



# AUSTRALIAN INDUSTRY

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## INQUIRIES

For further information about these and related statistics, contact the National Information and Referral Service on 1300 135 070.

## NOTES

- ABOUT THIS PUBLICATION** This publication presents estimates of the economic and financial performance of Australian industry for 2011–12. These estimates are compiled from Economic Activity Survey (EAS) conducted by the Australian Bureau of Statistics (ABS) and from Business Activity Statement (BAS) data reported to the Australian Taxation Office (ATO).
- The estimates in this publication are based on the *Australian and New Zealand Standard Industrial Classification (ANZSIC), 2006 edition* (cat. no. 1292.0).
- OFF-JUNE YEAR REPORTING IN EAS** The 2011–12 EAS has a reference period ending 30 June 2012 and the majority of businesses report for this reference period. In some industries though, a substantial proportion report for a different reference period, for example the reference period ending 31 May 2012. "Off-June year reporting" is more prevalent in industries with a high degree of foreign ownership, such as MINING AND MANUFACTURING.
- Experimental estimates on the impacts of off-June year reporting have been released in *Experimental Estimates for Australian Industry adjusted for Off-June Year reporting 2010–11* (cat.no.8169.0). Estimates for 2011-12 will be released in late 2013.
- CHANGES IN THIS ISSUE** Previous issues of *Australian Industry* were accompanied by a Mining Commodities data cube. This data cube will now appear in *Mining Operations, Australia, 2011–12* (cat. no. 8415.0) along with other detailed Mining Industry data. *Mining Operations, Australia, 2011–12* will be released on 31 May, 2013.
- INDUSTRY PROFILES** The ABS conducts a rotating program of detailed industry surveys. For the 2011–12 financial year, the ABS undertook surveys into the CONSTRUCTION industry (ANZSIC Division E) and FILM, TELEVISION AND DIGITAL GAMES industries (part ANZSIC Division J). The data from these surveys will be released by the ABS (in cat. nos. 8772.0 and 8679.0 respectively) during June, 2013. For 2012–13, the ABS will be conducting surveys into WHOLESALE AND RETAIL INDUSTRIES (ANZSIC Divisions F and G respectively), and these results are expected to be released in mid 2014 (cat. no. 8622.0).
- COMMENTS** The ABS welcomes comments and suggestions from users regarding future releases of *Australian Industry*. These comments should be addressed to the Director, Annual Integrated Collections Business Statistics Centre, Australian Bureau of Statistics, GPO Box 2796Y, Melbourne, VIC 3001.
- INQUIRIES** For further information about these and related statistics, contact the National Information and Referral Service on 1300 135 070.

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## ABBREVIATIONS .....

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

# CHAPTER 1

## OVERVIEW

### INTRODUCTION

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

### KEY DATA

Between 2010–11 and 2011–12 for TOTAL SELECTED INDUSTRIES, total income and total expenses increased by 6.4% (or \$176.9b) and 6.7% (or \$163.0b) respectively. IVA increased by 7.3% (or \$68.9b) over the same period. Operating profit before tax (OPBT) increased by 5.0% (or \$17.0b).

Only one industry in TOTAL SELECTED INDUSTRIES recorded a decrease in total income, INFORMATION, MEDIA AND TELECOMMUNICATIONS, which declined by 2.1% (or \$1.6b). WHOLESALE TRADE and CONSTRUCTION recorded the largest absolute increases in total income, with \$45.9b and \$21.0b respectively.

All eighteen selected industries recorded increases in total expenses. MINING recorded the largest percentage increase with 16.5% (or by \$22.2b).

OPBT for TOTAL SELECTED INDUSTRIES increased by \$17.2b between 2010–11 and 2011–12. ACCOMMODATION AND FOOD SERVICES recorded a 44.7% (or \$2.9b) increase, while ADMINISTRATIVE AND SUPPORT SERVICES experienced a 37.0% (or \$3.2b) drop in OPBT. MINING was the largest contributor to OPBT in 2011–12, accounting for 23.0% (or \$83.7b).

Employment for TOTAL SELECTED INDUSTRIES increased by 185,557 persons (or 1.8%). PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES increased by 80,000 employees (or 8.7%), whereas RETAIL TRADE experienced a decrease of 46,000 persons. The largest contributors to employment were RETAIL TRADE and CONSTRUCTION, accounting for 12.1% (or 1,300,148 persons) and 9.7% (or 1,042,714 persons) respectively.

### LABOUR COSTS

During 2011–12, total labour costs for TOTAL SELECTED INDUSTRIES were \$543.8b of which wages and salaries accounted for 87.1% (or \$473.9b). The industries with the highest total labour costs were PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES (\$69.5b) and MANUFACTURING (\$64.3b).

### INDUSTRY VALUE ADDED

IVA for TOTAL SELECTED INDUSTRIES increased by 7.3%, or \$68.9b, between 2010–11 and 2011–12.

The largest contributing industry in 2011–12 was MINING, accounting for 13.1% (or \$133.0b) of the estimate for TOTAL SELECTED INDUSTRIES, followed by PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES (10.2% or \$103.7b) and MANUFACTURING (10.1% or \$102.1b).

**1.1**

## KEY DATA BY INDUSTRY DIVISION(a)

	Employment at end June(b)	Wages and salaries(c)	Sales and service income(d)	Total income	Total expenses	Operating profit before tax(e)	Earnings before interest, tax, depreciation and amortisation(e)	Industry value added(e)
	'000	\$m	\$m	\$m	\$m	\$m	\$m	\$m
AGRICULTURE, FORESTRY AND FISHING								
2007-08	493	6 039	62 183	66 511	60 438	^ 6 897	^ 10 812	19 500
2008-09	491	5 985	65 852	69 882	63 716	^ 6 068	11 667	20 548
2009-10	468	5 758	60 282	64 399	55 552	^ 8 707	13 562	21 651
2010-11	502	6 093	64 253	68 012	58 864	^ 10 097	15 426	23 960
2011-12	498	6 334	70 714	74 393	64 268	10 835	15 929	25 174
MINING								
2007-08	128	13 288	121 301	136 757	92 813	45 555	48 544	72 133
2008-09	135	16 055	172 287	184 179	123 175	63 155	73 616	106 911
2009-10	143	16 635	151 305	165 230	115 595	50 343	58 677	88 461
2010-11	160	18 894	198 444	218 359	134 630	85 241	90 909	126 641
2011-12	195	23 571	218 276	237 416	156 816	83 678	90 281	132 955
MANUFACTURING								
2007-08	1 005	51 647	390 579	398 229	367 057	35 494	43 992	107 413
2008-09	974	52 402	410 430	415 866	389 202	27 673	39 477	103 925
2009-10	954	52 067	378 778	387 658	360 245	26 023	33 972	98 039
2010-11	938	53 434	388 047	395 803	369 823	28 166	37 444	102 547
2011-12	929	55 295	397 705	404 485	383 344	23 537	35 022	102 146
ELECTRICITY, GAS, WATER AND WASTE SERVICES								
2007-08	104	8 005	69 986	76 740	67 722	9 207	16 900	26 792
2008-09	108	8 561	79 158	86 316	76 333	10 288	18 611	29 235
2009-10	107	8 950	86 232	93 056	82 949	10 252	20 820	32 102
2010-11	109	9 508	93 087	101 642	89 398	12 180	23 647	35 689
2011-12	116	10 366	101 664	107 472	95 981	11 832	26 706	39 837
CONSTRUCTION								
2007-08	983	38 487	253 820	257 506	234 279	^ 24 508	28 227	75 255
2008-09	983	40 849	260 154	264 953	240 499	^ 23 280	29 010	78 899
2009-10	998	42 881	281 569	287 038	251 283	35 615	40 287	92 759
2010-11	1 067	47 351	297 439	303 941	272 485	30 393	34 739	92 107
2011-12	1 043	52 989	318 677	324 933	293 213	29 924	35 687	99 473
WHOLESALE TRADE								
2007-08	537	28 672	403 833	408 958	393 391	18 438	19 936	55 281
2008-09	531	29 628	406 534	411 107	397 563	16 747	19 615	56 071
2009-10	544	30 256	403 672	407 208	391 373	16 033	18 499	55 629
2010-11	574	32 704	428 326	432 468	417 536	17 682	20 174	60 095
2011-12	589	34 272	473 213	478 345	463 070	^ 19 994	^ 20 696	62 837

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

(a) For scope and coverage details, see Explanatory Notes, paragraphs 6-21.

(b) Includes working proprietors and partners of unincorporated businesses.

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

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2, paragraph 5.

**1.1****KEY DATA BY INDUSTRY DIVISION(a) continued**

	Employment at end June(b)	Wages and salaries(c)	Sales and service income(d)	Total income	Total expenses	Operating profit before tax(e)	Earnings before interest, tax, depreciation and amortisation(e)	Industry value added(e)
	'000	\$m	\$m	\$m	\$m	\$m	\$m	\$m
RETAIL TRADE								
2007-08	1 252	32 064	316 124	319 037	305 565	15 751	17 984	56 558
2008-09	1 260	34 067	342 615	345 930	328 631	17 503	19 767	60 325
2009-10	1 297	35 177	354 273	357 219	340 828	18 977	21 827	63 900
2010-11	1 346	37 629	370 330	374 235	354 968	^ 19 760	22 442	67 714
2011-12	1 300	39 102	379 756	383 314	361 994	^ 21 533	^ 25 295	72 111
ACCOMMODATION AND FOOD SERVICES								
2007-08	772	16 516	69 936	70 745	66 360	^ 4 471	8 143	28 007
2008-09	811	17 221	68 355	69 756	63 249	^ 6 685	^ 9 400	29 798
2009-10	887	17 662	71 164	72 566	65 042	^ 7 606	10 572	31 766
2010-11	895	19 140	78 763	79 743	73 362	^ 6 515	^ 11 092	34 106
2011-12	939	20 217	85 310	86 792	77 431	^ 9 430	12 830	37 411
TRANSPORT, POSTAL AND WAREHOUSING								
2007-08	556	25 079	118 761	129 934	117 011	^ 13 108	20 143	50 721
2008-09	559	25 677	117 788	129 970	118 517	11 575	18 242	49 448
2009-10	550	26 526	121 109	131 063	119 307	11 964	21 863	54 047
2010-11	564	28 313	135 596	140 799	127 233	13 689	23 908	58 132
2011-12	567	31 577	143 531	148 925	136 844	12 270	24 364	62 362
INFORMATION MEDIA AND TELECOMMUNICATIONS								
2007-08	172	11 579	68 899	70 598	60 276	10 444	18 796	33 093
2008-09	173	11 683	70 686	67 367	61 702	5 682	19 408	33 944
2009-10	177	11 638	72 539	74 174	62 693	11 569	20 423	35 340
2010-11	180	11 992	75 148	77 202	66 166	11 116	20 289	35 497
2011-12	176	12 797	75 101	75 572	66 539	8 848	19 933	35 837
RENTAL, HIRING AND REAL ESTATE SERVICES								
2007-08	362	11 045	81 411	103 159	69 295	^ 33 451	^ 27 092	45 159
2008-09	368	11 220	85 191	86 912	73 485	**12 975	31 407	47 744
2009-10	365	10 959	85 475	97 544	69 994	27 112	36 187	52 481
2010-11	388	11 901	91 979	106 093	77 217	28 346	35 664	53 173
2011-12	389	12 385	99 104	117 664	80 612	36 832	41 094	60 488
PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES								
2007-08	924	50 822	143 517	166 888	137 201	29 816	^ 17 095	78 478
2008-09	893	52 047	154 714	186 463	149 733	37 205	19 035	81 588
2009-10	920	53 000	155 516	177 634	142 935	34 503	22 551	85 650
2010-11	918	56 684	165 081	194 065	153 657	40 935	24 072	92 189
2011-12	998	60 937	175 169	210 976	158 982	52 670	29 966	103 669

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

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

(a) For scope and coverage details, see Explanatory Notes, paragraphs 6-21.

(b) Includes working proprietors and partners of unincorporated businesses.

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

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2, paragraph 5.

**1.1**KEY DATA BY INDUSTRY DIVISION(a) *continued*

	Employment at end June(b)	Wages and salaries(c)	Sales and service income(d)	Total income	Total expenses	Operating profit before tax(e)	Earnings before interest, tax, depreciation and amortisation(e)	Industry value added(e)
	'000	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ADMINISTRATIVE AND SUPPORT SERVICES								
2007-08	746	28 309	58 515	63 491	58 992	*4 630	^ 4 705	38 136
2008-09	685	26 609	59 176	61 530	58 702	**2 944	^ 6 080	37 140
2009-10	731	29 162	63 246	67 830	59 505	^ 8 505	^ 7 272	41 309
2010-11	802	32 229	68 681	72 600	64 088	^ 8 582	^ 8 695	46 230
2011-12	858	35 017	73 310	78 047	72 732	*5 408	^ 7 771	48 981
PUBLIC ADMINISTRATION AND SAFETY								
2007-08	^ 78	2 524	5 697	6 040	5 541	np	^ 520	3 553
2008-09	66	2 497	6 146	6 513	5 872	^ 663	^ 620	3 605
2009-10	66	2 529	6 006	6 257	5 505	np	^ 768	3 790
2010-11	80	2 884	7 061	7 459	6 576	^ 948	^ 910	4 431
2011-12	82	3 224	7 838	8 185	7 048	^ 1 122	^ 1 220	5 083
EDUCATION AND TRAINING (PRIVATE)								
2007-08	300	10 594	13 709	23 513	19 681	np	^ 2 400	14 337
2008-09	295	12 086	14 272	24 744	22 446	^ 2 327	^ 2 026	15 865
2009-10	325	13 167	14 615	27 295	23 829	np	^ 2 012	17 221
2010-11	363	14 872	16 767	31 832	26 424	5 416	2 967	19 911
2011-12	356	15 364	18 286	32 309	28 081	^ 4 247	^ 3 322	20 936
HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE)								
2007-08	814	28 027	53 995	73 504	63 237	^ 10 231	^ 9 276	43 265
2008-09	846	28 740	56 117	78 465	66 372	^ 12 272	^ 11 993	46 505
2009-10	880	31 721	59 098	81 956	68 144	14 014	13 255	50 412
2010-11	974	35 511	64 107	89 803	75 529	^ 14 377	^ 12 905	54 805
2011-12	1 009	38 073	71 367	98 625	80 297	18 420	17 546	63 043
ARTS AND RECREATION SERVICES								
2007-08	176	4 500	24 224	26 801	23 083	3 734	^ 2 810	9 153
2008-09	184	4 593	25 494	28 093	24 049	4 019	^ 3 602	9 441
2009-10	192	5 011	26 586	29 595	25 026	4 591	4 248	10 368
2010-11	205	5 442	27 527	30 300	26 142	4 152	4 177	10 906
2011-12	212	5 467	29 552	31 952	27 320	4 647	4 709	11 472
OTHER SERVICES								
2007-08	428	12 988	42 105	48 500	42 602	^ 5 992	*3 316	20 743
2008-09	447	13 617	45 222	52 813	46 713	^ 6 422	*2 949	22 900
2009-10	452	14 278	44 629	54 451	46 638	^ 7 775	*2 961	23 317
2010-11	476	15 481	48 065	59 259	50 515	^ 8 698	*2 283	25 268
2011-12	471	16 911	50 480	61 106	53 087	8 248	*3 305	28 438

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

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

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

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

(a) For scope and coverage details, see Explanatory Notes, paragraphs 6-21.

(b) Includes working proprietors and partners of unincorporated businesses.

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

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2, paragraph 5.



**1.1**KEY DATA BY INDUSTRY DIVISION(a) *continued*

	<i>Employment at end June(b)</i>	<i>Wages and salaries(c)</i>	<i>Sales and service income(d)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax(e)</i>	<i>Earnings before interest, tax, depreciation and amortisation(e)</i>	<i>Industry value added(e)</i>
	'000	\$m	\$m	\$m	\$m	\$m	\$m	\$m
TOTAL SELECTED INDUSTRIES (f)								
2007–08	9 831	380 183	2 298 596	2 446 913	2 184 543	276 081	300 691	777 578
2008–09	9 809	393 537	2 440 190	2 570 860	2 309 958	267 482	336 523	833 894
2009–10	10 056	407 375	2 436 095	2 582 171	2 286 442	297 827	349 755	858 239
2010–11	10 542	440 062	2 618 700	2 783 617	2 444 611	346 294	391 743	943 400
2011–12	10 727	473 896	2 789 052	2 960 513	2 607 660	363 475	415 675	1 012 254

(a) For scope and coverage details, see Explanatory Notes, paragraphs 6–21.

(b) Includes working proprietors and partners of unincorporated businesses.

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

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2, paragraph 5.

(f) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

**1.2****LABOUR COSTS BY INDUSTRY DIVISION (a)**

	Wages and salaries (b)	Employer contributions into superannuation	Workers' compensation premiums/costs	Selected labour costs	Fringe benefits tax	Payroll tax	Total labour costs
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
AGRICULTURE, FORESTRY AND FISHING							
2007-08	6 039	686	238	6 963	^ 16	^ 102	7 081
2008-09	5 985	678	248	6 911	^ 15	100	7 026
2009-10	5 758	536	223	6 517	13	89	6 620
2010-11	6 093	596	228	6 917	^ 17	90	7 023
2011-12	6 334	606	255	7 195	^ 23	107	7 324
MINING							
2007-08	13 288	913	205	14 405	146	543	15 094
2008-09	16 055	1 292	237	17 585	181	717	18 483
2009-10	16 635	1 320	260	18 215	187	798	19 201
2010-11	18 894	1 605	261	20 761	193	894	21 848
2011-12	23 571	1 850	293	25 714	229	1 072	27 014
MANUFACTURING							
2007-08	51 647	4 669	1 467	57 783	503	2 237	60 522
2008-09	52 402	4 728	1 385	58 515	485	2 218	61 218
2009-10	52 067	4 753	1 374	58 193	456	2 241	60 890
2010-11	53 434	4 743	1 360	59 537	421	2 268	62 227
2011-12	55 295	4 832	1 405	61 531	417	2 338	64 286
ELECTRICITY, GAS, WATER AND WASTE SERVICES							
2007-08	8 005	682	114	8 801	55	351	9 207
2008-09	8 561	692	115	9 369	56	381	9 805
2009-10	8 950	805	112	9 866	60	443	10 369
2010-11	9 508	914	128	10 550	66	463	11 080
2011-12	10 366	1 020	126	11 511	58	476	12 045
CONSTRUCTION							
2007-08	38 487	3 760	1 086	43 334	*420	1 237	44 991
2008-09	40 849	3 735	1 040	45 623	^ 196	1 276	47 095
2009-10	42 881	3 909	1 097	47 888	245	1 385	49 517
2010-11	47 351	4 223	1 140	52 714	216	1 594	54 524
2011-12	52 989	4 532	1 381	58 902	^ 262	1 725	60 889
WHOLESALE TRADE							
2007-08	28 672	2 795	531	31 998	493	1 225	33 717
2008-09	29 628	2 816	438	32 882	415	1 256	34 553
2009-10	30 256	2 841	512	33 609	409	1 249	35 267
2010-11	32 704	3 026	639	36 368	375	1 398	38 141
2011-12	34 272	3 174	547	37 993	^ 467	1 649	40 109
RETAIL TRADE							
2007-08	32 064	3 219	^ 642	35 926	^ 180	1 143	37 248
2008-09	34 067	2 940	676	37 683	^ 209	1 252	39 144
2009-10	35 177	2 999	676	38 852	^ 145	1 339	40 336
2010-11	37 629	3 301	796	41 726	^ 205	1 346	43 277
2011-12	39 102	3 445	804	43 351	173	1 441	44 965

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

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

(a) For scope and coverage details, see Explanatory Notes, paragraphs 6-21.

