

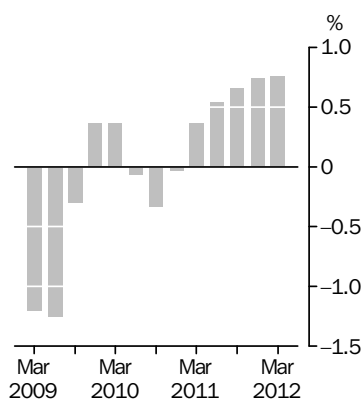
**BUSINESS INDICATORS**

AUSTRALIA

EMBARGO: 11.30AM (CANBERRA TIME) MON 4 JUN 2012

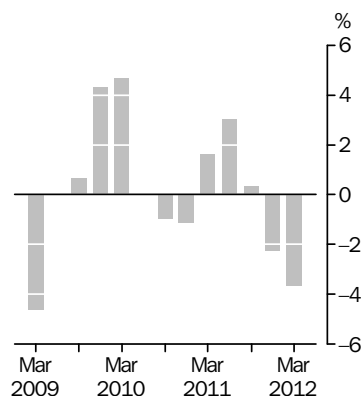
**Inventories (volume terms)**

Trend estimates



**Company gross operating profits**

Trend estimates



**INQUIRIES**

For further information about these and related statistics, contact the National Information and Referral Service on 1300 135 070 or Paul Slater on Sydney (02) 9268 4581.

**KEY FIGURES**

	Dec Qtr 11 to Mar Qtr 12 %	Mar Qtr 11 to Mar Qtr 12 %
<b>Sales of goods and services (Chain volume measures)</b>		
Manufacturing		
Trend	-0.4	-0.8
Seasonally Adjusted	0.1	-0.6
Wholesale trade		
Trend	1.2	5.3
Seasonally Adjusted	1.2	4.6
<b>Inventories (Chain volume measures)</b>		
Trend	0.8	2.7
Seasonally Adjusted	0.9	3.4
<b>Company gross operating profits</b>		
Trend	-3.6	-2.6
Seasonally Adjusted	-4.0	-0.5
<b>Wages and salaries</b>		
Seasonally Adjusted	2.1	7.7

**KEY POINTS**

**CHAIN VOLUME ESTIMATES**

- The trend estimate for inventories rose 0.8% in the March quarter 2012. The seasonally adjusted estimate rose 0.9% this quarter.
- The trend estimate for Manufacturing sales of goods and services fell 0.4% this quarter. The seasonally adjusted estimate rose 0.1%.
- The trend estimate for Wholesale trade sales of goods and services rose 1.2% this quarter. The seasonally adjusted estimate rose 1.2%.

**CURRENT PRICE ESTIMATES**

- The seasonally adjusted estimate for company gross operating profits fell 4.0% in the March quarter 2012.
- The seasonally adjusted estimate for wages and salaries rose 2.1% in the March quarter 2012.

# NOTES

## FORTHCOMING ISSUES

<i>ISSUE (Quarter)</i>	<i>RELEASE DATE</i>
June 2012	3 September 2012
September 2012	3 December 2012
December 2012	4 March 2013
March 2013	3 June 2013

.....

## COMPARISON BETWEEN COMPANY GROSS OPERATING PROFITS AND GROSS OPERATING SURPLUS

Valuation changes have had an impact on the value of inventories held by Australian businesses this quarter. An inventories valuation adjustment (IVA) is applied in the calculation of the gross operating surplus of private non-financial corporations (GOS) estimate in the Australian National Accounts. The IVA for the March quarter 2012 is -\$942m which is \$732m lower than the December quarter 2011 IVA of -\$210m.

No adjustment is made to the company gross operating profits (CGOP) estimate in this publication and, as a result, users should exercise caution when comparing CGOP and GOS. It should be noted that there are other differences between the two series. In particular, changes are made to GOS when annual benchmarks are applied and slightly different seasonal factors apply to the two series. Given this, while CGOP movements are an appropriate indicator for GOS, the two series will not have equivalent seasonally adjusted movements from quarter to quarter.

## REVISIONS

Updated information from survey respondents has resulted in revisions to September quarter 2011 and December quarter 2011. These revisions apply to income from sales of goods and services in Manufacturing, Primary metal and metal product manufacturing, and Queensland.

.....

## ABBREVIATIONS

ABN	Australian Business Number
ABS	Australian Bureau of Statistics
ANZSIC	Australian and New Zealand Standard Industrial Classification
CGOP	company gross operating profits
GOS	gross operating surplus
PAYGW	pay-as-you-go withholding
QBIS	Quarterly Business Indicators Survey
SISCA	Standard Institutional Sector Classification of Australia
TAU	type of activity unit

Brian Pink  
Australian Statistician

# CONTENTS

page

## COMMENTARY

Analysis by Industry	5
----------------------	---

## TABLES

### INVENTORIES

<b>1</b> Chain volume measures	23
<b>2</b> Chain volume measures, Percentage change from previous quarter	24
<b>3</b> Current prices	25

### SALES OF GOODS AND SERVICES

<b>4</b> Chain volume measures	26
<b>5</b> Chain volume measures, Percentage change from previous quarter	28
<b>6</b> Current prices	30
<b>7</b> By state, Current prices	32
<b>8</b> By state, Current prices, Percentage change from the previous quarter	33

### COMPANY PROFITS BEFORE INCOME TAX

<b>9</b> Current prices	34
<b>10</b> Current prices, Percentage change from previous quarter	36

### COMPANY GROSS OPERATING PROFITS

<b>11</b> Current prices	38
<b>12</b> Current prices, Percentage change from previous quarter	40

### UNINCORPORATED GROSS OPERATING PROFITS

<b>13</b> Current prices	42
<b>14</b> Current prices, Percentage change from previous quarter	44

### BUSINESS GROSS OPERATING PROFITS

<b>15</b> Current prices	46
<b>16</b> Current prices, Percentage change from previous quarter	48

### WAGES AND SALARIES

<b>17</b> Current prices	50
<b>18</b> Current prices, Percentage change from previous quarter	52
<b>19</b> By state, Current prices	54
<b>20</b> By state, Current prices, Percentage change from the previous quarter	55

### SELECTED OPERATING RATIOS

<b>21</b> Sales of goods and services/Wages and salaries, Current prices, Original	56
<b>22</b> Business gross operating profits/Sales of goods and services, Current prices, Original	57
<b>23</b> Inventories/Sales of goods and services, Current prices, Original	58

**CONTENTS** *continued*

---

*page*

ADDITIONAL INFORMATION

What if...? Revisions to trend estimates . . . . . 59  
Explanatory Notes . . . . . 60  
Technical Notes . . . . . 66

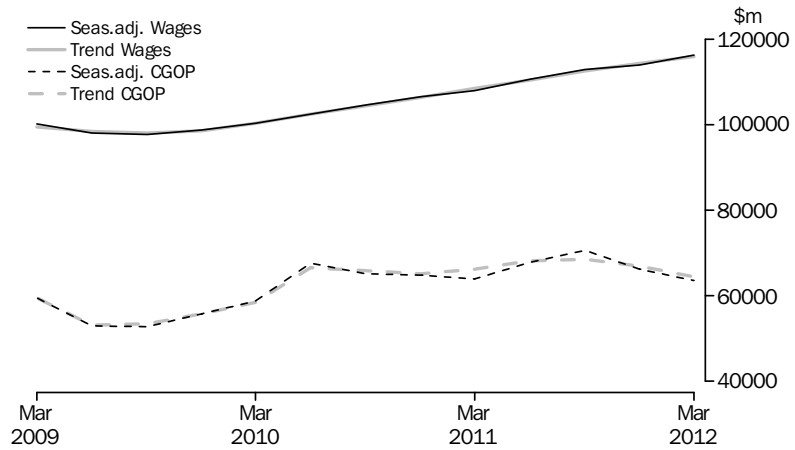
## ANALYSIS BY INDUSTRY

### FEATURED SERIES

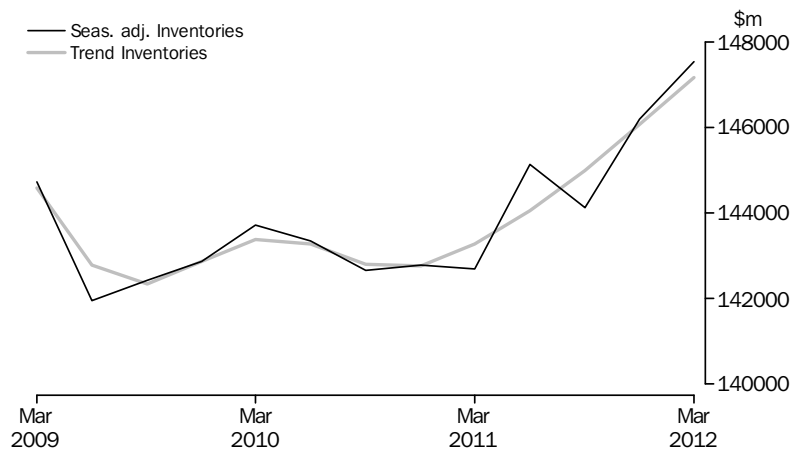
The following graphs and commentary refer to seasonally adjusted and trend estimates for sales of goods and services and inventories in volume terms, and wages and salaries and company gross operating profits in current price terms.

### TOTAL ALL INDUSTRIES

In current prices, the trend estimate for company gross operating profits fell 3.6% this quarter. The seasonally adjusted estimate fell 4.0%. In current price terms, the trend estimate for wages and salaries rose 1.4%. The seasonally adjusted estimate rose 2.1%.



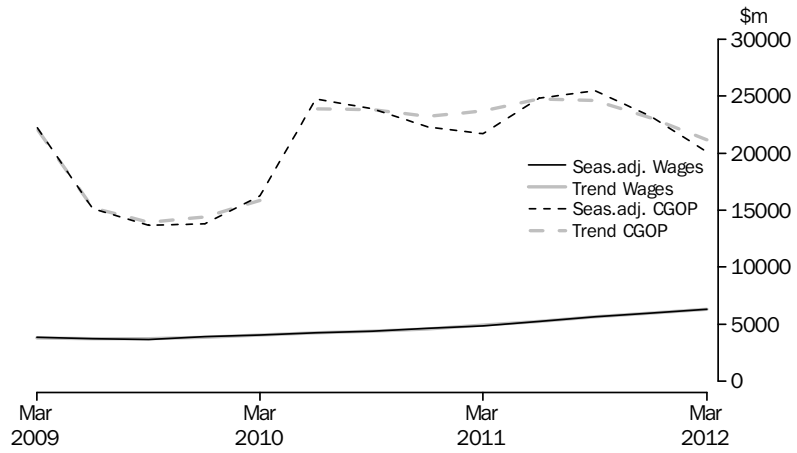
In volume terms, the trend estimate for total inventories rose 0.8% this quarter. The seasonally adjusted estimate rose 0.9%.



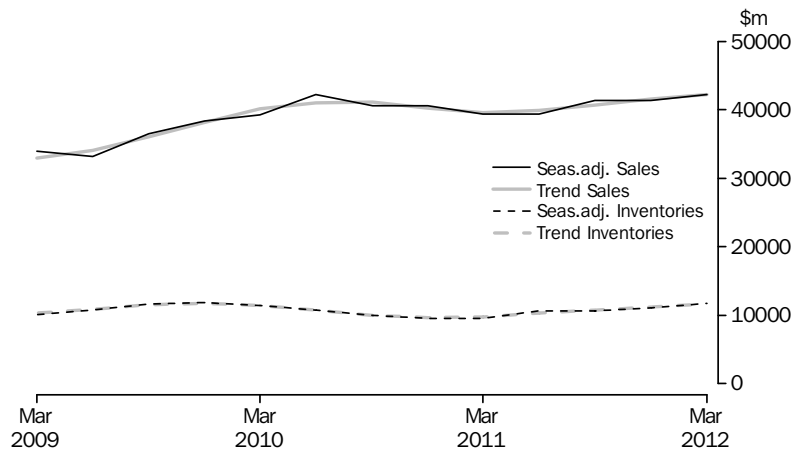
## ANALYSIS BY INDUSTRY *continued*

### MINING

In current prices, the trend estimate for company gross operating profits fell 8.5% this quarter. The seasonally adjusted estimate fell 13.3%. In current price terms, the trend estimate for wages and salaries rose 5.3% this quarter. The seasonally adjusted estimate rose 5.4%.



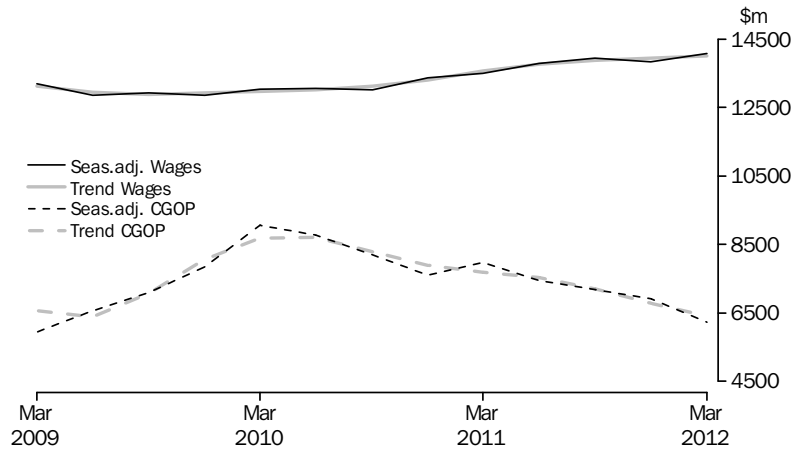
In volume terms, the trend estimate for sales of goods and services rose 1.6% this quarter. The seasonally adjusted estimate rose 2.2%. In volume terms, the trend estimate for inventories rose 3.4% this quarter. The seasonally adjusted estimate rose 6.0%.



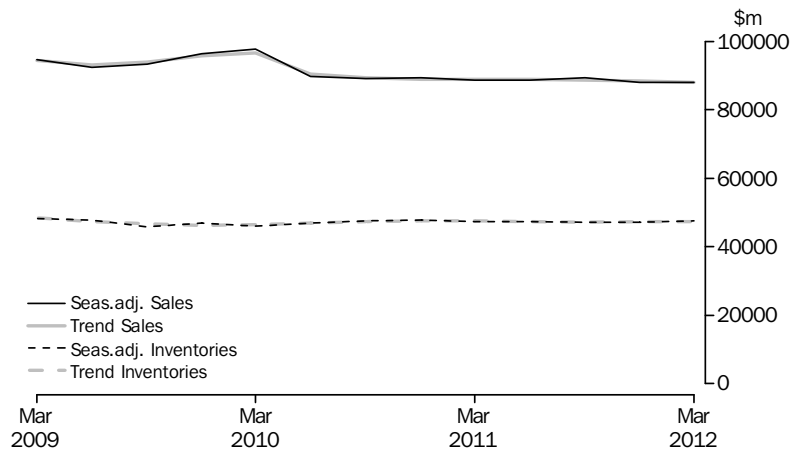
## ANALYSIS BY INDUSTRY *continued*

### MANUFACTURING

In current prices, the trend estimate for company gross operating profits fell 5.5% this quarter. The seasonally adjusted estimate fell 9.8%. In current price terms, the trend estimate for wages and salaries rose 0.5% this quarter. The seasonally adjusted estimate rose 1.8%.



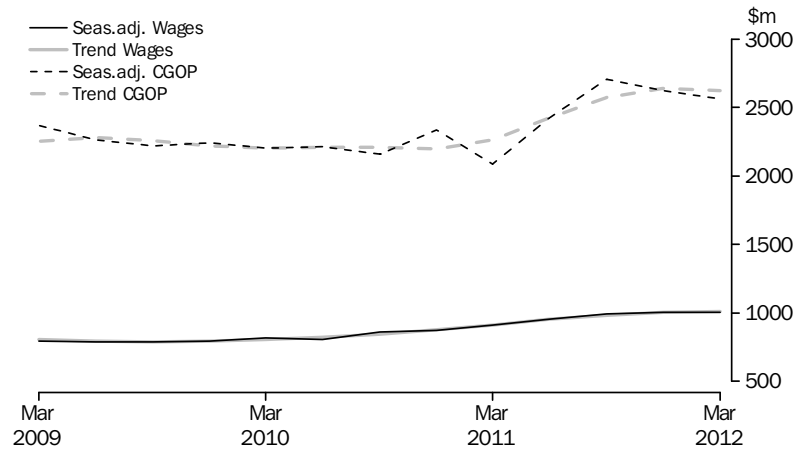
In volume terms, the trend estimate for sales of goods and services fell 0.4% this quarter. The seasonally adjusted estimate rose 0.1%. In volume terms, the trend estimate for inventories rose 0.3% this quarter. The seasonally adjusted estimate rose 0.5%.



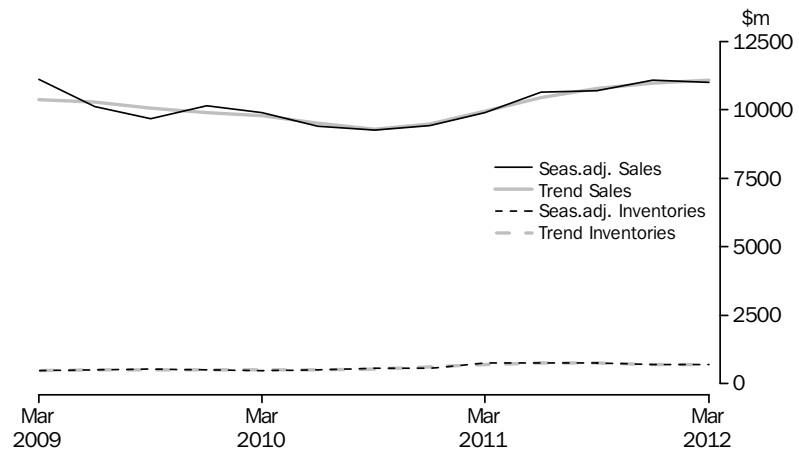
## ANALYSIS BY INDUSTRY *continued*

### ELECTRICITY, GAS, WATER AND WASTE SERVICES

In current prices, the trend estimate for company gross operating profits fell 0.8% this quarter. The seasonally adjusted estimate fell 2.3%. In current price terms, the trend estimate for wages and salaries rose 1.0% this quarter. The seasonally adjusted estimate rose 0.4%.



In volume terms, the trend estimate for sales of goods and services rose 0.9% this quarter. The seasonally adjusted estimate fell 0.8%. In volume terms, the trend estimate for inventories fell 3.0% this quarter. The seasonally adjusted estimate rose 0.5%.

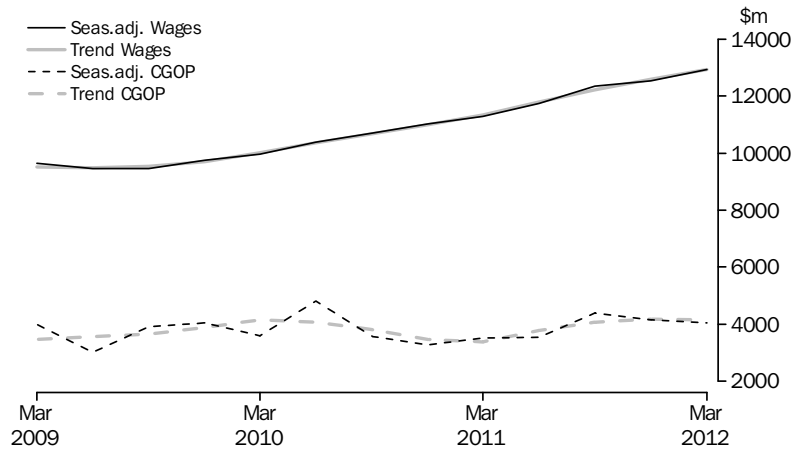




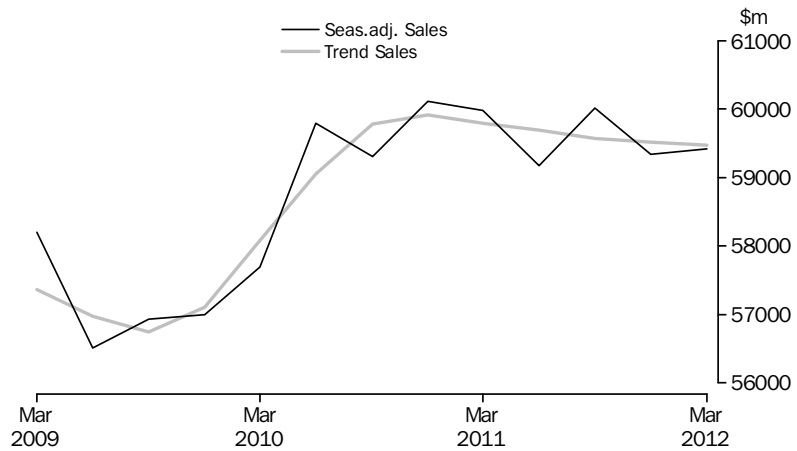
## ANALYSIS BY INDUSTRY *continued*

### CONSTRUCTION

In current prices, the trend estimate for company gross operating profits fell 0.7% this quarter. The seasonally adjusted estimate fell 2.4%. In current price terms, the trend estimate for wages and salaries rose 2.6% this quarter. The seasonally adjusted estimate rose 3.1%.



