9	10.4	7.3	-3.1	-30.1
Investment rate	%	21.1	14.4	14.7	19.6	15.1	-4.5	-23.1

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses*	no.	209	216	255	291	321	30	10.5
Employment	'000	137	148	151	169	174	5	3.0
Income statement								
Sales of goods and services	\$m	2 757	3 666	3 939	3 965	4 548	583	14.7
Less cost of sales	\$m	1 423	1 992	2 164	2 566	2 322	-244	-9.5
Trading profit	\$m	1 334	1 674	1 775	1 399	2 226	827	59.1
Plus interest	\$m	122	114	93	104	112	8	7.2
Plus other operating income	\$m	2 349	2 602	2 754	4 422	2 883	-1 539	-34.8
Less labour costs	\$m	3 224	3 686	3 870	4 038	4 243	205	5.1
Less depreciation	\$m	160	212	223	276	313	37	13.6
Less other operating expenses*	\$m	35	38	42	50	55	5	10.3
Earnings before interest and tax	\$m	385	453	487	1 562	609	-953	-61.0
Less interest expenses*	\$m	142	160	135	93	123	29	31.5
Operating profit before tax	\$m	244	293	352	1 468	486	-982	-66.9
Balance sheet								
Current assets	\$m	1 231	1 828	1 830	2 197	2 596	400	18.2
Non-current assets*	\$m	4 513	5 719	6 408	7 331	7 630	299	4.1
Total assets*	\$m	5 744	7 546	8 238	9 528	10 227	698	7.3
Current liabilities	\$m	1 069	1 661	1 679	2 364	2 213	-151	-6.4
Non-current liabilities	\$m	1 337	1 665	1 915	2 342	2 684	342	14.6
Total liabilities*	\$m	2 405	3 326	3 594	4 706	4 897	191	4.1
Net worth	\$m	3 338	4 221	4 643	4 822	5 330	508	10.5
Economic values								
Capital expenditure	\$m	549	765	760	1 043	723	-320	-30.7
Gross operating surplus	\$m	-977	-1 103	-924	-20	-486	-466	2 384.5
Industry gross product	\$m	2 247	2 583	2 946	4 018	3 757	-261	-6.5
Business averages								
Average employment	no.	655.1	687.7	591.0	583.0	543.1	-39.9	-6.9
Average sales	\$'000	13 219	17 009	15 448	13 642	14 154	512	3.8
Average income	\$'000	25 062	29 609	26 617	29 213	23 473	-5 740	-19.6
Average expenses	\$'000	23 894	28 247	25 236	24 161	21 960	-2 201	-9.1
Average profit	\$'000	1 168	1 362	1 381	5 052	1 512	-3 539	-70.1
Average assets	\$'000	27 534	35 013	32 310	32 781	31 827	-954	-2.9
Average net worth	\$'000	16 003	19 583	18 212	16 590	16 587	-3	0.0
Average gross product	\$'000	10 771	11 986	11 557	13 823	11 693	-2 130	-15.4
Industry ratios								
Profit margin	%	4.7	4.6	5.2	17.3	6.4	-10.8	-62.7
Return on assets	%	4.2	3.9	4.3	15.4	4.8	-10.7	-69.2
Return on net worth	%	7.3	7.0	7.6	30.4	9.1	-21.3	-70.1
Long-term debt to equity	times	0.4	0.4	0.4	0.5	0.5	0.0	3.7
Current ratio	times	1.2	1.1	1.1	0.9	1.2	0.2	26.3
Interest coverage	times	2.7	2.8	3.6	16.8	5.0	-11.8	-70.4
Investment rate	%	24.4	29.6	25.8	26.0	19.2	-6.7	-25.9

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	42	43	46	46	47	1	1.1
Employment	'000	352	346	362	347	359	12	3.5
Income statement								
Sales of goods and services	\$m	11 649	11 767	12 595	12 616	11 590	-1 027	-8.1
Less cost of sales	\$m	5 766	5 561	5 979	5 813	5 964	151	2.6
Trading profit	\$m	5 883	6 206	6 616	6 804	5 626	-1 178	-17.3
Plus interest	\$m	254	222	256	130	180	50	38.7
Plus other operating income	\$m	3 192	3 884	4 239	4 156	4 691	536	12.9
Less labour costs	\$m	6 935	7 296	7 895	7 481	7 303	-177	-2.4
Less depreciation	\$m	310	319	376	481	361	-121	-25.1
Less other operating expenses [†]	\$m	162	166	159	211	224	14	6.5
Earnings before interest and tax[†]	\$m	1 921	2 531	2 681	2 916	2 609	-308	-10.5
Less interest expenses [†]	\$m	434	392	406	336	318	-18	-5.3
Operating profit before tax	\$m	1 487	2 138	2 275	2 580	2 291	-289	-11.2
Balance sheet								
Current assets	\$m	3 605	3 705	4 883	4 340	3 745	-595	-13.7
Non-current assets	\$m	9 587	10 719	11 752	13 294	10 600	-2 694	-20.3
Total assets	\$m	13 192	14 424	16 634	17 633	14 344	-3 289	-18.7
Current liabilities [†]	\$m	3 358	3 107	3 091	3 904	2 836	-1 068	-27.3
Non-current liabilities [†]	\$m	2 883	2 985	3 490	3 886	3 972	86	2.2
Total liabilities	\$m	6 241	6 092	6 581	7 790	6 808	-982	-12.6
Net worth	\$m	6 951	8 332	10 053	9 844	7 537	-2 307	-23.4
Economic values								
Capital expenditure [†]	\$m	1 500	807	931	1 497	1 085	-413	-27.6
Gross operating surplus [†]	\$m	505	1 044	668	1 465	939	-526	-35.9
Industry gross product	\$m	7 441	8 340	8 563	8 946	8 242	-703	-7.9
Business averages								
Average employment	no.	8.4	8	7.8	7.5	7.7	0.2	2.3
Average sales	\$'000	277	273	272	274	249	-25	-9.1
Average income	\$'000	359	369	369	366	353	-13	-3.7
Average expenses	\$'000	324	319	320	311	304	-7	-2.1
Average profit	\$'000	35	50	49	56	49	-7	-12.2
Average assets	\$'000	314	335	359	382	308	-75	-19.5
Average net worth	\$'000	165	194	217	213	162	-52	-24.3
Average gross product	\$'000	177	194	185	194	177	-17	-8.9
Industry ratios								
Profit margin	%	9.9	13.5	13.3	15.3	13.9	-1.4	-8.9
Return on assets	%	11.3	14.8	13.7	14.6	16.0	1.3	9.1
Return on net worth	%	21.4	25.7	22.6	26.2	30.4	4.2	15.9
Long-term debt to equity	times	0.4	0.4	0.3	0.4	0.5	0.1	33.5
Current ratio	times	1.1	1.2	1.6	1.1	1.3	0.2	18.8
Interest coverage	times	4.4	6.5	6.6	8.7	8.2	-0.5	-5.6
Investment rate	%	20.2	9.7	10.9	16.7	13.2	-3.6	-21.4

ANZSIC DIVISION P: CULTURAL AND RECREATIONAL SERVICES

OVERVIEW

In 1994-95, this division accounted for 2.2% of business economic activity, in industry gross product terms.