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

**1.2****LABOUR COSTS BY INDUSTRY DIVISION (a) *continued***

	Wages and salaries (b)	Employer contributions into superannuation	Workers' compensation premiums/costs	Selected labour costs	Fringe benefits tax	Payroll tax	Total labour costs
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ACCOMMODATION AND FOOD SERVICES							
2007-08	16 516	1 259	365	18 139	^ 42	501	18 683
2008-09	17 221	1 420	379	19 020	^ 42	426	19 487
2009-10	17 662	1 516	410	19 588	43	458	20 089
2010-11	19 140	1 672	432	21 244	^ 51	532	21 827
2011-12	20 217	1 774	434	22 424	^ 56	627	23 107
TRANSPORT, POSTAL AND WAREHOUSING							
2007-08	25 079	1 980	756	27 814	129	1 175	29 118
2008-09	25 677	1 999	734	28 410	119	1 093	29 622
2009-10	26 526	2 138	748	29 411	105	1 152	30 669
2010-11	28 313	2 333	795	31 441	105	1 197	32 743
2011-12	31 577	2 493	815	34 885	123	1 303	36 311
INFORMATION MEDIA AND TELECOMMUNICATIONS							
2007-08	11 579	856	^ 161	12 595	148	579	13 322
2008-09	11 683	929	104	12 716	140	588	13 444
2009-10	11 638	995	93	12 726	91	594	13 410
2010-11	11 992	1 044	72	13 108	95	592	13 795
2011-12	12 797	1 028	95	13 920	100	628	14 647
RENTAL, HIRING AND REAL ESTATE SERVICES							
2007-08	11 045	^ 913	*215	12 173	^ 88	351	12 612
2008-09	11 220	1 047	^ 186	12 453	60	378	12 891
2009-10	10 959	1 017	^ 137	12 113	^ 65	324	12 502
2010-11	11 901	1 075	141	13 116	^ 50	350	13 516
2011-12	12 385	1 160	170	13 715	56	359	14 130
PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES							
2007-08	50 822	5 492	445	56 759	372	1 717	58 848
2008-09	52 047	5 223	^ 367	57 637	^ 393	1 789	59 819
2009-10	53 000	4 871	^ 353	58 225	^ 391	1 776	60 391
2010-11	56 684	5 053	313	62 051	326	1 936	64 312
2011-12	60 937	5 575	339	66 852	^ 409	2 202	69 463
ADMINISTRATIVE AND SUPPORT SERVICES							
2007-08	28 309	2 526	636	31 470	^ 122	1 115	32 706
2008-09	26 609	2 178	547	29 334	*122	964	30 420
2009-10	29 162	2 373	559	32 094	101	1 129	33 324
2010-11	32 229	2 710	548	35 487	^ 113	1 229	36 829
2011-12	35 017	2 942	686	38 645	^ 174	1 446	40 265
PUBLIC ADMINISTRATION AND SAFETY (PRIVATE)							
2007-08	2 524	^ 210	^ 94	2 828	^ 8	^ 93	2 929
2008-09	2 497	196	77	2 771	^ 9	^ 112	2 892
2009-10	2 529	209	71	2 809	^ 7	98	2 914
2010-11	2 884	241	^ 100	3 225	^ 7	109	3 341
2011-12	3 224	268	99	3 591	^ 7	119	3 717

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

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

(a) For scope and coverage details, see Explanatory Notes, paragraphs 6-21.

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

## 1.2 LABOUR COSTS BY INDUSTRY DIVISION (a) *continued*

	Wages and salaries (b)	Employer contributions into superannuation	Workers' compensation premiums/costs	Selected labour costs	Fringe benefits tax	Payroll tax	Total labour costs
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
.....							
EDUCATION AND TRAINING (PRIVATE)							
2007-08	10 594	997	102	11 692	38	*109	11 840
2008-09	12 086	1 066	126	13 278	^ 53	**142	13 473
2009-10	13 167	1 215	142	14 523	^ 47	^ 185	14 756
2010-11	14 872	1 372	151	16 395	^ 52	^ 106	16 553
2011-12	15 364	1 401	143	16 908	^ 55	*177	17 139
.....							
HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE)							
2007-08	28 027	2 814	546	31 386	*86	^ 448	31 920
2008-09	28 740	2 732	558	32 030	61	559	32 650
2009-10	31 721	2 666	607	34 994	^ 61	485	35 540
2010-11	35 511	3 218	703	39 432	^ 63	^ 600	40 096
2011-12	38 073	3 485	775	42 333	**76	504	42 914
.....							
ARTS AND RECREATION SERVICES							
2007-08	4 500	417	72	4 989	^ 29	139	5 157
2008-09	4 593	383	*127	5 103	26	162	5 290
2009-10	5 011	427	^ 110	5 547	^ 31	175	5 753
2010-11	5 442	475	^ 110	6 026	28	191	6 246
2011-12	5 467	488	98	6 053	29	182	6 264
.....							
OTHER SERVICES							
2007-08	12 988	1 043	247	14 279	^ 51	247	14 578
2008-09	13 617	1 295	242	15 154	^ 56	^ 283	15 494
2009-10	14 278	1 372	307	15 956	*86	270	16 312
2010-11	15 481	1 379	^ 285	17 145	61	289	17 495
2011-12	16 911	1 583	299	18 794	^ 55	335	19 184
.....							
TOTAL SELECTED INDUSTRIES (c)							
2007-08	380 183	35 232	7 921	423 336	2 925	13 310	439 571
2008-09	393 537	35 349	7 587	436 474	2 637	13 695	452 806
2009-10	407 375	35 963	7 790	451 128	2 541	14 190	467 859
2010-11	440 062	38 980	8 202	487 245	2 443	15 185	504 872
2011-12	473 896	41 658	8 763	524 317	2 768	16 689	543 774

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

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

(a) For scope and coverage details, see Explanatory Notes, paragraphs 6-21.

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

(c) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

### 1.3 INDUSTRY VALUE ADDED BY INDUSTRY DIVISION

	PLUS				LESS		Industry value added(b)
	Sales and service income(a)	Funding from government for operational costs	Capital work done for own use	Change in inventories	Purchases of goods and materials(c)	Other intermediate input expenses	
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
AGRICULTURE, FORESTRY AND FISHING							
2007–08	62 183	^ 1 121	^ 221	*824	29 965	14 883	19 500
2008–09	65 852	1 205	^ 208	–98	30 564	16 055	20 548
2009–10	60 282	921	^ 136	–140	23 498	16 050	21 651
2010–11	64 253	^ 922	^ 118	*948	25 527	16 753	23 960
2011–12	70 714	988	*114	*710	30 013	17 339	25 174
MINING							
2007–08	121 301	980	991	^ 1 612	17 689	35 062	72 133
2008–09	172 287	1 177	1 225	2 151	22 740	47 188	106 911
2009–10	151 305	1 218	1 699	709	19 471	47 000	88 461
2010–11	198 444	1 491	3 603	1 511	24 846	53 563	126 641
2011–12	218 276	1 556	5 123	3 078	27 563	67 516	132 955
MANUFACTURING							
2007–08	390 579	953	^ 1 204	4 322	227 106	62 540	107 413
2008–09	410 430	^ 1 216	^ 2 133	*1 009	250 028	60 835	103 925
2009–10	378 778	888	1 238	–1 389	221 880	59 595	98 039
2010–11	388 047	1 136	^ 1 065	^ 2 186	229 487	60 400	102 547
2011–12	397 705	1 189	1 548	^ 2 395	237 697	62 995	102 146
ELECTRICITY, GAS, WATER AND WASTE SERVICES							
2007–08	69 986	^ 1 865	5 661	^ 189	32 814	18 094	26 792
2008–09	79 158	1 853	6 351	305	38 349	20 082	29 235
2009–10	86 232	2 102	6 043	145	38 997	23 424	32 102
2010–11	93 087	2 366	5 261	–65	39 903	25 056	35 689
2011–12	101 664	2 306	5 611	341	40 080	30 005	39 837
CONSTRUCTION							
2007–08	253 820	^ 303	*969	**1 281	115 767	65 351	75 255
2008–09	260 154	746	*894	–1 174	110 756	70 966	78 899
2009–10	281 569	1 128	^ 688	–139	113 126	77 360	92 759
2010–11	297 439	^ 819	**420	–1 064	120 610	84 897	92 107
2011–12	318 677	^ 508	*411	–1 796	94 966	123 362	99 473
WHOLESALE TRADE							
2007–08	403 833	231	*156	*2 871	310 741	41 069	55 281
2008–09	406 534	^ 334	^ 194	^ 3 203	313 018	41 175	56 071
2009–10	403 672	^ 246	^ 92	**198	306 808	41 772	55 629
2010–11	428 326	^ 233	*73	^ 2 750	326 199	45 089	60 095
2011–12	473 213	*269	**93	^ 4 719	366 619	48 837	62 837

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

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

(a) Includes rent, leasing and hiring income.

(b) See Technical Note 2, paragraph 5.

(c) Includes capitalised purchases.

### 1.3 INDUSTRY VALUE ADDED BY INDUSTRY DIVISION *continued*

	PLUS				LESS		Industry value added(b)
	Sales and service income(a)	Funding from government for operational costs	Capital work done for own use	Change in inventories	Purchases of goods and materials(c)	Other intermediate input expenses	
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
RETAIL TRADE							
2007-08	316 124	*258	^ 253	* 2 279	228 486	33 871	56 558
2008-09	342 615	*380	132	**204	247 851	35 153	60 325
2009-10	354 273	**147	72	* 2 586	254 633	38 545	63 900
2010-11	370 330	*126	^ 79	**492	262 502	40 812	67 714
2011-12	379 756	np	np	**213	263 994	44 080	72 111
ACCOMMODATION AND FOOD SERVICES							
2007-08	69 936	^ 35	^ 87	**85	23 043	19 093	28 007
2008-09	68 355	^ 116	*99	*177	22 549	16 400	29 798
2009-10	71 164	^ 73	*83	*82	22 099	17 536	31 766
2010-11	78 763	*88	^ 98	*134	23 881	21 095	34 106
2011-12	85 310	^ 64	^ 164	**69	24 947	23 248	37 411
TRANSPORT, POSTAL AND WAREHOUSING							
2007-08	118 761	5 311	^ 1 961	184	24 782	50 713	50 721
2008-09	117 788	5 471	2 096	*121	24 254	51 774	49 448
2009-10	121 109	5 679	1 800	208	20 124	54 626	54 047
2010-11	135 596	1 257	2 105	^ 123	21 501	59 448	58 132
2011-12	143 531	^ 1 573	1 999	190	24 080	60 851	62 362
INFORMATION MEDIA AND TELECOMMUNICATIONS							
2007-08	68 899	^ 187	1 791	^ 122	10 037	27 868	33 093
2008-09	70 686	^ 234	1 754	**17	9 998	28 749	33 944
2009-10	72 539	286	1 471	**88	10 618	28 426	35 340
2010-11	75 148	504	np	^ 81	np	30 694	35 497
2011-12	75 101	739	np	-185	np	29 747	35 837
RENTAL, HIRING AND REAL ESTATE SERVICES							
2007-08	81 411	869	*828	-413	14 465	23 070	45 159
2008-09	85 191	1 441	^ 583	-452	15 147	23 871	47 744
2009-10	85 475	2 216	^ 247	-439	10 445	24 574	52 481
2010-11	91 979	^ 1 095	^ 357	-530	12 422	27 305	53 173
2011-12	99 104	982	527	-221	10 183	29 721	60 488
PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES							
2007-08	143 517	*2 089	*371	**129	24 015	43 612	78 478
2008-09	154 714	^ 2 058	^ 349	*474	28 209	47 798	81 588
2009-10	155 516	^ 1 565	*236	-196	24 095	47 377	85 650
2010-11	165 081	*2 034	380	*526	22 639	53 193	92 189
2011-12	175 169	^ 1 911	^ 537	*676	20 346	54 279	103 669

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- np not available for publication but included in totals where applicable, unless otherwise indicated
- (a) Includes rent, leasing and hiring income.
- (b) See Technical Note 2, paragraph 5.
- (c) Includes capitalised purchases.

**1.3****INDUSTRY VALUE ADDED BY INDUSTRY DIVISION** *continued*

	PLUS				LESS		
	Sales and service income(a)	Funding from government for operational costs	Capital work done for own use	Change in inventories	Purchases of goods and materials(c)	Other intermediate input expenses	Industry value added(b)
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ADMINISTRATIVE AND SUPPORT SERVICES							
2007-08	58 515	^ 1 691	^ 70	*131	7 856	14 414	38 136
2008-09	59 176	^ 1 300	^ 122	*117	7 772	15 802	37 140
2009-10	63 246	^ 1 503	^ 312	*181	7 507	16 425	41 309
2010-11	68 681	^ 1 478	np	*70	np	17 950	46 230
2011-12	73 310	*2 386	103	**92	^ 7 163	19 747	48 981
PUBLIC ADMINISTRATION AND SAFETY (PRIVATE)							
2007-08	5 697	**113	np	np	^ 881	1 382	3 553
2008-09	6 146	^ 130	**15	**22	^ 953	1 756	3 605
2009-10	6 006	*62	np	np	^ 821	1 466	3 790
2010-11	7 061	^ 108	np	**65	np	2 020	4 431
2011-12	7 838	np	**9	-15	np	1 953	5 083
EDUCATION AND TRAINING (PRIVATE)							
2007-08	13 709	7 616	np	np	^ 1 932	^ 5 156	14 337
2008-09	14 272	9 069	*26	**29	2 080	5 451	15 865
2009-10	14 615	10 166	np	np	^ 1 992	5 598	17 221
2010-11	16 767	11 316	*19	**8	^ 1 605	6 592	19 911
2011-12	18 286	11 641	np	*19	np	7 040	20 936
HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE)							
2007-08	53 995	15 213	^ 267	-36	8 153	18 021	43 265
2008-09	56 117	18 491	216	^ 179	9 178	19 319	46 505
2009-10	59 098	18 869	206	202	8 268	19 694	50 412
2010-11	64 107	20 322	*231	^ 103	^ 9 162	20 796	54 805
2011-12	71 367	22 007	236	*92	^ 9 936	20 723	63 043
ARTS AND RECREATION SERVICES							
2007-08	24 224	^ 522	144	**16	^ 2 755	12 999	9 153
2008-09	25 494	^ 671	471	-26	2 860	14 309	9 441
2009-10	26 586	^ 796	^ 295	*22	2 175	15 155	10 368
2010-11	27 527	*1 043	*141	-7	2 231	15 568	10 906
2011-12	29 552	713	^ 128	**14	^ 2 564	16 372	11 472
OTHER SERVICES							
2007-08	42 105	^ 1 965	**200	**93	13 293	10 328	20 743
2008-09	45 222	^ 2 414	*18	*322	15 290	9 786	22 900
2009-10	44 629	^ 3 227	*39	-37	14 169	10 373	23 317
2010-11	48 065	^ 2 961	*19	-45	15 199	10 534	25 268
2011-12	50 480	^ 3 700	^ 172	**230	15 351	10 793	28 438

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- \* estimate has a relative standard error of 25% to 50% and should be used with caution
- \*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use
- np not available for publication but included in totals where applicable, unless otherwise indicated
- (a) Includes rent, leasing and hiring income.
- (b) See Technical Note 2, paragraph 5.
- (c) Includes capitalised purchases.

### 1.3 INDUSTRY VALUE ADDED BY INDUSTRY DIVISION *continued*

	PLUS				LESS		Industry value added(b)
	Sales and service income(a)	Funding from government for operational costs	Capital work done for own use	Change in inventories	Purchases of goods and materials(c)	Other intermediate input expenses	
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
TOTAL SELECTED INDUSTRIES (d)							
2007–08	2 298 596	41 321	15 257	^ 13 711	1 093 780	497 528	777 578
2008–09	2 440 190	48 305	16 884	*6 580	1 151 594	526 471	833 894
2009–10	2 436 095	51 092	14 676	**2 097	1 100 726	544 995	858 239
2010–11	2 618 700	49 297	15 664	^ 7 289	1 155 783	591 766	943 400
2011–12	2 789 052	52 809	18 564	^ 10 622	1 190 185	668 607	1 012 254

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

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

(a) Includes rent, leasing and hiring income.

(b) See Technical Note 2, paragraph 5.

(c) Includes capitalised purchases.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.



## INTRODUCTION

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

The data presented include all activities of businesses classified to each industry, some of which may be activities other than those normally associated with that industry. Explanatory Notes paragraphs 14–15 provide further details.

## INCOME AND EXPENDITURE

During 2011–12, total income for TOTAL SELECTED INDUSTRIES was \$2960.5b of which small businesses accounted for 30.7% (or \$909.9b), medium businesses 26.2% (or \$775.4b) and large businesses 43.1% (or \$1275.2b).

Sales and service income accounted for 94.2% (or \$2789.1b) of total income.

For the same period, total expenses of TOTAL SELECTED INDUSTRIES was \$2607.7b of which total purchases accounted for 45.2% (or \$1,177.8b) and selected labour costs (excluding the drawings of working proprietors) accounted for a further 20.1% (or \$524.3b).

## PROFITABILITY AND EARNINGS

Operating profit before tax (OPBT) for TOTAL SELECTED INDUSTRIES in 2011–12 was \$363.5b. The percentage contribution by small businesses was 44.6% (or \$161.9b). This result can be explained by the inclusion of non-employed businesses in the small business population. Specifically, these non-employed businesses are large in number and include working proprietors and partners for which the salaries and/or drawings are not reflected in estimates of business expenses.

## INDUSTRY ANALYSIS

An analysis of performance for a selection of industries follows.

## MINING

In 2011–12, MINING was the largest contributor to TOTAL SELECTED INDUSTRIES OPBT and IVA, accounting for 23.0% (or \$83.7b) and 13.1% (or \$133.0b) respectively.

Between 2010–11 and 2011–12, the industry's OPBT decreased by 1.8% (or \$1.6b) while IVA increased by 5.0% (\$6.3b).

During 2011–12, MINING had the highest profit margin with 38.3%, and the highest levels of capital expenditure (\$86.8b or 32.3%) of all the selected industries.

## MANUFACTURING

During 2011–12, MANUFACTURING accounted for 10.1% (or \$102.1b) of TOTAL SELECTED INDUSTRIES IVA.