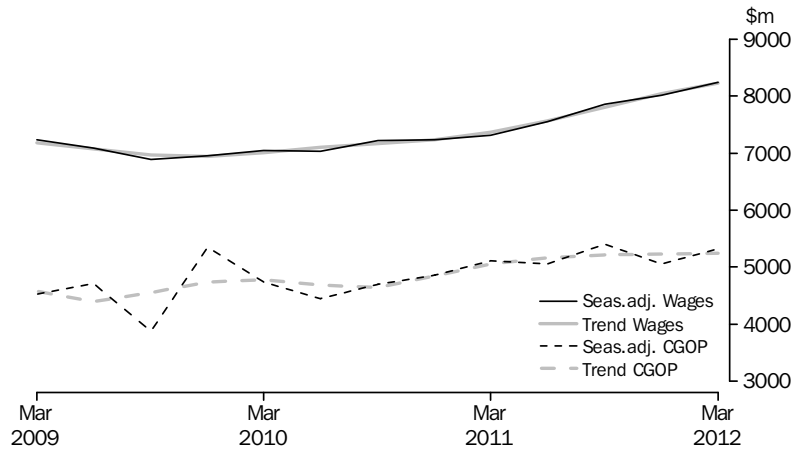
In volume terms, the trend estimate for sales of goods and services fell 0.1% this quarter. The seasonally adjusted estimate rose 0.1%.



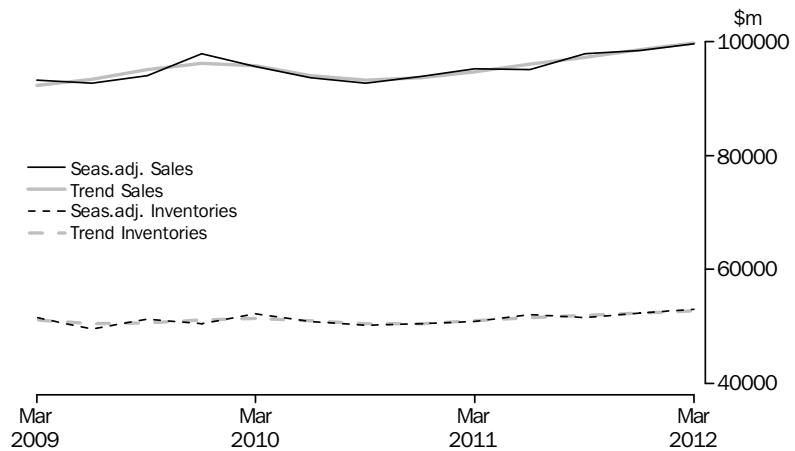
## ANALYSIS BY INDUSTRY *continued*

### WHOLESALE TRADE

In current prices, the trend estimate for company gross operating profits rose 0.3% this quarter. The seasonally adjusted estimate rose 5.3%. In current price terms, the trend estimate for wages and salaries rose 2.4% this quarter. The seasonally adjusted estimate rose 2.9%.



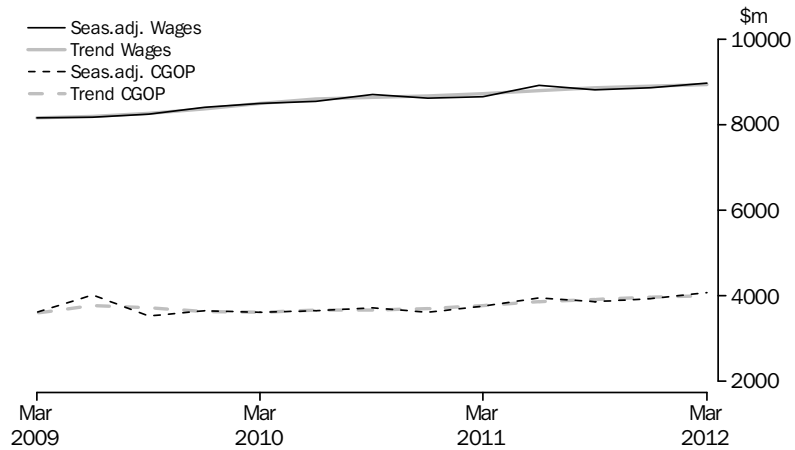
In volume terms, the trend estimate for sales of goods and services rose 1.2% this quarter. The seasonally adjusted estimate rose 1.2%. In volume terms, the trend estimate for inventories rose 0.8% this quarter. The seasonally adjusted estimate rose 1.3%.



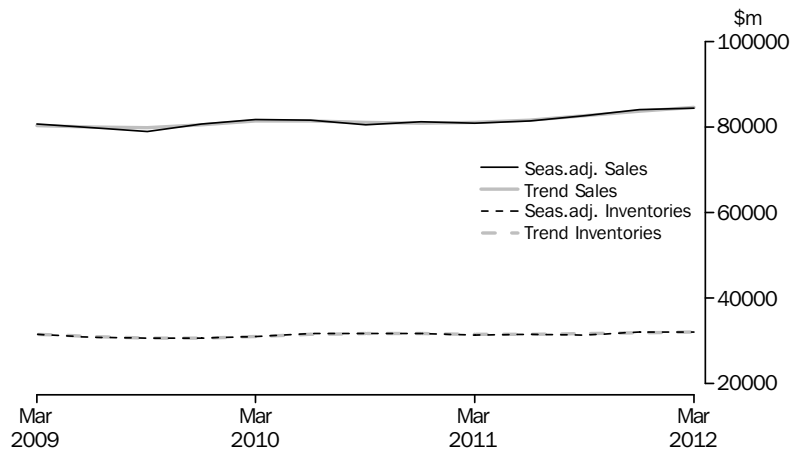
## ANALYSIS BY INDUSTRY *continued*

### RETAIL TRADE

In current prices, the trend estimate for company gross operating profits rose 1.2% this quarter. The seasonally adjusted estimate rose 3.3%. In current price terms, the trend estimate for wages and salaries rose 0.4% this quarter. The seasonally adjusted estimate rose 1.2%.



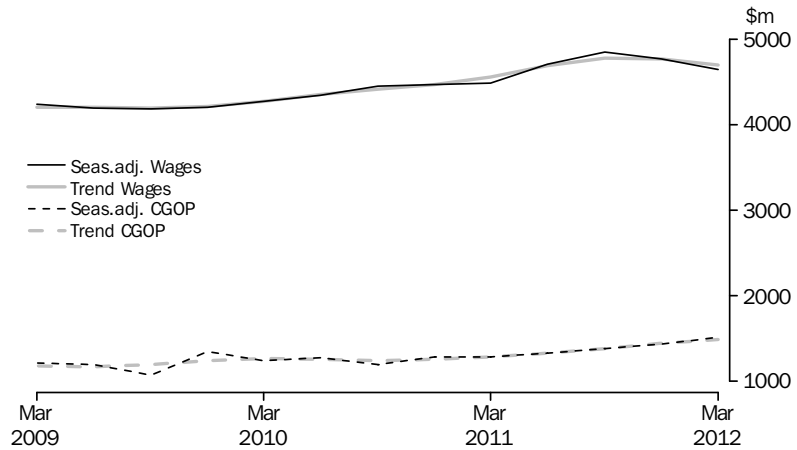
In volume terms, the trend estimate for sales of goods and services rose 1.1% this quarter. The seasonally adjusted estimate rose 0.5%. In volume terms, the trend estimate for inventories rose 0.6% this quarter. The seasonally adjusted estimate fell 0.5%.



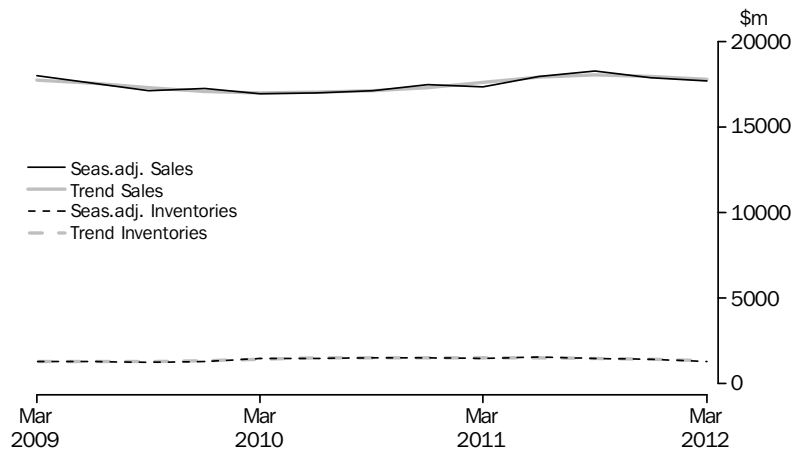
## ANALYSIS BY INDUSTRY *continued*

### ACCOMMODATION AND FOOD SERVICES

In current prices, the trend estimate for company gross operating profits rose 3.3% this quarter. The seasonally adjusted estimate rose 5.3%. In current price terms, the trend estimate for wages and salaries fell 1.4% this quarter. The seasonally adjusted estimate fell 2.6%.



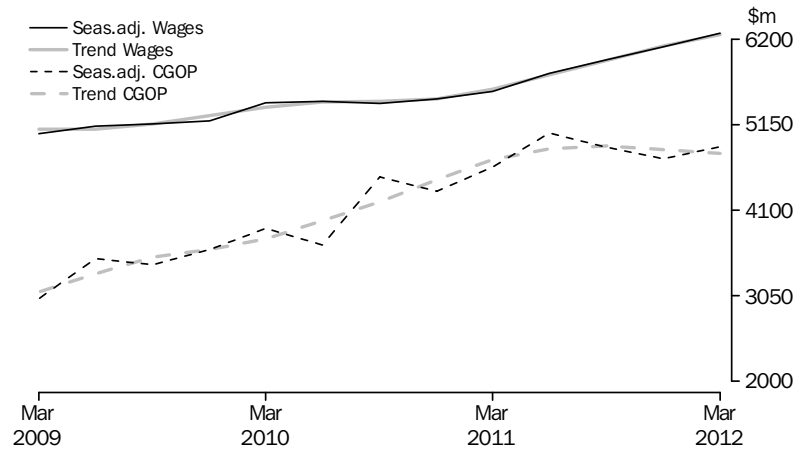
In volume terms, the trend estimate for sales of goods and services fell 1.1% this quarter. The seasonally adjusted estimate fell 0.9%. In volume terms, the trend estimate for inventories fell 6.0% this quarter. The seasonally adjusted estimate fell 10.5%.



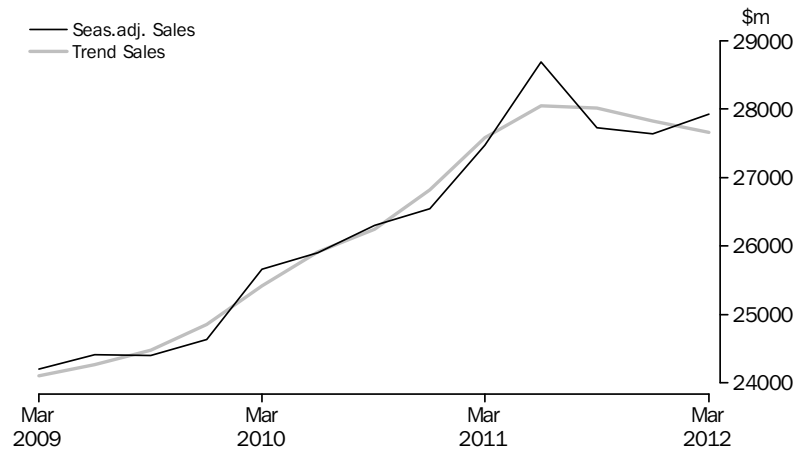
## ANALYSIS BY INDUSTRY *continued*

### TRANSPORT, POSTAL AND WAREHOUSING

In current prices, the trend estimate for company gross operating profits fell 0.9% this quarter. The seasonally adjusted estimate rose 3.2%. In current price terms, the trend estimate for wages and salaries rose 2.4% this quarter. The seasonally adjusted estimate rose 2.8%.



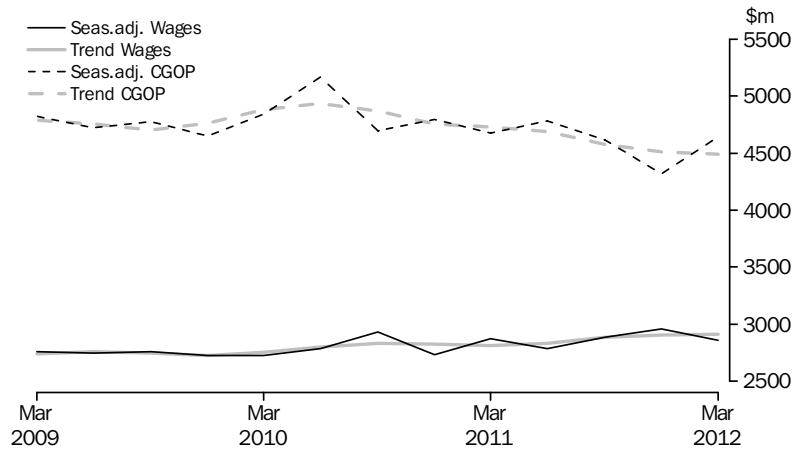
In volume terms, the trend estimate for sales of goods and services fell 0.6% this quarter. The seasonally adjusted estimate rose 1.0%.



## ANALYSIS BY INDUSTRY *continued*

### INFORMATION MEDIA AND TELECOMMUNICATIONS

In current prices, the trend estimate for company gross operating profits fell 0.4% this quarter. The seasonally adjusted estimate rose 7.5%. In current price terms, the trend estimate for wages and salaries rose 0.3% this quarter. The seasonally adjusted estimate fell 3.5%.



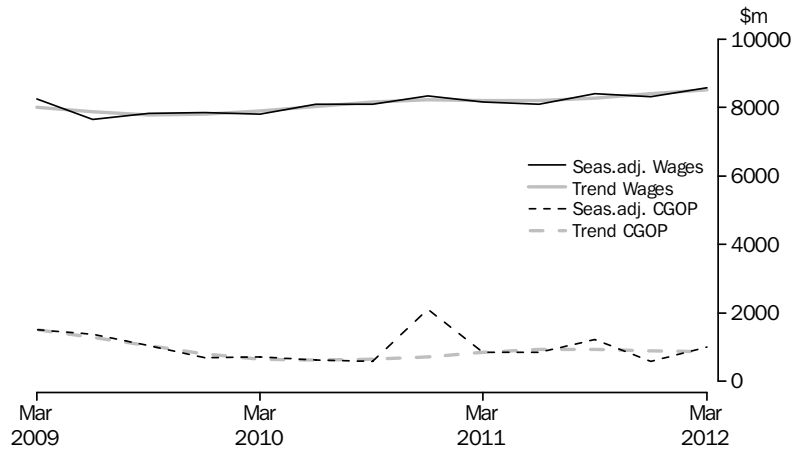
In volume terms, the trend estimate for sales of goods and services fell 1.2% this quarter. The seasonally adjusted estimate fell 0.2%.



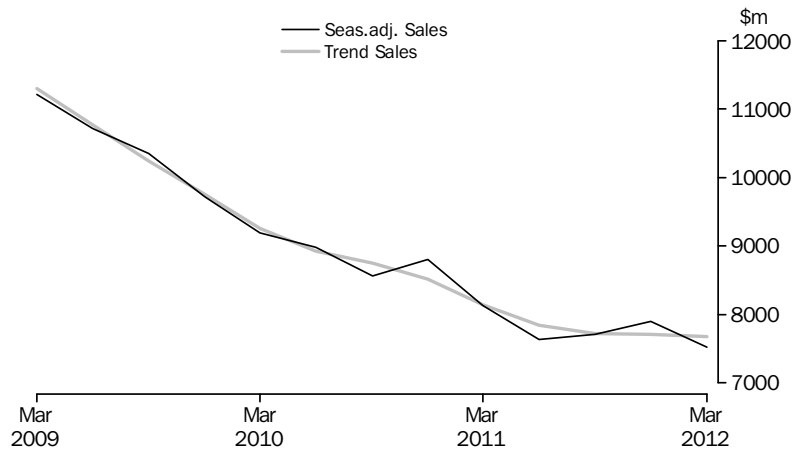
## ANALYSIS BY INDUSTRY *continued*

### FINANCIAL AND INSURANCE SERVICES

In current prices, the trend estimate for company gross operating profits fell 3.2% this quarter. The seasonally adjusted estimate rose 74.0%. In current price terms, the trend estimate for wages and salaries rose 1.4% this quarter. The seasonally adjusted estimate rose 3.1%.



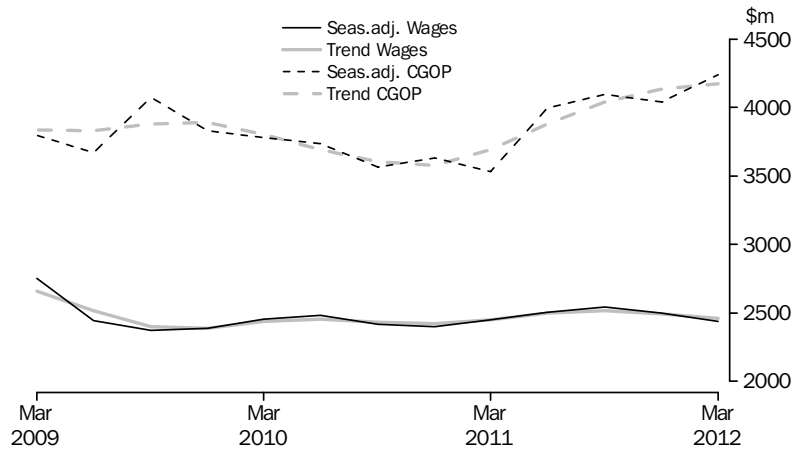
In volume terms, the trend estimate for sales of goods and services fell 0.4% this quarter. The seasonally adjusted estimate fell 4.8%.



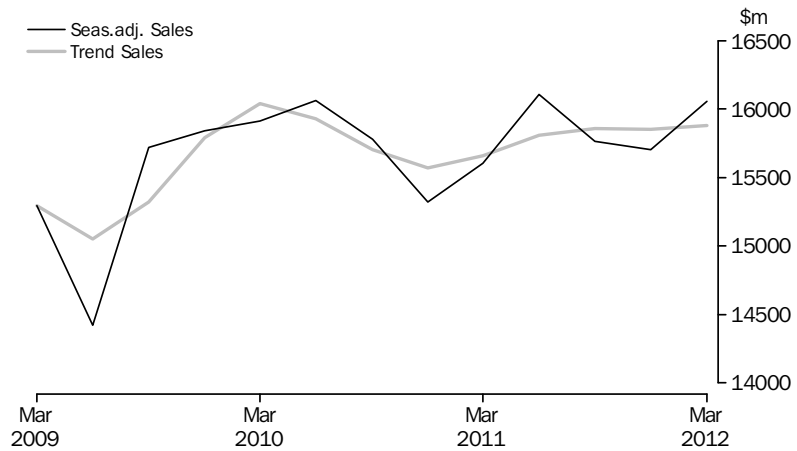
## ANALYSIS BY INDUSTRY *continued*

### RENTAL, HIRING AND REAL ESTATE SERVICES

In current prices, the trend estimate for company gross operating profits rose 0.9% this quarter. The seasonally adjusted estimate rose 4.9%. In current price terms, the trend estimate for wages and salaries fell 1.4% this quarter. The seasonally adjusted estimate fell 2.4%.



In volume terms, the trend estimate for sales of goods and services rose 0.2% this quarter. The seasonally adjusted estimate rose 2.2%.

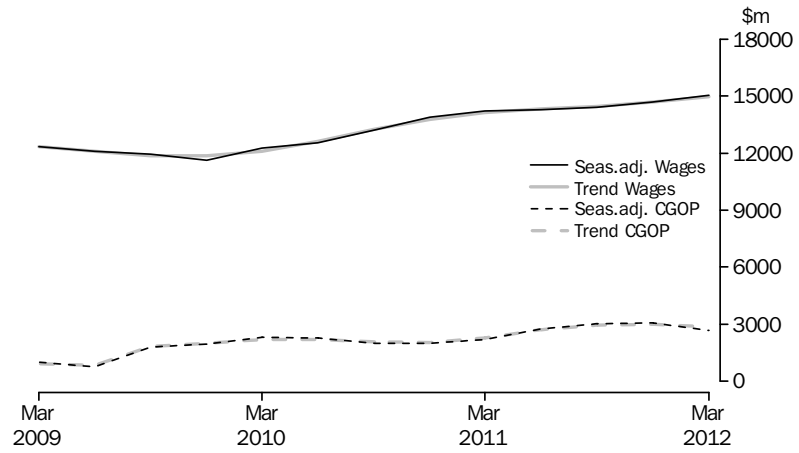




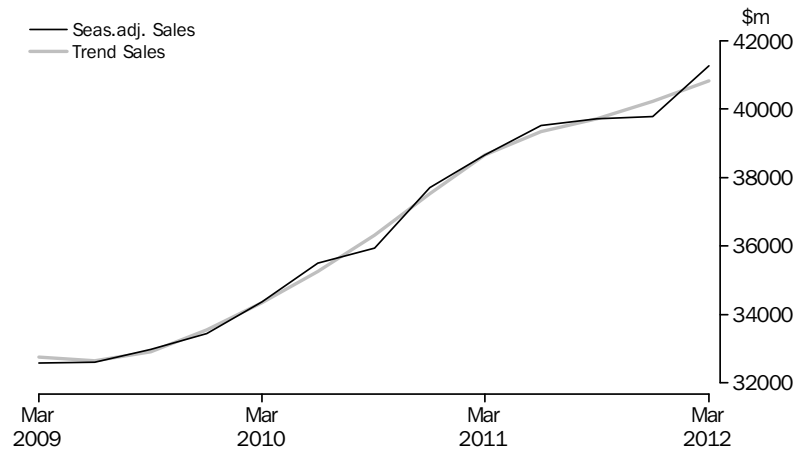
## ANALYSIS BY INDUSTRY *continued*

### PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES

In current prices, the trend estimate for company gross operating profits fell 3.8% this quarter. The seasonally adjusted estimate fell 13.7%. In current price terms, the trend estimate for wages and salaries rose 1.9% this quarter. The seasonally adjusted estimate rose 2.4%.