59 COMPARISON WITH OTHER INDUSTRIES, 1994-95

<i>Item</i>	<i>Unit</i>	<i>Cultural and recreational services</i>	<i>Other service industries</i>	<i>All industries</i>
BUSINESS AVERAGES				
Average employment	no.	10.6	7.9	8.5
Average income	\$'000	1 348	650	1 417
Average expenses	\$'000	1 204	569	1 289
Average profit	\$'000	144	83	127
Average assets	\$'000	1 168	1 125	2 786
Average net worth	\$'000	510	477	1 157
Average gross product	\$'000	352	284	361
INDUSTRY RATIOS				
Profit margin	%	10.7	12.4	9.0
Return on assets	%	12.4	7.2	4.6
Return on net worth	%	28.3	17.0	11.0
Interest coverage	times	7.2	3.9	2.6
Investment rate	%	26.8	20.2	23.2

A significant proportion of organisations classified to this industry belonged to the general government sector and therefore were not included in these statistics. Based on the Australian National Accounts, it was estimated that general government organisations were responsible for 14% of this industry's gross product in 1994-95.

This division is comprised of the following subdivisions:

- 91 Motion Picture, Radio and Television Services
- 92 Libraries, Museums and the Arts
- 93 Sports and Recreation

Separate details for these subdivisions are available on request.

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	13	13	14	15	15	—	—
Employment	'000	103	112	120	123	158	34	27.9
Income statement								
Sales of goods and services	\$m	8 059	9 417	9 591	9 803	19 122	9 319	95.1
Less cost of sales	\$m	5 088	6 109	5 750	5 245	14 095	8 850	168.8
Trading profit	\$m	2 971	3 308	3 841	4 558	5 027	468	10.3
Plus interest	\$m	167	105	198	68	131	63	93.5
Plus other operating income	\$m	489	360	523	610	872	262	43.0
Less labour costs	\$m	1 764	1 966	2 186	2 420	2 646	226	9.3
Less depreciation	\$m	288	320	457	582	567	-14	-2.5
Less other operating expenses	\$m	70	123	179	488	312	-176	-36.1
Earnings before interest and tax	\$m	1 504	1 364	1 741	1 746	2 504	758	43.4
Less interest expenses	\$m	457	439	498	318	348	30	9.5
Operating profit before tax	\$m	1 047	925	1 243	1 428	2 156	728	50.9
Balance sheet								
Current assets	\$m	3 444	2 599	2 989	3 213	3 707	494	15.4
Non-current assets	\$m	7 618	9 673	10 634	10 864	13 720	2 856	26.3
Total assets	\$m	11 062	12 273	13 623	14 078	17 428	3 350	23.8
Current liabilities	\$m	4 962	2 868	4 070	2 905	3 953	1 048	36.1
Non-current liabilities	\$m	3 244	4 441	5 030	4 666	5 857	1 191	25.5
Total liabilities	\$m	8 206	7 309	9 101	7 572	9 810	2 239	29.6
Net worth	\$m	2 856	4 964	4 522	6 506	7 617	1 111	17.1
Economic values								
Capital expenditure	\$m	651	481	696	1 084	1 405	321	29.6
Gross operating surplus	\$m	1 404	1 512	1 813	2 455	2 603	148	6.0
Industry gross product	\$m	3 168	3 478	3 999	4 875	5 250	376	7.7
Business averages								
Average employment	no.	8.2	8.5	8.7	8.4	10.6	2.2	26.2
Average sales	\$'000	637	713	693	666	1 281	616	92.5
Average income	\$'000	689	748	745	712	1 348	637	89.5
Average expenses	\$'000	606	678	655	615	1 204	589	95.9
Average profit	\$'000	83	70	90	97	144	47	49.0
Average assets	\$'000	875	929	984	956	1 168	212	22.2
Average net worth	\$'000	226	376	327	442	510	69	15.5
Average gross product	\$'000	251	263	289	331	352	21	6.3
Industry ratios								
Profit margin	%	12.0	9.4	12.1	13.6	10.7	-2.9	-21.4
Return on assets	%	9.5	7.5	9.1	10.1	12.4	2.2	21.9
Return on net worth	%	36.7	18.6	27.5	22.0	28.3	6.4	28.9
Long-term debt to equity	times	1.1	0.9	1.1	0.7	0.8	0.1	7.2
Current ratio	times	0.7	0.9	0.7	1.1	0.9	-0.2	-15.2
Interest coverage	times	3.3	3.1	3.5	5.5	7.2	1.7	30.9
Investment rate	%	20.5	13.8	17.4	22.2	26.8	4.5	20.3

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	no.	49	50	57	65	71	6	8.5
Employment	'000	29	35	34	36	43	7	19.7
Income statement								
Sales of goods and services	\$m	2 974	3 511	4 162	4 656	12 170	7 514	161.4
Less cost of sales	\$m	1 920	1 939	2 296	2 305	9 307	7 002	303.8
Trading profit	\$m	1 054	1 572	1 865	2 351	2 863	511	21.7
Plus interest	\$m	63	54	145	26	70	44	172.1
Plus other operating income	\$m	269	152	183	245	283	38	15.6
Less labour costs	\$m	655	798	887	957	1 101	145	15.1
Less depreciation	\$m	121	146	170	352	325	-27	-7.8
Less other operating expenses	\$m	24	36	91	311	243	-68	-21.8
Earnings before interest and tax	\$m	586	798	1 046	1 002	1 546	544	54.3
Less interest expenses	\$m	194	270	330	153	164	11	7.5
Operating profit before tax	\$m	392	527	715	849	1 382	533	62.8
Balance sheet								
Current assets	\$m	1 644	1 223	1 424	1 760	2 107	347	19.7
Non-current assets	\$m	3 550	5 951	6 075	6 537	8 187	1 650	25.2
Total assets	\$m	5 194	7 174	7 500	8 296	10 294	1 997	24.1
Current liabilities	\$m	2 184	1 185	2 024	1 504	2 141	637	42.4
Non-current liabilities	\$m	1 901	2 838	2 986	2 626	3 143	517	19.7
Total liabilities	\$m	4 085	4 023	5 011	4 130	5 284	1 155	28.0
Net worth	\$m	1 110	3 151	2 489	4 166	5 009	843	20.2
Economic values								
Capital expenditure	\$m	246	186	361	384	1 005	621	161.6
Gross operating surplus	\$m	503	882	1 057	1 551	1 834	283	18.3
Industry gross product	\$m	1 159	1 680	1 944	2 508	2 935	428	17.1
Business averages								
Average employment	no.	596	698.2	600.8	555.6	613.1	57.5	10.4
Average sales	\$'000	61 216	69 618	73 580	71 422	172 094	100 672	141.0
Average income	\$'000	68 050	73 696	79 378	75 569	177 083	101 515	134.3
Average expenses	\$'000	59 986	63 242	66 728	62 547	157 542	94 995	151.9
Average profit	\$'000	8 064	10 454	12 650	13 022	19 541	6 519	50.1
Average assets	\$'000	106 917	142 242	132 604	127 262	145 565	18 303	14.4
Average net worth	\$'000	22 838	62 481	44 008	63 912	70 838	6 926	10.8
Average gross product	\$'000	23 848	33 304	34 365	38 466	41 509	3 043	7.9
Industry ratios								
Profit margin	%	11.9	14.2	15.9	17.2	11.0	-6.2	-36.0
Return on assets	%	7.5	7.3	9.5	10.2	13.4	3.2	31.2
Return on net worth	%	35.3	16.7	28.7	20.4	27.6	7.2	35.4
Long-term debt to equity	times	1.7	0.9	1.2	0.6	0.6	0.0	-0.4
Current ratio	times	0.8	1.0	0.7	1.2	1.0	-0.2	-15.9
Interest coverage	times	3.0	2.9	3.2	6.6	9.4	2.9	43.6
Investment rate	%	21.2	11.1	18.6	15.3	34.2	18.9	123.4