MANUFACTURING <i>continued</i>	<p>Between 2010–11 and 2011–12, total income in MANUFACTURING increased by 2.2% (from \$395.8b to \$404.5b) while total expenses increased by 3.6% (from \$369.8b to \$383.3b).</p> <p>For the same period, OPBT decreased by 16.4% (from \$28.2b to \$23.5b).</p>
ELECTRICITY, GAS, WATER AND WASTE SERVICES	<p>Between 2010–11 and 2011–12, Total income for ELECTRICITY, GAS, WATER AND WASTE SERVICES increased by 5.7% (from \$101.6b to \$107.5b) while total expenses increased by 7.4% (from \$89.4b to \$96.0b).</p>
CONSTRUCTION	<p>CONSTRUCTION employed 1,042,714 persons during 2011–12, which represented 9.7% of TOTAL SELECTED INDUSTRIES employment.</p> <p>For the same period, CONSTRUCTION total income was \$324.9b which represented 11.0% of TOTAL SELECTED INDUSTRIES total income.</p>
WHOLESALE TRADE	<p>During 2011–12, WHOLESALE TRADE was the largest contributor of all selected industries to total income accounting for 16.2% (or \$478.3b) and total expenses with 17.8% (or \$463.1b).</p> <p>Between 2010–11 and 2011–12, total income in WHOLESALE TRADE increased by 10.6% (from \$432.5b to \$478.3b). For the same period, total expenses increased 10.9% (from \$417.5b to \$463.1b).</p> <p>WHOLESALE TRADE was the largest contributor to sales and service income accounting for 17.0% (or \$473.2b) of TOTAL SELECTED INDUSTRIES.</p>
RETAIL TRADE	<p>RETAIL TRADE employed 1,300,148 persons in 2011–12 and was the highest contributor to TOTAL SELECTED INDUSTRIES employment, accounting for 12.1%.</p> <p>Between 2010–11 and 2011–12 employment in RETAIL TRADE decreased 3.4% (or 45,429 persons).</p> <p>For the same period, total income and total expenses in RETAIL TRADE increased by 2.4% (or \$9.1b) and 2.0% (or \$7.0b) respectively.</p>
INFORMATION MEDIA AND TELECOMMUNICATIONS	<p>INFORMATION MEDIA AND TELECOMMUNICATIONS employed 176,058 persons during 2011–12 which was a decrease of 2.4% (4,255 persons) from 2010–11.</p> <p>Between 2010–11 to 2011–12, total income in INFORMATION MEDIA AND TELECOMMUNICATIONS decreased by 2.1% (from \$77.2b to \$75.6b).</p>

## 2.1 BUSINESS SIZE BY INDUSTRY DIVISION (a)

	AGRICULTURE, FORESTRY AND FISHING		MINING		MANUFACTURING		ELECTRICITY, GAS, WATER AND WASTE SERVICES		CONSTRUCTION	
	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12
EMPLOYMENT AT END OF JUNE ('000) (b)										
Small	431	418	22	27	291	274	^ 13	^ 17	670	650
Medium	56	65	26	31	285	293	16	16	238	^ 216
Large	16	^ 16	113	138	363	361	79	83	159	177
Total	502	498	160	195	938	929	109	116	1 067	1 043
WAGES AND SALARIES (\$M) (c)										
Small	4 044	3 948	1 726	2 242	10 155	9 432	672	^ 711	17 591	18 635
Medium	1 606	1 760	2 837	3 200	15 665	17 068	1 233	1 138	14 927	15 275
Large	443	^ 625	14 331	18 129	27 614	28 794	7 603	8 518	14 834	19 079
Total	6 093	6 334	18 894	23 571	53 434	55 295	9 508	10 366	47 351	52 989
SALES AND SERVICE INCOME (\$M) (d)										
Small	51 211	55 400	25 450	30 858	58 842	57 003	10 614	12 272	138 883	146 911
Medium	10 314	11 155	39 140	35 671	107 125	112 538	11 566	13 439	85 995	90 336
Large	2 727	^ 4 159	133 854	151 747	222 080	228 163	70 906	75 954	72 560	81 429
Total	64 253	70 714	198 444	218 276	388 047	397 705	93 087	101 664	297 439	318 677
TOTAL INCOME (\$M)										
Small	54 150	58 464	28 778	35 186	59 795	57 610	12 194	13 514	143 285	148 431
Medium	10 937	11 612	40 591	39 237	108 867	113 758	13 320	14 160	86 635	93 125
Large	2 926	^ 4 317	148 991	162 994	227 140	233 117	76 129	79 798	74 022	83 376
Total	68 012	74 393	218 359	237 416	395 803	404 485	101 642	107 472	303 941	324 933
TOTAL EXPENSES (\$M)										
Small	46 107	49 229	20 262	25 178	51 923	50 408	10 412	11 926	118 983	124 713
Medium	9 780	10 692	26 492	28 460	101 854	108 126	12 212	13 719	81 117	^ 87 341
Large	2 977	^ 4 347	87 875	103 179	216 046	224 809	66 774	70 336	72 384	81 160
Total	58 864	64 268	134 630	156 816	369 823	383 344	89 398	95 981	272 485	293 213
OPERATING PROFIT BEFORE TAX (\$M) (e)										
Small	^ 8 587	^ 9 752	^ 8 620	10 496	^ 7 970	7 416	^ 1 814	^ 1 672	^ 22 824	^ 20 702
Medium	^ 1 452	^ 1 113	14 508	11 131	7 635	^ 6 329	^ 1 110	*494	^ 6 518	*6 645
Large	^ 58	-31	62 113	62 050	12 561	9 792	9 257	9 667	1 050	2 577
Total	^ 10 097	10 835	85 241	83 678	28 166	23 537	12 180	11 832	30 393	29 924
INDUSTRY VALUE ADDED (\$M) (e)										
Small	19 526	20 323	11 846	15 076	21 241	20 174	3 713	3 810	47 294	47 797
Medium	3 682	3 895	23 933	18 225	28 126	29 267	3 411	3 202	^ 25 750	26 406
Large	751	*955	90 862	99 653	53 181	52 705	28 565	32 825	19 062	25 271
Total	23 960	25 174	126 641	132 955	102 547	102 146	35 689	39 837	92 107	99 473

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

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

(a) See Glossary for details.

(b) Includes working proprietors

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

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2 paragraph 5.

## 2.1 BUSINESS SIZE BY INDUSTRY DIVISION (a) *continued*

	WHOLESALE TRADE		RETAIL TRADE		ACCOMMODATION AND FOOD SERVICES		TRANSPORT, POSTAL AND WAREHOUSING		INFORMATION MEDIA AND TELECOMMUNICATIONS	
	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12
EMPLOYMENT AT END OF JUNE ('000) (b)										
Small	192	213	514	473	458	422	232	218	39	39
Medium	217	^ 218	^ 273	^ 260	^ 251	^ 320	93	^ 105	36	31
Large	165	158	558	566	185	196	239	244	106	106
Total	574	589	1 346	1 300	895	939	564	567	180	176
WAGES AND SALARIES (\$ M) (c)										
Small	7 629	^ 8 690	12 427	11 848	^ 7 569	^ 6 888	5 103	^ 5 986	^ 1 134	^ 1 309
Medium	12 625	12 881	^ 9 273	^ 10 488	6 851	8 205	5 285	^ 5 842	2 112	2 019
Large	12 450	12 701	15 930	16 767	4 719	5 124	17 924	19 750	8 746	9 469
Total	32 704	34 272	37 629	39 102	19 140	20 217	28 313	31 577	11 992	12 797
SALES AND SERVICE INCOME (\$ M) (d)										
Small	^ 95 486	^ 105 629	118 169	115 698	34 961	35 729	37 472	^ 39 413	7 144	^ 7 066
Medium	150 927	176 208	96 507	101 902	26 378	31 058	25 045	^ 24 729	9 814	9 348
Large	181 913	191 377	155 654	162 155	17 424	18 522	73 079	79 389	58 190	58 687
Total	428 326	473 213	370 330	379 756	78 763	85 310	135 596	143 531	75 148	75 101
TOTAL INCOME (\$ M)										
Small	^ 96 068	^ 106 611	119 283	116 324	35 196	36 278	38 965	^ 40 509	7 446	^ 7 448
Medium	152 458	177 603	97 466	102 303	26 809	31 347	26 451	^ 25 728	10 923	9 461
Large	183 943	194 132	157 486	164 687	17 738	19 167	75 383	82 688	58 833	58 663
Total	432 468	478 345	374 235	383 314	79 743	86 792	140 799	148 925	77 202	75 572
TOTAL EXPENSES (\$ M)										
Small	^ 91 172	^ 100 467	109 677	106 466	32 407	^ 30 922	32 000	^ 34 736	6 174	^ 6 298
Medium	147 412	173 046	94 753	98 894	24 443	28 500	24 501	^ 24 032	9 276	8 773
Large	178 953	189 557	150 538	156 634	16 511	18 009	70 732	78 076	50 715	51 468
Total	417 536	463 070	354 968	361 994	73 362	77 431	127 233	136 844	66 166	66 539
OPERATING PROFIT BEFORE TAX (\$ M) (e)										
Small	^ 5 808	* 6 931	^ 10 020	^ 9 539	* 2 870	^ 5 417	7 048	^ 5 792	^ 1 272	* 1 157
Medium	^ 5 824	^ 6 254	** 1 962	* 3 704	* 2 405	* 2 834	^ 1 949	* 1 697	^ 1 622	^ 691
Large	6 050	6 809	7 778	8 290	1 240	1 179	4 693	4 782	8 222	7 000
Total	17 682	^ 19 994	^ 19 760	^ 21 533	^ 6 515	^ 9 430	13 689	12 270	11 116	8 848
INDUSTRY VALUE ADDED (\$ M) (e)										
Small	^ 15 445	^ 17 886	26 324	^ 25 963	14 535	15 039	14 750	^ 15 448	2 678	^ 2 766
Medium	22 413	22 837	^ 13 559	^ 17 263	^ 11 724	14 400	9 616	^ 10 626	3 985	3 696
Large	22 238	22 114	27 831	28 885	7 847	7 972	33 766	36 288	28 834	29 375
Total	60 095	62 837	67 714	72 111	34 106	37 411	58 132	62 362	35 497	35 837

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

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

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

(a) See Glossary for details.

(b) Includes working proprietors

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

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2 paragraph 5.

**2.1****BUSINESS SIZE BY INDUSTRY DIVISION (a) continued**

	RENTAL, HIRING AND REAL ESTATE SERVICES		PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES		ADMINISTRATIVE AND SUPPORT SERVICES		PUBLIC ADMINISTRATION AND SAFETY (PRIVATE)		EDUCATION AND TRAINING (PRIVATE)	
	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12
<b>EMPLOYMENT AT END OF JUNE ('000) (b)</b>										
Small	296	304	518	520	260	230	^ 24	^ 26	103	^ 115
Medium	62	^ 53	199	256	217	^ 299	^ 27	^ 26	139	^ 140
Large	30	31	201	223	325	329	29	30	^ 121	101
Total	388	389	918	998	802	858	80	82	363	356
<b>WAGES AND SALARIES (\$M) (c)</b>										
Small	6 171	6 873	23 236	20 218	8 776	7 777	^ 721	*997	^ 1 908	^ 3 073
Medium	3 338	^ 2 936	14 764	19 582	8 443	10 188	^ 922	^ 883	^ 6 799	6 667
Large	2 392	2 575	18 684	21 137	15 010	17 051	1 241	1 344	^ 6 165	5 623
Total	11 901	12 385	56 684	60 937	32 229	35 017	2 884	3 224	14 872	15 364
<b>SALES AND SERVICE INCOME (\$M) (d)</b>										
Small	68 666	76 106	75 680	71 228	26 517	24 471	^ 2 691	^ 3 355	5 691	^ 7 348
Medium	11 463	10 768	43 238	51 077	17 338	21 556	^ 2 046	^ 2 000	^ 5 386	^ 6 092
Large	11 849	12 230	46 163	52 864	24 827	27 282	2 324	2 483	^ 5 690	^ 4 846
Total	91 979	99 104	165 081	175 169	68 681	73 310	7 061	7 838	16 767	18 286
<b>TOTAL INCOME (\$M)</b>										
Small	76 570	89 573	79 227	73 905	27 911	25 948	^ 2 852	^ 3 466	7 000	^ 8 893
Medium	13 171	12 651	45 987	^ 61 029	18 553	23 632	^ 2 252	^ 2 205	13 797	13 327
Large	16 352	15 440	68 850	76 042	26 136	28 468	2 355	2 514	^ 11 034	10 090
Total	106 093	117 664	194 065	210 976	72 600	78 047	7 459	8 185	31 832	32 309
<b>TOTAL EXPENSES (\$M)</b>										
Small	52 646	57 638	63 611	53 112	21 084	20 950	^ 2 491	^ 2 696	5 303	^ 7 071
Medium	11 317	10 769	41 574	51 339	17 776	^ 23 703	^ 1 960	^ 2 031	11 337	11 719
Large	13 254	12 204	48 472	54 531	25 228	28 079	2 125	2 320	^ 9 784	9 291
Total	77 217	80 612	153 657	158 982	64 088	72 732	6 576	7 048	26 424	28 081
<b>OPERATING PROFIT BEFORE TAX (\$M) (e)</b>										
Small	23 585	^ 31 811	^ 15 749	^ 21 228	^ 6 880	^ 5 053	^ 373	*752	^ 1 706	^ 1 826
Medium	^ 1 826	^ 1 902	*4 604	*9 976	**802	-42	^ 349	*176	^ 2 460	^ 1 623
Large	2 935	3 119	20 582	21 467	900	*396	226	194	^ 1 250	^ 799
Total	28 346	36 832	40 935	52 670	^ 8 582	*5 408	^ 948	^ 1 122	5 416	^ 4 247
<b>INDUSTRY VALUE ADDED (\$M) (e)</b>										
Small	41 104	48 308	43 462	46 137	16 952	14 606	^ 1 242	^ 1 977	3 603	^ 5 308
Medium	5 983	^ 5 262	22 259	29 597	10 747	13 618	^ 1 436	^ 1 253	8 858	8 718
Large	6 086	6 919	26 468	27 936	18 531	20 758	1 753	1 852	^ 7 450	6 910
Total	53 173	60 488	92 189	103 669	46 230	48 981	4 431	5 083	19 911	20 936

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

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

(a) See Glossary for details.

(b) Includes working proprietors

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

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2 paragraph 5.

## 2.1 BUSINESS SIZE BY INDUSTRY DIVISION (a) *continued*

	HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE)		ARTS AND RECREATION SERVICES		OTHER SERVICES		TOTAL SELECTED INDUSTRIES (b)	
	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12
EMPLOYMENT AT END OF JUNE ('000) (c)								
Small	332	321	79	^ 78	309	304	4 782	4 649
Medium	^ 248	267	^ 60	^ 61	^ 114	101	2 558	2 758
Large	394	422	67	73	54	^ 66	3 202	3 320
Total	974	1 009	205	212	476	471	10 542	10 727
WAGES AND SALARIES (\$M) (d)								
Small	11 060	10 757	1 422	^ 1 240	7 603	8 834	128 946	129 457
Medium	^ 8 657	9 208	1 746	1 773	5 165	5 079	122 249	134 192
Large	15 794	18 108	2 274	2 454	2 714	2 998	188 867	210 247
Total	35 511	38 073	5 442	5 467	15 481	16 911	440 062	473 896
SALES AND SERVICE INCOME (\$M) (e)								
Small	36 561	40 949	6 658	7 401	27 145	31 750	827 841	868 588
Medium	^ 8 540	^ 9 761	7 360	8 932	^ 14 240	^ 11 826	672 422	728 396
Large	19 005	20 657	13 509	13 219	6 680	6 904	1 118 437	1 192 068
Total	64 107	71 367	27 527	29 552	48 065	50 480	2 618 700	2 789 052
TOTAL INCOME (\$M)								
Small	39 999	43 654	7 388	8 058	33 499	36 032	869 607	909 905
Medium	^ 17 042	18 398	8 596	9 673	^ 17 345	16 154	711 199	775 401
Large	32 762	36 573	14 316	14 221	8 415	8 920	1 202 811	1 275 207
Total	89 803	98 625	30 300	31 952	59 259	61 106	2 783 617	2 960 513
TOTAL EXPENSES (\$M)								
Small	28 296	29 279	5 939	6 465	26 677	29 791	725 164	747 344
Medium	^ 16 594	16 740	7 913	8 391	^ 16 088	14 699	656 399	720 976
Large	30 639	34 278	12 289	12 463	7 750	8 597	1 063 048	1 139 340
Total	75 529	80 297	26 142	27 320	50 515	53 087	2 444 611	2 607 660
OPERATING PROFIT BEFORE TAX (\$M) (f)								
Small	^ 11 721	14 411	^ 1 459	^ 1 597	^ 6 682	^ 6 392	144 986	161 944
Medium	** 468	^ 1 669	* 667	^ 1 297	* 1 327	^ 1 509	57 490	59 002
Large	2 189	2 340	2 025	1 753	690	^ 347	143 818	142 530
Total	^ 14 377	18 420	4 152	4 647	^ 8 698	8 248	346 294	363 475
INDUSTRY VALUE ADDED (\$M) (f)								
Small	25 014	27 476	3 011	3 089	14 288	17 222	326 028	348 406
Medium	^ 9 962	12 526	^ 2 737	3 350	7 350	^ 7 305	215 532	231 445
Large	19 828	23 041	5 158	5 033	3 629	3 912	401 840	432 403
Total	54 805	63 043	10 906	11 472	25 268	28 438	943 400	1 012 254

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

(a) See Glossary for details.

(b) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

(c) Includes working proprietors

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

(e) Includes rent, leasing and hiring income.

(f) See Technical Note 2 paragraph 5.

## 2.2 INDUSTRY PERFORMANCE BY INDUSTRY DIVISION (a)

		AGRICULTURE, FORESTRY AND FISHING			MINING		
		2009-10	2010-11	2011-12	2009-10	2010-11	2011-12
Employment at end June(b)	'000	468	502	498	143	160	195
<b>Income</b>							
Sales and service income(c)	\$m	60 282	64 253	70 714	151 305	198 444	218 276
Funding from government for operational costs	\$m	921	^ 922	988	1 218	1 491	1 556
Interest income	\$m	^ 410	^ 409	^ 444	4 438	2 568	2 857
Other income	\$m	*2 786	^ 2 429	^ 2 247	8 268	15 857	14 728
<i>Total income</i>	\$m	64 399	68 012	74 393	165 230	218 359	237 416
<b>Expenses</b>							
Selected labour costs(d)	\$m	6 517	6 917	7 195	18 215	20 761	25 714
Purchases	\$m	23 411	25 468	29 948	18 327	22 105	24 087
Interest expenses	\$m	^ 5 067	^ 5 329	4 705	4 951	6 305	5 190
Depreciation and amortisation	\$m	2 984	2 838	3 080	16 088	17 787	18 997
Other expenses	\$m	17 621	18 370	19 389	58 569	68 535	84 475
Less							
Capitalised wages and salaries	\$m	^ 49	*58	*49	556	862	1 647
<i>Total expenses</i>	\$m	55 552	58 864	64 268	115 595	134 630	156 816
Change in inventories	\$m	-140	*948	*710	709	1 511	3 078
Earnings before interest, tax, depreciation and amortisation	\$m	13 562	15 426	15 929	58 677	90 909	90 281
Operating profit before tax(e)	\$m	^ 8 707	^ 10 097	10 835	50 343	85 241	83 678
<b>Economic values</b>							
Gross fixed capital formation	\$m	^ 5 188	^ 4 699	^ 5 556	38 403	48 613	78 820
Capital expenditure(f)	\$m	^ 9 901	^ 8 394	^ 11 261	47 369	56 164	86 788
Disposal of assets	\$m	*3 824	*3 295	^ 2 474	^ 2 127	3 267	2 971
Net capital expenditure	\$m	*6 077	*5 099	^ 8 787	45 242	52 896	83 817
Industry value added(e)	\$m	21 651	23 960	25 174	88 461	126 641	132 955
<b>Industry ratios</b>							
Profit margin	%	14.4	15.7	15.3	33.3	43.0	38.3
Interest coverage	times	^ 2.7	2.9	3.4	11.9	14.4	17.4
Investment rate (value added)	%	*45.7	35.0	44.7	53.5	44.3	65.3
Wages and salaries to sales and service income	%	9.6	9.5	9.0	11.0	9.5	10.8
Wages and salaries per employee(g)	\$'000	26.7	24.1	25.1	^ 117.3	119.2	121.6
Sales and service income per person employed(h)	\$'000	128.7	128.0	141.9	1 054.4	1 236.7	1 116.6
Industry value added per person employed(h)	\$'000	46.2	47.7	50.5	616.5	789.2	680.1
<b>Percentage of businesses that</b>							
Made a profit	%	69.7	70.6	69.1	^ 38.0	45.5	40.4
Broke even	%	*1.4	1.5	1.0	**0.6	1.8	1.2
Made a loss	%	29.0	27.9	29.9	61.4	52.7	58.4

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

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

(a) For scope and coverage details, see Explanatory Notes, paragraphs 6-21.