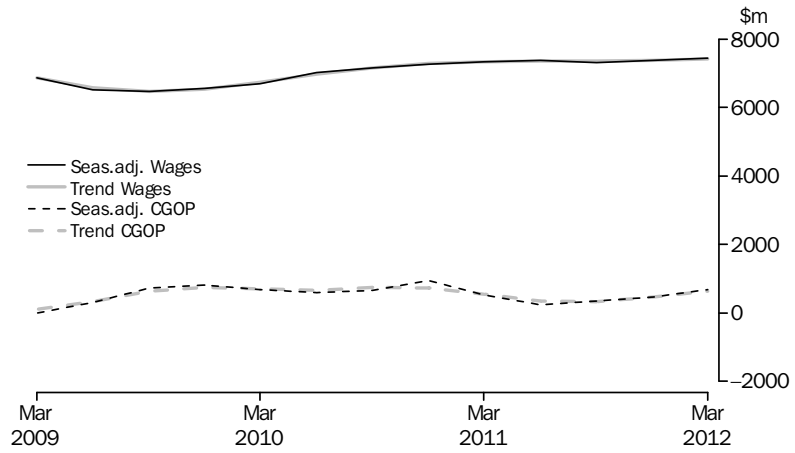
In volume terms, the trend estimate for sales of goods and services rose 1.5% this quarter. The seasonally adjusted estimate rose 3.8%.



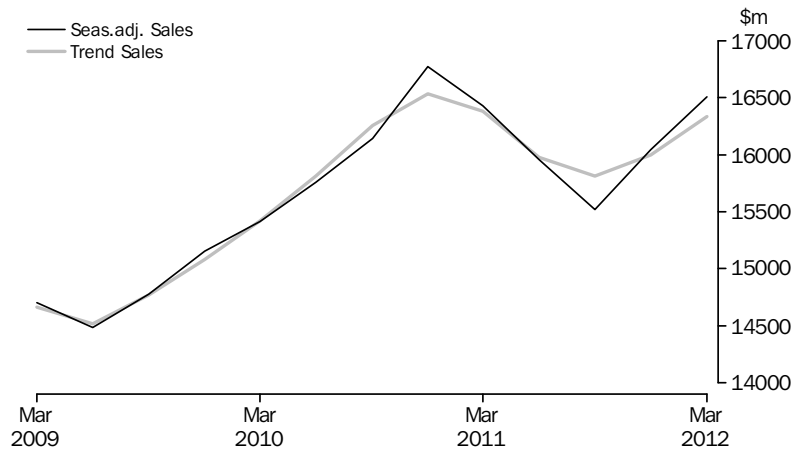
## ANALYSIS BY INDUSTRY *continued*

### ADMINISTRATIVE AND SUPPORT SERVICES

In current prices, the trend estimate for company gross operating profits rose 34.9% this quarter. The seasonally adjusted estimate rose 53.2%. In current price terms, the trend estimate for wages and salaries rose 0.5% this quarter. The seasonally adjusted estimate rose 0.9%.



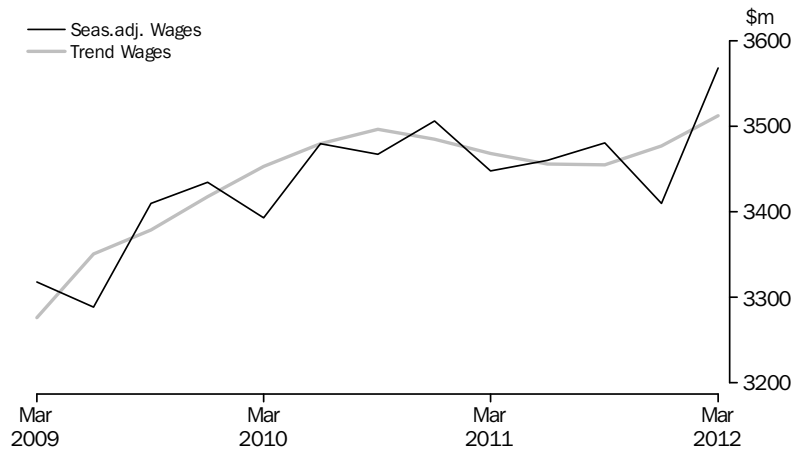
In volume terms, the trend estimate for sales of goods and services rose 2.1% this quarter. The seasonally adjusted estimate rose 2.9%.



## ANALYSIS BY INDUSTRY *continued*

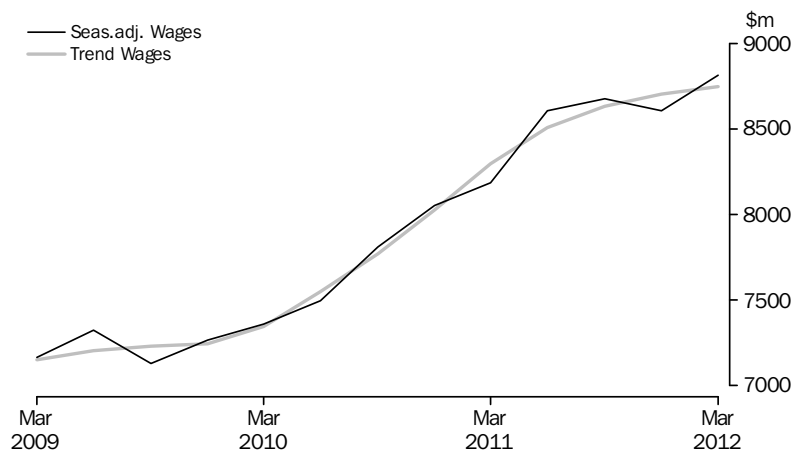
### EDUCATION AND TRAINING

In current price terms, the trend estimate for wages and salaries rose 1.0% this quarter. The seasonally adjusted estimate rose 4.6%.



### HEALTH CARE AND SOCIAL ASSISTANCE

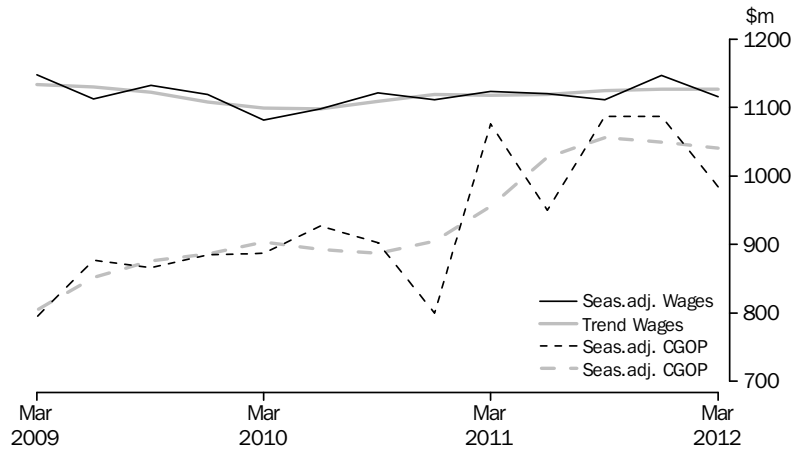
In current price terms, the trend estimate for wages and salaries rose 0.5% this quarter. The seasonally adjusted estimate rose 2.4%.



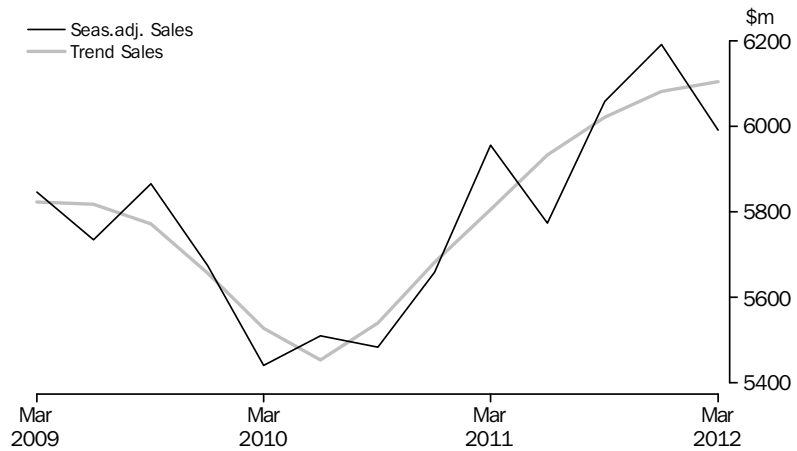
## ANALYSIS BY INDUSTRY *continued*

### ARTS AND RECREATION SERVICES

In current prices, the trend estimate for company gross operating profits fell 0.8% this quarter. The seasonally adjusted estimate fell 9.5%. In current price terms, the trend estimate for wages and salaries was relatively unchanged this quarter. The seasonally adjusted estimate fell 2.7%.



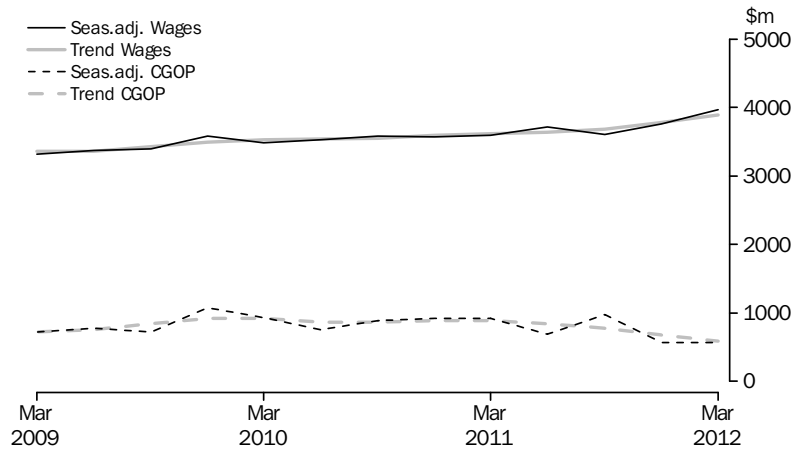
In volume terms, the trend estimate for sales of goods and services rose 0.4% this quarter. The seasonally adjusted estimate fell 3.2%.



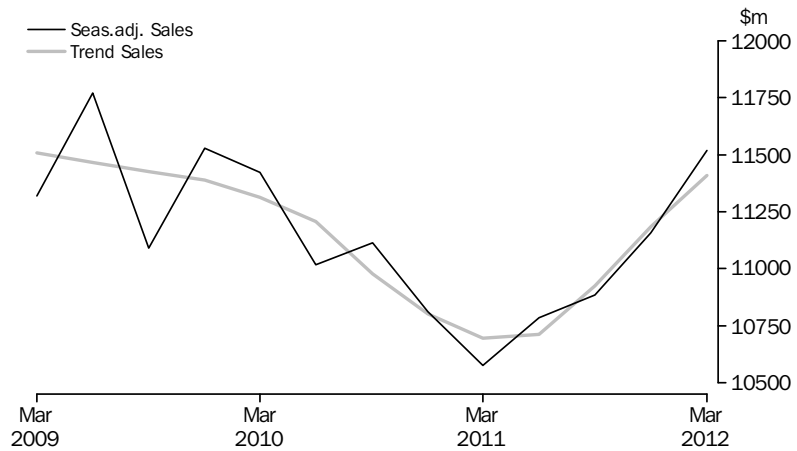
## ANALYSIS BY INDUSTRY *continued*

### OTHER SERVICES

In current prices, the trend estimate for company gross operating profits fell 13.7% this quarter. The seasonally adjusted estimate fell 1.3%. In current price terms, the trend estimate for wages and salaries rose 3.0% this quarter. The seasonally adjusted estimate rose 5.6%.



In volume terms, the trend estimate for sales of goods and services rose 2.0% this quarter. The seasonally adjusted estimate rose 3.2%.





## INVENTORIES, Chain volume measures(a)

	<i>Mining</i>	<i>Manufacturing</i>	<i>Electricity, gas, water and waste services</i>	<i>Wholesale trade</i>	<i>Retail trade</i>	<i>Accommodation and food services</i>	<i>Total</i>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL							
<b>2009-10</b>							
March	11 790	46 070	490	54 086	30 769	1 477	145 950
June	10 454	47 144	507	50 559	31 121	1 479	142 370
<b>2010-11</b>							
September	10 094	47 679	560	50 719	32 231	1 505	143 935
December	9 342	47 055	548	51 880	31 984	1 562	143 579
March	9 849	47 663	749	51 635	31 156	1 455	143 662
June	10 375	47 565	751	51 663	31 096	1 563	144 090
<b>2011-12</b>							
September	10 764	47 212	754	51 955	31 976	1 456	145 278
December	10 951	46 479	693	53 674	32 432	1 500	146 948
March	12 167	47 732	697	53 784	31 671	1 272	148 676
SEASONALLY ADJUSTED							
<b>2009-10</b>							
March	11 450	45 914	490	52 174	31 004	1 489	143 713
June	10 738	46 846	507	50 921	31 709	1 477	143 338
<b>2010-11</b>							
September	9 997	47 482	560	50 280	31 664	1 536	142 666
December	9 481	47 794	548	50 550	31 708	1 517	142 777
March	9 539	47 411	749	50 909	31 449	1 476	142 685
June	10 658	47 288	751	52 133	31 618	1 555	145 137
<b>2011-12</b>							
September	10 675	47 018	754	51 596	31 440	1 488	144 130
December	11 113	47 233	693	52 327	32 144	1 451	146 191
March	11 774	47 482	697	53 005	31 992	1 298	147 534
TREND							
<b>2009-10</b>							
March	11 423	46 358	499	51 399	31 102	1 424	143 377
June	10 736	46 844	504	51 036	31 501	1 502	143 282
<b>2010-11</b>							
September	9 977	47 333	541	50 574	31 701	1 520	142 801
December	9 607	47 661	612	50 534	31 671	1 514	142 754
March	9 781	47 512	(b) 697	51 082	31 531	1 517	143 272
June	10 265	47 249	751	51 592	31 528	1 520	144 049
<b>2011-12</b>							
September	10 782	47 158	744	51 970	31 681	1 491	144 996
December	11 216	47 235	713	52 358	31 894	1 424	146 062
March	11 602	47 375	691	52 778	32 081	1 338	147 166

(a) Reference year for chain volume estimates is 2009-10

(b) Break in series between this quarter and preceding quarter.

## INVENTORIES, Chain volume measures - Percentage change from previous quarter(a)

	Mining	Manufacturing	Electricity, gas, water and waste services	Wholesale trade	Retail trade	Accommodation and food services	Total
	%	%	%	%	%	%	%
ORIGINAL							
<b>2009-10</b>							
March	1.2	-0.2	-1.4	1.6	-0.5	12.0	0.6
June	-11.3	2.3	3.5	-6.5	1.1	0.1	-2.5
<b>2010-11</b>							
September	-3.4	1.1	10.5	0.3	3.6	1.8	1.1
December	-7.5	-1.3	-2.2	2.3	-0.8	3.8	-0.2
March	5.4	1.3	36.8	-0.5	-2.6	-6.9	0.1
June	5.3	-0.2	0.2	0.1	-0.2	7.5	0.3
<b>2011-12</b>							
September	3.7	-0.7	0.4	0.6	2.8	-6.8	0.8
December	1.7	-1.6	-8.0	3.3	1.4	3.0	1.1
March	11.1	2.7	0.5	0.2	-2.3	-15.2	1.2
SEASONALLY ADJUSTED							
<b>2009-10</b>							
March	-3.0	-2.2	-1.4	3.3	1.1	15.7	0.6
June	-6.2	2.0	3.5	-2.4	2.3	-0.8	-0.3
<b>2010-11</b>							
September	-6.9	1.4	10.5	-1.3	-0.1	4.0	-0.5
December	-5.2	0.7	-2.2	0.5	0.1	-1.3	0.1
March	0.6	-0.8	36.8	0.7	-0.8	-2.7	-0.1
June	11.7	-0.3	0.2	2.4	0.5	5.4	1.7
<b>2011-12</b>							
September	0.2	-0.6	0.4	-1.0	-0.6	-4.3	-0.7
December	4.1	0.5	-8.0	1.4	2.2	-2.5	1.4
March	6.0	0.5	0.5	1.3	-0.5	-10.5	0.9
TREND							
<b>2009-10</b>							
March	-2.6	0.2	-0.3	0.5	1.2	6.9	0.4
June	-6.0	1.0	1.0	-0.7	1.3	5.4	-0.1
<b>2010-11</b>							
September	-7.1	1.0	7.2	-0.9	0.6	1.2	-0.3
December	-3.7	0.7	13.1	-0.1	-0.1	-0.4	0.0
March	1.8	-0.3	(b)na	1.1	-0.4	0.2	0.4
June	4.9	-0.6	7.6	1.0	0.0	0.2	0.5
<b>2011-12</b>							
September	5.0	-0.2	-0.9	0.7	0.5	-1.9	0.7
December	4.0	0.2	-4.1	0.7	0.7	-4.5	0.7
March	3.4	0.3	-3.0	0.8	0.6	-6.0	0.8

na not available

(b) Break in series between this quarter and preceding quarter.

(a) Reference year for chain volume estimates is 2009-10



## INVENTORIES, Current prices

	<i>Mining</i>	<i>Manufacturing</i>	<i>Electricity, gas, water and waste services</i>	<i>Wholesale trade</i>	<i>Retail trade</i>	<i>Accommodation and food services</i>	<i>Total</i>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL							
<b>2009-10</b>							
March	11 318	46 094	497	48 371	30 818	1 499	138 597
June	11 670	47 743	534	45 249	31 438	1 492	138 126
<b>2010-11</b>							
September	12 020	48 543	605	45 655	32 520	1 529	140 872
December	10 433	47 873	592	46 355	32 340	1 618	139 210
March	11 794	49 570	816	46 723	32 038	1 515	142 455
June	13 226	49 982	846	46 462	32 338	1 628	144 481
<b>2011-12</b>							
September	14 074	49 384	856	47 023	33 228	1 523	146 089
December	14 092	48 518	782	49 159	33 604	1 589	147 744
March	14 788	49 919	789	48 893	32 760	1 364	148 512
SEASONALLY ADJUSTED							
<b>2009-10</b>							
March	11 375	45 877	497	48 197	31 053	1 510	138 509
June	11 637	47 432	534	46 399	32 033	1 490	139 524
<b>2010-11</b>							
September	11 764	48 346	605	45 839	31 948	1 561	140 063
December	10 646	48 635	592	45 477	32 061	1 571	138 981
March	11 856	49 309	816	46 441	32 339	1 537	142 298
June	13 171	49 642	846	47 428	32 881	1 619	145 587
<b>2011-12</b>							
September	13 781	49 179	856	47 255	32 671	1 556	145 299
December	14 388	49 361	782	48 263	33 307	1 537	147 638
March	14 869	49 654	789	48 555	33 091	1 392	148 350
TREND							
<b>2009-10</b>							
March	11 381	46 323	507	47 306	31 194	1 438	138 149
June	11 581	47 340	538	46 542	31 698	1 522	139 222
<b>2010-11</b>							
September	11 710	48 183	579	45 927	32 003	1 551	139 954
December	11 928	48 836	619	45 771	32 179	1 560	140 892
March	12 386	49 252	(a) 809	46 356	32 374	1 576	142 753
June	13 066	49 408	839	47 049	32 679	1 586	144 627
<b>2011-12</b>							
September	13 765	49 403	834	47 616	32 912	1 564	146 094
December	14 366	49 411	808	48 081	33 077	1 507	147 251
March	14 899	49 485	781	48 549	33 195	1 428	148 337

(a) Break in series between this quarter and preceding quarter.