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	13	13	14	15	15	—	—
Employment	'000	74	76	86	87	115	27	31.2
Income statement								
Sales of goods and services	\$m	5 085	5 906	5 430	5 147	6 952	1 805	35.1
Less cost of sales	\$m	3 167	4 170	3 454	2 940	4 788	1 848	62.9
Trading profit	\$m	1 918	1 735	1 976	2 207	2 164	-43	-2.0
Plus interest	\$m	104	52	53	42	61	19	45.6
Plus other operating income	\$m	219	208	340	365	589	224	61.3
Less labour costs	\$m	1 109	1 168	1 299	1 463	1 545	82	5.6
Less depreciation ¹	\$m	167	174	287	229	243	13	5.8
Less other operating expenses	\$m	46	87	88	177	69	-108	-61.1
Earnings before interest and tax	\$m	919	566	696	744	958	214	28.7
Less interest expenses	\$m	263	169	168	165	184	19	11.5
Operating profit before tax	\$m	655	398	527	579	774	196	33.6
Balance sheet								
Current assets	\$m	1 800	1 377	1 565	1 454	1 600	146	10.1
Non-current assets	\$m	4 068	3 722	4 559	4 328	5 534	1 206	27.9
Total assets	\$m	5 867	5 099	6 123	5 781	7 134	1 353	23.4
Current liabilities	\$m	2 778	1 683	2 046	1 402	1 812	411	29.3
Non-current liabilities	\$m	1 343	1 603	2 044	2 040	2 714	673	33.0
Total liabilities	\$m	4 121	3 286	4 090	3 442	4 526	1 084	31.5
Net worth¹	\$m	1 746	1 812	2 033	2 340	2 608	268	11.5
Economic values								
Capital expenditure	\$m	405	296	335	700	400	-300	-42.9
Gross operating surplus ¹	\$m	900	630	757	904	770	-135	-14.9
Industry gross product	\$m	2 009	1 798	2 056	2 367	2 314	-53	-2.2
Business averages								
Average employment	no.	5.9	5.8	6.3	6	7.7	1.8	29.6
Average sales	\$'000	404	449	394	351	468	117	33.3
Average income	\$'000	429	469	423	379	512	133	35.1
Average expenses	\$'000	377	438	384	339	460	120	35.5
Average profit	\$'000	52	30	38	40	52	13	31.9
Average assets	\$'000	466	387	444	394	480	86	21.8
Average net worth	\$'000	139	138	148	160	176	16	10.0
Average gross product	\$'000	159	137	149	161	156	-6	-3.5
Industry ratios								
Profit margin	%	12.1	6.5	9.1	10.4	10.2	-0.2	-2.4
Return on assets	%	11.2	7.8	8.6	10.0	10.8	0.8	8.3
Return on net worth	%	37.5	21.9	25.9	24.8	29.7	4.9	19.9
Long-term debt to equity	times	0.8	0.9	1.0	0.9	1.0	0.2	19.3
Current ratio	times	0.6	0.8	0.8	1.0	0.9	-0.2	-14.9
Interest coverage	times	3.5	3.4	4.1	4.5	5.2	0.7	15.5
Investment rate	%	20.2	16.4	16.3	29.6	17.3	-12.3	-41.5

ANZSIC DIVISION Q: PERSONAL AND OTHER SERVICES

OVERVIEW

In 1994-95, this division accounted for 1.5% of business economic activity, in industry gross product terms.

63 COMPARISONS WITH OTHER INDUSTRIES, 1994-95

<i>Item</i>	<i>Unit</i>	<i>Personal and other services</i>	<i>Other service industries</i>	<i>All industries</i>
BUSINESS AVERAGES				
Average employment	no.	5.1	7.9	8.5
Average income	\$'000	343	650	1 417
Average expenses	\$'000	320	569	1 289
Average profit	\$'000	24	83	127
Average assets	\$'000	365	1 125	2 786
Average net worth	\$'000	205	477	1 157
Average gross product	\$'000	124	284	361
INDUSTRY RATIOS				
Profit margin	%	6.9	12.4	9.0
Return on assets	%	6.5	7.2	4.6
Return on net worth	%	11.5	17.0	11.0
Interest coverage	times	4.8	3.9	2.6
Investment rate	%	22.0	20.2	23.2

A significant proportion of organisations classified to this industry belonged to the general government sector and therefore were not included in these statistics. Based on the Australian National Accounts, it was estimated that general government organisations were responsible for 42.3% of this industry's gross product in 1994-95.

This division is comprised of the following subdivisions:

- 95 Personal Services
- 96 Other Services

Separate details for these subdivisions are available on request.

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	21	21	24	27	30	3	10.2
Employment	'000	124	139	137	143	152	10	6.8
Income statement								
Sales of goods and services	\$m	5 794	7 126	6 887	8 943	8 716	-227	-2.5
Less cost of sales	\$m	3 725	4 483	4 351	5 987	5 213	-773	-12.9
Trading profit	\$m	2 069	2 642	2 536	2 956	3 503	546	18.5
Plus interest	\$m	158	340	392	168	155	-12	-7.4
Plus other operating income	\$m	1 171	1 206	1 377	1 439	1 284	-155	-10.8
Less labour costs	\$m	2 349	2 777	2 844	3 010	3 431	421	14.0
Less depreciation	\$m	302	385	349	451	475	24	5.2
Less other operating expenses	\$m	84	98	95	128	155	27	20.8
Earnings before interest and tax	\$m	662	928	1 017	975	882	-93	-9.5
Less interest expenses	\$m	170	254	174	197	185	-12	-6.0
Operating profit before tax	\$m	492	674	844	778	697	-81	-10.4
Balance sheet								
Current assets	\$m	2 492	3 540	3 811	3 874	3 625	-248	-6.4
Non-current assets	\$m	7 079	9 776	9 083	8 619	7 084	-1 535	-17.8
Total assets	\$m	9 571	13 316	12 894	12 493	10 782	-1 711	-13.7
Current liabilities	\$m	2 163	2 763	2 414	2 575	2 465	-110	-4.3
Non-current liabilities	\$m	1 311	2 013	2 006	2 705	2 215	-489	-18.1
Total liabilities	\$m	3 473	4 776	4 419	5 279	4 705	-574	-10.9
Net worth	\$m	6 097	8 541	8 474	7 214	6 077	-1 137	-15.8
Economic values								
Capital expenditure	\$m	693	734	649	761	811	50	6.5
Gross operating surplus	\$m	45	149	-50	202	247	46	22.6
Industry gross product	\$m	2 394	2 926	2 794	3 211	3 678	467	14.5
Business averages								
Average employment	no.	5.9	6.6	5.8	5.3	5.1	-0.2	-3.1
Average sales	\$'000	275	336	290	333	295	-38	-11.5
Average income	\$'000	338	409	365	393	343	-50	-12.6
Average expenses	\$'000	314	377	329	364	320	-44	-12.1
Average profit	\$'000	23	32	36	29	24	-5	-18.7
Average assets	\$'000	454	629	543	465	365	-101	-21.7
Average net worth	\$'000	289	403	357	269	205	-63	-23.5
Average gross product	\$'000	114	138	118	120	124	5	4.0
Industry ratios								
Profit margin	%	6.9	7.8	9.8	7.4	6.9	-0.5	-6.9
Return on assets	%	5.1	5.1	6.5	6.2	6.5	0.2	3.8
Return on net worth	%	8.1	7.9	10.0	10.8	11.5	0.7	6.4
Long-term debt to equity	times	0.2	0.2	0.2	0.4	0.4	0.0	-2.8
Current ratio	times	1.2	1.3	1.6	1.5	1.5	0.0	-2.2
Interest coverage	times	3.9	3.7	5.9	5.0	4.8	-0.2	-3.7
Investment rate	%	28.9	25.1	23.2	23.7	22.0	-1.7	-7.0