(b) Includes working proprietors and partners of unincorporated businesses.

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) Employee estimates used in this ratio exclude working proprietors and partners of unincorporated businesses.

(h) Calculated using estimates of employment which include working proprietors and partners of unincorporated businesses.

## 2.2 INDUSTRY PERFORMANCE BY INDUSTRY DIVISION (a) *continued*

		MANUFACTURING			ELECTRICITY, GAS, WATER AND WASTE SERVICES		
		2009-10	2010-11	2011-12	2009-10	2010-11	2011-12
Employment at end June(b)	'000	954	938	929	107	109	116
<b>Income</b>							
Sales and service income(c)	\$m	378 778	388 047	397 705	86 232	93 087	101 664
Funding from government for operational costs	\$m	888	1 136	1 189	2 102	2 366	2 306
Interest income	\$m	1 886	1 704	2 368	964	^ 959	883
Other income	\$m	^ 6 107	^ 4 917	3 223	3 758	5 231	2 619
<i>Total income</i>	\$m	387 658	395 803	404 485	93 056	101 642	107 472
<b>Expenses</b>							
Selected labour costs(d)	\$m	58 193	59 537	61 531	9 866	10 550	11 511
Purchases	\$m	220 851	228 656	236 422	34 558	36 316	36 328
Interest expenses	\$m	4 887	4 851	5 351	7 429	8 527	8 782
Depreciation and amortisation	\$m	11 054	11 047	11 726	7 861	9 131	9 594
Other expenses	\$m	65 468	65 966	68 587	24 839	26 547	31 624
Less							
Capitalised wages and salaries	\$m	^ 209	*234	273	1 605	1 674	1 858
<i>Total expenses</i>	\$m	360 245	369 823	383 344	82 949	89 398	95 981
Change in inventories	\$m	-1 389	^ 2 186	^ 2 395	145	-65	341
Earnings before interest, tax, depreciation and amortisation	\$m	33 972	37 444	35 022	20 820	23 647	26 706
Operating profit before tax(e)	\$m	26 023	28 166	23 537	10 252	12 180	11 832
<b>Economic values</b>							
Gross fixed capital formation	\$m	12 691	13 175	13 487	21 927	21 084	18 668
Capital expenditure(f)	\$m	18 598	15 993	18 107	23 193	22 749	21 919
Disposal of assets	\$m	2 258	1 799	1 621	487	1 387	2 431
Net capital expenditure	\$m	16 340	14 194	16 486	22 706	21 362	19 488
Industry value added(e)	\$m	98 039	102 547	102 146	32 102	35 689	39 837
<b>Industry ratios</b>							
Profit margin	%	6.9	7.3	5.9	**11.9	13.1	11.6
Interest coverage	times	^ 7.0	7.7	6.5	*2.8	2.8	3.0
Investment rate (value added)	%	*19.0	15.6	17.7	72.2	63.7	55.0
Wages and salaries to sales and service income	%	13.7	13.8	13.9	10.4	10.2	10.2
Wages and salaries per employee(g)	\$'000	57.3	59.7	62.2	85.6	89.6	91.7
Sales and service income per person employed(h)	\$'000	397.0	413.7	428.3	805.6	853.2	878.9
Industry value added per person employed(h)	\$'000	102.7	109.3	110.0	^ 299.9	327.1	344.4
<b>Percentage of businesses that</b>							
Made a profit	%	77.1	79.2	77.3	77.4	69.8	80.3
Broke even	%	^ 0.2	0.6	1.4	^ 0.3	3.0	0.4
Made a loss	%	22.7	20.2	21.2	22.3	27.2	19.3

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

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

(a) For scope and coverage details, see Explanatory Notes, paragraphs 6-21.

(b) Includes working proprietors and partners of unincorporated businesses.

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) Employee estimates used in this ratio exclude working proprietors and partners of unincorporated businesses.

(h) Calculated using estimates of employment which include working proprietors and partners of unincorporated businesses.



## 2.2 INDUSTRY PERFORMANCE BY INDUSTRY DIVISION (a) *continued*

		CONSTRUCTION			WHOLESALE TRADE		
		2009-10	2010-11	2011-12	2009-10	2010-11	2011-12
Employment at end June(b)	'000	998	1 067	1 043	544	574	589
<b>Income</b>							
Sales and service income(c)	\$m	281 569	297 439	318 677	403 672	428 326	473 213
Funding from government for operational costs	\$m	1 128	^ 819	^ 508	^ 246	^ 233	*269
Interest income	\$m	1 433	^ 1 115	**2 615	1 463	^ 1 722	1 398
Other income	\$m	^ 2 908	*4 569	^ 3 131	^ 1 826	^ 2 187	^ 3 466
<i>Total income</i>	\$m	287 038	303 941	324 933	407 208	432 468	478 345
<b>Expenses</b>							
Selected labour costs(d)	\$m	47 888	52 714	58 902	33 609	36 368	37 993
Purchases	\$m	112 678	120 359	94 639	306 762	326 150	366 550
Interest expenses	\$m	^ 4 839	^ 5 990	*7 519	2 891	^ 3 161	^ 2 360
Depreciation and amortisation	\$m	4 175	^ 4 041	3 991	2 864	3 239	3 205
Other expenses	\$m	81 944	89 551	128 247	45 293	48 642	52 985
Less							
Capitalised wages and salaries	\$m	*239	**170	*85	*47	^ 24	23
<i>Total expenses</i>	\$m	251 283	272 485	293 213	391 373	417 536	463 070
Change in inventories	\$m	-139	-1 064	-1 796	**198	^ 2 750	^ 4 719
Earnings before interest, tax, depreciation and amortisation	\$m	40 287	34 739	35 687	18 499	20 174	^ 20 696
Operating profit before tax(e)	\$m	35 615	30 393	29 924	16 033	17 682	^ 19 994
<b>Economic values</b>							
Gross fixed capital formation	\$m	^ 6 996	*5 169	^ 6 571	^ 3 524	3 293	^ 5 270
Capital expenditure(f)	\$m	15 200	^ 9 583	^ 10 471	4 866	5 023	8 048
Disposal of assets	\$m	^ 4 519	*5 875	^ 2 953	^ 1 015	^ 1 277	*1 386
Net capital expenditure	\$m	^ 10 681	**3 708	^ 7 518	^ 3 852	3 746	^ 6 662
Industry value added(e)	\$m	92 759	92 107	99 473	55 629	60 095	62 837
<b>Industry ratios</b>							
Profit margin	%	12.6	10.2	9.4	4.0	4.1	4.2
Interest coverage	times	^ 8.3	5.8	4.7	^ 6.4	6.4	8.8
Investment rate (value added)	%	**16.4	10.4	10.5	*8.7	8.4	12.8
Wages and salaries to sales and service income	%	15.2	15.9	16.6	7.5	7.6	7.2
Wages and salaries per employee(g)	\$'000	55.8	56.1	63.3	57.9	59.4	60.5
Sales and service income per person employed(h)	\$'000	282.3	278.7	305.6	^ 742.2	746.8	804.0
Industry value added per person employed(h)	\$'000	^ 93.0	86.3	95.4	^ 102.3	104.8	106.8
<b>Percentage of businesses that</b>							
Made a profit	%	78.4	79.2	81.8	59.6	63.9	58.4
Broke even	%	*1.2	1.4	1.0	**2.2	0.1	0.3
Made a loss	%	20.4	19.5	17.3	38.2	35.9	41.3

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(a) For scope and coverage details, see Explanatory Notes, paragraphs 6-21.

(b) Includes working proprietors and partners of unincorporated businesses.

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) Employee estimates used in this ratio exclude working proprietors and partners of unincorporated businesses.

(h) Calculated using estimates of employment which include working proprietors and partners of unincorporated businesses.

## 2.2 INDUSTRY PERFORMANCE BY INDUSTRY DIVISION (a) *continued*

		RETAIL TRADE			ACCOMMODATION AND FOOD SERVICES		
		2009-10	2010-11	2011-12	2009-10	2010-11	2011-12
Employment at end June(b)	'000	1 297	1 346	1 300	887	895	939
<b>Income</b>							
Sales and service income(c)	\$m	354 273	370 330	379 756	71 164	78 763	85 310
Funding from government for operational costs	\$m	**147	*126	np	^ 73	*88	^ 64
Interest income	\$m	**774	**869	np	^ 170	^ 327	*489
Other income	\$m	2 025	^ 2 910	3 045	^ 1 159	**566	*929
<i>Total income</i>	\$m	357 219	374 235	383 314	72 566	79 743	86 792
<b>Expenses</b>							
Selected labour costs(d)	\$m	38 852	41 726	43 351	19 588	21 244	22 424
Purchases	\$m	254 624	262 493	263 967	22 063	23 808	24 850
Interest expenses	\$m	2 306	2 971	np	2 112	^ 2 783	^ 2 338
Depreciation and amortisation	\$m	3 344	3 490	3 931	2 183	2 687	2 480
Other expenses	\$m	41 766	44 358	47 545	19 142	22 865	25 405
Less							
Capitalised wages and salaries	\$m	63	^ 70	np	*47	*25	**66
<i>Total expenses</i>	\$m	340 828	354 968	361 994	65 042	73 362	77 431
Change in inventories	\$m	*2 586	**492	**213	*82	*134	**69
Earnings before interest, tax, depreciation and amortisation	\$m	21 827	22 442	^ 25 295	10 572	^ 11 092	12 830
Operating profit before tax(e)	\$m	18 977	^ 19 760	^ 21 533	^ 7 606	^ 6 515	^ 9 430
<b>Economic values</b>							
Gross fixed capital formation	\$m	5 651	4 816	5 675	^ 3 694	^ 3 354	^ 3 392
Capital expenditure(f)	\$m	6 629	7 575	8 367	^ 6 608	^ 4 395	5 508
Disposal of assets	\$m	*423	*746	**2 443	^ 1 501	**1 034	**1 009
Net capital expenditure	\$m	6 206	6 830	*5 924	^ 5 107	*3 361	^ 4 498
Industry value added(e)	\$m	63 900	67 714	72 111	31 766	34 106	37 411
<b>Industry ratios</b>							
Profit margin	%	5.4	5.3	5.7	10.7	8.3	11.1
Interest coverage	times	*9.5	7.6	np	^ 5.0	4.0	5.5
Investment rate (value added)	%	*10.4	11.2	11.6	*20.8	12.9	14.7
Wages and salaries to sales and service income	%	9.9	10.2	10.3	24.8	24.3	23.7
Wages and salaries per employee(g)	\$'000	29.3	30.0	32.1	21.1	22.7	22.7
Sales and service income per person employed(h)	\$'000	273.1	275.2	292.1	80.2	88.0	90.9
Industry value added per person employed(h)	\$'000	49.3	50.3	55.5	35.8	38.1	39.9
<b>Percentage of businesses that</b>							
Made a profit	%	73.6	71.4	70.6	73.6	66.5	72.5
Broke even	%	**1.3	0.4	1.5	*0.4	0.2	4.6
Made a loss	%	25.2	28.2	27.9	26.0	33.4	22.9

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(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) Employee estimates used in this ratio exclude working proprietors and partners of unincorporated businesses.

(h) Calculated using estimates of employment which include working proprietors and partners of unincorporated businesses.

**2.2**INDUSTRY PERFORMANCE BY INDUSTRY DIVISION (a) *continued*

		TRANSPORT, POSTAL AND WAREHOUSING			INFORMATION MEDIA AND TELECOMMUNICATIONS		
		2009-10	2010-11	2011-12	2009-10	2010-11	2011-12
Employment at end June(b)	'000	550	564	567	177	180	176
<b>Income</b>							
Sales and service income(c)	\$m	121 109	135 596	143 531	72 539	75 148	75 101
Funding from government for operational costs	\$m	5 679	1 257	^ 1 573	286	504	739
Interest income	\$m	828	900	^ 885	335	406	526
Other income	\$m	3 448	3 047	2 935	1 013	1 143	-794
<b>Total income</b>	<b>\$m</b>	<b>131 063</b>	<b>140 799</b>	<b>148 925</b>	<b>74 174</b>	<b>77 202</b>	<b>75 572</b>
<b>Expenses</b>							
Selected labour costs(d)	\$m	29 411	31 441	34 885	12 726	13 108	13 920
Purchases	\$m	18 717	19 799	22 618	9 712	10 271	10 875
Interest expenses	\$m	4 959	5 299	5 508	2 163	2 427	2 432
Depreciation and amortisation	\$m	9 216	8 865	10 405	8 039	8 295	8 386
Other expenses	\$m	57 397	62 231	63 964	30 618	np	31 731
Less							
Capitalised wages and salaries	\$m	394	402	537	566	np	803
<b>Total expenses</b>	<b>\$m</b>	<b>119 307</b>	<b>127 233</b>	<b>136 844</b>	<b>62 693</b>	<b>66 166</b>	<b>66 539</b>
Change in inventories	\$m	208	^ 123	190	**88	^ 81	-185
Earnings before interest, tax, depreciation and amortisation	\$m	21 863	23 908	24 364	20 423	20 289	19 933
Operating profit before tax(e)	\$m	11 964	13 689	12 270	11 569	11 116	8 848
<b>Economic values</b>							
Gross fixed capital formation	\$m	17 154	14 444	^ 19 207	7 908	8 378	9 863
Capital expenditure(f)	\$m	19 637	18 785	^ 22 339	8 354	8 939	10 605
Disposal of assets	\$m	1 514	3 011	^ 2 554	189	493	301
Net capital expenditure	\$m	18 123	15 774	^ 19 786	8 165	8 446	10 304
Industry value added(e)	\$m	54 047	58 132	62 362	35 340	35 497	35 837
<b>Industry ratios</b>							
Profit margin	%	9.9	10.1	8.5	15.9	14.8	11.8
Interest coverage	times	^ 4.4	4.5	4.4	**9.4	8.4	8.2
Investment rate (value added)	%	**36.3	32.3	35.8	^ 23.6	25.2	29.6
Wages and salaries to sales and service income	%	21.9	20.9	22.0	16.0	16.0	17.0
Wages and salaries per employee(g)	\$'000	58.1	59.2	65.9	68.1	69.1	75.3
Sales and service income per person employed(h)	\$'000	220.3	240.3	253.1	^ 410.2	416.8	426.6
Industry value added per person employed(h)	\$'000	98.3	103.0	110.0	^ 199.8	196.9	203.6
<b>Percentage of businesses that</b>							
Made a profit	%	84.1	85.2	83.1	77.3	78.1	76.7
Broke even	%	*1.3	2.3	0.9	*0.5	2.2	0.7
Made a loss	%	^ 14.6	12.5	16.0	^ 22.2	19.8	22.6

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(a) For scope and coverage details, see Explanatory Notes, paragraphs 6-21.

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(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) Employee estimates used in this ratio exclude working proprietors and partners of unincorporated businesses.

(h) Calculated using estimates of employment which include working proprietors and partners of unincorporated businesses.

## 2.2 INDUSTRY PERFORMANCE BY INDUSTRY DIVISION (a) *continued*

		RENTAL, HIRING AND REAL ESTATE SERVICES			PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES		
		2009-10	2010-11	2011-12	2009-10	2010-11	2011-12
Employment at end June(b)	'000	365	388	389	920	918	998
<b>Income</b>							
Sales and service income(c)	\$m	85 475	91 979	99 104	155 516	165 081	175 169
Funding from government for operational costs	\$m	2 216	^ 1 095	982	^ 1 565	*2 034	^ 1 911
Interest income	\$m	2 641	^ 2 430	3 216	6 110	5 044	4 993
Other income	\$m	^ 7 212	10 590	^ 14 361	14 442	21 907	^ 28 903
<i>Total income</i>	\$m	97 544	106 093	117 664	177 634	194 065	210 976
<b>Expenses</b>							
Selected labour costs(d)	\$m	12 113	13 116	13 715	58 225	62 051	66 852
Purchases	\$m	10 252	12 243	9 794	24 030	22 416	20 233
Interest expenses	\$m	13 399	14 230	14 795	^ 5 462	6 468	*7 657
Depreciation and amortisation	\$m	5 529	6 107	7 045	3 138	3 621	3 534
Other expenses	\$m	28 754	31 698	35 400	52 251	59 258	61 131
Less							
Capitalised wages and salaries	\$m	^ 54	^ 178	138	*171	156	^ 425
<i>Total expenses</i>	\$m	69 994	77 217	80 612	142 935	153 657	158 982
Change in inventories	\$m	-439	-530	-221	-196	*526	*676
Earnings before interest, tax, depreciation and amortisation	\$m	36 187	35 664	41 094	22 551	24 072	29 966
Operating profit before tax(e)	\$m	27 112	28 346	36 832	34 503	40 935	52 670
<b>Economic values</b>							
Gross fixed capital formation	\$m	^ 14 311	^ 15 278	^ 17 233	^ 5 555	^ 6 743	^ 7 332
Capital expenditure(f)	\$m	^ 33 256	^ 30 545	34 790	^ 8 377	^ 8 080	^ 9 910
Disposal of assets	\$m	^ 12 769	^ 14 822	^ 11 288	^ 707	*799	*1 104
Net capital expenditure	\$m	^ 20 487	*15 723	^ 23 501	^ 7 670	^ 7 281	^ 8 806
Industry value added(e)	\$m	52 481	53 173	60 488	85 650	92 189	103 669
<b>Industry ratios</b>							
Profit margin	%	31.7	30.8	37.2	22.2	24.8	30.1
Interest coverage	times	*2.7	2.5	2.8	*4.1	3.7	3.9
Investment rate (value added)	%	63.4	57.4	57.5	**9.8	8.8	9.6
Wages and salaries to sales and service income	%	12.8	12.9	12.5	34.1	34.3	34.8
Wages and salaries per employee(g)	\$'000	45.5	45.7	46.6	65.6	70.8	69.1
Sales and service income per person employed(h)	\$'000	234.2	237.2	255.1	169.1	179.8	175.5
Industry value added per person employed(h)	\$'000	143.8	137.1	155.7	93.1	100.4	103.8
<b>Percentage of businesses that</b>							
Made a profit	%	81.7	81.2	80.4	80.4	80.5	81.0
Broke even	%	*1.3	1.6	1.7	*2.1	3.0	1.3
Made a loss	%	16.9	17.2	17.9	17.5	16.5	17.7

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(b) Includes working proprietors and partners of unincorporated businesses.