## SALES OF GOODS AND SERVICES, Chain volume measures(a)

	Mining	Manufacturing	Electricity, gas, water and waste services	Construction	Wholesale trade	Retail trade	Accommodation and food services	Transport, postal and warehousing
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
<b>2009-10</b>								
March	36 286	91 909	9 417	52 705	91 956	77 962	16 671	24 710
June	43 245	90 138	9 621	62 131	93 212	79 718	16 405	25 347
<b>2010-11</b>								
September	41 125	91 236	9 916	59 326	93 683	79 428	17 078	26 637
December	41 842	92 232	8 983	62 992	96 578	87 766	18 324	27 750
March	36 555	83 090	9 477	54 788	91 691	77 012	17 069	26 521
June	40 271	88 862	10 864	61 310	94 636	79 697	17 348	28 094
<b>2011-12</b>								
September	41 935	91 505	11 372	60 131	98 955	81 430	18 262	28 048
December	42 797	90 911	10 603	62 102	100 978	90 793	18 779	28 864
March	39 271	82 639	10 549	54 272	96 132	80 497	17 369	26 983
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	39 231	97 630	9 890	57 695	95 561	81 749	16 929	25 657
June	42 228	89 796	9 410	59 794	93 545	81 450	16 973	25 907
<b>2010-11</b>								
September	40 548	89 031	9 268	59 305	92 683	80 554	17 096	26 303
December	40 532	89 225	9 414	60 114	93 790	81 119	17 450	26 547
March	39 369	88 571	9 906	59 979	95 184	80 801	17 354	27 467
June	39 391	88 556	10 650	59 168	95 067	81 403	17 943	28 689
<b>2011-12</b>								
September	41 337	89 273	10 684	60 012	97 831	82 650	18 280	27 729
December	41 366	88 004	11 088	59 341	98 367	83 960	17 856	27 639
March	42 272	88 074	11 003	59 415	99 542	84 420	17 688	27 929
TREND								
<b>2009-10</b>								
March	40 060	96 693	9 786	58 083	95 654	81 286	16 980	25 415
June	41 032	(b)90 361	9 507	59 046	94 027	81 399	17 009	25 910
<b>2010-11</b>								
September	41 086	89 382	9 294	59 775	93 133	81 006	17 112	26 247
December	40 257	88 818	9 485	59 910	93 593	80 769	17 300	26 817
March	39 617	88 788	9 948	59 791	94 658	80 941	17 587	27 584
June	39 902	88 778	10 455	59 697	95 909	81 598	17 900	28 046
<b>2011-12</b>								
September	40 706	88 658	10 788	59 569	97 195	82 613	18 030	28 017
December	41 584	88 405	10 973	59 517	98 480	83 691	17 963	27 823
March	42 252	88 047	11 076	59 467	99 676	84 609	17 766	27 661

(a) Reference year for chain volume estimates is 2009-10

(b) Break in series between this quarter and preceding quarter.

SALES OF GOODS AND SERVICES, Chain volume measures(a) *continued*

	Information media and tele- communications	Financial and insurance services(b)	Rental, hiring and real estate services	Professional, scientific and technical services	Administrative and support services	Arts and recreation services	Other services
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL							
<b>2009-10</b>							
March	16 855	8 543	15 304	31 645	15 058	5 282	11 047
June	17 805	9 301	15 706	36 140	15 685	5 525	11 080
<b>2010-11</b>							
September	17 403	8 542	16 139	36 573	16 186	5 461	11 247
December	18 096	9 172	15 937	39 315	17 214	5 828	10 971
March	17 186	7 503	14 961	35 590	16 057	5 777	10 239
June	18 184	7 830	15 745	40 243	15 845	5 793	10 846
<b>2011-12</b>							
September	17 864	7 789	16 155	40 386	15 535	6 024	11 007
December	18 058	8 315	16 331	41 523	16 505	6 383	11 318
March	16 886	6 905	15 380	37 940	16 135	5 809	11 159
SEASONALLY ADJUSTED							
<b>2009-10</b>							
March	17 439	9 196	15 915	34 364	15 412	5 442	11 421
June	17 705	8 978	16 060	35 486	15 757	5 511	11 019
<b>2010-11</b>							
September	17 538	8 555	15 782	35 937	16 144	5 483	11 115
December	17 499	8 801	15 323	37 701	16 774	5 659	10 814
March	17 774	8 127	15 604	38 661	16 427	5 955	10 576
June	18 062	7 635	16 104	39 516	15 954	5 774	10 784
<b>2011-12</b>							
September	17 970	7 712	15 762	39 724	15 518	6 058	10 885
December	17 490	7 901	15 704	39 770	16 043	6 191	11 156
March	17 463	7 521	16 054	41 267	16 509	5 991	11 518
TREND							
<b>2009-10</b>							
March	17 466	9 251	16 039	34 342	15 419	5 528	11 312
June	17 587	8 921	15 926	35 259	15 812	5 454	11 205
<b>2010-11</b>							
September	17 568	8 750	15 704	36 326	16 258	5 540	10 980
December	17 613	8 514	15 569	37 518	16 533	5 681	10 803
March	17 796	8 144	15 655	38 654	16 382	5 805	10 697
June	17 950	7 839	15 809	39 342	15 974	5 932	10 714
<b>2011-12</b>							
September	17 863	7 720	15 859	39 718	15 814	6 021	10 926
December	17 646	7 710	15 850	40 216	15 996	6 080	11 184
March	17 439	7 678	15 876	40 813	16 333	6 103	11 410

(a) Reference year for chain volume estimates is 2009-10

(b) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

SALES OF GOODS AND SERVICES, Chain volume measures - Percentage change from previous quarter(a)

	Mining	Manufacturing	Electricity, gas, water and waste services	Construction	Wholesale trade	Retail trade	Accommodation and food services	Transport, postal and warehousing
	%	%	%	%	%	%	%	%
ORIGINAL								
<b>2009-10</b>								
March	-8.3	-7.6	-2.3	-11.8	-8.9	-10.6	-7.7	-4.2
June	19.2	-1.9	2.2	17.9	1.4	2.3	-1.6	2.6
<b>2010-11</b>								
September	-4.9	1.2	3.1	-4.5	0.5	-0.4	4.1	5.1
December	1.7	1.1	-9.4	6.2	3.1	10.5	7.3	4.2
March	-12.6	-9.9	5.5	-13.0	-5.1	-12.3	-6.8	-4.4
June	10.2	6.9	14.6	11.9	3.2	3.5	1.6	5.9
<b>2011-12</b>								
September	4.1	3.0	4.7	-1.9	4.6	2.2	5.3	-0.2
December	2.1	-0.6	-6.8	3.3	2.0	11.5	2.8	2.9
March	-8.2	-9.1	-0.5	-12.6	-4.8	-11.3	-7.5	-6.5
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	2.2	1.3	-2.4	1.2	-2.3	1.2	-1.7	4.2
June	7.6	-8.0	-4.9	3.6	-2.1	-0.4	0.3	1.0
<b>2010-11</b>								
September	-4.0	-0.9	-1.5	-0.8	-0.9	-1.1	0.7	1.5
December	0.0	0.2	1.6	1.4	1.2	0.7	2.1	0.9
March	-2.9	-0.7	5.2	-0.2	1.5	-0.4	-0.5	3.5
June	0.1	0.0	7.5	-1.4	-0.1	0.7	3.4	4.4
<b>2011-12</b>								
September	4.9	0.8	0.3	1.4	2.9	1.5	1.9	-3.3
December	0.1	-1.4	3.8	-1.1	0.5	1.6	-2.3	-0.3
March	2.2	0.1	-0.8	0.1	1.2	0.5	-0.9	1.0
TREND								
<b>2009-10</b>								
March	5.0	1.0	-0.9	1.7	-0.4	1.0	-0.5	2.3
June	2.4	(b)na	-2.9	1.7	-1.7	0.1	0.2	1.9
<b>2010-11</b>								
September	0.1	-1.1	-2.2	1.2	-1.0	-0.5	0.6	1.3
December	-2.0	-0.6	2.1	0.2	0.5	-0.3	1.1	2.2
March	-1.6	0.0	4.9	-0.2	1.1	0.2	1.7	2.9
June	0.7	0.0	5.1	-0.2	1.3	0.8	1.8	1.7
<b>2011-12</b>								
September	2.0	-0.1	3.2	-0.2	1.3	1.2	0.7	-0.1
December	2.2	-0.3	1.7	-0.1	1.3	1.3	-0.4	-0.7
March	1.6	-0.4	0.9	-0.1	1.2	1.1	-1.1	-0.6

na not available

(b) Break in series between this quarter and preceding quarter.

(a) Reference year for chain volume measures is 2009-10

SALES OF GOODS AND SERVICES, Chain volume measures - Percentage change from previous quarter(a) *continued*

	Information media and tele- communications	Financial and insurance services(b)	Rental, hiring and real estate services	Professional, scientific and technical services	Administrative and support services	Arts and recreation services	Other services
	%	%	%	%	%	%	%
ORIGINAL							
<b>2009-10</b>							
March	-6.0	-14.6	-7.1	-9.2	-2.9	-9.6	-5.6
June	5.6	8.9	2.6	14.2	4.2	4.6	0.3
<b>2010-11</b>							
September	-2.3	-8.2	2.8	1.2	3.2	-1.2	1.5
December	4.0	7.4	-1.2	7.5	6.4	6.7	-2.5
March	-5.0	-18.2	-6.1	-9.5	-6.7	-0.9	-6.7
June	5.8	4.4	5.2	13.1	-1.3	0.3	5.9
<b>2011-12</b>							
September	-1.8	-0.5	2.6	0.4	-2.0	4.0	1.5
December	1.1	6.8	1.1	2.8	6.2	6.0	2.8
March	-6.5	-17.0	-5.8	-8.6	-2.2	-9.0	-1.4
SEASONALLY ADJUSTED							
<b>2009-10</b>							
March	0.9	-5.4	0.5	2.7	1.7	-4.1	-0.9
June	1.5	-2.4	0.9	3.3	2.2	1.3	-3.5
<b>2010-11</b>							
September	-0.9	-4.7	-1.7	1.3	2.5	-0.5	0.9
December	-0.2	2.9	-2.9	4.9	3.9	3.2	-2.7
March	1.6	-7.7	1.8	2.5	-2.1	5.2	-2.2
June	1.6	-6.1	3.2	2.2	-2.9	-3.0	2.0
<b>2011-12</b>							
September	-0.5	1.0	-2.1	0.5	-2.7	4.9	0.9
December	-2.7	2.5	-0.4	0.1	3.4	2.2	2.5
March	-0.2	-4.8	2.2	3.8	2.9	-3.2	3.2
TREND							
<b>2009-10</b>							
March	1.6	-5.1	1.6	2.3	2.2	-2.3	-0.7
June	0.7	-3.6	-0.7	2.7	2.6	-1.3	-0.9
<b>2010-11</b>							
September	-0.1	-1.9	-1.4	3.0	2.8	1.6	-2.0
December	0.3	-2.7	-0.9	3.3	1.7	2.6	-1.6
March	1.0	-4.3	0.6	3.0	-0.9	2.2	-1.0
June	0.9	-3.8	1.0	1.8	-2.5	2.2	0.2
<b>2011-12</b>							
September	-0.5	-1.5	0.3	1.0	-1.0	1.5	2.0
December	-1.2	-0.1	-0.1	1.3	1.2	1.0	2.4
March	-1.2	-0.4	0.2	1.5	2.1	0.4	2.0

(a) Reference year for chain volume measures is 2009-10

(b) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

## SALES OF GOODS AND SERVICES, Current prices

	Mining	Manufacturing	Electricity, gas, water and waste services	Construction	Wholesale trade	Retail trade	Accommodation and food services	Transport, postal and warehousing
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
<b>2009-10</b>								
March	35 092	92 527	9 545	52 878	92 042	77 880	16 824	24 842
June	49 940	91 303	10 009	62 727	94 610	80 160	16 502	25 216
<b>2010-11</b>								
September	50 765	92 530	10 647	60 382	95 386	79 912	17 292	26 876
December	48 693	93 948	9 822	64 572	96 975	88 256	18 850	28 353
March	45 223	86 639	10 586	56 530	94 383	78 347	17 656	26 872
June	53 857	93 324	12 295	64 258	99 101	81 808	17 967	29 218
<b>2011-12</b>								
September	57 623	95 653	13 274	63 244	103 335	83 477	19 015	29 411
December	57 004	95 086	12 528	65 709	106 601	92 701	19 795	30 742
March	48 619	86 727	12 565	57 781	102 108	82 024	18 500	29 031
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	37 845	98 220	10 024	57 870	95 586	81 572	17 108	25 694
June	49 413	90 991	9 778	60 393	95 012	81 734	17 088	25 795
<b>2010-11</b>								
September	49 478	90 327	9 946	60 352	94 233	81 213	17 334	26 607
December	47 107	90 889	10 287	61 614	94 398	81 677	17 884	27 148
March	48 869	92 250	11 059	61 878	97 653	82 069	17 972	27 761
June	53 229	93 022	12 050	62 013	99 613	83 392	18 606	29 874
<b>2011-12</b>								
September	56 039	93 383	12 471	63 103	102 007	84 863	19 058	29 127
December	55 101	92 068	13 094	62 788	103 898	85 781	18 766	29 453
March	52 445	92 390	13 095	63 222	105 695	85 918	18 852	29 965
TREND								
<b>2009-10</b>								
March	38 390	97 181	9 901	58 232	95 678	81 282	17 064	25 491
June	(a)47 753	(a)91 260	9 887	59 638	94 862	81 602	17 176	26 014
<b>2010-11</b>								
September	48 805	90 791	9 944	60 796	94 363	81 485	17 384	26 447
December	49 007	90 566	10 374	61 405	95 131	81 579	17 721	27 219
March	50 456	92 565	11 097	61 856	97 116	82 258	18 164	28 230
June	53 335	92 916	11 902	62 342	99 645	83 454	18 580	29 036
<b>2011-12</b>								
September	54 913	92 872	12 522	62 685	101 910	84 642	18 820	29 436
December	54 714	92 599	12 941	62 996	103 871	85 571	18 903	29 609
March	53 785	92 196	13 223	63 251	105 696	86 251	18 871	29 701

(a) Break in series between this quarter and preceding quarter.

SALES OF GOODS AND SERVICES, Current prices *continued*

	Information media and tele- communications	Financial and insurance services(a)	Rental, hiring and real estate services	Professional, scientific and technical services	Administrative and support services	Arts and recreation services	Other services
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL							
<b>2009-10</b>							
March	16 801	8 580	15 282	31 787	15 076	5 303	11 100
June	17 796	9 401	15 888	36 279	15 813	5 580	11 282
<b>2010-11</b>							
September	17 467	8 695	16 323	37 117	16 447	5 553	11 459
December	18 222	9 375	16 275	40 075	17 536	5 951	11 417
March	17 373	7 785	15 385	36 500	16 526	5 991	10 889
June	18 470	8 198	16 257	41 169	16 478	6 056	11 687
<b>2011-12</b>							
September	18 122	8 208	16 668	42 312	16 418	6 338	12 058
December	18 484	8 763	16 937	43 535	17 553	6 717	12 482
March	17 238	7 281	15 985	40 150	17 273	6 113	12 326
SEASONALLY ADJUSTED							
<b>2009-10</b>							
March	17 519	9 237	16 022	34 404	15 369	5 425	11 475
June	17 625	9 077	16 122	35 678	15 870	5 662	11 216
<b>2010-11</b>							
September	17 564	8 708	15 980	36 303	16 472	5 519	11 327
December	17 621	8 995	15 680	38 675	17 110	5 762	11 250
March	18 092	8 432	16 119	39 467	16 844	6 144	11 250
June	18 246	7 993	16 474	40 469	16 561	6 145	11 616
<b>2011-12</b>							
September	18 203	8 126	16 307	41 429	16 452	6 302	11 927
December	17 943	8 326	16 369	42 026	17 098	6 493	12 299
March	17 935	7 929	16 715	43 364	17 616	6 280	12 726
TREND							
<b>2009-10</b>							
March	17 443	9 287	16 060	34 385	15 435	5 549	11 342
June	17 555	9 015	16 033	35 496	15 936	5 521	11 345
<b>2010-11</b>							
September	17 612	8 900	15 928	36 807	16 514	5 619	11 258
December	17 751	8 728	15 913	38 229	16 880	5 807	11 239
March	18 010	8 435	16 082	39 530	16 836	6 012	11 343
June	18 192	8 201	16 283	40 518	16 619	6 217	11 571
<b>2011-12</b>							
September	18 157	8 120	16 393	41 327	16 679	6 320	11 936
December	18 029	8 128	16 467	42 249	17 032	6 371	12 317
March	17 920	8 114	16 578	43 187	17 490	6 388	12 663

(a) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

## SALES OF GOODS AND SERVICES BY STATE(a), Current prices

	<i>New South Wales</i>	<i>Victoria</i>	<i>Queensland</i>	<i>South Australia</i>	<i>Western Australia</i>	<i>Tasmania</i>	<i>Northern Territory</i>	<i>Australian Capital Territory</i>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
<b>2009-10</b>								
March	153 849	124 389	94 149	33 676	78 957	8 655	5 569	6 313
June	164 361	131 880	106 003	35 156	83 509	8 489	6 173	6 935
<b>2010-11</b>								
September	166 894	132 662	107 249	33 966	84 005	^ 8 503	6 667	^ 6 907
December	173 801	140 549	107 341	36 060	88 135	8 850	6 670	6 916
March	160 312	129 065	98 335	32 952	84 852	8 711	5 680	6 778
June	172 636	138 749	110 243	34 582	91 442	8 857	6 003	7 631
<b>2011-12</b>								
September	177 729	138 389	116 114	34 977	94 851	8 634	6 863	7 598
December	181 274	142 456	122 627	35 635	98 698	9 186	7 054	7 707
March	168 782	128 912	108 445	34 498	91 131	8 651	6 233	7 069
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	162 566	131 313	101 926	34 765	82 431	8 762	6 065	6 727
June	164 631	131 120	105 614	34 904	83 468	8 563	6 303	6 675
<b>2010-11</b>								
September	165 010	132 072	104 378	34 110	83 531	8 647	6 364	6 827
December	166 523	134 926	102 648	35 081	85 102	8 538	6 320	6 853
March	169 380	136 099	106 623	33 993	88 548	8 799	6 177	7 209
June	172 953	137 942	109 767	34 348	91 384	8 941	6 153	7 344
<b>2011-12</b>								
September	175 647	137 814	112 924	35 119	94 330	8 790	6 546	7 508
December	173 713	136 820	117 335	34 677	95 328	8 862	6 674	7 646
March	178 342	135 806	117 618	35 570	95 058	8 728	6 782	7 508
TREND								
<b>2009-10</b>								
March	162 977	129 856	103 101	34 890	82 376	8 586	6 111	6 681
June	164 138	131 485	103 909	34 760	(b)81 816	8 649	6 268	6 714
<b>2010-11</b>								
September	165 184	132 778	104 062	34 587	84 123	8 605	6 339	6 785
December	166 881	134 429	104 355	34 439	85 815	8 644	6 282	6 937
March	169 726	136 410	106 047	34 396	88 314	8 765	6 208	7 145
June	172 512	137 590	109 653	34 475	91 525	8 856	6 266	7 362
<b>2011-12</b>								
September	174 347	137 547	113 263	34 715	93 736	8 862	6 456	7 504
December	175 742	136 932	116 136	35 071	95 024	8 811	6 657	7 568
March	177 145	136 020	118 621	35 342	95 799	8 758	6 826	7 595

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

(a) State sales data should be used with caution. See paragraph 13 of the Technical Note.

(b) Break in series between this quarter and preceding quarter.



SALES OF GOODS AND SERVICES BY STATE(a), Current prices - Percentage change from previous quarter

	New South Wales	Victoria	Queensland	South Australia	Western Australia	Tasmania(b)	Northern Territory(b)	Australian Capital Territory(b)
	%	%	%	%	%	%	%	%
ORIGINAL								
<b>2009-10</b>								
March	-8.9	-6.0	-11.5	-6.8	-0.7	-0.2	-11.8	-6.6
June	6.8	6.0	12.6	4.4	5.8	-1.9	10.9	9.8
<b>2010-11</b>								
September	1.5	0.6	1.2	-3.4	0.6	0.2	8.0	-0.4
December	4.1	5.9	0.1	6.2	4.9	4.1	0.1	0.1
March	-7.8	-8.2	-8.4	-8.6	-3.7	-1.6	-14.8	-2.0
June	7.7	7.5	12.1	4.9	7.8	1.7	5.7	12.6
<b>2011-12</b>								
September	3.0	-0.3	5.3	1.1	3.7	-2.5	14.3	-0.4
December	2.0	2.9	5.6	1.9	4.1	6.4	2.8	1.4
March	-6.9	-9.5	-11.6	-3.2	-7.7	-5.8	-11.6	-8.3
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	0.5	3.4	0.2	-1.0	7.4	4.7	1.2	0.7
June	1.3	-0.1	3.6	0.4	1.3	-2.3	3.9	-0.8
<b>2010-11</b>								
September	0.2	0.7	-1.2	-2.3	0.1	1.0	1.0	2.3
December	0.9	2.2	-1.7	2.8	1.9	-1.3	-0.7	0.4
March	1.7	0.9	3.9	-3.1	4.0	3.0	-2.3	5.2
June	2.1	1.4	2.9	1.0	3.2	1.6	-0.4	1.9
<b>2011-12</b>								
September	1.6	-0.1	2.9	2.2	3.2	-1.7	6.4	2.2
December	-1.1	-0.7	3.9	-1.3	1.1	0.8	2.0	1.8
March	2.7	-0.7	0.2	2.6	-0.3	-1.5	1.6	-1.8
TREND								
<b>2009-10</b>								
March	1.3	1.9	1.5	0.6	6.9	2.4	2.9	0.1
June	0.7	1.3	0.8	-0.4	(c)na	0.7	2.6	0.5
<b>2010-11</b>								
September	0.6	1.0	0.1	-0.5	2.8	-0.5	1.1	1.1
December	1.0	1.2	0.3	-0.4	2.0	0.4	-0.9	2.2
March	1.7	1.5	1.6	-0.1	2.9	1.4	-1.2	3.0
June	1.6	0.9	3.4	0.2	3.6	1.0	0.9	3.0
<b>2011-12</b>								
September	1.1	0.0	3.3	0.7	2.4	0.1	3.0	1.9
December	0.8	-0.4	2.5	1.0	1.4	-0.6	3.1	0.9
March	0.8	-0.7	2.1	0.8	0.8	-0.6	2.5	0.4

na not available

(a) State sales data should be used with caution. See paragraph 13 of the Technical Note.