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	no.	45	41	39	43	46	3	8.7
Employment	'000	25	22	21	23	28	5	21.2
Income statement								
Sales of goods and services	\$m	1 471	1 724	1 717	1 950	2 010	60	3.1
Less cost of sales	\$m	830	1 057	1 012	1 098	1 099	1	0.1
Trading profit	\$m	641	667	705	851	911	59	6.9
Plus interest	\$m	45	173	165	96	56	-40	-41.5
Plus other operating income	\$m	140	198	188	162	205	43	26.9
Less labour costs	\$m	531	601	625	711	889	178	25.0
Less depreciation	\$m	96	132	137	177	157	-20	-11.3
Less other operating expenses	\$m	13	19	18	18	27	10	54.5
Earnings before interest and tax	\$m	186	287	278	204	99	-105	-51.4
Less interest expenses	\$m	26	55	53	67	30	-37	-55.5
Operating profit before tax	\$m	159	232	225	137	69	-68	-49.4
Balance sheet								
Current assets	\$m	609	839	721	1 028	1 014	-14	-1.3
Non-current assets	\$m	1 643	2 530	2 433	2 201	1 935	-266	-12.1
Total assets	\$m	2 252	3 369	3 154	3 229	3 021	-207	-6.4
Current liabilities	\$m	787	1 038	1 091	1 014	723	-292	-28.8
Non-current liabilities	\$m	427	673	649	755	883	128	16.9
Total liabilities	\$m	1 214	1 711	1 740	1 770	1 631	-138	-7.8
Net worth	\$m	1 037	1 658	1 414	1 459	1 390	-69	-4.7
Economic values								
Capital expenditure	\$m	187	215	168	403	360	-43	-10.6
Gross operating surplus	\$m	114	85	81	176	60	-116	-65.9
Industry gross product	\$m	645	685	706	887	949	61	6.9
Business averages								
Average employment	no.	555.1	531.4	523.1	547.8	611.1	63.3	11.6
Average sales	\$'000	32 931	41 549	43 784	45 854	43 479	-2 375	-5.2
Average income	\$'000	37 073	50 497	52 770	51 912	49 129	-2 783	-5.4
Average expenses	\$'000	33 504	44 906	47 038	48 689	47 629	-1 060	-2.2
Average profit	\$'000	3 569	5 591	5 732	3 224	1 500	-1 724	-53.5
Average assets	\$'000	50 402	81 188	80 403	75 927	65 369	-10 559	-13.9
Average net worth	\$'000	23 219	39 955	36 044	34 312	30 077	-4 235	-12.3
Average gross product	\$'000	14 439	16 520	18 005	20 867	20 528	-339	-1.6
Industry ratios								
Profit margin	%	9.6	11.1	10.9	6.2	3.1	-3.2	-50.8
Return on assets	%	7.1	6.9	7.1	4.2	2.3	-2.0	-46.0
Return on net worth	%	15.4	14.0	15.9	9.4	5.0	-4.4	-46.9
Long-term debt to equity	times	0.4	0.4	0.5	0.5	0.6	0.1	22.7
Current ratio	times	0.8	0.8	0.7	1.0	1.4	0.4	38.5
Interest coverage	times	7.0	5.2	5.2	3.1	3.3	0.3	9.2
Investment rate	%	29.0	31.3	23.8	45.4	38.0	-7.5	-16.4

	Unit	1990-91	1991-92	1992-93	1993-94	1994-95	Change in latest year	
							Absolute	Relative %
Industry structure								
Operating businesses	'000	21	21	24	27	30	3	10.2
Employment	'000	100	117	116	119	124	5	4.0
Income statement								
Sales of goods and services	\$m	4 323	5 402	5 169	6 993	6 707	-286	-4.1
Less cost of sales	\$m	2 895	3 426	3 338	4 888	4 114	-774	-15.8
Trading profit	\$m	1 427	1 975	1 831	2 105	2 592	487	23.2
Plus interest	\$m	113	167	227	72	99	27	38.1
Plus other operating income	\$m	1 031	1 007	1 189	1 278	1 079	-199	-15.6
Less labour costs	\$m	1 818	2 176	2 219	2 299	2 542	243	10.6
Less depreciation	\$m	205	253	212	274	318	44	15.9
Less other operating expenses	\$m	71	80	77	111	128	17	15.4
Earnings before interest and tax	\$m	477	641	739	771	783	12	1.6
Less interest expenses	\$m	144	199	120	130	155	25	19.4
Operating profit before tax	\$m	333	442	619	641	628	-13	-2.1
Balance sheet								
Current assets	\$m	1 883	2 701	3 090	2 846	2 611	-234	-8.2
Non-current assets	\$m	5 436	7 247	6 650	6 418	5 149	-1 269	-19.8
Total assets	\$m	7 319	9 948	9 740	9 264	7 761	-1 503	-16.2
Current liabilities	\$m	1 375	1 726	1 323	1 560	1 742	182	11.7
Non-current liabilities	\$m	884	1 339	1 357	1 949	1 332	-617	-31.7
Total liabilities	\$m	2 259	3 065	2 679	3 510	3 074	-435	-12.4
Net worth	\$m	5 060	6 883	7 061	5 754	4 687	-1 068	-18.6
Economic values								
Capital expenditure	\$m	505	519	481	358	451	93	25.8
Gross operating surplus ¹	\$m	-70	64	-131	25	187	162	637.4
Industry gross product	\$m	1 749	2 240	2 088	2 324	2 729	405	17.4
Business averages								
Average employment	no.	4.7	5.5	4.9	4.4	4.2	-0.3	-5.6
Average sales	\$'000	205	255	218	261	227	-34	-12.9
Average income	\$'000	260	311	278	311	267	-44	-14.2
Average expenses	\$'000	244	290	252	287	246	-42	-14.5
Average profit	\$'000	16	21	26	24	21	-3	-11.1
Average assets	\$'000	348	470	411	346	263	-83	-24.0
Average net worth	\$'000	241	326	298	215	159	-56	-26.1
Average gross product	\$'000	83	106	88	87	92	6	6.6
Industry ratios								
Profit margin	%	6.1	6.7	9.4	7.7	8.0	0.3	3.6
Return on assets	%	4.5	4.4	6.4	6.9	8.1	1.2	16.9
Return on net worth	%	6.8	6.4	8.8	11.1	13.4	2.3	20.3
Long-term debt to equity	times	0.2	0.2	0.2	0.3	0.3	-0.1	-16.1
Current ratio	times	1.4	1.6	2.3	1.8	1.5	-0.3	-17.8
Interest coverage	times	3.3	3.2	6.2	5.9	5.0	-0.9	-14.9
Investment rate	%	28.9	23.2	23.0	15.4	16.5	1.1	7.2

EXPLANATORY NOTES

SURVEY DESIGN AND METHODOLOGY

1 The estimates in this publication have been derived from the Economic Activity Survey (EAS). For industries covered by detailed industry-specific collections, EAS questions were incorporated into the existing questionnaires (see section below on Other Economic Collections).