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) Employee estimates used in this ratio exclude working proprietors and partners of unincorporated businesses.

(h) Calculated using estimates of employment which include working proprietors and partners of unincorporated businesses.

**2.2**INDUSTRY PERFORMANCE BY INDUSTRY DIVISION (a) *continued*

		ADMINISTRATIVE AND SUPPORT SERVICES			PUBLIC ADMINISTRATION AND SAFETY (PRIVATE)		
		2009-10	2010-11	2011-12	2009-10	2010-11	2011-12
Employment at end June(b)	'000	731	802	858	66	80	82
<b>Income</b>							
Sales and service income(c)	\$m	63 246	68 681	73 310	6 006	7 061	7 838
Funding from government for operational costs	\$m	^ 1 503	^ 1 478	* 2 386	* 62	^ 108	np
Interest income	\$m	* 621	660	^ 998	66	^ 92	np
Other income	\$m	** 2 460	^ 1 781	^ 1 354	^ 123	^ 198	^ 150
<i>Total income</i>	\$m	67 830	72 600	78 047	6 257	7 459	8 185
<b>Expenses</b>							
Selected labour costs(d)	\$m	32 094	35 487	38 645	2 809	3 225	3 591
Purchases	\$m	7 236	6 146	^ 7 141	^ 820	^ 791	^ 942
Interest expenses	\$m	865	^ 1 359	np	np	^ 109	np
Depreciation and amortisation	\$m	982	1 195	** 3 162	np	np	190
Other expenses	\$m	18 368	19 998	22 312	1 679	2 316	2 225
Less							
Capitalised wages and salaries	\$m	40	* 96	np	np	np	np
<i>Total expenses</i>	\$m	59 505	64 088	72 732	5 505	6 576	7 048
Change in inventories	\$m	* 181	* 70	** 92	np	** 65	-15
Earnings before interest, tax, depreciation and amortisation	\$m	^ 7 272	^ 8 695	^ 7 771	^ 768	^ 910	^ 1 220
Operating profit before tax(e)	\$m	^ 8 505	^ 8 582	* 5 408	np	^ 948	^ 1 122
<b>Economic values</b>							
Gross fixed capital formation	\$m	1 920	^ 1 635	^ 1 974	^ 151	239	233
Capital expenditure(f)	\$m	2 491	^ 2 156	2 531	^ 222	325	317
Disposal of assets	\$m	^ 247	* 237	^ 205	^ 20	14	^ 13
Net capital expenditure	\$m	2 244	^ 1 919	^ 2 326	^ 202	^ 311	304
Industry value added(e)	\$m	41 309	46 230	48 981	3 790	4 431	5 083
<b>Industry ratios</b>							
Profit margin	%	13.4	12.5	7.4	np	13.4	14.3
Interest coverage	times	* 8.4	6.4	np	np	8.3	np
Investment rate (value added)	%	6.0	4.7	5.2	** 5.9	7.3	6.2
Wages and salaries to sales and service income	%	46.1	46.9	47.8	42.1	40.8	41.1
Wages and salaries per employee(g)	\$'000	^ 42.7	42.5	43.2	^ 40.4	37.6	40.8
Sales and service income per person employed(h)	\$'000	86.5	85.6	85.5	* 91.1	88.0	95.6
Industry value added per person employed(h)	\$'000	56.5	57.6	57.1	^ 57.5	55.2	62.0
<b>Percentage of businesses that</b>							
Made a profit	%	82.4	80.9	79.5	85.6	81.0	81.4
Broke even	%	** 2.7	0.9	1.8	** 1.7	5.0	2.7
Made a loss	%	^ 14.9	18.2	18.7	^ 12.7	14.0	16.0

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(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) Employee estimates used in this ratio exclude working proprietors and partners of unincorporated businesses.

(h) Calculated using estimates of employment which include working proprietors and partners of unincorporated businesses.

## 2.2 INDUSTRY PERFORMANCE BY INDUSTRY DIVISION (a) *continued*

		EDUCATION AND TRAINING (PRIVATE)			HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE)		
		2009-10	2010-11	2011-12	2009-10	2010-11	2011-12
Employment at end June(b)	'000	325	363	356	880	974	1 009
<b>Income</b>							
Sales and service income(c)	\$m	14 615	16 767	18 286	59 098	64 107	71 367
Funding from government for operational costs	\$m	10 166	11 316	11 641	18 869	20 322	22 007
Interest income	\$m	173	236	260	510	^ 935	820
Other income	\$m	^ 2 341	^ 3 514	^ 2 123	3 480	^ 4 439	4 431
<b>Total income</b>	<b>\$m</b>	<b>27 295</b>	<b>31 832</b>	<b>32 309</b>	<b>81 956</b>	<b>89 803</b>	<b>98 625</b>
<b>Expenses</b>							
Selected labour costs(d)	\$m	14 523	16 395	16 908	34 994	39 432	42 333
Purchases	\$m	^ 1 982	^ 1 597	* 1 980	8 097	^ 9 037	^ 9 751
Interest expenses	\$m	np	^ 369	np	1 125	^ 1 595	^ 1 523
Depreciation and amortisation	\$m	np	931	^ 1 086	2 105	2 307	2 853
Other expenses	\$m	6 283	7 142	7 747	21 858	23 264	23 887
Less							
Capitalised wages and salaries	\$m	np	* 10	np	35	** 106	* 51
<b>Total expenses</b>	<b>\$m</b>	<b>23 829</b>	<b>26 424</b>	<b>28 081</b>	<b>68 144</b>	<b>75 529</b>	<b>80 297</b>
Change in inventories	\$m	np	** 8	* 19	202	^ 103	* 92
Earnings before interest, tax, depreciation and amortisation	\$m	^ 2 012	2 967	^ 3 322	13 255	^ 12 905	17 546
Operating profit before tax(e)	\$m	np	5 416	^ 4 247	14 014	^ 14 377	18 420
<b>Economic values</b>							
Gross fixed capital formation	\$m	^ 3 067	^ 4 757	^ 3 663	5 898	5 549	^ 4 963
Capital expenditure(f)	\$m	^ 3 227	^ 4 951	^ 4 091	8 137	7 356	7 422
Disposal of assets	\$m	^ 69	^ 57	** 118	^ 548	* 585	* 748
Net capital expenditure	\$m	^ 3 158	^ 4 893	^ 3 973	7 590	6 772	^ 6 674
Industry value added(e)	\$m	17 221	19 911	20 936	50 412	54 805	63 043
<b>Industry ratios</b>							
Profit margin	%	np	32.3	23.2	23.7	22.4	25.8
Interest coverage	times	np	8.0	np	* 11.8	8.1	11.5
Investment rate (value added)	%	^ 18.7	24.9	19.5	16.1	13.4	11.8
Wages and salaries to sales and service income	%	90.1	88.7	84.0	53.7	55.4	53.3
Wages and salaries per employee(g)	\$'000	^ 42.2	42.3	44.4	38.6	38.6	40.1
Sales and service income per person employed(h)	\$'000	^ 45.0	46.2	51.3	67.2	65.8	70.7
Industry value added per person employed(h)	\$'000	53.0	54.9	58.8	57.3	56.3	62.5
<b>Percentage of businesses that</b>							
Made a profit	%	78.8	75.6	75.4	80.2	77.2	80.8
Broke even	%	** 2.1	0.3	0.5	** 0.4	3.1	3.4
Made a loss	%	^ 19.0	24.1	24.1	19.4	19.7	15.8

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(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) Employee estimates used in this ratio exclude working proprietors and partners of unincorporated businesses.

(h) Calculated using estimates of employment which include working proprietors and partners of unincorporated businesses.

**2.2**INDUSTRY PERFORMANCE BY INDUSTRY DIVISION (a) *continued*

		ARTS AND RECREATION SERVICES			OTHER SERVICES		
		2009-10	2010-11	2011-12	2009-10	2010-11	2011-12
Employment at end June(b)	'000	192	205	212	452	476	471
<b>Income</b>							
Sales and service income(c)	\$m	26 586	27 527	29 552	44 629	48 065	50 480
Funding from government for operational costs	\$m	^ 796	*1 043	713	^ 3 227	^ 2 961	^ 3 700
Interest income	\$m	^ 453	*394	234	566	^ 788	^ 1 019
Other income	\$m	1 760	1 336	^ 1 453	^ 6 029	^ 7 444	^ 5 907
<i>Total income</i>	\$m	29 595	30 300	31 952	54 451	59 259	61 106
<b>Expenses</b>							
Selected labour costs(d)	\$m	5 547	6 026	6 053	15 956	17 145	18 794
Purchases	\$m	1 897	2 180	^ 2 459	14 145	15 185	15 195
Interest expenses	\$m	577	^ 343	np	*738	^ 663	^ 746
Depreciation and amortisation	\$m	1 293	1 413	1 447	1 043	1 155	1 236
Other expenses	\$m	15 728	16 269	17 083	14 772	16 373	17 133
Less							
Capitalised wages and salaries	\$m	^ 16	*90	np	*15	*5	**16
<i>Total expenses</i>	\$m	25 026	26 142	27 320	46 638	50 515	53 087
Change in inventories	\$m	*22	-7	**14	-37	-45	**230
Earnings before interest, tax, depreciation and amortisation	\$m	4 248	4 177	4 709	*2 961	*2 283	*3 305
Operating profit before tax(e)	\$m	4 591	4 152	4 647	^ 7 775	^ 8 698	8 248
<b>Economic values</b>							
Gross fixed capital formation	\$m	1 875	1 787	1 859	*2 552	^ 1 821	^ 2 539
Capital expenditure(f)	\$m	^ 2 461	2 233	2 551	^ 3 460	^ 2 518	^ 3 768
Disposal of assets	\$m	205	190	526	*510	*349	^ 481
Net capital expenditure	\$m	^ 2 256	2 043	2 025	^ 2 950	^ 2 170	^ 3 287
Industry value added(e)	\$m	10 368	10 906	11 472	23 317	25 268	28 438
<b>Industry ratios</b>							
Profit margin	%	17.3	15.1	15.7	17.4	18.1	16.3
Interest coverage	times	^ 7.4	12.2	np	*4.0	3.4	4.4
Investment rate (value added)	%	*23.7	20.5	22.2	**14.8	10.0	13.2
Wages and salaries to sales and service income	%	18.8	19.8	18.5	32.0	32.2	33.5
Wages and salaries per employee(g)	\$'000	^ 29.0	29.1	28.2	37.3	38.1	41.8
Sales and service income per person employed(h)	\$'000	138.3	134.0	139.1	98.7	100.9	107.1
Industry value added per person employed(h)	\$'000	53.9	53.1	54.0	51.5	53.0	60.4
<b>Percentage of businesses that</b>							
Made a profit	%	73.9	71.8	76.3	71.2	71.6	74.2
Broke even	%	*2.6	1.0	4.3	**0.9	2.1	1.5
Made a loss	%	^ 23.5	27.2	19.5	28.0	26.3	24.3

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

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

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

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

(a) For scope and coverage details, see Explanatory Notes, paragraphs 6-21.

(b) Includes working proprietors and partners of unincorporated businesses.

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical Note 2 paragraph 5.

(f) Includes capital work done for own use.

(g) Employee estimates used in this ratio exclude working proprietors and partners of unincorporated businesses.

(h) Calculated using estimates of employment which include working proprietors and partners of unincorporated businesses.

**2.2**INDUSTRY PERFORMANCE BY INDUSTRY DIVISION (a) *continued*

		TOTAL SELECTED INDUSTRIES (b)		
		2009-10	2010-11	2011-12
Employment at end June(c)	'000	10 056	10 542	10 727
<b>Income</b>				
Sales and service income(d)	\$m	2 436 095	2 618 700	2 789 052
Funding from government for operational costs	\$m	51 092	49 297	52 809
Interest income	\$m	23 839	21 557	24 442
Other income	\$m	71 145	94 063	94 211
<i>Total income</i>	\$m	<i>2 582 171</i>	<i>2 783 617</i>	<i>2 960 513</i>
<b>Expenses</b>				
Selected labour costs(e)	\$m	451 128	487 245	524 317
Purchases	\$m	1 090 163	1 145 020	1 177 779
Interest expenses	\$m	64 131	72 778	74 505
Depreciation and amortisation	\$m	82 781	88 290	96 347
Other expenses	\$m	602 351	656 178	740 870
Less				
Capitalised wages and salaries	\$m	4 113	4 900	6 158
<i>Total expenses</i>	\$m	<i>2 286 442</i>	<i>2 444 611</i>	<i>2 607 660</i>
Change in inventories	\$m	**2 097	^ 7 289	^ 10 622
Earnings before interest, tax, depreciation and amortisation	\$m	349 755	391 743	415 675
Operating profit before tax(f)	\$m	297 827	346 294	363 475
<b>Economic values</b>				
Gross fixed capital formation	\$m	158 466	164 833	206 304
Capital expenditure(g)	\$m	221 987	215 763	268 791
Disposal of assets	\$m	32 930	39 236	34 625
Net capital expenditure	\$m	189 056	176 527	234 166
Industry value added(f)	\$m	858 239	943 400	1 012 254
<b>Industry ratios</b>				
Profit margin	%	12.2	13.2	13.0
Interest coverage	times	^ 5.5	5.4	5.6
Investment rate (value added)	%	**25.9	22.9	26.6
Wages and salaries to sales and service income	%	16.7	16.8	17.0
Wages and salaries per employee(h)	\$'000	46.2	47.2	49.7
Sales and service income per person employed(i)	\$'000	242.2	248.4	260.0
Industry value added per person employed(i)	\$'000	85.3	89.5	94.4
<b>Percentage of businesses that</b>				
Made a profit	%	76.8	76.5	76.9
Broke even	%	^ 1.3	1.6	1.6
Made a loss	%	21.9	21.9	21.5

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

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

(a) For scope and coverage details, see Explanatory Notes, paragraphs 6–21.

(b) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

(c) Includes working proprietors and partners of unincorporated businesses.

(d) Includes rent, leasing and hiring income.

(e) Excludes the drawings of working proprietors.

(f) See Technical Note 2 paragraph 5.

(g) Includes capital work done for own use.

(h) Employee estimates used in this ratio exclude working proprietors and partners of unincorporated businesses.

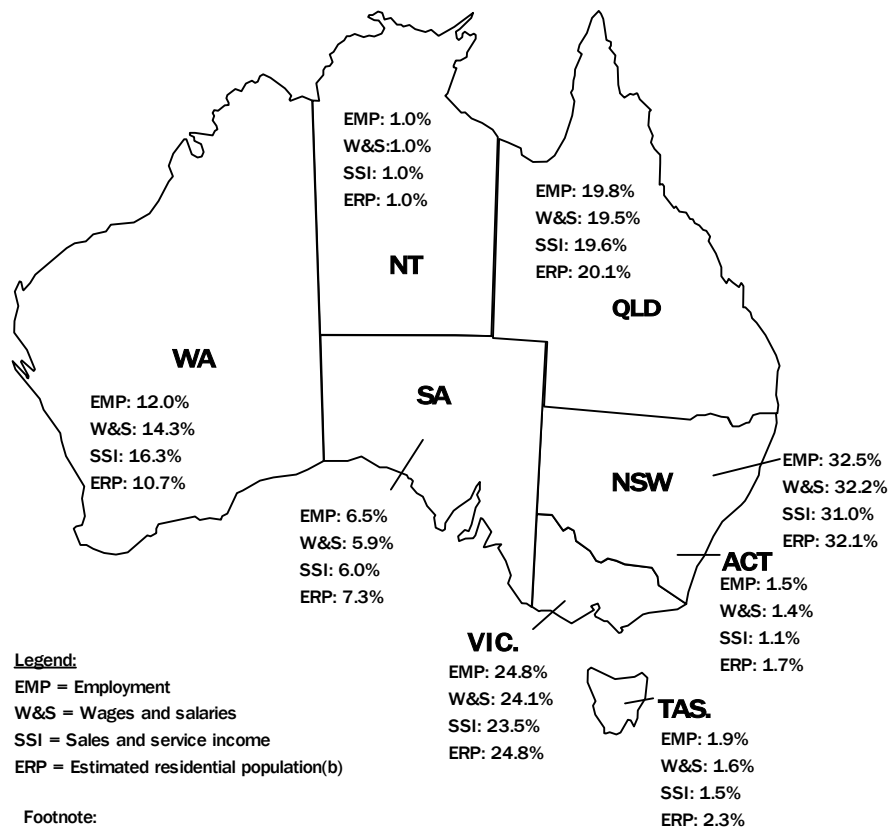
(i) Calculated using estimates of employment which include working proprietors and partners of unincorporated businesses.



STATE AND TERRITORY ESTIMATES

The map below illustrates each state or territory's share of employment (at end June 2012), wages and salaries and sales and service income, relative to **TOTAL SELECTED INDUSTRIES** in 2011–12. In addition, the population share for each state and territory has also been provided (as at 30 June 2012). Whilst the key economic indicators for most states and territories were commensurate with the population distribution, the exception was Western Australia, where sales and service income accounted for 16.3% (or \$454.8b) of the national total relative to a population share of 10.7%. In nominal terms, sales and service income in Western Australia grew from \$353.3b in 2009–10 to \$454.8b in 2011–12, an increase of 28.7% (or \$101.5b). The industries driving this growth included **MINING** (up 62.0% or \$46.4b) and **WHOLESALE TRADE** (up 37.6% or \$16.5b).

**STATE / TERRITORY CONTRIBUTION TO TOTAL SELECTED INDUSTRIES(a), 2011–12**



The **MINING** industries in New South Wales and Queensland also experienced growth over the 2009–10 to 2011–12 period, with sales and service income increasing by 39.4% (or \$8.1b) and 24.7% (\$9.5b) respectively.

STATE AND TERRITORY  
ESTIMATES *continued*

RETAIL TRADE continued to be the biggest employer in most states, although decreases were recorded in all jurisdictions except South Australia and the Australian Capital Territory between June 2011 and June 2012. Similarly, overall employment in the CONSTRUCTION industry was down on June 2011. However, employment growth was recorded in Queensland, Western Australia, Northern Territory and Australian Capital Territory.

Between 2010–11 and 2011–12, increases in expenditure on wages and salaries were led by Northern Territory (up 18.8% or \$771m), Western Australia (up 14.4% or \$8.6b) and Queensland (up 10.1% or \$8.5b). MINING industry expenditure on wages and salaries in these jurisdictions increased by 15.5% (or \$60.0m), 30.4% (or \$2.6b) and 25.5% (or \$1.2b) respectively.