(b) The relative standard error on the movement estimates for these states are significantly higher than those for the larger states, and the quarterly movement estimates should be used with caution.

(c) Break in series between this quarter and preceding quarter.

## COMPANY PROFITS BEFORE INCOME TAX, Current prices

	Mining	Manufacturing	Electricity, gas, water and waste services	Construction	Wholesale trade	Retail trade	Accommodation and food services	Transport, postal and warehousing
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
<b>2009-10</b>								
March	10 453	5 261	948	^ 2 716	3 495	2 269	^ 721	1 677
June	19 076	5 761	1 114	4 588	2 938	2 547	^ 503	1 746
<b>2010-11</b>								
September	20 880	6 497	1 231	^ 3 349	4 330	2 624	811	2 615
December	18 666	4 901	914	^ 3 140	4 762	4 304	1 001	3 033
March	16 444	4 422	679	^ 2 299	3 788	2 315	723	2 080
June	20 573	4 524	1 213	^ 2 982	4 028	2 848	^ 597	2 747
<b>2011-12</b>								
September	23 039	2 634	1 815	^ 3 851	5 209	2 651	^ 964	2 713
December	17 140	4 187	778	4 022	4 964	4 710	1 166	3 027
March	13 144	2 659	1 064	^ 2 604	4 256	2 515	980	1 773
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	11 217	6 251	1 051	3 555	3 964	2 940	763	1 967
June	18 620	5 566	1 073	4 256	3 125	2 900	712	1 991
<b>2010-11</b>								
September	19 296	5 870	916	3 195	4 109	2 997	748	2 580
December	19 258	4 838	1 266	2 849	4 315	2 929	810	2 405
March	17 889	5 241	766	3 015	4 267	3 003	759	2 478
June	20 242	4 356	1 152	2 717	4 231	3 189	817	3 102
<b>2011-12</b>								
September	20 852	2 378	1 354	3 695	4 968	3 062	906	2 666
December	17 754	4 160	1 072	3 690	4 518	3 210	965	2 404
March	14 482	3 129	1 214	3 391	4 735	3 260	1 014	2 128
TREND								
<b>2009-10</b>								
March	11 012	5 910	1 099	3 756	3 864	2 889	775	1 933
June	(a) 18 692	5 895	1 067	3 733	3 742	2 940	753	2 155
<b>2010-11</b>								
September	19 106	5 575	1 028	3 438	3 844	2 939	745	2 331
December	19 408	5 335	1 006	2 983	4 148	2 976	769	2 505
March	19 953	4 776	1 034	2 817	4 355	3 033	790	2 690
June	20 453	4 035	1 110	3 089	4 457	3 090	827	2 796
<b>2011-12</b>								
September	19 667	3 530	1 183	3 399	4 614	3 145	894	2 698
December	17 781	3 305	1 217	3 579	4 707	3 189	963	2 437
March	15 993	3 322	1 177	3 603	4 711	3 231	1 002	2 310

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

(a) Break in series between this quarter and preceding quarter.

COMPANY PROFITS BEFORE INCOME TAX, Current prices *continued*

	Information media and tele- communications	Financial and insurance services (a)	Rental, hiring and real estate services	Professional, scientific and technical services	Administrative and support services	Arts and recreation services	Other services	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
<b>2009-10</b>								
March	2 175	2 144	2 852	^ 1 743	*338	596	^ 881	38 270
June	2 461	*-416	2 555	^ 2 653	*312	667	^ 543	47 049
<b>2010-11</b>								
September	2 083	3 309	2 874	2 227	^ 644	730	1 041	55 243
December	2 482	^ 4 277	3 720	^ 1 691	*838	671	^ 906	55 304
March	2 160	2 286	2 090	*335	**196	780	^ 898	41 495
June	2 200	*868	3 348	**42	**136	706	^ 534	47 073
<b>2011-12</b>								
September	2 034	-2 305	2 700	^ 1 820	**174	917	^ 794	49 011
December	1 979	^ 1 610	4 053	^ 2 936	**369	951	^ 529	52 420
March	1 771	2 976	2 821	*1 285	^ 405	644	^ 582	39 479
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	2 279	2 144	3 025	2 279	422	662	907	43 425
June	2 477	-416	2 690	2 698	417	712	590	47 410
<b>2010-11</b>								
September	2 203	3 309	2 999	2 025	529	689	962	52 427
December	2 250	4 277	3 264	1 308	755	595	916	52 035
March	2 266	2 286	2 285	871	282	856	916	47 180
June	2 196	868	3 485	109	-17	747	593	47 785
<b>2011-12</b>								
September	2 157	-2 305	2 844	1 592	55	875	702	45 803
December	1 757	1 610	3 556	2 560	279	873	547	48 955
March	1 877	2 976	3 049	1 818	495	727	593	44 888
TREND								
<b>2009-10</b>								
March	2 335	1 318	2 426	(b) 1 846	504	682	800	41 148
June	2 332	1 410	2 800	2 346	497	675	862	(b) 49 901
<b>2010-11</b>								
September	2 300	2 600	3 036	2 185	564	674	934	51 301
December	2 255	3 444	2 917	1 328	545	695	928	51 240
March	2 248	2 443	2 901	679	326	746	837	49 627
June	2 201	329	2 990	770	92	820	714	47 774
<b>2011-12</b>								
September	2 058	-202	3 174	1 396	89	845	632	47 122
December	1 912	769	3 263	1 994	256	825	591	46 787
March	1 809	2 170	3 199	2 288	435	797	581	46 628

^ 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 paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

(b) Break in series between this quarter and preceding quarter.

	Mining	Manufacturing	Electricity, gas, water and waste services	Construction	Wholesale trade	Retail trade	Accommodation and food services	Transport, postal and warehousing
	%	%	%	%	%	%	%	%
ORIGINAL								
<b>2009-10</b>								
March	1.0	-5.9	3.2	-26.4	-31.1	-47.1	-31.8	-24.8
June	82.5	9.5	17.5	68.9	-16.0	12.3	-30.2	4.1
<b>2010-11</b>								
September	9.5	12.8	10.5	-27.0	47.4	3.0	61.2	49.7
December	-10.6	-24.6	-25.8	-6.2	10.0	64.0	23.4	16.0
March	-11.9	-9.8	-25.7	-26.8	-20.4	-46.2	-27.8	-31.4
June	25.1	2.3	78.7	29.7	6.3	23.0	-17.5	32.1
<b>2011-12</b>								
September	12.0	-41.8	49.6	29.1	29.3	-6.9	61.6	-1.3
December	-25.6	58.9	-57.1	4.4	-4.7	77.6	20.9	11.6
March	-23.3	-36.5	36.8	-35.3	-14.3	-46.6	-15.9	-41.4
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	5.2	14.0	-18.4	8.3	-14.4	1.0	-13.2	11.7
June	66.0	-11.0	2.2	19.7	-21.2	-1.3	-6.7	1.2
<b>2010-11</b>								
September	3.6	5.5	-14.7	-24.9	31.5	3.3	5.1	29.6
December	-0.2	-17.6	38.2	-10.8	5.0	-2.3	8.3	-6.8
March	-7.1	8.3	-39.5	5.8	-1.1	2.5	-6.3	3.0
June	13.2	-16.9	50.3	-9.9	-0.9	6.2	7.6	25.2
<b>2011-12</b>								
September	3.0	-45.4	17.6	36.0	17.4	-4.0	10.9	-14.1
December	-14.9	74.9	-20.8	-0.1	-9.1	4.8	6.5	-9.8
March	-18.4	-24.8	13.3	-8.1	4.8	1.6	5.1	-11.5
TREND								
<b>2009-10</b>								
March	5.2	7.7	-3.3	13.4	-3.3	-1.3	-0.6	8.2
June	(a)na	-0.2	-2.8	-0.6	-3.1	1.7	-2.8	11.5
<b>2010-11</b>								
September	2.2	-5.4	-3.7	-7.9	2.7	0.0	-1.0	8.2
December	1.6	-4.3	-2.2	-13.2	7.9	1.2	3.1	7.5
March	2.8	-10.5	2.8	-5.6	5.0	1.9	2.7	7.4
June	2.5	-15.5	7.4	9.7	2.4	1.9	4.7	4.0
<b>2011-12</b>								
September	-3.8	-12.5	6.6	10.0	3.5	1.8	8.1	-3.5
December	-9.6	-6.4	2.8	5.3	2.0	1.4	7.7	-9.7
March	-10.1	0.5	-3.3	0.7	0.1	1.3	4.1	-5.2

na not available

(a) Break in series between this quarter and preceding quarter.

	Information media and tele- communications	Financial and insurance services(a)	Rental, hiring and real estate services	Professional, scientific and technical services	Administrative and support services	Arts and recreation services	Other services	Total
	%	%	%	%	%	%	%	%
ORIGINAL								
<b>2009-10</b>								
March	-14.6	16.2	104.5	265.8	-55.3	-19.7	-17.3	-8.9
June	13.2	-119.4	-10.4	52.2	-7.8	11.9	-38.3	22.9
<b>2010-11</b>								
September	-15.4	896.3	12.5	-16.1	106.6	9.5	91.7	17.4
December	19.1	29.3	29.4	-24.1	30.2	-8.1	-13.0	0.1
March	-13.0	-46.6	-43.8	-80.2	-76.6	16.2	-0.9	-25.0
June	1.9	-62.1	60.2	-87.5	-169.5	-9.4	-40.5	13.4
<b>2011-12</b>								
September	-7.5	-365.7	-19.3	4 257.9	227.8	29.8	48.6	4.1
December	-2.7	169.9	50.1	61.3	112.4	3.8	-33.4	7.0
March	-10.5	84.8	-30.4	-56.2	9.7	-32.2	10.1	-24.7
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	-0.6	16.2	207.5	2 381.1	-38.4	-1.0	-14.9	12.7
June	8.7	-119.4	-11.1	18.4	-1.4	7.5	-35.0	9.2
<b>2010-11</b>								
September	-11.1	896.3	11.5	-24.9	27.0	-3.2	63.2	10.6
December	2.1	29.3	8.9	-35.4	42.7	-13.6	-4.8	-0.7
March	0.7	-46.6	-30.0	-33.4	-62.6	43.9	0.0	-9.3
June	-3.1	-62.1	52.6	-87.5	-106.2	-12.7	-35.3	1.3
<b>2011-12</b>								
September	-1.8	-365.7	-18.4	1 358.7	417.0	17.1	18.5	-4.1
December	-18.5	169.9	25.0	60.8	402.9	-0.3	-22.1	6.9
March	6.8	84.8	-14.3	-29.0	77.4	-16.7	8.4	-8.3
TREND								
<b>2009-10</b>								
March	-1.2	-48.9	9.0	(b)na	-5.2	1.1	5.3	2.7
June	-0.1	6.9	15.4	27.1	-1.4	-1.1	7.8	(b)na
<b>2010-11</b>								
September	-1.4	84.4	8.4	-6.8	13.6	-0.1	8.4	2.8
December	-2.0	32.4	-3.9	-39.2	-3.4	3.1	-0.6	-0.1
March	-0.3	-29.1	-0.5	-48.8	-40.1	7.4	-9.8	-3.1
June	-2.1	-86.5	3.0	13.4	-71.7	9.9	-14.6	-3.7
<b>2011-12</b>								
September	-6.5	-161.4	6.2	81.3	-3.4	3.0	-11.5	-1.4
December	-7.1	480.3	2.8	42.8	185.9	-2.3	-6.6	-0.7
March	-5.3	182.4	-2.0	14.8	70.1	-3.4	-1.7	-0.3

na not available

(b) Break in series between this quarter and preceding quarter.

(a) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

	Mining	Manufacturing	Electricity, gas, water and waste services	Construction	Wholesale trade	Retail trade	Accommodation and food services	Transport, postal and warehousing
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
<b>2009-10</b>								
March	14 948	8 050	2 032	2 924	4 349	2 908	1 173	3 491
June	24 390	8 831	2 291	4 966	4 006	3 290	1 089	3 617
<b>2010-11</b>								
September	25 267	8 547	2 442	^ 3 624	5 001	3 349	1 276	4 424
December	23 116	8 054	2 136	3 760	5 454	5 068	1 464	4 911
March	19 882	7 088	1 916	^ 2 832	4 577	3 004	1 215	4 160
June	24 587	7 513	2 507	3 653	4 653	3 616	1 131	5 003
<b>2011-12</b>								
September	27 105	7 483	3 062	^ 4 519	5 763	3 446	1 471	4 773
December	23 885	7 299	2 399	4 711	5 655	5 496	1 631	5 337
March	18 333	5 564	2 334	^ 3 260	4 798	3 246	1 435	4 380
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	16 230	9 054	2 204	3 591	4 739	3 621	1 239	3 874
June	24 736	8 774	2 214	4 823	4 451	3 643	1 280	3 669
<b>2010-11</b>								
September	23 842	8 191	2 157	3 569	4 701	3 728	1 194	4 510
December	22 313	7 590	2 337	3 282	4 865	3 620	1 289	4 333
March	21 712	7 967	2 088	3 508	5 112	3 756	1 282	4 628
June	24 818	7 443	2 422	3 544	5 056	3 950	1 326	5 042
<b>2011-12</b>								
September	25 493	7 178	2 705	4 405	5 408	3 866	1 383	4 868
December	23 200	6 914	2 620	4 144	5 059	3 934	1 437	4 731
March	20 116	6 234	2 559	4 046	5 325	4 065	1 513	4 883
TREND								
<b>2009-10</b>								
March	15 875	8 684	2 205	4 158	4 776	3 614	1 270	3 744
June	(a)23 871	8 707	2 210	4 087	4 681	3 661	1 259	3 970
<b>2010-11</b>								
September	23 782	8 287	2 205	3 824	4 643	3 658	1 238	4 202
December	23 192	7 876	2 195	3 454	4 852	3 698	1 258	4 470
March	23 638	7 684	2 261	3 394	5 058	3 774	1 289	4 720
June	24 733	7 524	2 421	3 775	5 170	3 854	1 331	4 850
<b>2011-12</b>								
September	24 572	7 199	2 571	4 073	5 217	3 916	1 382	4 889
December	23 087	6 782	2 640	4 188	5 235	3 961	1 443	4 839
March	21 125	6 412	2 619	4 160	5 248	4 009	1 491	4 798

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

(a) Break in series between this quarter and preceding quarter.

	Information media and tele- communications	Financial and insurance services(a)	Rental, hiring and real estate services	Professional, scientific and technical services	Administrative and support services	Arts and recreation services	Other services	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
<b>2009-10</b>								
March	4 664	^ 678	3 460	^ 2 044	^ 571	802	^ 946	53 042
June	5 188	^ 954	3 523	^ 2 223	*482	896	^ 701	66 447
<b>2010-11</b>								
September	4 528	*574	3 689	2 234	^ 813	933	^ 896	67 597
December	5 101	^ 1 822	4 034	^ 2 122	^ 1 010	890	^ 951	69 893
March	4 492	^ 821	3 224	^ 1 915	**427	987	^ 941	57 481
June	4 851	1 190	3 754	^ 2 707	**98	916	^ 624	66 803
<b>2011-12</b>								
September	4 435	^ 1 202	4 248	3 247	*500	1 116	^ 988	73 358
December	4 587	**275	4 489	3 225	*516	1 182	^ 600	71 287
March	4 455	^ 989	3 850	2 374	^ 589	890	^ 589	57 086
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	4 844	726	3 778	2 333	669	887	935	58 725
June	5 167	619	3 738	2 266	597	927	759	67 663
<b>2010-11</b>								
September	4 696	591	3 564	2 021	663	902	882	65 209
December	4 794	2 100	3 631	2 004	939	800	918	64 815
March	4 673	845	3 530	2 205	522	1 075	923	63 826
June	4 781	844	3 993	2 754	228	950	690	67 842
<b>2011-12</b>								
September	4 614	1 233	4 092	3 035	339	1 087	974	70 678
December	4 319	577	4 041	3 094	449	1 087	571	66 176
March	4 642	1 003	4 239	2 670	688	984	563	63 532
TREND								
<b>2009-10</b>								
March	4 878	655	3 802	2 208	695	904	918	58 368
June	4 933	617	3 690	2 209	666	893	867	(b)66 531
<b>2010-11</b>								
September	4 868	653	3 604	2 078	734	887	862	65 882
December	4 758	709	3 573	2 047	725	905	882	65 134
March	4 730	859	3 688	2 289	555	956	884	66 188
June	4 687	944	3 878	2 699	349	1 027	844	68 177
<b>2011-12</b>								
September	4 579	934	4 038	2 951	331	1 056	774	68 415
December	4 509	894	4 135	2 978	467	1 049	677	66 881
March	4 492	866	4 172	2 866	629	1 041	584	64 440

^ 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 paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

(b) Break in series between this quarter and preceding quarter.

	Mining	Manufacturing	Electricity, gas, water and waste services	Construction	Wholesale trade	Retail trade	Accommodation and food services	Transport, postal and warehousing
	%	%	%	%	%	%	%	%
ORIGINAL								
<b>2009-10</b>								
March	5.5	-2.6	0.3	-36.6	-26.9	-42.7	-22.7	-14.5
June	63.2	9.7	12.7	69.8	-7.9	13.1	-7.1	3.6
<b>2010-11</b>								
September	3.6	-3.2	6.6	-27.0	24.8	1.8	17.1	22.3
December	-8.5	-5.8	-12.6	3.8	9.1	51.3	14.7	11.0
March	-14.0	-12.0	-10.3	-24.7	-16.1	-40.7	-17.0	-15.3
June	23.7	6.0	30.8	29.0	1.7	20.4	-6.9	20.3
<b>2011-12</b>								
September	10.2	-0.4	22.2	23.7	23.9	-4.7	30.0	-4.6
December	-11.9	-2.5	-21.7	4.3	-1.9	59.5	10.9	11.8
March	-23.2	-23.8	-2.7	-30.8	-15.2	-40.9	-12.0	-17.9
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	17.7	15.4	-1.6	-11.3	-11.5	-0.9	-8.1	7.2
June	52.4	-3.1	0.4	34.3	-6.1	0.6	3.3	-5.3
<b>2010-11</b>								
September	-3.6	-6.6	-2.6	-26.0	5.6	2.3	-6.8	22.9
December	-6.4	-7.3	8.3	-8.0	3.5	-2.9	8.0	-3.9
March	-2.7	5.0	-10.6	6.9	5.1	3.7	-0.6	6.8
June	14.3	-6.6	16.0	1.0	-1.1	5.2	3.4	9.0
<b>2011-12</b>								
September	2.7	-3.6	11.7	24.3	7.0	-2.1	4.3	-3.5
December	-9.0	-3.7	-3.2	-5.9	-6.5	1.8	3.9	-2.8
March	-13.3	-9.8	-2.3	-2.4	5.3	3.3	5.3	3.2
TREND								
<b>2009-10</b>								
March	10.4	7.9	-0.8	6.8	0.9	-0.3	2.4	3.5
June	(a)na	0.3	0.3	-1.7	-2.0	1.3	-0.9	6.0
<b>2010-11</b>								
September	-0.4	-4.8	-0.2	-6.4	-0.8	-0.1	-1.7	5.9
December	-2.5	-5.0	-0.5	-9.7	4.5	1.1	1.6	6.4
March	1.9	-2.4	3.0	-1.7	4.3	2.1	2.4	5.6
June	4.6	-2.1	7.1	11.2	2.2	2.1	3.3	2.7
<b>2011-12</b>								
September	-0.6	-4.3	6.2	7.9	0.9	1.6	3.8	0.8
December	-6.0	-5.8	2.7	2.8	0.3	1.1	4.5	-1.0
March	-8.5	-5.5	-0.8	-0.7	0.3	1.2	3.3	-0.9

na not available

(a) Break in series between this quarter and preceding quarter.



	Information media and tele- communications	Financial and insurance services(a)	Rental, hiring and real estate services	Professional, scientific and technical services	Administrative and support services	Arts and recreation services	Other services	Total
	%	%	%	%	%	%	%	%
ORIGINAL								
<b>2009-10</b>								
March	-5.8	56.6	-17.9	-0.2	-33.7	-17.0	-13.6	-12.0
June	11.2	40.7	1.8	8.8	-15.7	11.7	-25.9	25.3
<b>2010-11</b>								
September	-12.7	-39.9	4.7	0.5	68.7	4.1	27.8	1.7
December	12.7	217.4	9.4	-5.0	24.2	-4.6	6.2	3.4
March	-11.9	-54.9	-20.1	-9.8	-57.7	10.9	-1.1	-17.8
June	8.0	45.0	16.4	41.4	-77.1	-7.2	-33.7	16.2
<b>2011-12</b>								
September	-8.6	0.9	13.2	19.9	411.8	21.8	58.4	9.8
December	3.4	-77.1	5.7	-0.7	3.2	5.9	-39.2	-2.8
March	-2.9	259.4	-14.2	-26.4	14.1	-24.7	-1.9	-19.9
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	4.2	4.5	-1.4	19.9	-16.4	0.3	-12.6	5.3
June	6.7	-14.7	-1.1	-2.9	-10.8	4.5	-18.8	15.2
<b>2010-11</b>								
September	-9.1	-4.5	-4.7	-10.8	11.0	-2.7	16.1	-3.6
December	2.1	255.5	1.9	-0.9	41.7	-11.3	4.2	-0.6
March	-2.5	-59.8	-2.8	10.0	-44.4	34.5	0.5	-1.5
June	2.3	-0.1	13.1	24.9	-56.3	-11.7	-25.2	6.3
<b>2011-12</b>								
September	-3.5	46.1	2.5	10.2	48.8	14.4	41.2	4.2
December	-6.4	-53.2	-1.2	2.0	32.5	0.0	-41.4	-6.4
March	7.5	74.0	4.9	-13.7	53.2	-9.5	-1.3	-4.0
TREND								
<b>2009-10</b>								
March	2.4	-18.0	-2.3	9.2	-8.1	1.9	-0.5	4.6
June	1.1	-5.8	-2.9	0.1	-4.1	-1.2	-5.5	(b)na
<b>2010-11</b>								
September	-1.3	5.8	-2.3	-5.9	10.2	-0.7	-0.6	-1.0
December	-2.3	8.6	-0.9	-1.5	-1.3	2.1	2.3	-1.1
March	-0.6	21.1	3.2	11.8	-23.4	5.6	0.2	1.6
June	-0.9	9.9	5.2	17.9	-37.2	7.4	-4.5	3.0
<b>2011-12</b>								
September	-2.3	-1.1	4.1	9.3	-5.1	2.8	-8.4	0.3
December	-1.5	-4.2	2.4	0.9	41.0	-0.6	-12.4	-2.2
March	-0.4	-3.2	0.9	-3.8	34.9	-0.8	-13.7	-3.6

na not available

(b) Break in series between this quarter and preceding quarter.