2 The population frame for these statistics consisted of all business units in the Australian economy except for:

- agricultural businesses which had an estimated value of agricultural operations of less than \$22,500;
- non-employing businesses in all other industries, i.e. businesses which had not registered as group employers with the ATO; and
- businesses classified to the General Government sector (note that government-owned Public Trading Enterprises were included).

STATISTICAL UNIT

3 The business unit about which information is collected and published for the EAS is termed the management unit. The management unit is the highest level unit within a business, having regard to the required level of industry dissection, for which a set of management accounts are maintained. In most cases it coincides with the legal entity owning the business (i.e. company, partnership, trust, sole operator, etc.). However, in the case of large diversified businesses there are often a number of management units, each coinciding with a 'division' or 'line of business'. A division or line of business is recognised where separate and comprehensive accounts are compiled for it.

4 The ABS Business Register provided the population frame from which management units were selected for inclusion in the EAS. For more information about the Business Register, refer to *Profiles of Australian Business, 1992* (1322.0).

5 Approximately 15,000 management units were selected using stratified random sampling techniques. All management units with employment of 200 or more persons were automatically selected in the sample.

6 The counts of operating businesses included in this publication should be used with caution. Over and above the sampling error associated with these estimates, they are more affected than other estimates presented by such factors as internal restructuring of businesses (e.g. changes in divisional structure), mergers, takeovers and changes in the quality of ABS' Business Register. Because of these influences, estimates of the number of businesses have been smoothed, using a three-year moving average. This technique reduces the effect the above influences have on movements in the number of operating businesses across the years. Having applied this technique, the estimates are then considered suitable for use in analysing changes in the relative composition of industries and the generation of business averages. (N.B: a two-year average is applied to the most recent year's estimate, incorporating the current year's estimate with that of the previous year. To date, this series has always increased, and the method of calculating the current year smoothed count will cause a small downward bias).

REFERENCE PERIOD

7 The statistical results presented in this publication are based on details of management accounts collected from selected businesses mainly by mail-out questionnaires. For 1994-95, businesses were asked to provide data in respect of the year ending June 1995. Where businesses did not account on a June-end basis, details were reported in respect of the accounting year which ended between October 1994 and September 1995. It is estimated that about 6% of businesses, including many large businesses, report on a non-June-year basis, and this can impact on annual estimates.

OTHER ECONOMIC COLLECTIONS

8 Some of the industry-specific collections used to compile these statistics can provide fine level breakdowns of the data (e.g. by State). For example, the annual Mining Census was used to derive estimates for part of the Mining division and the annual Agricultural Finance Survey was used to derive estimates for part of the Agriculture division. Estimates for Manufacturing have been derived entirely from the annual Manufacturing collection. For more information on these surveys refer to the following ABS publications:

Agricultural Industries, Financial Statistics, Australia, 1994-95 (7507.0)

Electricity Operations, Australia, 1994-95 (8208.0)

Manufacturing Industry, Australia, 1994-95 (8221.0)

Australian Mining Industry, 1994-95 (8414.0)

9 The ABS also has a program of rotating collections in the service industries. These collections provide information on specific Australian and New Zealand Standard Industrial Classification (ANZSIC) classes. Examples of publications to be released for the industries covered in the 1994-95 reference year include general practitioners; medical specialists; clubs, pubs, bars and taverns; sport and recreation; and gambling industries. For further information on the Services Industries Surveys, contact Tony Ward on (03) 9615 7634.

CLASSIFICATION BY INDUSTRY

10 This publication presents statistics classified according to the *Australian and New Zealand Standard Industrial Classification 1993 (1292.0)*. Each business unit is classified to a single industry. The industry allocated is based on an estimate of the primary income earning activity of the management unit irrespective of whether a range of activities or a single activity is undertaken by the unit. For example, a management unit which derives most of its income from construction activities would have all operations included in the aggregates and ratios for the Construction industry division, even if significant secondary activities (e.g. quarrying) were undertaken. This is different from the approach that might be taken to the collection of statistics on an activity basis.

11 The ANSZIC has been used to classify management units included in the Economic Activity Survey. Statistics in this publication are presented at broad levels of the classification, generally equating to Division level. The ANZSIC was introduced for the 1993-94 reference year and incorporated five new divisions for the service industries sector, while the goods-producing industries remained largely unchanged from its predecessor, the Australian Standard Industrial Classification (ASIC). Estimates for 1990-91 to 1992-93 originally compiled using ASIC, have been re-compiled using ANZSIC.

CLASSIFICATION BY SIZE

12 This publication represents statistics broken down into two size categories, defined as follows:

- large businesses include all management units which employ over 200 persons or have assets worth more than \$200 million; and
- small and medium businesses are those management units which employ less than 200 persons and do not have assets worth more than \$200 million.

13 Other dissections by size can be made available on request.

RELIABILITY OF ESTIMATES

14 Since the estimates in this publication are based on information obtained from a sample drawn from units in the surveyed population, the estimates are subject to sampling variability; that is, they may differ from the figures that would have been produced if all units had been included in the survey. 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 only a sample of units was included. The relative standard error is a useful measure in that it provides an immediate indication of the percentage errors likely to have occurred due to sampling, and thus avoids the need to refer also to the size of the estimate. Tables 67 and 68 provide relative standard errors for a selection of estimates presented in this publication. It should be noted that estimates for large businesses are generally not subject to sampling error as every effort is made to completely enumerate these businesses.

67 RELATIVE STANDARD ERRORS OF SELECTED ESTIMATES, SMALL AND MEDIUM BUSINESSES, AUSTRALIA, 1994-95

	Sales of goods and services	Operating profit before tax	Total assets	Net worth	Industry gross product	Capital expenditure
	%	%	%	%	%	%
Agriculture, forestry and fishing	4	7	1	1	3	5
Mining	7	17	15	15	5	4
Manufacturing	3	7	4	5	3	9
Electricity, gas and water	2	5	24	32	3	8
Construction	9	21	14	19	8	28
Wholesale trade	6	10	6	16	5	13
Retail trade	7	21	7	22	7	24
Accommodation, cafes and restaurants	6	16	10	17	7	17
Transport and storage	7	15	8	210	7	13
Communication services	22	90	25	48	42	64
Finance and insurance	7	13	9	16	30	16
Property and business services	9	13	9	19	9	18
Private community services	17	34	10	14	12	28
Cultural and recreational services	15	16	15	38	10	20
Personal and other services	8	21	14	19	11	25
All industries	2	5	2	3	2	4