### 3.1 STATES, TERRITORIES AND AUSTRALIA BY INDUSTRY DIVISION

	EMPLOYMENT								
	AT END JUNE(a)			WAGES AND SALARIES(b)			SALES AND SERVICE INCOME(c)		
	09-10	10-11	11-12	09-10	10-11	11-12	09-10	10-11	11-12
'000	'000	'000	\$m	\$m	\$m	\$m	\$m	\$m	
NEW SOUTH WALES									
Agriculture, forestry and fishing	126	138	144	1 324	1 458	1 643	14 225	16 330	18 079
Mining	23	28	32	2 427	3 227	3 761	20 496	25 432	28 566
Manufacturing	290	271	282	16 286	15 901	16 523	112 836	112 492	118 134
Electricity, gas, water and waste services	36	35	37	3 010	3 215	3 387	26 203	26 500	34 858
Construction	287	313	285	11 528	13 346	13 014	75 455	82 281	83 009
Wholesale trade	205	220	219	11 985	13 116	13 557	139 438	141 503	161 631
Retail trade	404	416	404	11 313	11 730	12 279	115 155	117 239	122 886
Accommodation and food services	297	302	325	6 079	6 522	6 765	25 161	28 013	30 075
Transport, postal and warehousing	190	193	196	9 339	9 786	11 026	39 456	45 130	47 277
Information Media and Telecommunications	77	78	78	5 438	5 545	5 856	31 837	33 189	34 799
Rental, hiring and real estate services	124	131	131	3 812	4 104	4 346	31 836	34 470	36 632
Professional, scientific and technical services	335	336	353	19 908	20 856	22 276	57 463	60 904	64 289
Administrative and support services	257	283	321	10 710	11 662	12 748	23 898	26 880	28 562
Public administration and safety (private)	22	27	26	875	978	1 074	2 270	2 607	2 891
Education and training (private)	107	121	120	4 460	5 232	5 252	4 841	5 805	6 264
Health care and social assistance (private)	271	311	319	9 628	11 043	11 876	19 633	21 201	22 899
Arts and recreation services	54	60	62	1 420	1 615	1 534	6 992	7 540	8 325
Other services	143	150	150	4 466	4 768	5 419	14 116	15 162	15 629
<i>Total selected industries(d)</i>	<i>3 247</i>	<i>3 415</i>	<i>3 485</i>	<i>134 008</i>	<i>144 103</i>	<i>152 334</i>	<i>761 311</i>	<i>802 677</i>	<i>864 806</i>
VICTORIA									
Agriculture, forestry and fishing	103	110	109	1 240	1 282	1 301	13 481	13 700	14 757
Mining	9	8	8	859	868	923	7 139	7 615	7 710
Manufacturing	277	274	265	15 188	15 531	15 884	100 952	105 827	100 084
Electricity, gas, water and waste services	21	22	24	1 735	1 850	2 101	22 230	23 367	23 091
Construction	248	269	257	10 104	11 157	11 755	68 564	73 737	75 667
Wholesale trade	148	154	169	8 132	8 880	9 840	110 278	126 496	134 799
Retail trade	338	351	341	9 344	10 270	10 459	89 186	94 235	96 087
Accommodation and food services	203	213	219	3 716	4 135	4 375	14 552	16 359	17 393
Transport, postal and warehousing	132	135	138	6 129	6 620	7 548	29 443	33 608	35 279
Information Media and Telecommunications	48	48	48	3 203	3 339	3 675	20 467	20 834	20 788
Rental, hiring and real estate services	84	92	94	2 508	2 793	2 790	19 602	21 520	22 171
Professional, scientific and technical services	237	237	246	13 965	14 721	15 293	41 614	43 448	42 576
Administrative and support services	188	203	207	7 185	7 662	8 148	15 595	16 375	17 828
Public administration and safety (private)	17	20	22	656	744	892	1 622	1 797	2 187
Education and training (private)	84	97	92	3 371	3 733	3 868	3 921	4 553	4 872
Health care and social assistance (private)	231	246	248	8 179	9 206	9 403	14 565	16 354	17 434
Arts and recreation services	60	62	63	1 576	1 670	1 709	10 224	10 516	10 952
Other services	107	118	114	3 381	3 895	3 978	10 644	12 315	11 992
<i>Total selected industries(d)</i>	<i>2 534</i>	<i>2 659</i>	<i>2 662</i>	<i>100 472</i>	<i>108 355</i>	<i>113 941</i>	<i>594 079</i>	<i>642 657</i>	<i>655 667</i>

(a) Includes working proprietors and partners of unincorporated businesses.

(c) Includes rent, leasing and hiring income.

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

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

### 3.1 STATES, TERRITORIES AND AUSTRALIA BY INDUSTRY DIVISION *continued* .....

	EMPLOYMENT			WAGES AND SALARIES(b)			SALES AND SERVICE INCOME(c)		
	AT END JUNE(a)								
	09-10	10-11	11-12	09-10	10-11	11-12	09-10	10-11	11-12
	'000	'000	'000	\$m	\$m	\$m	\$m	\$m	\$m
QUEENSLAND									
Agriculture, forestry and fishing	107	114	109	1 339	1 388	1 462	13 495	14 003	16 593
Mining	39	41	51	4 296	4 827	6 059	38 568	45 706	48 102
Manufacturing	181	184	179	9 209	9 920	10 520	68 469	72 986	79 055
Electricity, gas, water and waste services	23	24	26	2 148	2 185	2 382	17 464	19 881	19 829
Construction	225	226	236	9 673	9 554	12 510	62 838	60 675	72 917
Wholesale trade	94	95	94	4 917	5 050	4 985	76 269	76 311	79 438
Retail trade	258	273	260	6 814	7 488	7 817	70 959	76 032	76 210
Accommodation and food services	187	184	187	3 800	4 062	4 147	15 496	16 625	17 611
Transport, postal and warehousing	115	122	119	5 724	6 139	6 719	27 337	29 770	32 034
Information Media and Telecommunications	25	26	22	1 289	1 336	1 384	8 619	8 739	8 155
Rental, hiring and real estate services	80	83	82	2 241	2 375	2 562	16 645	17 341	19 724
Professional, scientific and technical services	156	155	173	8 441	9 498	10 093	25 487	25 881	28 586
Administrative and support services	133	146	149	4 897	5 388	5 754	10 938	11 453	11 442
Public administration and safety (private)	12	16	16	465	554	585	988	1 181	1 296
Education and training (private)	64	66	66	2 435	2 502	2 819	2 567	^ 2 836	3 260
Health care and social assistance (private)	176	204	213	6 884	7 569	8 186	11 831	12 498	15 004
Arts and recreation services	38	42	41	976	1 092	1 067	4 700	4 770	4 973
Other services	95	99	97	2 936	3 106	3 505	9 319	9 373	10 796
<i>Total selected industries(d)</i>	<i>2 007</i>	<i>2 101</i>	<i>2 122</i>	<i>78 483</i>	<i>84 032</i>	<i>92 558</i>	<i>481 990</i>	<i>506 060</i>	<i>545 025</i>
SOUTH AUSTRALIA									
Agriculture, forestry and fishing	48	54	50	579	683	619	7 048	8 259	8 495
Mining	9	9	10	855	871	1 061	4 584	6 600	7 036
Manufacturing	81	82	77	4 369	4 653	4 545	27 915	27 279	27 764
Electricity, gas, water and waste services	8	8	8	545	644	679	6 671	7 981	7 755
Construction	59	59	58	2 332	2 334	2 542	16 601	16 946	15 743
Wholesale trade	31	35	31	^ 1 688	1 855	1 666	25 517	26 793	27 238
Retail trade	92	95	97	2 435	2 530	2 729	24 213	24 864	26 631
Accommodation and food services	60	56	61	1 203	1 179	1 373	4 904	5 005	5 806
Transport, postal and warehousing	34	35	32	1 577	1 652	1 694	7 709	7 693	7 448
Information Media and Telecommunications	9	10	9	579	601	624	4 448	4 782	3 918
Rental, hiring and real estate services	21	22	21	578	631	660	4 216	4 539	5 174
Professional, scientific and technical services	45	43	48	2 260	2 378	2 597	7 112	7 916	8 714
Administrative and support services	44	47	47	1 649	1 663	1 751	3 439	3 575	3 866
Public administration and safety (private)	5	6	5	150	177	187	310	374	482
Education and training (private)	22	*30	24	897	*1 286	1 088	861	^ 1 106	1 115
Health care and social assistance (private)	69	69	72	2 212	2 378	2 635	4 359	4 659	^ 5 759
Arts and recreation services	12	13	15	271	299	324	1 162	1 260	1 381
Other services	30	29	30	928	935	1 046	2 950	2 971	^ 3 233
<i>Total selected industries(d)</i>	<i>680</i>	<i>703</i>	<i>696</i>	<i>25 108</i>	<i>26 749</i>	<i>27 821</i>	<i>154 017</i>	<i>162 603</i>	<i>167 558</i>

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

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

(a) Includes working proprietors and partners of unincorporated businesses.

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

(c) Includes rent, leasing and hiring income.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

### 3.1 STATES, TERRITORIES AND AUSTRALIA BY INDUSTRY DIVISION *continued* .....

	EMPLOYMENT								
	AT END JUNE(a)			WAGES AND SALARIES(b)			SALES AND SERVICE INCOME(c)		
	09-10	10-11	11-12	09-10	10-11	11-12	09-10	10-11	11-12
'000	'000	'000	\$m	\$m	\$m	\$m	\$m	\$m	
WESTERN AUSTRALIA									
Agriculture, forestry and fishing	57	57	59	761	790	823	8 804	8 604	9 340
Mining	59	68	86	7 586	8 478	11 056	74 720	107 625	121 081
Manufacturing	96	98	97	5 450	5 892	6 114	57 042	57 280	58 829
Electricity, gas, water and waste services	12	12	13	959	1 048	1 202	9 139	10 347	11 555
Construction	136	157	162	7 505	9 212	11 160	44 978	51 019	56 918
Wholesale trade	53	55	61	2 908	^ 3 124	3 366	43 816	48 167	60 277
Retail trade	148	149	140	3 759	3 927	4 077	38 834	40 850	41 578
Accommodation and food services	93	94	98	1 904	2 255	2 496	7 345	8 387	9 731
Transport, postal and warehousing	57	58	60	2 749	3 087	3 529	13 080	15 097	17 101
Information Media and Telecommunications	11	11	11	664	720	756	4 301	4 503	4 239
Rental, hiring and real estate services	43	45	45	1 406	1 562	1 596	10 184	10 985	12 154
Professional, scientific and technical services	108	111	134	6 359	6 963	7 954	17 950	20 719	23 679
Administrative and support services	80	93	101	3 587	4 624	5 350	7 219	8 080	9 286
Public administration and safety (private)	7	8	8	249	273	307	538	762	649
Education and training (private)	33	^ 36	37	1 348	^ 1 540	1 589	1 732	^ 1 711	2 069
Health care and social assistance (private)	89	95	106	3 241	3 479	4 001	6 168	6 553	7 280
Arts and recreation services	18	18	20	470	485	519	2 241	2 201	2 644
Other services	53	54	55	1 693	1 929	2 052	5 206	5 948	6 414
<i>Total selected industries(d)</i>	<i>1 152</i>	<i>1 218</i>	<i>1 293</i>	<i>52 597</i>	<i>59 386</i>	<i>67 945</i>	<i>353 299</i>	<i>408 837</i>	<i>454 822</i>
TASMANIA									
Agriculture, forestry and fishing	22	23	22	431	398	396	2 631	2 482	2 606
Mining	2	3	3	176	229	251	np	1 203	1 307
Manufacturing	19	19	20	1 064	1 012	1 150	6 434	6 735	7 962
Electricity, gas, water and waste services	4	4	4	314	331	356	2 538	3 002	2 628
Construction	17	18	18	639	674	746	3 504	3 859	3 871
Wholesale trade	7	7	8	343	325	^ 402	4 093	4 624	4 705
Retail trade	27	^ 30	25	677	^ 822	739	7 076	^ 8 389	6 868
Accommodation and food services	20	18	19	349	331	363	1 435	1 816	1 912
Transport, postal and warehousing	10	10	10	457	448	446	2 078	2 076	2 031
Information Media and Telecommunications	3	3	3	173	183	213	1 336	1 493	1 588
Rental, hiring and real estate services	6	6	^ 7	165	169	160	869	907	1 031
Professional, scientific and technical services	10	10	11	465	465	540	1 263	1 211	1 355
Administrative and support services	10	10	11	412	^ 397	390	701	628	611
Public administration and safety (private)	1	1	1	41	43	^ 41	np	88	84
Education and training (private)	5	4	6	221	162	255	184	171	^ 223
Health care and social assistance (private)	20	24	24	688	797	886	1 156	1 239	1 338
Arts and recreation services	4	4	5	112	106	114	620	597	542
Other services	9	9	9	269	250	286	749	661	765
<i>Total selected industries(d)</i>	<i>198</i>	<i>204</i>	<i>205</i>	<i>6 997</i>	<i>7 142</i>	<i>7 733</i>	<i>37 793</i>	<i>41 180</i>	<i>41 427</i>

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

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

(a) Includes working proprietors and partners of unincorporated businesses.

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

(c) Includes rent, leasing and hiring income.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

### 3.1 STATES, TERRITORIES AND AUSTRALIA BY INDUSTRY DIVISION *continued* .....

	EMPLOYMENT			WAGES AND SALARIES(b)			SALES AND SERVICE INCOME(c)		
	AT END JUNE(a)								
	09-10	10-11	11-12	09-10	10-11	11-12	09-10	10-11	11-12
	'000	'000	'000	\$m	\$m	\$m	\$m	\$m	\$m
NORTHERN TERRITORY									
Agriculture, forestry and fishing	4	5	4	73	np	np	463	*771	676
Mining	np	3	4	430	387	447	4 717	4 226	4 432
Manufacturing	5	5	5	279	317	340	3 998	4 360	4 634
Electricity, gas, water and waste services	np	1	1	np	np	np	np	np	np
Construction	14	12	12	602	542	637	3 482	3 195	3 831
Wholesale trade	3	3	3	139	145	203	2 335	2 343	3 144
Retail trade	12	13	12	342	336	396	3 211	3 041	3 377
Accommodation and food services	11	11	11	267	293	297	1 023	1 164	1 228
Transport, postal and warehousing	6	6	*8	281	312	^364	1 209	1 397	1 399
Information Media and Telecommunications	1	^1	^1	53	52	49	278	309	285
Rental, hiring and real estate services	3	3	3	85	91	94	653	762	750
Professional, scientific and technical services	5	5	^7	254	324	*508	763	769	^1 406
Administrative and support services	6	8	^8	236	312	*361	447	532	534
Public administration and safety (private)	np	1	1	np	44	^48	np	np	np
Education and training (private)	4	3	5	144	116	179	123	124	154
Health care and social assistance (private)	7	8	10	270	357	405	346	473	510
Arts and recreation services	^3	3	^3	^104	90	107	382	396	484
Other services	6	6	6	209	203	245	608	622	653
<i>Total selected industries(d)</i>	95	96	107	3 911	4 106	4 877	24 763	25 382	28 275

#### AUSTRALIAN CAPITAL TERRITORY

Agriculture, forestry and fishing	1	1	1	11	np	np	^135	^103	168
Mining	np	—	—	7	**7	*12	np	**39	^42
Manufacturing	5	4	4	221	208	218	1 131	1 089	1 244
Electricity, gas, water and waste services	np	1	1	np	np	np	np	np	np
Construction	13	13	14	498	533	626	^6 147	5 726	6 720
Wholesale trade	3	4	^4	143	210	^253	1 924	2 089	1 981
Retail trade	19	20	21	493	527	608	5 639	5 680	6 119
Accommodation and food services	17	16	18	344	362	401	1 248	1 394	1 553
Transport, postal and warehousing	5	5	5	270	269	253	797	825	962
Information Media and Telecommunications	4	3	3	239	218	240	1 253	1 299	1 329
Rental, hiring and real estate services	5	5	5	164	175	178	1 469	1 454	1 469
Professional, scientific and technical services	22	22	26	1 349	1 480	1 676	3 865	4 232	4 563
Administrative and support services	13	12	13	486	522	514	1 010	1 159	1 182
Public administration and safety (private)	np	2	2	np	72	88	np	np	np
Education and training (private)	6	7	7	290	301	314	387	462	^329
Health care and social assistance (private)	16	17	17	618	681	680	1 039	1 130	1 143
Arts and recreation services	3	3	^4	82	85	94	266	247	251
Other services	11	^11	9	396	395	381	1 036	1 014	999
<i>Total selected industries(d)</i>	143	146	157	5 800	6 188	6 686	28 843	29 304	31 473

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

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

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

— nil or rounded to zero (including null cells)

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

(a) Includes working proprietors and partners of unincorporated businesses.

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

(c) Includes rent, leasing and hiring income.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

### 3.1 STATES, TERRITORIES AND AUSTRALIA BY INDUSTRY DIVISION *continued* .....

	EMPLOYMENT								
	AT END JUNE (a)			WAGES AND SALARIES (b)			SALES AND SERVICE INCOME (c)		
	09-10	10-11	11-12	09-10	10-11	11-12	09-10	10-11	11-12
'000	'000	'000	\$m	\$m	\$m	\$m	\$m	\$m	
AUSTRALIA									
Agriculture, forestry and fishing	468	502	498	5 758	6 093	6 334	60 282	64 253	70 714
Mining	143	160	195	16 635	18 894	23 571	151 305	198 444	218 276
Manufacturing	954	938	929	52 067	53 434	55 295	378 778	388 047	397 705
Electricity, gas, water and waste services	107	109	116	8 950	9 508	10 366	86 232	93 087	101 664
Construction	998	1 067	1 043	42 881	47 351	52 989	281 569	297 439	318 677
Wholesale trade	544	574	589	30 256	32 704	34 272	403 672	428 326	473 213
Retail trade	1 297	1 346	1 300	35 177	37 629	39 102	354 273	370 330	379 756
Accommodation and food services	887	895	939	17 662	19 140	20 217	71 164	78 763	85 310
Transport, postal and warehousing	550	564	567	26 526	28 313	31 577	121 109	135 596	143 531
Information Media and Telecommunications	177	180	176	11 638	11 992	12 797	72 539	75 148	75 101
Rental, hiring and real estate services	365	388	389	10 959	11 901	12 385	85 475	91 979	99 104
Professional, scientific and technical services	920	918	998	53 000	56 684	60 937	155 516	165 081	175 169
Administrative and support services	731	802	858	29 162	32 229	35 017	63 246	68 681	73 310
Public administration and safety (private)	66	80	82	2 529	2 884	3 224	6 006	7 061	7 838
Education and training (private)	325	363	356	13 167	14 872	15 364	14 615	16 767	18 286
Health care and social assistance (private)	880	974	1 009	31 721	35 511	38 073	59 098	64 107	71 367
Arts and recreation services	192	205	212	5 011	5 442	5 467	26 586	27 527	29 552
Other services	452	476	471	14 278	15 481	16 911	44 629	48 065	50 480
<i>Total selected industries (d)</i>	<i>10 056</i>	<i>10 542</i>	<i>10 727</i>	<i>407 375</i>	<i>440 062</i>	<i>473 896</i>	<i>2 436 095</i>	<i>2 618 700</i>	<i>2 789 052</i>

(a) Includes working proprietors and partners of unincorporated businesses.

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

(c) Includes rent, leasing and hiring income.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

## EXPLANATORY NOTES .....

### INTRODUCTION

**1** This publication presents estimates of the economic and financial performance of Australian industry in 2011–12. The estimates are produced annually using a combination of directly collected data from the annual Economic Activity Survey (EAS), conducted by the Australian Bureau of Statistics (ABS), and Business Activity Statement (BAS) data provided by businesses to the Australian Taxation Office (ATO).