(a) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

	Mining	Manufacturing	Electricity, gas, water and waste services	Construction	Wholesale trade	Retail trade	Accommodation and food services	Transport, postal and warehousing
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
<b>2009-10</b>								
March	^ 155	^ 896	^ 64	^ 1 114	^ 750	^ 998	650	^ 425
June	213	^ 944	^ 63	^ 1 971	^ 399	^ 949	711	^ 404
<b>2010-11</b>								
September	^ 279	^ 1 139	*21	^ 2 016	^ 811	1 106	718	*369
December	^ 246	^ 873	^ 66	^ 2 003	*932	1 244	855	^ 540
March	*192	^ 471	^ 98	^ 1 533	*399	1 029	^ 706	^ 418
June	*291	^ 686	^ 107	^ 1 692	^ 829	^ 889	612	^ 653
<b>2011-12</b>								
September	*154	^ 642	^ 92	^ 1 908	^ 918	1 076	^ 811	^ 583
December	*124	^ 808	**69	^ 1 641	^ 820	1 584	1 014	^ 480
March	**32	^ 388	*35	^ 1 138	^ 780	1 043	875	^ 274
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	161	1 106	76	1 341	859	1 138	645	496
June	189	920	64	2 059	443	1 045	832	444
<b>2010-11</b>								
September	290	1 045	16	1 916	782	1 091	719	336
December	258	809	75	1 781	783	1 032	744	470
March	199	591	114	1 766	460	1 180	708	497
June	258	662	108	1 783	918	981	718	714
<b>2011-12</b>								
September	162	589	73	1 807	882	1 058	813	533
December	128	748	78	1 414	689	1 313	875	414
March	34	491	41	1 374	903	1 198	887	331
TREND								
<b>2009-10</b>								
March	160	980	74	1 728	741	1 147	763	518
June	214	1 027	74	1 843	695	1 072	750	425
<b>2010-11</b>								
September	254	951	79	1 889	656	1 066	747	388
December	278	808	93	1 857	665	1 083	731	447
March	270	674	102	1 790	720	1 066	711	554
June	237	621	101	1 780	760	1 065	744	610
<b>2011-12</b>								
September	181	641	86	1 682	819	1 116	800	550
December	113	631	66	1 524	833	1 191	858	441
March	55	584	53	1 395	813	1 268	898	324
^ 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								

	Information media and telecom.	Financial and insurance services(a)	Rental, hiring and real estate services	Professional, scientific and technical services	Administrative and support services	Arts and recreation services	Other services	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
<b>2009-10</b>								
March	*8	**15	^ 2 620	^ 1 272	*192	^ 88	^ 577	9 824
June	*13	**55	2 525	^ 883	*148	*54	^ 399	9 730
<b>2010-11</b>								
September	**16	**28	^ 2 903	^ 927	*152	**7	^ 588	11 081
December	**1	*157	^ 3 197	*712	^ 315	^ 70	^ 499	11 710
March	*10	**47	3 089	^ 928	^ 101	^ 106	^ 566	9 692
June	*20	**24	2 821	^ 706	^ 110	^ 89	^ 404	9 931
<b>2011-12</b>								
September	*30	**83	3 135	^ 1 009	*99	^ 72	732	11 345
December	*42	^ 200	3 106	^ 999	*194	^ 107	^ 408	11 594
March	^ 41	** -190	2 944	^ 441	*195	**18	^ 364	8 379
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	8	15	2 719	1 302	205	73	568	10 712
June	13	55	2 659	1 045	155	69	465	10 455
<b>2010-11</b>								
September	16	28	2 809	836	151	19	508	10 562
December	1	157	3 065	610	295	55	518	10 653
March	10	47	3 175	952	115	93	546	10 455
June	20	24	2 967	874	120	104	486	10 737
<b>2011-12</b>								
September	30	83	3 029	926	96	88	623	10 791
December	42	200	2 987	891	172	87	428	10 465
March	41	-190	3 016	461	210	7	348	9 152
TREND								
<b>2009-10</b>								
March	8	46	2 510	1 280	194	88	556	10 791
June	11	47	2 674	1 052	179	61	516	10 641
<b>2010-11</b>								
September	11	69	2 888	827	194	39	501	10 557
December	8	85	3 015	759	198	56	509	10 592
March	10	64	3 093	818	165	82	534	10 654
June	19	78	3 059	924	118	103	549	10 768
<b>2011-12</b>								
September	31	85	3 007	906	119	92	524	10 637
December	38	51	2 997	776	160	65	460	10 202
March	42	-24	3 011	608	201	40	394	9 661
^	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			
*	estimate has a relative standard error of 25% to 50% and should be used with caution			(a)	See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry			

	Mining	Manufacturing	Electricity, gas, water and waste services	Construction	Wholesale trade	Retail trade	Accommodation and food services	Transport, postal and warehousing
	%	%	%	%	%	%	%	%
ORIGINAL								
<b>2009-10</b>								
March	32.6	0.3	-7.0	-45.6	-27.0	-33.2	-31.7	-38.4
June	37.6	5.3	-2.7	76.9	-46.8	-4.9	9.3	-5.0
<b>2010-11</b>								
September	31.0	20.7	-66.8	2.3	103.6	16.6	1.0	-8.7
December	-11.8	-23.3	220.3	-0.7	14.9	12.5	19.0	46.6
March	-22.1	-46.1	47.2	-23.5	-57.2	-17.3	-17.4	-22.7
June	51.4	45.7	9.4	10.4	107.8	-13.6	-13.2	56.3
<b>2011-12</b>								
September	-47.0	-6.4	-14.1	12.8	10.7	21.1	32.5	-10.6
December	-19.7	25.8	-24.8	-14.0	-10.7	47.2	25.0	-17.8
March	-73.7	-51.9	-49.1	-30.7	-4.8	-34.2	-13.7	-42.9
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	25.9	32.9	-2.9	-26.8	0.1	-8.7	-23.2	-18.1
June	17.5	-16.9	-16.4	53.5	-48.5	-8.1	28.9	-10.4
<b>2010-11</b>								
September	53.8	13.6	-74.5	-6.9	76.5	4.4	-13.6	-24.2
December	-11.0	-22.6	365.3	-7.0	0.1	-5.4	3.5	39.8
March	-22.8	-26.9	51.6	-0.8	-41.2	14.4	-4.9	5.8
June	29.5	12.1	-5.3	1.0	99.4	-16.9	1.4	43.6
<b>2011-12</b>								
September	-37.5	-11.1	-32.9	1.3	-3.9	7.8	13.3	-25.4
December	-20.7	27.0	7.8	-21.7	-21.9	24.1	7.6	-22.3
March	-73.6	-34.3	-48.1	-2.8	31.2	-8.8	1.3	-20.0
TREND								
<b>2009-10</b>								
March	47.4	9.5	4.4	16.3	-7.1	-8.4	-1.1	-10.5
June	34.1	4.8	1.1	6.7	-6.2	-6.5	-1.7	-17.9
<b>2010-11</b>								
September	18.5	-7.4	6.3	2.4	-5.6	-0.6	-0.3	-8.7
December	9.6	-15.0	17.7	-1.7	1.5	1.6	-2.1	15.1
March	-2.7	-16.5	9.9	-3.6	8.3	-1.6	-2.8	24.0
June	-12.5	-7.9	-1.6	-0.6	5.5	0.0	4.6	10.2
<b>2011-12</b>								
September	-23.7	3.3	-14.5	-5.5	7.7	4.7	7.6	-9.9
December	-37.6	-1.7	-23.4	-9.4	1.7	6.7	7.3	-19.8
March	-51.6	-7.4	-20.1	-8.5	-2.3	6.5	4.6	-26.5

	Information media and tele- communications	Financial and insurance services(a)	Rental, hiring and real estate services	Professional, scientific and technical services	Administrative and support services	Arts and recreation services	Other services	Total
	%	%	%	%	%	%	%	%
ORIGINAL								
<b>2009-10</b>								
March	420.3	-87.2	16.0	-17.0	-13.8	-42.1	1.1	-19.1
June	63.1	268.7	-3.6	-30.6	-22.9	-38.3	-30.9	-1.0
<b>2010-11</b>								
September	19.1	-49.1	15.0	5.0	2.7	-87.6	47.2	13.9
December	-93.9	457.4	10.1	-23.2	107.9	936.4	-15.1	5.7
March	940.8	-70.3	-3.4	30.4	-67.9	52.6	13.5	-17.2
June	103.6	-49.0	-8.7	-24.0	8.8	-16.5	-28.6	2.5
<b>2011-12</b>								
September	45.4	251.3	11.2	43.0	-10.2	-18.7	81.2	14.2
December	42.3	139.4	-0.9	-1.0	96.1	47.7	-44.3	2.2
March	-2.4	-195.2	-5.2	-55.9	0.7	-83.4	-10.7	-27.7
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	420.3	-87.2	28.6	-10.0	-0.1	-49.1	-2.8	-2.9
June	63.1	268.7	-2.2	-19.8	-24.5	-6.5	-18.0	-2.4
<b>2010-11</b>								
September	19.1	-49.1	5.6	-20.0	-2.6	-72.9	9.2	1.0
December	-93.9	457.4	9.1	-27.1	95.9	196.8	1.9	0.9
March	940.8	-70.3	3.6	56.2	-61.1	69.4	5.4	-1.9
June	103.6	-49.0	-6.6	-8.3	5.1	10.8	-11.0	2.7
<b>2011-12</b>								
September	45.4	251.3	2.1	6.0	-20.1	-15.4	28.3	0.5
December	42.3	139.4	-1.4	-3.8	78.4	-0.2	-31.4	-3.0
March	-2.4	-195.2	1.0	-48.2	22.2	-91.5	-18.6	-12.5
TREND								
<b>2009-10</b>								
March	71.0	-23.1	-0.1	-4.6	-4.2	0.8	8.6	1.1
June	34.7	3.8	6.5	-17.8	-7.4	-30.9	-7.3	-1.4
<b>2010-11</b>								
September	-3.5	45.6	8.0	-21.4	8.0	-35.2	-2.8	-0.8
December	-27.8	23.5	4.4	-8.3	2.2	43.4	1.6	0.3
March	26.8	-25.3	2.6	7.9	-16.9	46.0	4.9	0.6
June	96.1	23.0	-1.1	12.9	-28.4	24.9	2.8	1.1
<b>2011-12</b>								
September	59.6	7.8	-1.7	-1.9	0.9	-10.6	-4.6	-1.2
December	25.3	-39.9	-0.3	-14.4	34.2	-29.0	-12.2	-4.1
March	10.1	-146.5	0.5	-21.6	25.6	-38.6	-14.4	-5.3

(a) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

	Mining	Manufacturing	Electricity, gas, water and waste services	Construction	Wholesale trade	Retail trade	Accommodation and food services	Transport, postal and warehousing
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
<b>2009-10</b>								
March	15 103	8 946	2 097	4 038	5 099	3 906	1 823	3 916
June	24 604	9 774	2 354	6 936	4 404	4 239	1 800	4 020
<b>2010-11</b>								
September	25 546	9 686	2 463	5 640	5 812	4 456	1 994	4 793
December	23 363	8 927	2 202	5 763	6 386	6 313	2 318	5 451
March	20 074	7 559	2 014	^ 4 365	4 976	4 033	1 921	4 577
June	24 878	8 199	2 614	5 345	5 482	4 504	1 743	5 656
<b>2011-12</b>								
September	27 259	8 125	3 154	6 427	6 681	4 522	2 282	5 356
December	24 009	8 106	2 468	6 352	6 475	7 080	2 645	5 817
March	18 366	5 952	2 369	^ 4 398	5 578	4 289	2 310	4 654
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	16 390	10 160	2 280	4 932	5 598	4 759	1 885	4 370
June	24 925	9 693	2 278	6 882	4 894	4 688	2 112	4 113
<b>2010-11</b>								
September	24 132	9 236	2 174	5 485	5 483	4 819	1 912	4 847
December	22 572	8 399	2 412	5 063	5 647	4 652	2 033	4 803
March	21 911	8 558	2 203	5 274	5 573	4 936	1 990	5 125
June	25 077	8 105	2 530	5 328	5 973	4 931	2 044	5 757
<b>2011-12</b>								
September	25 655	7 767	2 778	6 212	6 290	4 924	2 196	5 401
December	23 328	7 662	2 698	5 558	5 747	5 247	2 312	5 145
March	20 150	6 725	2 600	5 420	6 229	5 263	2 400	5 214
TREND								
<b>2009-10</b>								
March	16 034	9 664	2 278	5 886	5 516	4 761	2 033	4 262
June	(b) 24 085	9 734	2 285	5 930	5 376	4 733	2 009	4 395
<b>2010-11</b>								
September	24 036	9 238	2 284	5 713	5 299	4 723	1 985	4 590
December	23 470	8 684	2 288	5 312	5 517	4 781	1 990	4 917
March	23 908	8 358	2 363	5 184	5 779	4 840	2 000	5 274
June	24 969	8 145	2 522	5 555	5 930	4 920	2 075	5 460
<b>2011-12</b>								
September	24 753	7 840	2 657	5 755	6 035	5 032	2 182	5 439
December	23 200	7 413	2 706	5 711	6 067	5 152	2 302	5 280
March	21 179	6 996	2 672	5 555	6 062	5 278	2 388	5 122

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

(a) This is the sum of company and unincorporated gross operating profits.  
(b) Break in series between this quarter and preceding quarter.

	Information media and tele- communications	Financial and insurance services(b)	Rental, hiring and real estate services	Professional, scientific and technical services	Administrative and support services	Arts and recreation services	Other services	Total
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL								
<b>2009-10</b>								
March	4 672	^ 693	6 080	3 316	^ 763	890	1 524	62 866
June	5 201	^ 1 009	6 048	3 106	^ 629	950	1 100	76 177
<b>2010-11</b>								
September	4 544	*602	6 593	3 161	^ 964	939	1 484	78 678
December	5 102	^ 1 978	7 231	^ 2 833	^ 1 325	960	^ 1 450	81 603
March	4 502	^ 868	6 313	^ 2 843	*528	1 093	1 507	67 173
June	4 871	1 214	6 575	^ 3 413	**208	1 004	^ 1 028	76 735
<b>2011-12</b>								
September	4 464	^ 1 285	7 384	4 256	^ 599	1 188	1 720	84 703
December	4 629	*475	7 595	4 224	*710	1 288	1 008	82 881
March	4 496	*799	6 793	2 814	^ 784	907	^ 953	65 465
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	4 852	741	6 497	3 635	874	961	1 503	69 437
June	5 180	674	6 396	3 310	752	996	1 225	78 118
<b>2010-11</b>								
September	4 711	619	6 373	2 857	813	921	1 390	75 771
December	4 795	2 257	6 696	2 613	1 234	855	1 436	75 468
March	4 683	891	6 705	3 157	636	1 169	1 469	74 281
June	4 802	868	6 960	3 628	348	1 053	1 176	78 579
<b>2011-12</b>								
September	4 643	1 316	7 120	3 961	435	1 174	1 598	81 469
December	4 361	776	7 029	3 985	621	1 174	998	76 642
March	4 683	813	7 255	3 131	898	991	911	72 684
TREND								
<b>2009-10</b>								
March	4 887	701	6 312	3 488	889	991	1 474	69 159
June	4 944	665	6 364	3 262	846	954	1 383	(c) 77 172
<b>2010-11</b>								
September	4 879	722	6 492	2 905	928	926	1 363	76 440
December	4 766	795	6 588	2 806	923	961	1 391	75 726
March	4 740	923	6 781	3 108	720	1 038	1 418	76 842
June	4 706	1 022	6 938	3 623	467	1 130	1 394	78 945
<b>2011-12</b>								
September	4 610	1 018	7 045	3 857	450	1 148	1 297	79 052
December	4 547	945	7 132	3 754	626	1 115	1 137	77 083
March	4 534	842	7 183	3 474	830	1 081	978	74 102

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

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

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

(a) This is the sum of company and unincorporated gross operating profits.  
 (b) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry  
 (c) Break in series between this quarter and preceding quarter.

	Mining	Manufacturing	Electricity, gas, water and waste services	Construction	Wholesale trade	Retail trade	Accommodation and food services	Transport, postal and warehousing
	%	%	%	%	%	%	%	%
ORIGINAL								
<b>2009-10</b>								
March	5.7	-2.3	0.0	-39.4	-26.9	-40.6	-26.2	-18.0
June	62.9	9.3	12.3	71.8	-13.6	8.5	-1.3	2.7
<b>2010-11</b>								
September	3.8	-0.9	4.6	-18.7	32.0	5.1	10.8	19.2
December	-8.5	-7.8	-10.6	2.2	9.9	41.7	16.2	13.7
March	-14.1	-15.3	-8.5	-24.3	-22.1	-36.1	-17.1	-16.0
June	23.9	8.5	29.8	22.5	10.2	11.7	-9.2	23.6
<b>2011-12</b>								
September	9.6	-0.9	20.7	20.2	21.9	0.4	30.9	-5.3
December	-11.9	-0.2	-21.8	-1.2	-3.1	56.6	15.9	8.6
March	-23.5	-26.6	-4.0	-30.8	-13.8	-39.4	-12.6	-20.0
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	17.7	17.1	-1.6	-16.1	-9.9	-2.9	-13.9	3.5
June	52.1	-4.6	-0.1	39.5	-12.6	-1.5	12.0	-5.9
<b>2010-11</b>								
September	-3.2	-4.7	-4.6	-20.3	12.0	2.8	-9.4	17.8
December	-6.5	-9.1	11.0	-7.7	3.0	-3.5	6.3	-0.9
March	-2.9	1.9	-8.7	4.2	-1.3	6.1	-2.1	6.7
June	14.4	-5.3	14.9	1.0	7.2	-0.1	2.7	12.3
<b>2011-12</b>								
September	2.3	-4.2	9.8	16.6	5.3	-0.1	7.4	-6.2
December	-9.1	-1.3	-2.9	-10.5	-8.6	6.6	5.3	-4.7
March	-13.6	-12.2	-3.6	-2.5	8.4	0.3	3.8	1.3
TREND								
<b>2009-10</b>								
March	10.7	8.0	-0.6	9.4	-0.3	-2.4	1.1	1.6
June	(b)na	0.7	0.3	0.8	-2.6	-0.6	-1.2	3.1
<b>2010-11</b>								
September	-0.2	-5.1	0.0	-3.7	-1.4	-0.2	-1.2	4.4
December	-2.4	-6.0	0.2	-7.0	4.1	1.2	0.2	7.1
March	1.9	-3.8	3.3	-2.4	4.7	1.2	0.5	7.3
June	4.4	-2.5	6.7	7.2	2.6	1.7	3.7	3.5
<b>2011-12</b>								
September	-0.9	-3.7	5.4	3.6	1.8	2.3	5.2	-0.4
December	-6.3	-5.5	1.8	-0.8	0.5	2.4	5.5	-2.9
March	-8.7	-5.6	-1.3	-2.7	-0.1	2.4	3.8	-3.0

na not available

(b) Break in series between this quarter and preceding quarter.

(a) This is the sum of the company and unincorporated gross operating profits.