68 RELATIVE STANDARD ERRORS OF SELECTED ESTIMATES, ALL SIZES, AUSTRALIA, 1994-95

	Sales of goods and services	Operating profit before tax	Total assets	Net worth	Industry gross product	Capital expenditure
	%	%	%	%	%	%
Agriculture, forestry and fishing	4	7	1	1	3	5
Mining	1	4	3	3	1	1
Manufacturing	1	2	1	1	1	3
Electricity, gas and water	0	1	3	4	1	1
Construction	7	19	9	14	7	18
Wholesale trade	4	7	3	8	4	8
Retail trade	5	15	5	11	5	12
Accommodation, cafes and restaurants	5	16	7	13	5	13
Transport and storage	3	6	2	8	2	3
Communication services	1	5	0	1	1	1
Finance and insurance	3	1	1	1	89	1
Property and business services	7	8	2	4	7	11
Private community services	12	28	7	8	8	17
Cultural and recreational services	6	6	6	13	5	6
Personal and other services	6	19	10	15	9	14
All industries	1	2	1	1	1	2

15 There are about two chances in three that the difference between the estimate shown and the true value will be within one standard error, and about 19 chances in 20 that the difference will be within two standard errors. Thus, for example, if the estimated value of a variable is \$12,000 million and its relative standard error is 5%, its reliability in terms of sampling error can be interpreted as follows. There are about two chances in three that the true value of the variable lies within the range \$11,400 million to \$12,600 million, and 19 chances in 20 that it lies within the range \$10,800 million and \$13,200 million.

16 The imprecision due to sampling variability, which is measured by the standard error, is not to be confused with inaccuracies that may occur because of 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. Inaccuracies of this kind are referred to collectively as non-sampling error and they may occur in any enumeration, whether it be a full count or a sample.

17 While 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. In addition, over the past five years the ABS has undertaken a program of upgrading the Business Register. This on-going upgrade has resulted in improvements in the quality of the statistical series whose population frames are drawn from the Register.

ASSETS AND LIABILITIES

18 The ABS releases details of the level of Australia's financial assets and liabilities in *Australian National Accounts, Financial Accounts (5232.0)*. This publication presents data for each subsector of the domestic economy, with the assets and liabilities of each subsector consolidated to eliminate financial assets issued and held by units within the same subsector. Data is only presented by subsector and the methodology used does not enable information to be classified by industry.

19 The level of assets and liabilities presented in the national accounts are more appropriate for analysing macroeconomic financial relationships than the levels in this publication. This is because of the consolidation issue mentioned above and because the management unit is a less appropriate statistical unit for collecting this type of information. Despite these differences, the data are considered suitable for use in various financial performance ratios at the individual business unit level.

LIMITATIONS OF FINANCIAL DATA ANALYSIS

20 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 a range of data presented rather than focusing on one variable.

21 Differences in accounting policy and practices across businesses and industries also lead to some inconsistencies in the data input to the statistics. While much of the accounting process is subject to standards, there is still a great deal of flexibility left to managers and accountants in the accounting policy and practices they adopt. For example, acceptable methods of asset valuation include historical cost, replacement cost and current market value. The timing of asset revaluations also varies considerably across businesses. The way profit is measured is affected by management policy on such things 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 the ratios calculated.

22 Those ratios compiled from a combination of flow and level items need to be treated with additional caution. The information contained in balance sheets indicates the level of assets and liabilities at a point in time. Information contained in profit and loss statements summarises the flows (or transactions) which have taken place during the past financial year. Ratios which include both level and flow items in their derivation may be volatile due to the timing differences involved.

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

SYMBOLS AND OTHER USAGES

The following symbols mean:

— nil or rounded to zero

.. not applicable

n.a. not available

* subject to sampling variability, relative standard error greater than 25%.

subject to sampling variability, relative standard error greater than 50%.

Where figures have been rounded, discrepancies may occur between the sum of component items and the total.

APPENDIX 1 – TECHNICAL NOTE

RELATIONSHIP WITH NATIONAL ACCOUNTS ESTIMATES

Both the Economic Activity Survey (EAS) and the national accounts attempt to measure overall economic activity, although the EAS is substantially narrower in scope and coverage. Differences also occur in the industry dissection of the two sets of statistics because they rely on different units frameworks.

The prime purpose of the EAS is to derive a set of economic measures based on information available from the standard financial accounts of public trading and private employing businesses. The commentary included in this publication illustrates how this information can be used to derive a range of business and industry performance measures similar to those used by financial analysts. EAS data will also be used in the compilation of national accounts aggregates, especially those relating to measures of production.

In the past, the ABS economic censuses collected information to derive establishment value added and adjusted value added to approximate a measure of gross product for selected industries. The EAS allows the derivation of a measure similar to adjusted value added termed industry gross product (IGP). The main difference between this measure and adjusted value added is that insurance premiums (other than workers' compensation premiums) are deducted in arriving at adjusted value added; no such adjustment is made in calculating IGP.

Despite the close conceptual affinity between the EAS and national accounts definitions, there are substantial coverage, conceptual and methodological differences which make precise comparisons between IGP and Gross Domestic Product (GDP) somewhat difficult. The more important of these are summarised in table 69 (see page 87) and are described below.

DIFFERENCES IN COVERAGE

This category contains by far the biggest reasons for differences between estimates of IGP and GDP. The EAS does not cover business units classified to the general government sector, non-farm businesses without employees and households contributing to GDP through their ownership of dwellings.

DIFFERENCES IN CONCEPT

The application of the standard formula for IGP is known to result in an understatement of the gross product for businesses which do not charge directly or do not charge full commercial value for the services they provide to their clients. These include financial intermediaries, insurance and superannuation businesses and non-profit organisations.

In the case of financial intermediaries, GDP estimates include an imputed bank service charge based primarily on the difference between interest received and interest paid. A large proportion of this imputed service charge is attributable to businesses operating in other industries but in line with international recommendations in the 1968 System of National Accounts, it has not been allocated by industry in the Australian system of national accounts. Instead it has been charged to the 'nominal industry'.

For insurance and superannuation businesses, estimates of GDP include an imputed insurance service charge which has not been included in estimates of IGP.

In the Australian National Accounts, the gross product of non-profit organisations is measured in the same way as for the general government sector, i.e. wages, salaries and supplements plus depreciation. The estimates given in table 69 against this item are the differences resulting from application of this formula to non-profit organisations included in the EAS compared to the standard formula for IGP. Non-profit organisations are only statistically significant in Health and Community Services and Personal and Other Services.

DIFFERENCES IN METHODOLOGY

For Agriculture, the Australian National Accounts estimates use the value of agricultural commodities produced (obtained from the annual Census of Agricultural Commodities) to measure gross output. This measure of gross output is valued on an accruals basis as far as possible. Gross product is obtained by deducting an estimate of intermediate inputs used within Agriculture from this estimate of gross output. The IGP estimate for Agriculture is based on the results of the annual Agricultural Finance Survey, a data source which is cash rather than accruals based. However, the units from which data are obtained for this survey are more consistent with those in other industries covered by the EAS than those used in the annual Census of Agricultural Commodities.

Other differences between the National Accounts and the EAS estimates are due to the following adjustments being made in the National Accounts but not in the IGP estimate:

- net workers' compensation claims (i.e. workers compensation claims less workers' compensation premiums);
- third party insurance transfers;
- owner builders' gross operating surplus;
- prepaid insurance; and
- deduction of the stock valuation adjustment.

OTHER DIFFERENCES

At present, the gross operating surplus component of industry estimates of GDP is derived mainly from data made available by the ATO. Adjustments are made for individual industries to take account of the estimated understatement of income by businesses. No such adjustments are made in deriving IGP using EAS data.