#### *Reference period*

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

**3** Although financial estimates relate to the full 12 months, employment estimates relate to the last pay period ending in June of the given year. As a result, estimates of wages and salaries per person employed may be affected by any fluctuations in employment during the reference period.

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

### CLASSIFICATIONS

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

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

### SCOPE

**6** The scope of the collection consists of all business entities operating in the Australian economy during 2011–12, except for:

- in most industries, entities classified to SISCA Sector 3 GENERAL GOVERNMENT. This exclusion particularly affects data presented for PUBLIC ADMINISTRATION AND SAFETY, EDUCATION AND TRAINING and HEALTH CARE AND SOCIAL ASSISTANCE (ANZSIC Divisions O, P and Q respectively), in that the estimates relate only to private sector businesses. Note, however, that SISCA Sector 3 GENERAL GOVERNMENT businesses classified to WATER SUPPLY, SEWERAGE AND DRAINAGE SERVICES (ANZSIC Subdivision 28, within Division D) are included - that is, data for relevant local government organisations (for example) are included in the estimates.
- entities classified to ANZSIC Subdivisions 62 FINANCE and 63 INSURANCE AND SUPERANNUATION FUNDS. Note that estimates included in this publication for TOTAL SELECTED INDUSTRIES exclude ANZSIC Subdivision 64 AUXILIARY FINANCE AND INSURANCE SERVICES. Experimental estimates for this subdivision are presented in the Appendix of this issue.



- SCOPE *continued*
- entities classified to ANZSIC Subdivisions 75 PUBLIC ADMINISTRATION, 76 DEFENCE and 96 PRIVATE HOUSEHOLDS EMPLOYING STAFF AND UNDIFFERENTIATED GOODS- AND SERVICE- PRODUCING ACTIVITIES OF HOUSEHOLDS FOR OWN USE.
- 7 Government-owned or controlled Public Non-Financial Corporations are included.
- COVERAGE
- 8 This section discusses frame, statistical units, coverage issues and improvements to coverage.
- Frame
- 9 Businesses contributing to the estimates in this publication are sourced from the ABS Business Register (ABSBR), which has two components as described below.
- Statistical units
- 10 The ABS uses an economic statistics units model on the ABSBR to describe the characteristics of businesses and the structural relationships between related businesses. Within large and diverse business groups, the units model is used to define reporting units that can provide data to the ABS at suitable levels of detail.
- 11 In mid 2002, the ABS commenced sourcing its register information from the ABR and at that time changed its business register to a two population model. The two populations comprise what is called the Profiled Population and the Non-Profiled Population. The main distinction between businesses in the two populations relates to the complexity of the business structure and the degree of intervention required to reflect the business structure for statistical purposes.
- NON-PROFILED POPULATION
- 12 The majority of businesses included on the ABS Business Register are in the Non-Profiled Population. Most of these businesses are understood to have simple structures. For these businesses, the ABS is able to use the ABN as the basis for a statistical unit. One ABN equates to one statistical unit.
- PROFILED POPULATION
- 13 For a small number of businesses, the ABN unit is not suitable for ABS economic statistics purposes and the ABS maintains its own units structure through direct contact with businesses. These businesses constitute the Profiled Population. This population consists typically of large or complex groups of businesses. The statistical units model below caters for such businesses:
- *Enterprise group*: This is a unit covering all the operations in Australia of one or more legal entities under common ownership and/or control. It covers all the operations in Australia of legal entities which are related in terms of the current Corporations Law (as amended by the *Corporations Legislation Amendment Act 1991*), including legal entities such as companies, trusts and partnerships. Majority ownership is not required for control to be exercised.
  - *Enterprise*: The enterprise is an institutional unit comprising:
    - a single legal entity or business entity, or
    - more than one legal entity or business entity within the same enterprise group and in the same institutional subsector (i.e. they are all classified to a single Standard Institutional Sector Classification of Australia (SISCA) subsector).
  - *Type of activity unit (TAU)*: The TAU is comprised of one or more business entities, sub-entities or branches of a business entity within an enterprise group that can report production and employment data for similar economic activities. When a minimum set of data items is available, a TAU is created which covers all the operations within an industry subdivision (and the TAU is classified to the relevant subdivision of the ANZSIC). Where a business cannot supply adequate data for each industry, a TAU is formed which contains activity in more than one industry subdivision.

Coverage issues

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

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

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

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

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

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

**18** The ABS attempts to obtain data for those businesses selected for direct collection and which ceased operation during the year but it is not possible to obtain data for all such businesses.

Improvements to coverage

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

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

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

DEFINITION OF KEY TERMS

Industry performance measures

**22** Selected key terms are described below.

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

**24** Differences in accounting policy and practices across businesses and industries can lead to some inconsistencies in the data input to the statistics. Although much of the accounting process is subject to standards, there is still a great deal of flexibility left to individual managers and accountants through the accounting policies and practices they adopt. For example, the way profit is measured is affected by management policy about such issues as depreciation rates, bad debt provisions and write off, and goodwill write

*Industry performance  
measures continued*

off. The varying degree to which businesses consolidate their accounts may also affect any industry performance measures calculated.

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

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

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

*Industry value added*

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

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

AUSTRALIAN INTERNATIONAL  
FINANCIAL REPORTING  
STANDARDS

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

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

*Survey design*

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

**32** Businesses were only eligible for selection in the survey (the direct collect sample) if their turnover exceeded a threshold level, or the business was identified as being an employing business (based on ATO information), as at the end of the reference period. Turnover thresholds were set for each ANZSIC class so that the contribution of surveyed businesses accounted for approximately 97.5% of total industry class turnover as determined by Business Activity Statement (BAS) data. A sample of 20,207 businesses was selected for the directly collected part of the 2011–12 EAS. Each business was asked to provide data sourced primarily from financial statements, mainly by mail out

*Survey design continued*

questionnaires. Businesses were also asked to supply key details of their operations by state and territory, enabling production of the state/territory estimates.

**33** Businesses which met neither of these criteria are referred to as 'micro non-employing businesses'. These businesses were not eligible for selection in the sample. For these units, BAS data were obtained and annualised, then added to the directly collected estimates to produce the statistics in this publication.

*Effects of rounding*

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

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

## DATA COMPARABILITY

*Comparison with other ABS statistics*

**36** In some cases estimates given in this publication may differ slightly from those from other sources. These differences may be the result of sampling or non-sampling error, or may result from differences in scope, coverage, definitions or methodology.

*Revisions*

**37** Estimates for the 2009–10 and 2010–11 reference years have been revised since the previous issue of this publication. The revisions result from the review of the new information received from the businesses in the direct collect sample and from improvements of the methodology used for producing the estimates for micro non-employing businesses. The revisions are incorporated in this publication and in the extended data spreadsheets available free online. Note that the extent of revisions may differ for individual industries and/or between data items.

**38** For more information on improvements of the methodology used for producing the estimates for micro non-employing businesses, please refer to Technical Note 1.

## FURTHER INFORMATION

*Related publications*

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

**40** The following ABS publications present economy-wide and industry specific data:

- *Australian System of National Accounts, 2011–12* (cat.no.5204.0) - Annual publication
- *Business Indicators, Australia, December 2012* (cat.no.5676.0)- Quarterly publication
- *Private New Capital Expenditure and Expected Expenditure, Australia, March 2012* (cat.no.5625.0) - Quarterly publication
- *Experimental Estimates for Australian Industry adjusted for Off-June Year reporting 2011–12* (cat.no. 8169.0)
- *Mining Operations, Australia, 2011–12* (cat.no.8415.0)
- *Private Sector Construction Industry, 2011–12* (cat.no.8772.0).

*Other information available*

**41** Subdivision level estimates are available in the industry by subdivision data cubes on the ABS website. <[www.abs.gov.au](http://www.abs.gov.au)>: select Statistics / By Catalogue Number / 8. Secondary Industry and Distribution / 81. Industry Wide Statistics / 8155.0 Australian Industry, 2011–12, then select the Downloads tab.

**42** Class level estimates for the Australian MANUFACTURING INDUSTRY for 2010–11 and 2011–12 are released as a data cube on the web page for *Australian Industry* (cat. no. 8155.0).

**43** Finer level estimates for the *Australian Mining Industry for 2011–12* are expected to be released at the end of May, 2013 in *Mining Operations, Australia, 2011–12* (cat. no. 8415.0).

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

Other information available  
continued

**45** Inquiries should be made to the National Information and Referral Service on 1300 135 070.

Acknowledgement

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

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

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

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

## APPENDIX

## EXPERIMENTAL ESTIMATES FOR AUXILIARY FINANCE AND INSURANCE SERVICES .....

### OVERVIEW

- 1** This appendix contains experimental estimates for Subdivision 64 AUXILIARY FINANCE AND INSURANCE SERVICES for 2009–10, 2010–11 and 2011–12.
- 2** The reference period, scope, coverage and survey design for the experimental estimates in this appendix are the same as those found throughout this publication. Further detail can be found in the Explanatory Notes.
- 3** The methodology for creating these experimental estimates is the same as for other industries in this publication. See Technical Note 1 for detailed information.
- 4** The data quality of this time series is susceptible to sampling and non-sampling errors, as per Technical Note 2. The relative standard errors for the 2011–12 experimental estimates for subdivision 64 AUXILIARY FINANCE AND INSURANCE SERVICES are sales and service income (3.9%), total income (4.2%), wages and salaries (2.9%), total expenses (3.3%) and industry value added (5.3%).
- 5** The estimates in this appendix are considered experimental and are still subject to evaluation and therefore should be used with caution.

KEY DATA, Auxiliary finance and insurance services

	Employment at end of June(a)	Wages and salaries(b)	Sales and service income(c)	Total income	Total expenses	Operating profit before tax	Earnings before interest tax depreciation and amortisation	Industry value added(d)
	'000	\$m	\$m	\$m	\$m	\$m	\$m	\$m
<b>Financial and insurance services</b>								
2009–10	146	10 494	38 492	51 931	40 985	^ 10 946	^ 6 824	19 662
2010–11	147	10 919	37 553	50 655	36 826	^ 13 971	8 102	20 950
2011–12	150	11 414	39 219	50 993	38 700	^ 12 390	^ 7 099	20 905

- ^ estimate has a relative standard error of 10% to less than 25% and should be used with caution
- (a) Includes working proprietors and partners of unincorporated businesses.
- (b) Includes capitalised wages and salaries; excludes the drawings of working proprietors.
- (c) Includes rent, leasing and hiring income.
- (d) See technical Note 2, paragraph 5.

LABOUR COSTS, Auxiliary finance and insurance services

	Wages and salaries(a)	Employer contribution into superannuation	Workers' compensation premiums/costs	Selected labour costs	Fringe benefits tax	Payroll tax	Total labour costs
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
<b>Financial and insurance services</b>							
2009–10	10 494	836	43	11 372	71	430	11 873
2010–11	10 919	862	46	11 827	73	425	12 325
2011–12	11 414	931	*224	12 569	*115	466	13 150

- \* estimate has a relative standard error of 25% to 50% and should be used with caution
- (a) Includes capitalised wages and salaries, excludes drawings of working proprietors

INDUSTRY VALUE ADDED, Auxiliary finance and insurance services

	PLUS				LESS		
	Sales and service income(a)	Funding from government for operational costs	Capital work done for own use	Change in inventories	Purchases of goods and materials(b)	Other intermediate input expenses	Industry value added(c)
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
<b>Financial and insurance services</b>							
2009–10	38 492	^ 83	^ 144	**1	*2 921	16 138	19 662
2010–11	37 553	^ 104	94	*142	np	np	20 950
2011–12	39 219	*155	52	^ 98	2 235	16 385	20 905

- ^ estimate has a relative standard error of 10% to less than 25% and should be used with caution
- \* estimate has a relative standard error of 25% to 50% and should be used with caution
- \*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use
- np not available for publication but included in totals where applicable, unless otherwise indicated
- (a) Includes rent, leasing and hiring income.
- (b) Includes capitalised purchases.
- (c) See Technical Note 2, paragraph 5.

OVERVIEW *continued*

INDUSTRY PERFORMANCE, Auxiliary finance and insurance services

		2009-10	2010-11	2011-12
Employment at end of June(a)	'000	146	147	150
Income				
Sales and service income(b)	\$m	38 492	37 553	39 219
Funding from government for operational costs	\$m	^ 83	^ 104	*155
Interest income	\$m	10 675	^ 6 302	5 600
Other income	\$m	*2 680	*6 696	^ 6 019
<i>Total income</i>	\$m	51 931	50 655	50 993
Selected labour costs(c)	\$m	11 372	11 827	12 569
Purchases	\$m	*2 857	*2 276	2 227
Interest expenses	\$m	8 403	^ 6 286	5 516
Depreciation and amortisation	\$m	830	^ 843	812
Other expenses	\$m	17 604	15 676	17 621
Less				
Capitalised wages and salaries	\$m	^ 80	81	44
<i>Total expenses</i>	\$m	40 985	36 826	38 700
Change in inventories	\$m	**1	*142	^ 98
Earnings before interest tax depreciation and amortisation	\$m	^ 6 824	8 102	^ 7 099
Operating profit before tax(d)	\$m	^ 10 946	^ 13 971	^ 12 390
Economic values				
Gross fixed capital formation	\$m	*809	935	^ 840
Capital expenditure(e)	\$m	^ 2 200	^ 1 501	1 463
Disposals of assets	\$m	**525	*323	^ 579
Net capital expenditure	\$m	*1 675	^ 1 178	^ 884
Industry value added(d)	\$m	19 662	20 950	20 905
Industry ratios				
Profit margin	%	^ 28.4	37.2	31.6
Interest coverage	times	*0.8	1.3	1.3
Investment rate (value added)	%	**11.2	7.2	7.0
Wages and salaries to sales and service income	%	27.3	29.1	29.1
Wages and salaries per employee(f)	\$'000	77.6	80.8	81.6
Sales and service income per person employed	\$'000	^ 263.3	255.3	261.1
Industry value added per person employed(g)	\$'000	^ 134.5	142.5	139.2
Percentage of business that				
Percentage of businesses that made a profit	%	78.1	81.7	80.9
Percentage of businesses that broke even	%	*2.0	np	2.2
Percentage of businesses that made a loss	%	^ 19.9	np	16.9

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

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

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

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

(a) Includes working proprietors and partners of unincorporated businesses.

(b) Includes rent, leasing and hiring income.

(c) Excludes the drawings of working proprietors.

(d) See Technical Note 2, paragraph 5.

(e) Includes capital work done for own use.

(f) Employee estimates used in this ratio exclude working proprietors and partners of unincorporated businesses.

(g) Calculated using estimates of employment which include working proprietors and partners of unincorporated businesses.



TECHNICAL NOTE 1      **ESTIMATION METHODOLOGY** .....

INTRODUCTION

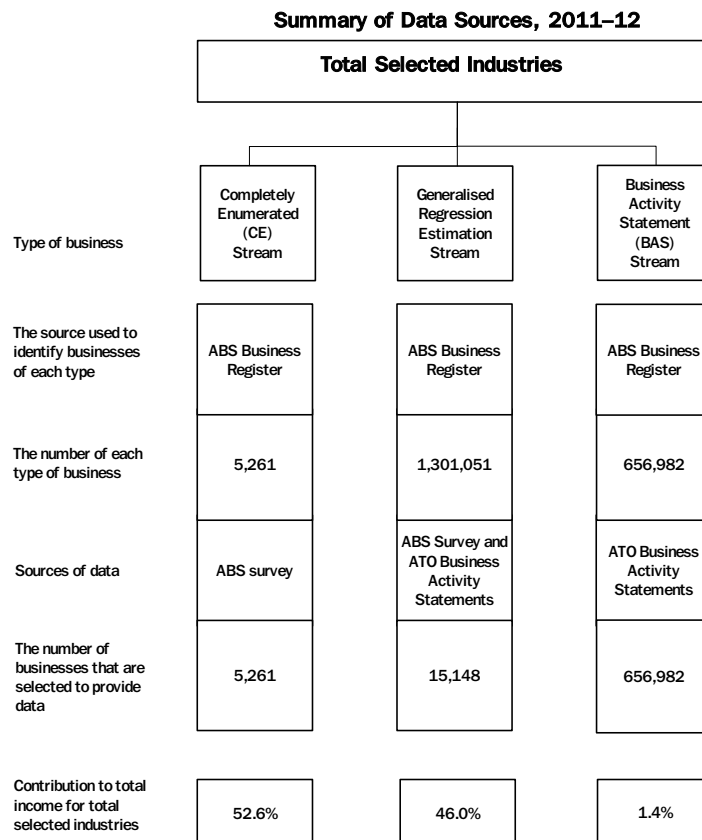
**1** The availability of Business Activity Statement (BAS) data collected by the Australian Taxation Office (ATO) has provided the Australian Bureau of Statistics (ABS) with opportunities to improve the efficiency of collection designs and estimation for its business surveys, while at the same time reducing the reporting burden placed on businesses. Under taxation law, data may be passed by the Commissioner for Taxation to the ABS for specified statistical purposes. Accordingly, turnover and wages information sourced from ATO BAS data was used to improve the accuracy of the 2011–12 industry estimates which were produced using data items collected directly by the ABS from businesses.

ESTIMATION METHODOLOGY

**2** The 2011–12 survey continues to use generalised regression estimation, first introduced in the 2006–07 survey. This estimation method enables maximum use of observed linear relationships between data directly collected from businesses in the survey and auxiliary information. When the auxiliary information is strongly correlated with data items collected in a survey, the generalised regression estimation methodology will improve the accuracy of the estimates. The auxiliary variables used in this survey were turnover and wages sourced from the BAS data of 1,963,294 businesses (including the direct collect sample).

PRODUCING ESTIMATES

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



DATA STREAMING

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

*Completely enumerated (CE) stream:*

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

*Generalised regression estimation stream:*

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

*Business Activity Statement (BAS) stream:*

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

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

REVISIONS

**9** In previous versions of this publication BAS data for 'micro non-employed businesses' (i.e. businesses in the BAS stream) were added to the directly collected estimates by substituting turnover, non-capitalised purchases, capitalised purchases and wages and salaries reported to ATO for income from sales of goods and services, purchases, capital expenditures and wages and salaries collected on the survey form. Due to conceptual and definitional differences between BAS and survey data items this approach occasionally led to inflated or skewed estimates. To improve the quality of estimates the data substitution was replaced with modelling techniques. That technique uses BAS non-capitalised purchases to model purchases and BAS turnover to model income from sales of goods and services. The modelling parameters were based on the relationship between BAS data and reported data for small businesses in the direct collect sample over the previous 3 years and were defined at the industry level. Wages and salaries and capitalised purchases were modelled as 0; therefore revised estimates only consist of data from the direct collect sample.

STATE AND TERRITORY ESTIMATES

**10** State estimates were produced using both BAS data and survey data.

RELIABILITY

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

*Sampling error*

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

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

**4** To illustrate, the estimate of total income for MANUFACTURING in 2011–12 was \$404,485m. The RSE of this estimate is shown as 0.6%, giving a standard error of approximately \$2,427m. Therefore, there are two chances in three that, if all units had been included in the survey, a figure in the range of \$402,058m to \$406,912m would have been obtained, and nineteen chances in twenty (i.e. a confidence interval of 95%) that the figure would have been within the range of \$399,631m to \$409,339m.