	Information media and tele- communications	Financial and insurance services(b)	Rental, hiring and real estate services	Professional, scientific and technical services	Administrative and support services	Arts and recreation services	Other services	Total
	%	%	%	%	%	%	%	%
ORIGINAL								
<b>2009-10</b>								
March	-5.5	26.0	-6.1	-7.4	-29.6	-20.4	-8.6	-13.2
June	11.3	45.6	-0.5	-6.3	-17.5	6.8	-27.8	21.2
<b>2010-11</b>								
September	-12.6	-40.4	9.0	1.8	53.2	-1.1	34.9	3.3
December	12.3	228.6	9.7	-10.4	37.4	2.2	-2.3	3.7
March	-11.8	-56.1	-12.7	0.3	-60.1	13.9	3.9	-17.7
June	8.2	39.9	4.1	20.0	-60.6	-8.1	-31.8	14.2
<b>2011-12</b>								
September	-8.4	5.8	12.3	24.7	188.2	18.3	67.4	10.4
December	3.7	-63.0	2.9	-0.7	18.6	8.5	-41.4	-2.2
March	-2.9	68.3	-10.6	-33.4	10.4	-29.6	-5.5	-21.0
SEASONALLY ADJUSTED								
<b>2009-10</b>								
March	4.4	-8.8	9.3	7.2	-13.1	-6.7	-9.1	3.9
June	6.8	-9.0	-1.5	-8.9	-14.0	3.6	-18.5	12.5
<b>2010-11</b>								
September	-9.1	-8.2	-0.4	-13.7	8.2	-7.5	13.5	-3.0
December	1.8	264.7	5.1	-8.5	51.7	-7.1	3.4	-0.4
March	-2.3	-60.5	0.1	20.8	-48.4	36.7	2.3	-1.6
June	2.5	-2.6	3.8	14.9	-45.3	-9.9	-19.9	5.8
<b>2011-12</b>								
September	-3.3	51.7	2.3	9.2	24.9	11.5	35.8	3.7
December	-6.1	-41.0	-1.3	0.6	42.7	0.0	-37.5	-5.9
March	7.4	4.8	3.2	-21.4	44.6	-15.6	-8.7	-5.2
TREND								
<b>2009-10</b>								
March	2.5	-18.4	-1.4	3.7	-7.3	1.8	2.7	4.1
June	1.2	-5.2	0.8	-6.5	-4.8	-3.8	-6.2	(c)na
<b>2010-11</b>								
September	-1.3	8.6	2.0	-10.9	9.8	-2.9	-1.4	-0.9
December	-2.3	10.1	1.5	-3.4	-0.6	3.8	2.0	-0.9
March	-0.6	16.1	2.9	10.7	-22.0	8.0	1.9	1.5
June	-0.7	10.8	2.3	16.6	-35.2	8.8	-1.7	2.7
<b>2011-12</b>								
September	-2.0	-0.4	1.5	6.5	-3.6	1.6	-6.9	0.1
December	-1.4	-7.2	1.2	-2.7	39.2	-2.9	-12.3	-2.5
March	-0.3	-10.9	0.7	-7.5	32.5	-3.1	-14.0	-3.9

na not available

(a) This is the sum of the company and unincorporated gross operating profits.

(b) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

(c) Break in series between this quarter and preceding quarter.

	Mining	Manufacturing	Electricity, gas, water and waste services	Construction	Wholesale trade	Retail trade	Accom. and food services	Transport, postal and warehousing	Information media and telecom.
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL									
<b>2009-10</b>									
March	4 058	12 452	807	9 535	6 942	8 238	4 280	5 270	2 683
June	4 249	13 096	804	10 416	7 039	8 508	4 295	5 445	2 775
<b>2010-11</b>									
September	4 366	13 220	866	10 708	7 222	8 610	4 369	5 426	2 967
December	4 627	13 701	877	11 443	7 332	9 014	4 597	5 587	2 756
March	4 885	12 991	898	10 792	7 216	8 408	4 485	5 417	2 830
June	5 262	13 753	948	11 782	7 545	8 843	4 653	5 778	2 767
<b>2011-12</b>									
September	5 650	14 158	1 000	12 342	7 860	8 712	4 759	5 964	2 927
December	5 942	14 168	1 010	13 028	8 114	9 271	4 906	6 227	2 987
March	6 303	13 543	996	12 339	8 139	8 724	4 636	6 123	2 811
SEASONALLY ADJUSTED									
<b>2009-10</b>									
March	4 046	13 035	818	9 962	7 041	8 487	4 275	5 420	2 727
June	4 239	13 048	807	10 375	7 036	8 552	4 344	5 440	2 784
<b>2010-11</b>									
September	4 369	13 007	859	10 711	7 224	8 706	4 452	5 406	2 932
December	4 651	13 375	869	11 013	7 233	8 620	4 466	5 467	2 731
March	4 869	13 503	909	11 289	7 311	8 643	4 486	5 552	2 875
June	5 247	13 791	954	11 728	7 550	8 910	4 707	5 781	2 784
<b>2011-12</b>									
September	5 661	13 927	990	12 340	7 857	8 810	4 842	5 948	2 888
December	5 967	13 833	1 002	12 532	8 010	8 864	4 767	6 099	2 962
March	6 287	14 078	1 007	12 925	8 245	8 973	4 643	6 273	2 860
TREND									
<b>2009-10</b>									
March	4 051	12 973	807	10 007	7 004	8 491	4 271	5 358	2 757
June	4 226	13 019	824	10 354	7 092	8 587	4 355	5 422	2 801
<b>2010-11</b>									
September	4 397	13 121	846	10 687	7 162	8 624	4 416	5 433	2 835
December	4 619	13 298	875	10 994	7 235	8 662	4 464	5 465	2 830
March	4 906	13 553	913	11 345	7 361	8 720	4 556	5 583	2 810
June	5 255	13 754	952	11 774	7 557	8 791	4 690	5 756	2 836
<b>2011-12</b>									
September	5 623	13 860	983	12 210	7 806	8 853	4 771	5 940	2 883
December	5 973	13 943	1 001	12 594	8 035	8 893	4 764	6 109	2 904
March	6 287	14 012	1 012	12 918	8 232	8 925	4 699	6 254	2 913

	<i>Financial and insurance services</i>	<i>Rental, hiring and real estate services</i>	<i>Professional, scientific and technical services</i>	<i>Administrative and support services</i>	<i>Education and Training</i>	<i>Health Care and Social Assistance</i>	<i>Arts and recreation services</i>	<i>Other services</i>	<i>Total</i>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL									
<b>2009-10</b>									
March	7 633	2 322	11 802	6 527	3 140	7 152	1 070	3 389	97 300
June	8 029	2 465	12 838	7 120	3 521	7 618	1 097	3 541	102 857
<b>2010-11</b>									
September	8 117	2 450	13 193	7 190	3 455	7 799	1 115	3 625	104 697
December	8 538	2 516	14 077	7 297	3 734	8 164	1 129	3 596	108 986
March	8 013	2 313	13 677	7 163	3 188	7 949	1 112	3 503	104 840
June	7 993	2 486	14 583	7 477	3 510	8 753	1 119	3 732	110 984
<b>2011-12</b>									
September	8 433	2 577	14 399	7 332	3 468	8 662	1 104	3 652	112 997
December	8 513	2 615	14 877	7 415	3 629	8 719	1 165	3 782	116 368
March	8 421	2 305	14 505	7 254	3 296	8 557	1 106	3 876	112 933
SEASONALLY ADJUSTED									
<b>2009-10</b>									
March	7 795	2 456	12 275	6 680	3 393	7 358	1 081	3 480	100 326
June	8 098	2 482	12 549	7 023	3 479	7 494	1 097	3 521	102 368
<b>2010-11</b>									
September	8 090	2 418	13 194	7 158	3 467	7 810	1 121	3 579	104 504
December	8 330	2 400	13 886	7 259	3 506	8 054	1 112	3 574	106 547
March	8 161	2 448	14 186	7 338	3 447	8 187	1 123	3 593	107 920
June	8 087	2 503	14 270	7 369	3 460	8 605	1 120	3 708	110 575
<b>2011-12</b>									
September	8 390	2 541	14 393	7 305	3 481	8 677	1 111	3 607	112 768
December	8 311	2 496	14 680	7 369	3 410	8 604	1 147	3 761	113 815
March	8 565	2 437	15 034	7 436	3 568	8 812	1 116	3 970	116 227
TREND									
<b>2009-10</b>									
March	7 896	2 441	12 107	6 733	3 453	7 345	1 099	3 524	100 315
June	8 018	2 454	12 621	6 962	3 480	7 547	1 098	3 536	102 394
<b>2010-11</b>									
September	8 164	2 432	13 242	7 154	3 496	7 770	1 109	3 547	104 437
December	8 210	2 419	13 780	7 277	3 485	8 025	1 119	3 589	106 345
March	8 193	2 449	14 143	7 328	3 468	8 294	1 118	3 616	108 357
June	8 197	2 501	14 301	7 343	3 455	8 506	1 119	3 632	110 418
<b>2011-12</b>									
September	8 272	2 516	14 454	7 347	3 454	8 632	1 124	3 686	112 414
December	8 399	2 495	14 693	7 371	3 477	8 704	1 127	3 780	114 262
March	8 518	2 460	14 966	7 408	3 512	8 749	1 126	3 894	115 884

	Mining	Manufacturing	Electricity, gas, water and waste services	Construction	Wholesale trade	Retail trade	Accom. and food services	Transport, postal and warehousing	Information media and telecom.
	%	%	%	%	%	%	%	%	%
ORIGINAL									
<b>2009-10</b>									
March	3.5	-5.6	0.3	-6.0	-1.7	-6.3	-0.9	-0.9	-2.6
June	4.7	5.2	-0.3	9.2	1.4	3.3	0.4	3.3	3.4
<b>2010-11</b>									
September	2.7	0.9	7.7	2.8	2.6	1.2	1.7	-0.4	6.9
December	6.0	3.6	1.2	6.9	1.5	4.7	5.2	3.0	-7.1
March	5.6	-5.2	2.4	-5.7	-1.6	-6.7	-2.4	-3.0	2.7
June	7.7	5.9	5.7	9.2	4.6	5.2	3.8	6.7	-2.2
<b>2011-12</b>									
September	7.4	2.9	5.4	4.8	4.2	-1.5	2.3	3.2	5.8
December	5.2	0.1	1.0	5.6	3.2	6.4	3.1	4.4	2.1
March	6.1	-4.4	-1.4	-5.3	0.3	-5.9	-5.5	-1.7	-5.9
SEASONALLY ADJUSTED									
<b>2009-10</b>									
March	2.6	1.3	2.8	2.1	1.2	0.9	1.8	4.3	-0.1
June	4.8	0.1	-1.3	4.1	-0.1	0.8	1.6	0.4	2.1
<b>2010-11</b>									
September	3.1	-0.3	6.5	3.2	2.7	1.8	2.5	-0.6	5.3
December	6.5	2.8	1.2	2.8	0.1	-1.0	0.3	1.1	-6.9
March	4.7	1.0	4.6	2.5	1.1	0.3	0.5	1.6	5.3
June	7.8	2.1	4.9	3.9	3.3	3.1	4.9	4.1	-3.2
<b>2011-12</b>									
September	7.9	1.0	3.8	5.2	4.1	-1.1	2.9	2.9	3.7
December	5.4	-0.7	1.2	1.6	1.9	0.6	-1.5	2.5	2.5
March	5.4	1.8	0.4	3.1	2.9	1.2	-2.6	2.8	-3.5
TREND									
<b>2009-10</b>									
March	4.8	0.3	1.4	3.2	0.9	1.4	1.5	1.9	1.1
June	4.3	0.4	2.0	3.5	1.3	1.1	1.9	1.2	1.6
<b>2010-11</b>									
September	4.1	0.8	2.7	3.2	1.0	0.4	1.4	0.2	1.2
December	5.0	1.3	3.5	2.9	1.0	0.4	1.1	0.6	-0.2
March	6.2	1.9	4.3	3.2	1.7	0.7	2.1	2.2	-0.7
June	7.1	1.5	4.3	3.8	2.7	0.8	2.9	3.1	0.9
<b>2011-12</b>									
September	7.0	0.8	3.3	3.7	3.3	0.7	1.7	3.2	1.7
December	6.2	0.6	1.9	3.1	2.9	0.4	-0.1	2.9	0.7
March	5.3	0.5	1.0	2.6	2.4	0.4	-1.4	2.4	0.3

	<i>Financial and insurance services</i>	<i>Rental, hiring and real estate services</i>	<i>Professional, scientific and technical services</i>	<i>Administrative and support services</i>	<i>Education and Training</i>	<i>Health Care and Social Assistance</i>	<i>Arts and recreation services</i>	<i>Other services</i>	<i>Total</i>
	%	%	%	%	%	%	%	%	%
ORIGINAL									
<b>2009-10</b>									
March	-5.2	-7.3	0.2	-0.8	-14.2	-2.8	-5.8	-6.2	-3.6
June	5.2	6.2	8.8	9.1	12.1	6.5	2.6	4.5	5.7
<b>2010-11</b>									
September	1.1	-0.6	2.8	1.0	-1.9	2.4	1.6	2.4	1.8
December	5.2	2.7	6.7	1.5	8.1	4.7	1.3	-0.8	4.1
March	-6.1	-8.1	-2.8	-1.8	-14.6	-2.6	-1.5	-2.6	-3.8
June	-0.2	7.5	6.6	4.4	10.1	10.1	0.6	6.5	5.9
<b>2011-12</b>									
September	5.5	3.7	-1.3	-1.9	-1.2	-1.0	-1.4	-2.2	1.8
December	0.9	1.5	3.3	1.1	4.6	0.7	5.6	3.6	3.0
March	-1.1	-11.9	-2.5	-2.2	-9.2	-1.9	-5.1	2.5	-3.0
SEASONALLY ADJUSTED									
<b>2009-10</b>									
March	-0.7	2.8	5.8	2.0	-1.2	1.3	-3.4	-2.9	1.7
June	3.9	1.1	2.2	5.1	2.5	1.9	1.5	1.2	2.0
<b>2010-11</b>									
September	-0.1	-2.6	5.1	1.9	-0.3	4.2	2.1	1.6	2.1
December	3.0	-0.7	5.2	1.4	1.1	3.1	-0.8	-0.1	2.0
March	-2.0	2.0	2.2	1.1	-1.7	1.7	1.0	0.5	1.3
June	-0.9	2.2	0.6	0.4	0.4	5.1	-0.3	3.2	2.5
<b>2011-12</b>									
September	3.7	1.5	0.9	-0.9	0.6	0.8	-0.8	-2.7	2.0
December	-0.9	-1.8	2.0	0.9	-2.0	-0.8	3.2	4.3	0.9
March	3.1	-2.4	2.4	0.9	4.6	2.4	-2.7	5.6	2.1
TREND									
<b>2009-10</b>									
March	1.3	2.2	2.2	3.1	1.0	1.4	-0.9	0.8	1.7
June	1.5	0.5	4.2	3.4	0.8	2.7	-0.1	0.4	2.1
<b>2010-11</b>									
September	1.8	-0.9	4.9	2.8	0.5	3.0	1.0	0.3	2.0
December	0.6	-0.5	4.1	1.7	-0.3	3.3	0.9	1.2	1.8
March	-0.2	1.3	2.6	0.7	-0.5	3.3	-0.1	0.7	1.9
June	0.0	2.1	1.1	0.2	-0.4	2.6	0.1	0.5	1.9
<b>2011-12</b>									
September	0.9	0.6	1.1	0.1	0.0	1.5	0.4	1.5	1.8
December	1.5	-0.8	1.7	0.3	0.6	0.8	0.3	2.6	1.6
March	1.4	-1.4	1.9	0.5	1.0	0.5	0.0	3.0	1.4

	<i>New South Wales</i>	<i>Victoria</i>	<i>Queensland</i>	<i>South Australia</i>	<i>Western Australia</i>	<i>Tasmania</i>	<i>Northern Territory</i>	<i>Australian Capital Territory</i>	<i>Total</i>
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ORIGINAL									
<b>2009-10</b>									
March	32 767	24 474	17 719	5 933	12 134	1 752	847	^ 1 675	97 300
June	34 777	25 739	19 131	6 122	12 626	1 776	958	^ 1 727	102 857
<b>2010-11</b>									
September	35 044	26 799	19 145	6 209	13 131	^ 1 721	^ 929	^ 1 720	104 697
December	36 482	27 669	19 968	6 400	14 084	1 772	947	1 665	108 986
March	34 958	26 588	18 904	6 186	13 921	1 748	877	1 657	104 840
June	36 877	28 042	20 236	6 280	14 952	1 817	983	1 797	110 984
<b>2011-12</b>									
September	37 345	28 325	20 788	6 562	15 320	1 781	1 056	1 820	112 997
December	37 962	29 251	21 851	6 635	15 911	1 849	1 058	1 852	116 368
March	36 994	28 072	21 202	6 579	15 649	1 746	923	1 768	112 933
SEASONALLY ADJUSTED									
<b>2009-10</b>									
March	33 823	25 336	18 464	6 003	12 460	1 786	909	1 749	100 326
June	34 450	25 676	18 871	6 157	12 555	1 763	945	1 684	102 368
<b>2010-11</b>									
September	35 060	26 765	19 017	6 216	13 130	1 743	902	1 694	104 504
December	35 701	26 882	19 580	6 283	13 815	1 731	924	1 664	106 547
March	36 068	27 477	19 693	6 261	14 266	1 780	943	1 727	107 920
June	36 535	27 997	19 961	6 321	14 882	1 802	970	1 754	110 575
<b>2011-12</b>									
September	37 363	28 274	20 661	6 560	15 319	1 806	1 024	1 791	112 768
December	37 159	28 441	21 424	6 516	15 616	1 807	1 032	1 851	113 815
March	38 149	28 986	22 072	6 660	16 016	1 777	993	1 842	116 227
TREND									
<b>2009-10</b>									
March	33 869	25 261	18 506	6 038	12 285	1 751	915	1 710	100 315
June	34 448	25 880	18 793	6 130	12 675	1 763	920	1 702	102 394
<b>2010-11</b>									
September	35 064	26 484	19 132	6 216	13 156	1 750	921	1 685	104 437
December	35 608	27 026	19 431	6 252	13 726	1 748	922	1 685	106 345
March	36 145	27 509	19 702	6 291	14 331	1 771	942	1 714	108 357
June	36 620	27 901	20 083	6 369	14 846	1 798	982	1 756	110 418
<b>2011-12</b>									
September	37 064	28 254	20 668	6 472	15 275	1 806	1 009	1 798	112 414
December	37 509	28 563	21 370	6 569	15 658	1 799	1 019	1 831	114 262
March	37 964	28 884	22 084	6 648	16 004	1 788	1 016	1 858	115 884

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

	New South Wales	Victoria	Queensland	South Australia	Western Australia	Tasmania(a)	Northern Territory(a)	Australian Capital Territory(a)	Total
	%	%	%	%	%	%	%	%	%
ORIGINAL									
<b>2009-10</b>									
March	-4.1	-4.1	-5.1	-2.6	-0.5	1.0	-6.3	0.0	-3.6
June	6.1	5.2	8.0	3.2	4.1	1.4	13.1	3.1	5.7
<b>2010-11</b>									
September	0.8	4.1	0.1	1.4	4.0	-3.1	-3.1	-0.4	1.8
December	4.1	3.2	4.3	3.1	7.3	2.9	1.9	-3.2	4.1
March	-4.2	-3.9	-5.3	-3.3	-1.2	-1.3	-7.3	-0.5	-3.8
June	5.5	5.5	7.0	1.5	7.4	3.9	12.1	8.5	5.9
<b>2011-12</b>									
September	1.3	1.0	2.7	4.5	2.5	-2.0	7.4	1.3	1.8
December	1.7	3.3	5.1	1.1	3.9	3.8	0.1	1.8	3.0
March	-2.5	-4.0	-3.0	-0.8	-1.6	-5.5	-12.8	-4.5	-3.0
SEASONALLY ADJUSTED									
<b>2009-10</b>									
March	1.1	2.4	0.8	0.4	4.2	5.4	2.9	4.6	1.7
June	1.9	1.3	2.2	2.6	0.8	-1.3	4.0	-3.7	2.0
<b>2010-11</b>									
September	1.8	4.2	0.8	1.0	4.6	-1.1	-4.6	0.6	2.1
December	1.8	0.4	3.0	1.1	5.2	-0.7	2.5	-1.8	2.0
March	1.0	2.2	0.6	-0.3	3.3	2.8	2.1	3.8	1.3
June	1.3	1.9	1.4	1.0	4.3	1.2	2.8	1.6	2.5
<b>2011-12</b>									
September	2.3	1.0	3.5	3.8	2.9	0.2	5.5	2.1	2.0
December	-0.5	0.6	3.7	-0.7	1.9	0.1	0.8	3.4	0.9
March	2.7	1.9	3.0	2.2	2.6	-1.7	-3.8	-0.5	2.1
TREND									
<b>2009-10</b>									
March	1.4	2.1	0.9	1.1	2.1	2.2	2.7	0.7	1.7
June	1.7	2.5	1.5	1.5	3.2	0.7	0.6	-0.5	2.1
<b>2010-11</b>									
September	1.8	2.3	1.8	1.4	3.8	-0.7	0.1	-1.0	2.0
December	1.6	2.0	1.6	0.6	4.3	-0.1	0.1	0.0	1.8
March	1.5	1.8	1.4	0.6	4.4	1.3	2.2	1.7	1.9
June	1.3	1.4	1.9	1.2	3.6	1.5	4.2	2.5	1.9
<b>2011-12</b>									
September	1.2	1.3	2.9	1.6	2.9	0.4	2.7	2.4	1.8
December	1.2	1.1	3.4	1.5	2.5	-0.4	1.0	1.8	1.6
March	1.2	1.1	3.3	1.2	2.2	-0.6	-0.3	1.5	1.4

(a) The relative standard errors on movement estimates for these states are significantly higher than those of the larger states, and the quarterly movement estimates should be used with caution.