The statistical unit used to compile EAS statistics across all industries is the management unit. The gross operating surplus component of GDP is compiled from legal entity records (adjusted in some cases by available establishment level estimates), while the wages, salaries and supplements component is compiled from management unit/State records used in the Survey of Employment and Earnings. All three of these units can be quite different for many businesses. As a result, estimates classified by industry from EAS can be different from those in the National Accounts, but there should be no impact at the total level from this source.

Apart from the effect that different levels of statistical unit can have on the industry classification of data, there are significant differences in the industry classifications and procedures used by the ATO and the ABS. The application by the ABS of the ANZSIC to its business register, on an objective basis wherever possible, is considered to provide a better breakdown by the industry than that used in classifying the ATO data.

More information on how the National Accounts are compiled is contained in the ABS publication, *Australian National Accounts: Concepts, Sources and Methods* (5216.0).

GLOSSARY

ABS	Australian Bureau of Statistics.
ANZSIC	Australian and New Zealand Standard Industrial Classification.
ATO	Australian Taxation Office.
Bad debts	The amount of accounts receivable by a business which are expected to be unrecoverable from debtors as at the end of the financial year.
Capital expenditure	Acquisition of fixed tangible assets (e.g. plant and machinery, property) and intangible assets (e.g. computer software, patents and licences) including those assets acquired under a finance lease. Also includes work done by own employees or proprietors of the business for its own use or for rental or lease purposes.
Cost of sales	The sum of purchases, selected expenses and the opening stocks minus closing stocks.
Current assets	The book value of current assets as at the end of the financial year. This includes cash on hand, stocks, trade debtors and other accounts receivable.
Current liabilities	The book value of current liabilities as at the end of the financial year. This includes provisions for taxation, leave, claims, trade creditors and other accounts payable and bank overdraft.
Current ratio	The number of times current assets exceed current liabilities, i.e. current assets/current liabilities. This liquidity measure indicates ability to meet immediate financial obligations from current assets.
Depreciation	Includes depreciation allowed on buildings and other fixed tangible assets.
Dividends received	Payments received from related and unrelated businesses.
EAS	Economic Activity Survey: an annual business survey that is the main source of the statistics presented in this publication.
EBIT	Earnings before interest and tax.
Employment	Includes working proprietors, working partners, permanent, part-time, temporary and casual employees, and managerial and executive employees working for a business during the last pay period in June each year. Employees absent on paid or prepaid leave are included.
GDP	Gross Domestic Product.
GOS	Gross Operating Surplus: industry gross product less labour costs.
Gross output	Sales of goods and services plus government subsidies plus capital work done for own use plus closing stocks minus opening stocks.
IGP	Industry Gross Product: a measure of the unduplicated gross product of a business defined as gross output minus intermediate inputs.
Insurance premiums	Payments in respect of different types of insurance, excluding workers' compensation costs (included in labour costs) and compulsory third party motor vehicle insurance premiums (included in selected expenses).
Interest coverage	The number of times over that businesses can meet their interest expenses from their earnings before interest, i.e. EBIT/interest expenses.

Interest expenses	Includes interest paid on loans from banks, finance companies, insurance companies and related companies.
Interest income	Includes interest received from bank accounts, loans and finance leases and earnings on discounted bills.
Intermediate inputs	Purchases plus selected expenses.
Investment rate	The proportion of industry gross product used to acquire capital, i.e. Capital expenditure *100/GP.
Large businesses	See under Classification by size in the Explanatory Notes.
Labour costs	Wages and salaries plus superannuation contributed by the employee plus workers' compensation.
Long-term debt to equity	Non-current liabilities/net worth.
Net worth	Total assets minus total liabilities and is equal to the interests of shareholders or other owners in the assets of the business.
Non-current assets	The book value of non-current assets as at the end of the financial year. Includes plant and machinery needed for normal operations, capitalised interest, property and goodwill.
Non-current liabilities	The book value of non-current liabilities as at the end of the financial year. Includes bank loans, debentures and unsecured notes.
Management unit	See under Statistical unit in the Explanatory Notes.
OPBT	Operating profit before tax: a measure of profit before extraordinary items are brought into account and prior to the deduction of income tax and appropriations to owners (e.g. dividends paid).
Operating businesses	See under Statistical unit in Explanatory Notes.
Operating expenses	The total expenses of a business, excluding extraordinary items.
Operating income	The total income of a business, excluding extraordinary items.
Other operating expenses	All operating expenses except for purchases, selected expenses (included in cost of sales), labour costs, depreciation, and interest expenses. Includes insurance premiums, and royalty expenses and bad debts.
Other operating income	Includes government subsidies, royalty income, dividends received, net profit (or loss) on the sale of fixed tangible assets and net profit (or loss) on foreign exchange transactions. For insurance and superannuation businesses, this includes the difference between contribution and premium income, and cost of benefits and claims incurred. It excludes unrealised gains or losses and extraordinary profits or losses such as those associated with the sale of a segment of the business or goodwill revaluations. Please note that in table 1, dividends received are shown separately and are therefore not included in other operating income.
Profit margin	The percentage of operating income available as operating profit, i.e. OPBT *100/operating income.
Purchases	Includes purchases of materials, components, containers, packaging, fuels, electricity and water, and purchases of goods for sale.
Return on assets	Operating profit before tax as a percentage of the total book value of assets, i.e. OPBT *100/total assets.
Return on net worth	Operating profit before tax as a percentage of the shareholders' funds, i.e. OPBT *100/net worth.

Royalty expenses	Payments made by a business for the use of rights owned by another business or person. Included in other operating expenses.
Sales of goods and services	Includes sales of goods whether or not manufactured by the business, sales or transfers to related businesses, all repair and service income and fees, income from rents, leasing and hiring, contract, subcontract and commission revenue and management fees. Rent, leasing and hiring income is revenue derived from the ownership of land, buildings, vehicles, machinery or equipment, excluding income from finance leases.
Selected expenses	Includes payments made for services provided by other businesses (including self-employed persons) such as rent, leasing and hiring of plant, motor vehicles, land and buildings; freight and cartage expenses; office supplies and services; telephone and postage; advertising accounting and legal services; repairs and maintenance; work performed on a contract, subcontract or commission basis; and charges by government such as rates, motor vehicle registration, payroll tax and fringe benefit tax.
Small and medium businesses	See under Classification by size in the Explanatory Notes, page 78.
Stocks	The value of all stocks of finished goods, work-in-progress, raw materials, fuels, containers, etc.
Trading profit	A measure of profit directly attributable to trading in goods and services. It is derived by deducting the cost of sales from sales of goods and services.

SPECIAL DATA SERVICES

The Economic Activity Survey provides a wider range of data which can be made available, than is contained in this publication.

STANDARD PRODUCTS

These include tables of unpublished data that can be delivered almost immediately upon request. Two examples of standard products are Summaries of Industry Performance and Industry Concentration Statistics.

Summaries of Industry Performance are one-page summaries, similar in format to table 6 of this publication, but at finer levels of industry classification. These summaries are available for the ANZSIC subdivisions described in Part 2.

Industry Concentration Statistics are tables showing the proportions of sales, employment, and wages and salaries that are concentrated among the 20 largest enterprise groups operating in each industry. The 'largest 20' are further subdivided by groups of four, viz first four groups, second four groups, and so on.