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

Sampling error *continued*

## RELATIVE STANDARD ERRORS

	Wages & Salaries	Sales and service Income	Total Income	Total expenses	Industry value added
2011–12	%	%	%	%	%
Agriculture, forestry and fishing	3.1	2.4	2.4	2.4	4.3
Mining	0.8	0.3	0.3	0.6	0.4
Manufacturing	1.0	0.6	0.6	0.7	1.1
Electricity, gas, water and waste services	0.8	0.6	0.5	0.5	0.7
Construction	2.5	2.3	2.4	2.9	3.2
Wholesale trade	4.4	1.7	1.7	1.8	5.6
Retail trade	2.7	2.4	2.4	2.5	4.0
Accommodation and food services	2.9	2.1	2.1	2.4	3.0
Transport, postal and warehousing	2.0	1.8	1.8	1.8	1.9
Information media and telecommunications	0.8	0.8	0.8	0.8	0.8
Rental, hiring and real estate services	3.6	2.7	3.5	2.6	3.4
Professional, scientific and technical services	2.0	2.5	4.0	3.1	3.1
Administrative and support services	1.9	2.1	2.2	4.5	2.1
Public administration and safety	5.8	2.8	2.6	3.4	4.7
Education and training (private)	2.0	7.2	3.8	3.3	3.1
Health care and social assistance (private)	1.8	3.9	2.7	2.8	2.4
Arts and recreation services	1.9	1.7	1.6	1.8	2.3
Other services	2.5	2.8	2.5	2.5	2.9
Total selected industries(a)	0.6	0.6	0.6	0.6	0.7

(a) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

## Non-sampling error

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

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

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

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

## REFERENCE PERIOD

**10** Where businesses were unable to supply data for the 12 months ended 30 June, an accounting period for which data can be provided is used for data other than those relating to employment.

REFERENCE PERIOD *continued*

**11** Estimates of financial data in some industries, such as MINING and MANUFACTURING, are heavily impacted by fluctuating commodity prices. In these industries, reporting for an accounting period other than the year ended 30 June can result in estimates different from what they would have been, had the business reported for an accounting period ended 30 June.

**12** In November 2011, the ABS released an information paper on the impact that businesses reporting for accounting periods other than those ended 30 June had on the estimates present in past versions of this release. In the second half of 2013, the ABS will release this paper updated to show the impact of off-June reporters on estimates presented in this release.

QUALITY INDICATORS

**13** In the 2011–12 Economic Activity Survey, there was an 84.0% response rate from all businesses that were surveyed and found to be operating during the reference period. Data were imputed for the remaining 16.0% of operating businesses. This imputation contributed 10.6% to the estimate of sales and service income for TOTAL SELECTED INDUSTRIES.

## GLOSSARY

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

**Business** A business is generally considered to be a person, partnership, or corporation engaged in business or commerce.

In this publication, the term represents the ABN unit or type of activity unit (TAU), which are the two standard statistical units for the 2011–12 EAS collections. For details, see Explanatory Notes paragraphs 12–13.

**Business size** Businesses are categorised as:

- large businesses, with employment of 200 or more persons
- medium businesses, with employment of 20 to less than 200 persons
- small businesses, with employment of less than 20 persons (including non-employed businesses).

**Capital expenditure** Total (gross) expenditure on acquiring fixed tangible and intangible assets, before deduction of trade-in allowances, and including expenses (except capitalised interest) incurred during the year in acquiring such assets. Fixed tangible assets include land, dwellings, other buildings and structures, plant, machinery and equipment (including motor vehicles). Intangible assets include capitalised exploration expenditure, patents, licences and goodwill.

**Capital work done for own use** Capitalised work done by the employees or proprietors of a business in manufacturing, constructing, installing or repairing assets, in mineral and petroleum exploration activities, and the in-house development of computer software, for use by the business or for rental or lease. This work is valued at the capitalised costs of the materials and the wages and salaries involved.

**Capitalised purchases** Goods drawn from inventories for use as fixed tangible assets in capital work done by the employees or proprietors of a business for use by the business or for rental or lease.

**Capitalised wages and salaries** Capitalised payment of wages and salaries for work done by own employees in manufacturing, constructing, installing or repairing assets, mineral and petroleum exploration activities or in developing computer software in-house for use by the business or for rental or lease.

**Change in inventories** The value of total closing inventories less total opening inventories.

**Closing inventories** The value of all inventories of finished goods (including inventories for resale), work-in-progress (less progress payments billed), raw materials, fuels and containers at the end of the reporting period.

**Depreciation and amortisation** Depreciation/amortisation allowed on tangible and intangible assets. Includes, for lessees only, depreciation/amortisation in respect of finance leases.

**Disposal of assets** Proceeds from the sale of tangible assets (plant, machinery, equipment, land, dwellings, other buildings and structures), and intangible assets (such as patents, licences and goodwill).

**Earnings before interest, tax, depreciation and amortisation (EBITDA)** Profit prior to the deduction of net interest (interest income minus interest expenses), income tax, depreciation and amortisation. Items classifiable to other income are also excluded.

<b>Employer contributions into superannuation</b>	Includes all employer contributions to superannuation funds (including the employer productivity contribution) and provisions for employer contributions to superannuation funds. Also includes expenses relating to employer funded defined benefit schemes. Employee contributions and salary sacrifice contributions are excluded.
<b>Employment at end of June</b>	Number of persons working for businesses during the last pay period ending in June of the given year. Includes working proprietors and partners, employees absent on paid or prepaid leave, employees on workers' compensation who continue to be paid through the payroll, and contract workers paid through the payroll. Excludes persons paid by commission only, non-salaried directors, volunteers and self-employed persons such as consultants and contractors.
<b>Fringe benefits tax</b>	Fringe benefits tax is payable by employers when certain benefits in excess of normal wages or salaries (e.g. free or discounted goods or services) are received by their employees (or associates of employees) in connection with their employment.
<b>Funding from government for operational costs</b>	Funding from federal, state and/or local government for operational costs (e.g. wages and salaries, rent, food). Includes bounties, subsidies, export grants, apprenticeship and traineeship schemes, community service obligations, and amounts reimbursed under fuel tax credits. Excludes funding from government for specific capital items.
<b>Funding from government for specific capital items</b>	Includes capital grants, and low interest or interest free loans made by government to businesses to encourage expenditure on specific equipment (e.g. environmental protection equipment).
<b>Gross fixed capital formation (GFCF)</b>	<p>Gross fixed capital formation is measured by the total value of a producer's acquisitions, less disposals, of fixed assets during the reference period, plus certain additions to the value of non-produced assets realised by the productive activity of businesses.</p> <p>Fixed assets are tangible or intangible assets produced as outputs from processes of production that are themselves used repeatedly or continuously in other processes of production for more than one year.</p> <p>The derivation of GFCF is as follows:</p> <p>Acquisition of</p> <ul style="list-style-type: none"> <li>Road vehicles</li> <li><i>plus</i> Other transport equipment</li> <li>Industrial machinery and equipment</li> <li>Computer software capitalised</li> <li>Computers and computer peripherals</li> <li>Electronic equipment and electrical machinery</li> <li>Communications equipment</li> <li>Other plant and equipment</li> <li>Dwellings, other buildings and structures</li> <li>Computer software expensed</li> <li>Mining exploration expenditure written off</li> </ul> <p><i>less</i> Disposal of plant, machinery and equipment (including motor vehicles)</p> <ul style="list-style-type: none"> <li>Disposal of dwellings, other buildings and structures</li> </ul> <p><i>equals</i> GFCF</p>
<b>Industry class</b>	The structure of ANZSIC comprises four levels, ranging from industry division (broadest level) to industry class (finest level). Activities are narrowly defined within the industry class level, which is identified by a four-digit code, e.g. Industry Class 1510 PULP, PAPER AND PAPERBOARD MANUFACTURING. Usually, an activity is primarily defined to one class. However, some activities may be primary to more than one class.

- Industry division** The structure of ANZSIC comprises four levels, ranging from industry division (broadest level) to industry class (finest level). The main purpose of the industry division level is to provide a limited number of categories which give a broad overall picture of the economy. There are 19 divisions within ANZSIC, each identified by an alphabetical letter, that is, 'A' for AGRICULTURE, FORESTRY AND FISHING, 'B' for MINING, 'C' for MANUFACTURING, etc.
- Industry subdivision** This is the broadest level category within each industry division of ANZSIC and is identified by a two-digit code, e.g. Industry Subdivision 14 for WOOD PRODUCT MANUFACTURING. Industry subdivisions are built up from industry groups which, in turn, are built up from industry classes.
- Industry value added (IVA)** IVA is an estimate of the difference between the market value of the output of an industry and the purchases of materials and expenses incurred in the production of that output.
- The derivation of IVA for individual businesses depends on whether they are classified as market or non-market producers. Non-market producers are those institutions which provide goods or services either free or at prices that are not economically significant. In other words, their prices are not significantly influenced by the amounts that producers are willing to supply, nor the amounts that users are willing to pay to purchase the goods or services being provided. Conversely, market producers provide goods and services at prices that are economically significant.
- For market producers, the derivation of IVA is as follows:
- Sales and service income
  - plus* Funding from federal, state and/or local government for operational costs
  - plus* Capital work done for own use
  - plus* Closing inventories
  - less* Opening inventories
  - less* Purchases of goods and materials
  - less* Other intermediate input expenses
  - equals* IVA
- However, it should be noted that IVA is a measure of economic activity and is not equivalent to operating profit before tax (OPBT). Wage and salary expenses, and most other labour costs, are not taken into account in the calculation for market producers, neither are interest expenses, depreciation or a number of lesser expenses. On the income side, OPBT includes total income, whereas IVA only includes sales and service income and government funding for operational costs.
- As a principle, the output of non-market production is valued at cost, including intermediate input expenses. As shown in the above derivation, purchases and other intermediate input expenses are deducted from output in order to arrive at IVA.
- Accordingly, the derivation of IVA for non-market producers can be described as follows:
- Selected labour costs
  - plus* Depreciation and amortisation
  - equals* IVA
- Estimates of industry value added are obtained by summing the contributions of businesses classified to that industry, both market and (if any) non-market producers. Market producers predominate in most industries.
- Industry value added is related to, but different from, the national accounting variable gross value added. For national accounts purposes, gross value added is calculated by adjusting IVA to include GENERAL GOVERNMENT units and also to account for some other effects.



<b>Industry value added per person employed</b>	IVA of businesses which operated in a given industry during the given year, divided by the number of persons employed by businesses in that industry during the last pay period ending in June of that year. Persons employed include working proprietors and partners.
<b>Interest coverage</b>	The number of times that businesses can meet their interest expenses from their earnings before net interest, tax, depreciation and amortisation (EBITDA), i.e. earnings before interest, tax, depreciation and amortisation divided by interest expenses.
<b>Interest expenses</b>	Includes interest paid on loans from banks, finance companies, partners, and related or unrelated businesses, and in respect of finance leases. Also includes interest equivalents such as hedging costs and expenses associated with discounted bills. Excludes bank charges other than interest, and capital repayments.
<b>Interest income</b>	Includes interest received from deposits in banks and non-bank financial institutions, loans, advances, finance leases and earnings on discounted bills. Excludes capital payments received.
<b>Investment rate (value added)</b>	The proportion of industry value added (IVA) used to acquire capital, i.e. (capital expenditure divided by IVA ) multiplied by 100.
<b>Labour costs</b>	Comprises wages and salaries (including salary sacrificed earnings paid on behalf of employees and employee share based payments and stock options), employer contributions into superannuation, workers' compensation premiums/costs, fringe benefits tax and payroll tax. Also includes capitalised wages and salaries.
<b>Large business</b>	See the entry for business size.
<b>Medium business</b>	See the entry for business size.
<b>Natural resource royalties expenses</b>	Includes payments under mineral lease arrangements, payments under timber and quarrying lease arrangements, and resource rent taxes and royalties. Excludes payments for royalties from intellectual property (e.g. patents and copyrights) and computer software licence fees. Gold tax payments are also excluded.
<b>Net capital expenditure</b>	The value of total capital expenditure less proceeds received from the disposal of assets.
<b>Opening inventories</b>	The value of all inventories of finished goods (including inventories for resale), work-in-progress (less progress payments billed), raw materials, fuels and containers at the beginning of the reporting period.
<b>Operating profit before tax (OPBT)</b>	Profit before extraordinary items are brought to account and prior to the deduction of income tax and appropriations to owners (e.g. dividends paid), i.e. total income less total expenses plus change in inventories.
<b>Other capital expenditure</b>	Total (gross) expenditure on acquiring fixed tangible assets other than transport vehicles and equipment and intangible assets. Includes industrial, electronic and electrical plant, machinery and equipment, land, dwellings, other buildings and structures and capitalised computer software and hardware.
<b>Other expenses</b>	Expenditure items not separately itemised. Examples include bad and doubtful debts, natural resource royalty expenses, land tax and land rates, computer software expenses, freight, other royalties expenses, payments to employment agencies for staff and other operating expenses.
<b>Other income</b>	Income from sources not separately itemised, including: <ul style="list-style-type: none"> <li>■ dividend income</li> <li>■ donations</li> <li>■ net profit or loss on share trading, asset sales, variations in exchange rates or resulting from the revaluation of assets in accordance with the Australian International Financial Reporting Standards (AIFRS).</li> </ul> <p>Also includes funding from government for specific capital items in the Industry performance table only.</p>

<b>Other intermediate input expenses</b>	This is a balancing item. It is the difference between the sum of (sales and service income, funding from government for operational costs, capital work done for own use and change in inventories) less purchases of goods and materials and industry value added.
<b>Payroll tax</b>	A tax levied by state and territory governments on the amount of wages and salaries paid by a business. Excludes pay-as-you-go withholding tax.
<b>Profit margin</b>	The percentage of sales and service income available as operating profit before tax (OPBT), i.e. (OPBT <i>divided by</i> sales and service income) <i>multiplied by</i> 100.
<b>Purchases</b>	Comprises purchases of materials, components, containers and packaging materials for manufacture or construction, and purchases of finished goods for resale. Excludes delivery charges separately invoiced or itemised by suppliers and capitalised purchases.
<b>Purchases of goods and materials</b>	Purchases plus capitalised purchases.
<b>Rent, leasing and hiring income</b>	See the entry for sales and service income.
<b>Sales and service income</b>	Includes: <p><i>Sales of goods</i></p> <ul style="list-style-type: none"> <li>■ whether produced or not by the business (including goods produced for the business on a commission basis). Includes export sales, sales or transfers to related businesses or to overseas branches of the business, progress payments relating to long term contracts if they are billed in the period, delivery charges not separately invoiced or itemised to customers, sales of goods produced by the business from crude materials purchased, and income from 'specific' rates (e.g. water, sewerage, irrigation and drainage rates). Excludes excise and duties received on behalf of the government (e.g. the petroleum production excise duty), sales of assets, natural resource royalties income, interest income, and delivery charges separately invoiced or itemised to customers. Exports are valued free on board, i.e. export freight charges are excluded.</li> </ul> <p><i>Income from services</i></p> <ul style="list-style-type: none"> <li>■ includes income from consulting services, income received from transporting goods not owned or sold by this business/organisation, repair, maintenance and service income and fees, contract, subcontract and commission income, management fees/charges from related and unrelated businesses, installation charges, delivery charges separately invoiced or itemised to customers and royalties from intellectual property (e.g. patents and copyrights) and natural resource royalties income. Also includes income from the provision of transport services and fee for service income. Excludes interest income, and delivery charges not separately invoiced to customers.</li> </ul> <p><i>Rent, leasing and hiring income</i></p> <ul style="list-style-type: none"> <li>■ derived from the ownership of land, dwellings, buildings and other structures, motor vehicles, plant, machinery and other equipment. Excludes royalties from mineral leases, income from finance leases and payments received under hire purchase arrangements. This item is included in sales and service income, and is not separately published.</li> </ul> <p>These are valued net of discounts given and exclusive of goods and services tax (GST). Extraordinary items are also excluded.</p>
<b>Sales and service income per person employed</b>	Sales and service income of businesses which operated in a given industry during the given year ended 30 June, divided by the number of persons employed by businesses in that industry during the last pay period ending in June of that year. Persons employed include working proprietors and partners.
<b>Sales of goods</b>	See the entry for sales and service income.
<b>Selected labour costs</b>	Comprises:

<b>Selected labour costs</b> <i>continued</i>	<ul style="list-style-type: none"> <li>■ wages and salaries (including provisions for employee entitlements, salary sacrificed earnings, share based payments and stock options)</li> <li>■ employer contributions into superannuation</li> <li>■ workers' compensation premiums/costs.</li> </ul>
<b>Small business</b>	See the entry for business size.
<b>Superannuation</b>	See the entry for employer contributions into superannuation.
<b>Total expenses</b>	The sum of all expense components.
<b>Total income</b>	Comprises sales and service income, interest income, funding from government for operational costs and other income (for details, see the entries for these items).
<b>Total selected industries</b>	TOTAL SELECTED INDUSTRIES comprises data for all ANZSIC divisions, excluding ANZSIC DIVISION K FINANCIAL AND INSURANCE SERVICES. For a detailed discussion of the scope and coverage of the estimates, see Explanatory Notes paragraphs 6–21. Units classified to the GENERAL GOVERNMENT institutional sector are excluded from the scope of estimates for most industries that comprise TOTAL SELECTED INDUSTRIES. This limits coverage to private sector entities which particularly affects PUBLIC ADMINISTRATION AND SAFETY, EDUCATION AND TRAINING, and HEALTH CARE AND SOCIAL ASSISTANCE divisions.
<b>Wages and salaries</b>	<p>The gross wages and salaries (including capitalised wages and salaries) of all employees of the business. The item includes severance, termination and redundancy payments, salaries and fees of directors and executives, retainers and commissions of persons who received a retainer, bonuses, and annual and other types of leave. Provision expenses for employee entitlements (e.g. provisions for annual leave and leave bonus, long service leave, sick leave, and severance, termination and redundancy payments) are also included, as are salary sacrificed earnings and remuneration of employees in the form of share based payments and stock options. (Note that in issues of this publication prior to 2006–07, salary sacrificed earnings and remuneration of employees in the form of share based payments and stock options were reported under related expense items. For example, salary sacrificed for superannuation was included in employer contributions into superannuation).</p> <p>Payments related to self-employed persons such as consultants, contractors and persons paid solely by commission without a retainer are excluded. The drawings of working proprietors and partners are also excluded.</p>
<b>Wages and salaries per employee</b>	The wages and salaries paid by businesses which operated in a given industry during the given year ended 30 June, divided by the number of employees in that industry during the last pay period ending in June of that year. Working proprietors and partners are not included in employee estimates. The drawings of working proprietors and partners are not included in estimates of wages and salaries.
<b>Wages and salaries to sales and service income ratio</b>	The wages and salaries paid by businesses which operated during the year ended 30 June as a proportion of the sales and service income of businesses which operated during the same year.
<b>Workers' compensation premiums/costs</b>	Workers' compensation is a compulsory insurance cover to be taken out by all employers, except for self-insured workers, according to legislative schemes to cover employees suffering injury or disease in the course of or arising out of employment.

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