NON-STANDARD PRODUCTS

Other statistical products can be tailored to satisfy the specific requirements of clients. For example, many other performance measures or ratios apart from those included in this publication can be generated. Some examples are liquidity, debt coverage, stocks turnover and assets turnover ratios.

Similarly, the data can be presented by size classifications, which have been tailored to a client's specific need. For example, size classifications based on client specified ranges in the value of sales, profits or assets can be generated.

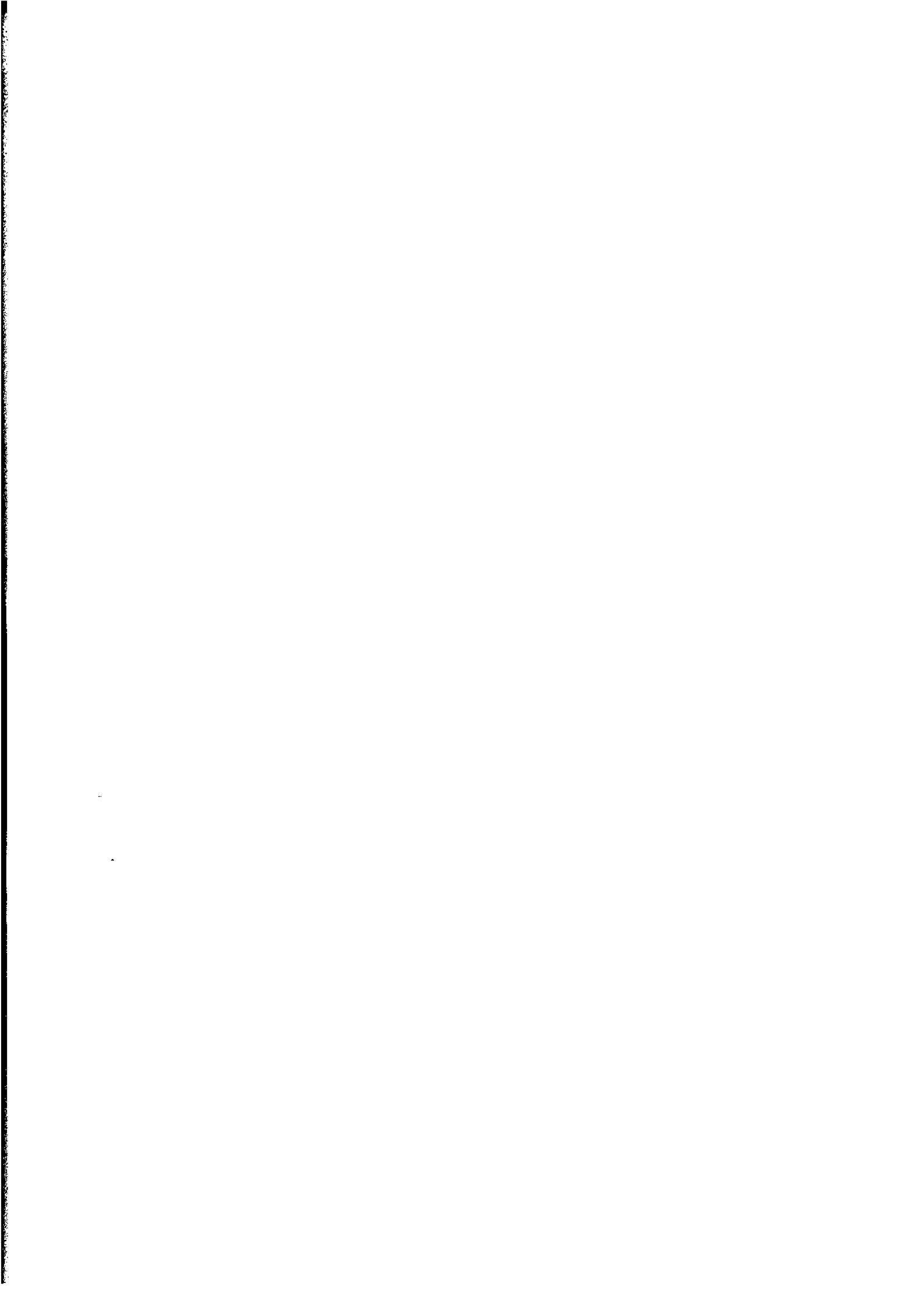
The generation of non-standard output usually requires some additional computer programming and clerical effort which increases its costs and time to deliver when compared to standard products.

For further information on unpublished statistics that can be made available, contact Dianne Bourke by phone (06) 252 5288 or fax (06) 253 1497.

COMPARISON OF INDUSTRY GROSS PRODUCT WITH GROSS DOMESTIC PRODUCT, BY INDUSTRY, 1994-95 \$MILLION

	Agriculture and forestry fishing	Mining	Manu- facturing	Electricity gas and water	Constru- ction	Whole- sale trade	Retail trade	Accom- modation cafes and restaurants	Transport and storage	Communi- cation services	Finance and insurance	Property and business services	Government administration and defence	Education services	Health and community services	Cultural and recreat- ional services	Personal and other services	Ownership of dwellings	Nominal All Industry	
Industry Gross Product (IGP)	9 469	16 981	59 631	12 865	11 908	23 101	21 909	9 356	17 236	12 400	-486	23 619	3 362	6 647	5 250	3 678			238 936	
Differences in coverage																				
General Government	337		200	769	2 932	30		16	3 253	4	103	1 557	17 232	16 230	11 656	964	3 461	79	58 823	
Non-employers	598	72	747		10 496	2 309	4 346		3 214		8 304	3 102			1 162	921	1 081		36 352	
Ownership of dwellings		-26	-44		-21	-48	-55	-3	-9		-49	-347			-7	-4		37 927	37 314	
Total	935	46	903	769	13 407	2 291	4 291	13	6 458	4	8 358	4 312	17 232	16 230	12 811	1 881	4 542	38 006	132 489	
Differences in concept																				
Imputed service charge											14 381								-12 450	1 931
Imputed insurance service charge											6 841									6 841
Non-profit institutions							44					2		176	2 067		665			2 854
Total							44				21 222	2		176	2 067		665		-12 450	11 726
Differences in methodology																				
Ag. Census/AFS difference	2 776																			2 776
Net workers' compensation claims	-10	-10	-39	-6	-48	2	5	-1	-62	222	77	-33	0	20	-23	25	14			133
Third party insurance transfers	165	18	110		169	213	280	21	310	22	50	37		1	17	12	4			1 429
Owner builders' gross operating surplus																				275
Prepaid insurance premiums	7	5	45		9	10	17	2	47	1	2	4			3	2	2			156
Less stock valuation adjustment	239	125	1 420	1	6	408	316	17	18											2 550
Total	2 699	-112	-1 304	-7	399	-183	-14	5	277	245	129	8	0	21	-3	39	20			2 219
IGP adjustment for above differences	13 103	16 915	59 290	13 627	25 714	25 209	26 290	9 374	23 971	12 649	29 243	27 941	17 232	19 779	23 522	7 170	8 905	38 006	-12 450	385 370
Other differences	-356	32	34	-550	1 671	-1 489	5 900	-161	1 289	-619	-1 482	7 122	0	1 540	1 796	-272	-718			13 737
Gross Domestic Product (GDP) at factor cost	12 747	16 947	59 264	13 077	27 385	23 720	32 130	9 213	25 260	12 030	27 761	35 063	17 232	21 319	25 316	6 696	8 187	38 006	-12 450	396 107





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