## SALES/WAGES AND SALARIES RATIO(a)(b), Current prices - Original

	Mining	Manufacturing	Electricity, gas, water and waste services	Construction	Wholesale trade	Retail trade	Accommodation and food services	Transport, postal and warehousing
<b>2009-10</b>								
March	8.65	7.43	11.83	5.55	13.26	9.45	3.93	4.71
June	11.75	6.97	12.45	6.02	13.44	9.42	3.84	4.63
<b>2010-11</b>								
September	11.63	7.00	12.29	5.64	13.21	9.28	3.96	4.95
December	10.52	6.86	11.20	5.64	13.23	9.79	4.10	5.07
March	9.26	6.67	11.79	5.24	13.08	9.32	3.94	4.96
June	10.23	6.79	12.96	5.45	13.14	9.25	3.86	5.06
<b>2011-12</b>								
September	10.20	6.76	13.28	5.12	13.15	9.58	4.00	4.93
December	9.59	6.71	12.41	5.04	13.14	10.00	4.04	4.94
March	7.71	6.40	12.62	4.68	12.55	9.40	3.99	4.74

(a) Sales refer to Sales of goods and services.

(b) Ratio is calculated by dividing Sales by Wages and salaries.

SALES/WAGES AND SALARIES RATIO(a)(b), Current prices - Original *continued*

	Information media and tele- communications	Financial and insurance services(c)	Rental, hiring and real estate services	Professional, scientific and technical services	Administrative and support services	Arts and recreation services	Other services
<b>2009-10</b>							
March	6.26	1.12	6.58	2.69	2.31	4.96	3.28
June	6.41	1.17	6.44	2.83	2.22	5.09	3.19
<b>2010-11</b>							
September	5.89	1.07	6.66	2.81	2.29	4.98	3.16
December	6.61	1.10	6.47	2.85	2.40	5.27	3.17
March	6.14	0.97	6.65	2.67	2.31	5.39	3.11
June	6.67	1.03	6.54	2.82	2.20	5.41	3.13
<b>2011-12</b>							
September	6.19	0.97	6.47	2.94	2.24	5.74	3.30
December	6.19	1.03	6.48	2.93	2.37	5.76	3.30
March	6.13	0.86	6.94	2.77	2.38	5.53	3.18

(a) Sales refer to Sales of goods and services.

(b) Ratio is calculated by dividing Sales by Wages and salaries.

(c) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry



## BUSINESS GROSS OPERATING PROFITS/SALES RATIO(a)(b), Current prices - Original

	Mining	Manufacturing	Electricity, gas, water and waste services	Construction	Wholesale trade	Retail trade	Accommodation and food services	Transport, postal and warehousing
<b>2009-10</b>								
March	0.43	0.10	0.22	0.08	0.06	0.05	0.11	0.16
June	0.49	0.11	0.24	0.11	0.05	0.05	0.11	0.16
<b>2010-11</b>								
September	0.50	0.10	0.23	0.09	0.06	0.06	0.12	0.18
December	0.48	0.10	0.22	0.09	0.07	0.07	0.12	0.19
March	0.44	0.09	0.19	0.08	0.05	0.05	0.11	0.17
June	0.46	0.09	0.21	0.08	0.06	0.06	0.10	0.19
<b>2011-12</b>								
September	0.47	0.08	0.24	0.10	0.06	0.05	0.12	0.18
December	0.42	0.09	0.20	0.10	0.06	0.08	0.13	0.19
March	0.38	0.07	0.19	0.08	0.05	0.05	0.12	0.16

(a) Sales refers to Sales of goods and services.

(b) Ratio is calculated by dividing Business gross operating profits by Sales.

## BUSINESS GROSS OPERATING PROFITS/SALES RATIO(a)(b), Current prices - Original

*continued*

	Information media and tele- communications	Financial and insurance services(c)	Rental, hiring and real estate services	Professional, scientific and technical services	Administrative and support services	Arts and recreation services	Other services
<b>2009-10</b>							
March	0.28	0.08	0.40	0.10	0.05	0.17	0.14
June	0.29	0.11	0.38	0.09	0.04	0.17	0.10
<b>2010-11</b>							
September	0.26	0.07	0.40	0.09	0.06	0.17	0.13
December	0.28	0.21	0.44	0.07	0.08	0.16	0.13
March	0.26	0.11	0.41	0.08	0.03	0.18	0.14
June	0.26	0.15	0.40	0.08	0.01	0.17	0.09
<b>2011-12</b>							
September	0.25	0.16	0.44	0.10	0.04	0.19	0.14
December	0.25	0.05	0.45	0.10	0.04	0.19	0.08
March	0.26	0.11	0.42	0.07	0.05	0.15	0.08

(a) Sales refers to Sales of goods and services.

(b) Ratio is calculated by dividing Business gross operating profits by Sales.

(c) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

INVENTORIES/SALES RATIO(a)(b), Current prices - Original

	<i>Mining</i>	<i>Manufacturing</i>	<i>Electricity, gas, water and waste services</i>	<i>Wholesale trade</i>	<i>Retail trade</i>	<i>Accommodation and food services</i>
<b>2009-10</b>						
March	0.32	0.50	0.05	0.53	0.40	0.09
June	0.23	0.52	0.05	0.48	0.39	0.09
<b>2010-11</b>						
September	0.24	0.52	0.06	0.48	0.41	0.09
December	0.21	0.51	0.06	0.48	0.37	0.09
March	0.26	0.57	0.08	0.50	0.41	0.09
June	0.25	0.54	0.07	0.47	0.40	0.09
<b>2011-12</b>						
September	0.24	0.52	0.06	0.46	0.40	0.08
December	0.25	0.51	0.06	0.46	0.36	0.08
March	0.30	0.58	0.06	0.48	0.40	0.07

(a) Sales refers to Sales of goods and services.

(b) Ratio is calculated by dividing Inventories by Sales.

# WHAT IF...? REVISIONS TO TREND ESTIMATES

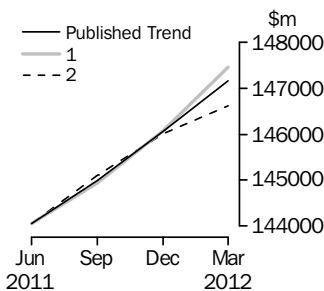
## EFFECT OF NEW SEASONALLY ADJUSTED ESTIMATES ON TREND ESTIMATES

### TREND REVISIONS

The most recent seasonally adjusted and trend estimates are likely to be revised when original estimates for subsequent quarters become available. To assess reliability of the trend estimate at the current end, the 'what-if' chart presents trend estimates under different scenarios for the next quarter. The approximate effect of two possible scenarios on the current and previous trend estimates for total company gross operating profits and total inventories are presented below.

1. Next quarter's seasonally adjusted estimate of total inventories, and seasonally adjusted estimate for company gross operating profits respectively, are higher than the current quarter's estimate by the percentage shown.
2. Next quarter's seasonally adjusted estimate of total inventories, and seasonally adjusted estimate for company gross operating profits respectively, are lower than the current quarter's estimate by the percentage shown.

### INVENTORIES (CHAIN VOLUME MEASURES)



	Trend as published		WHAT IF NEXT QUARTER'S SEASONALLY ADJUSTED ESTIMATE:			
	\$m	%	rises by 1.0% on this quarter (1)		falls by 1.0% on this quarter (2)	
	\$m	%	\$m	%	\$m	%
<b>2011</b>						
June	144 049	0.5	144 049	0.5	144 049	0.5
September	144 996	0.7	144 938	0.6	145 113	0.7
December	146 062	0.7	146 076	0.8	146 017	0.6
<b>2012</b>						
March	147 166	0.8	147 452	0.9	146 614	0.4

### COMPANY GROSS OPERATING PROFITS (CURRENT PRICES)



	Trend as published		WHAT IF NEXT QUARTER'S SEASONALLY ADJUSTED ESTIMATE:			
	\$m	%	rises by 4.4% on this quarter (1)		falls by 4.4% on this quarter (2)	
	\$m	%	\$m	%	\$m	%
<b>2011</b>						
June	68 177	3.0	68 177	3.0	68 177	3.0
September	68 415	0.3	68 384	0.3	68 765	0.9
December	66 881	-2.2	66 916	-2.1	66 784	-2.9
<b>2012</b>						
March	64 440	-3.6	65 479	-2.1	63 648	-4.7

## EXPLANATORY NOTES

### INTRODUCTION

**1** This publication contains estimates of sales of goods and services, wages and salaries (from the December quarter 2001 issue), company profits, and the book value of inventories for selected industries in Australia. The series have been compiled from data collected by the Australian Bureau of Statistics (ABS) in its Quarterly Business Indicators Survey. The survey, which was fully implemented in the March quarter 2001, collects data from private sector businesses.

### SCOPE AND COVERAGE

**2** The Quarterly Business Indicators Survey, like most ABS economic collections, takes its frame from Employing and Non-Employing Units on the ABS Business Register which is primarily based on ABN registrations to the Australian Business Register, which is managed by the Australian Taxation Office (ATO). The frame is updated quarterly to take account of new businesses and changes in the characteristics of businesses, such as industry and size.

**3** Businesses are removed from the frame when their ABN has been cancelled by the ATO. This may occur when the business requests for its ABN to be cancelled or otherwise does not remit either Income Tax Withholding, or Goods and Services Tax, for the previous five quarters.

**4** The statistics in this publication exclude micro non-employed businesses. Though there are a substantial number of these businesses, it is expected that they would not contribute significantly to the estimates, although the impact would vary from industry to industry.

**5** Inventories data are not collected from businesses with fewer than 20 employees, as smaller businesses generally have difficulty in providing accurate quarterly information on the level of their inventories. Estimates for these businesses are derived by applying sales information to an estimated inventories to sales ratio.

**6** Profits data are not collected from employing businesses with less than 20 employees. Estimates for these businesses are derived by applying sales information to an estimated profits to sales ratio.

**7** The industries and the data items collected, classified according to the Australian and New Zealand Standard Industrial Classification (ANZSIC), 2006 (cat. no. 1292.0), included in this publication are:

## EXPLANATORY NOTES *continued*

### SCOPE AND COVERAGE

*continued*

<i>Industries</i>	<i>Sales of goods and services</i>	<i>Wages and salaries</i>	<i>Profits</i>	<i>Inventories</i>
Mining (Division B)	Y	Y	Y	Y
Manufacturing (Division C)	Y	Y	Y	Y
Electricity, Gas, Water and Waste Services (Division D)				
Electricity Supply (26)	Y	Y	Y	Y
Gas Supply (27)	Y	Y	Y	Y
Water Supply, Sewerage and Drainage Services (28)	Y	Y	Y	N
Waste Collection, Treatment and Disposal Services (29)	Y	Y	Y	N
Construction (Division E)	Y	Y	Y	N
Wholesale Trade (Division F)	Y	Y	Y	Y
Retail Trade (Division G)	Y	Y	Y	Y
Accommodation and Foods Services (Division H)	Y	Y	Y	Y
Transport, Postal and Warehousing (Division I)	Y	Y	Y	N
Information Media and Telecommunications (Division J)	Y	Y	Y	N
Finance and Insurance Services (Div. K)				
Depository Financial Intermediation (622)	N	Y	N	N
Non-Depository Financing (623)	Y	Y	Y	N
Financial Asset Investing (624)	Y	Y	Y	N
Insurance and Super. Funds (63)	N	Y	N	N
Auxiliary Finance and Insurance Services (64)	Y	Y	Y	N
Rental, Hiring and Real Estate Services (Division L)	Y	Y	Y	N
Professional, Scientific and Technical Services (Division M)	Y	Y	Y	N
Administrative and Support Services (Division N)	Y	Y	Y	N
Education and Training (Division P)	N	Y	N	N
Health Care and Social Assistance (Division Q)	N	Y	N	N
Arts and Recreational Services (Division R)	Y	Y	Y	N
Other Services (Division S)	Y	Y	Y	N

### STATISTICAL UNIT

**8** In the Quarterly Business Indicators Survey the statistical unit used to represent businesses, and for which statistics are reported, is the Australian Business Number (ABN) unit, in most cases. The ABN unit is the business unit which has registered for an ABN, and thus appears on the ATO administered Australian Business Register. This unit is suitable for ABS statistical needs when the business is simple in structure.

**9** For more significant and diverse businesses where the ABN unit is not suitable for ABS statistical needs, the statistical unit used is the Type of Activity Unit (TAU). A 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 Australian and New Zealand Standard Industrial Classification (ANZSIC)). Where a business cannot supply adequate data for each industry, a TAU is formed which contains activity in more than one industry subdivision and the TAU is classified to the predominant ANZSIC subdivision. 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 (cat.no.1292.0)

## EXPLANATORY NOTES *continued*

### CLASSIFICATIONS

**10** The Australian and New Zealand Standard Industrial Classification has been developed for use in both countries for the production and analysis of industry statistics. For more information, users are referred to Australian and New Zealand Standard Industrial Classification (ANZSIC), 2006 (cat. no. 1292.0).

**11** In order to classify data by industry, each statistical unit (as defined above) is classified to the Australian and New Zealand Standard Industrial Classification industry in which it mainly operates.

### SURVEY METHODOLOGY

**12** The survey is conducted by mail on a quarterly basis. It is based on a random sample of approximately 16,000 units which is stratified by industry, state/territory and number of employees. All private sector units with over 300 employees, and other statistically significant units, such as joint venture partners, are included in the sample.

**13** Respondents are asked to provide data on the same basis as their own management accounts. Where a selected unit does not respond in a given survey period, a value is estimated. If data are subsequently provided, the estimated value is replaced with the reported data. Aggregates are calculated from all data using the 'number raised' estimation technique. Data are edited at both individual unit level and aggregate level.

### TIMING OF SURVEY CYCLE

**14** Surveys are conducted in respect of each quarter and returns are completed during the eight or nine week period after the end of the quarter to which survey data relate e.g. December quarter survey returns are completed during January and February.

### SAMPLE REVISION

**15** The survey frames and samples are revised each quarter to ensure that they remain representative of the survey population. The timing for creating each quarter's survey frame is consistent with that of other ABS business surveys. This provides for greater consistency when comparing data across surveys.

**16** Additionally, with these revisions to the sample, some of the units from the sampled sector are rotated out of the survey and are replaced by others, to spread the reporting workload equitably.

### SEASONAL ADJUSTMENT

**17** The quarterly original estimates in this publication are affected in varying degrees by seasonal influences. The seasonal adjustment process estimates and removes the effects of normal seasonal variations from the original estimates so that the effects of other influences can be more clearly recognised.

**18** In the seasonal adjustment process, account has been taken of both normal seasonal factors (e.g. increase in retail sales due to the Christmas period) and also trading day effects when significant (arising from the varying lengths of the quarters and the varying numbers of Sundays, Mondays, Tuesdays etc. in each quarter) to produce the seasonally adjusted estimates. Particular care should be taken in interpreting quarterly movements in the seasonally adjusted estimates because seasonal adjustment does not remove the effect of irregular or non-seasonal influences (e.g. change in interest rates) and reflects the sampling and other errors to which the original estimates are subject.

**19** In this publication, the seasonally adjusted estimates are produced by the concurrent seasonal adjustment method which takes account of the latest available original estimates. This method improves the estimation of seasonal factors, and therefore, the seasonally adjusted and trend estimates for the current and previous quarters. As a result of this improvement, revisions to the seasonally adjusted and trend estimates will be observed for recent periods. A more detailed review is conducted annually prior to the September quarter release using data up to and including the June quarter.

## EXPLANATORY NOTES *continued*

### SEASONAL ADJUSTMENT

*continued*

**20** The revision properties of the seasonally adjusted and trend estimates can be improved by the use of autoregressive integrated moving average (ARIMA) modelling. ARIMA modelling relies on the characteristics of the series being analysed to project future period data. The projected values are temporary, intermediate values, that are only used internally to improve the estimation of the seasonal factors. The projected data do not affect the original estimates and are discarded at the end of the seasonal adjustment process. The Quarterly Business Indicators Survey uses ARIMA modelling where appropriate for individual time series. The ARIMA model is assessed as part of the annual reanalysis and following the 2010 annual reanalysis, 22% of the Quarterly Business Indicators Survey eligible series use an ARIMA model. For more information on the details of ARIMA modelling see **Feature article: Use of ARIMA modelling to reduce revisions** in the October 2004 issue of **Australian Economic Indicators (cat. no. 1350.0)**.

### TREND ESTIMATES

**21** The trend estimates are derived by applying a 7-term Henderson moving average to the seasonally adjusted estimates. The 7-term Henderson moving average is symmetric, but as the end of a time series is approached, asymmetric forms of the moving average are applied. The asymmetric moving average has been tailored to suit the particular characteristics of individual series and enable trend estimates for recent quarters to be produced. Estimates of the trend will be improved at the current end of the time series as additional observations become available. This improvement is due to the combined effect of the concurrent seasonal adjustment methodology and the application of different asymmetric moving averages for the most recent three quarters. As a result of the improvement, revisions to the trend estimates will generally be observed for the most recent three quarters. ABS research shows that about 75% of the total revision to the trend estimate at the current end is due to the use of different asymmetric moving averages when the original estimate is available for the next quarter.

**22** There may also be revisions because of changes in the original estimates. As a result of these revisions, the seasonally adjusted and trend estimates will also be revised. For further information, see Information Paper: A Guide to Interpreting Time Series — Monitoring Trends (cat. no. 1349.0) or contact the Assistant Director, Time Series Analysis on Canberra (02) 6252 6345 or email <timeseries@abs.gov.au>.

### CHAIN VOLUME MEASURES

**23** The chain volume measures appearing in this publication are annually reweighted chain Laspeyres indexes referenced to current price values in the chosen reference year (currently 2009–10). The current price values may be thought of as being the product of a price and quantity. The value in chain volume terms can be derived by linking together movements in volumes, calculated using the average prices of the previous financial year and applying compound movements to the current price estimates of the reference year. Each year's quarter-to-quarter growth rates in the chain volume series are based on the prices of the previous financial year, except for those quarters of the latest incomplete year which are based upon the second most recent financial year. Quarterly chain volume estimates are benchmarked to annual chain volume estimates, so that the quarterly estimates for a financial year sum to the corresponding annual estimate.

**24** With each release of the September quarter issue of this publication, a new base year is introduced and the reference year is advanced one year to coincide with it. This means that with the release of the September quarter 2011 issue of this publication, the chain volume measures for 2010–11 will have 2009–10 (the previous financial year) as their base year rather than 2008–09, and the reference year is 2009–10. A change in the reference year changes levels but not growth rates for all periods. A change in the base year can result in revisions, small in most cases, to growth rates for the last year.

## EXPLANATORY NOTES *continued*

### CHAIN VOLUME MEASURES

*continued*

**25** Chain volume measures are not generally additive. In other words, component chain volume measures do not, in general, sum to a total in the way original current price components do. For inventories and sales data, this means that the chain volume estimates for industry groups will not add to the total for Australia. In order to minimise the impact of this, the ABS uses the latest base year as the reference year. By adopting this approach, additivity does exist for the quarters following the reference year and non-additivity is relatively small for the quarters in the reference year and those immediately preceding it. For further information on chain volume measures, refer to the Information Paper: Introduction of Chain Volume Measures in the Australian National Accounts (cat. no. 5248.0).

### COMPARABILITY WITH NATIONAL ACCOUNTS AND OTHER ABS ESTIMATES

**26** The data collected in the Quarterly Business Indicators Survey are used in the compilation of the quarterly estimates of the Australian National Accounts. Inventories data are used to compile estimates of the increase in book value of non-farm inventories. Estimates of sales of goods and services are used to help derive quarterly chain volume measures of gross value added for selected industries. Company gross operating profits data are used to compile estimates of gross operating surplus of private non-financial corporations. From March quarter 2002, estimates of wages and salaries are being used to compile estimates for compensation of private sector employees. For further details see Australian National Accounts: Concepts, Sources and Methods (cat. no. 5216.0).

**27** However the statistics in this publication will differ from corresponding statistics in the quarterly Australian National Accounts for the following reasons:

- The national accounts estimates are benchmarked to annual supply and use tables which are based on annual Economy Wide Survey and taxation data.
- The national accounts estimates include estimates for businesses classified to industries not in scope of the Quarterly Business Indicators Survey.
- The national accounts estimates for gross operating surplus of private non-financial corporations are after deduction of the inventory valuation adjustment which measures the portion of income attributable to holding gains or losses resulting from inventory valuation practices.
- In many cases, the processes used to seasonally adjust national accounts estimates are different to those used for the seasonally adjusted estimates in this publication.

**28** The estimates for sales of goods and services by Retail trade in this publication will differ from turnover estimates included in Retail Trade, Australia (cat. no. 8501.0). The latter publication presents monthly estimates of the value of turnover of retail businesses, and is sourced from the Retail Business Survey. Estimates for sales of goods and services in this publication exclude the Goods and Services Tax, while turnover collected in the Retail Business Survey includes the Goods and Services Tax. In addition, the Retail Business Survey includes some businesses classified to ANZSIC divisions other than the Retail trade division, and includes retail establishments associated with management units that are not classified to the Retail trade division. The use of different samples in the Retail Business Survey and Quarterly Business Indicators Survey will also contribute to differences.

### AUSTRALIAN INTERNATIONAL FINANCIAL REPORTING STANDARDS

**29** The new Australian equivalents to International Financial Reporting Standards (AIFRS) began to be 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 impacted upon 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.



## EXPLANATORY NOTES *continued*

### AUSTRALIAN INTERNATIONAL FINANCIAL REPORTING STANDARDS *continued*

**30** After monitoring data items since March quarter 2005 it has been concluded that most affected published data series have been impacted by data breaks, but that the magnitude of such breaks cannot be determined without imposing disproportionate load upon data providers to ABS surveys and other administratively collected data. ABS will continue to monitor developments and report any significant identified impacts or changes in methodology as a result of AIFRS.

### GENERAL ACKNOWLEDGMENT

**31** 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*.

### RELATED PUBLICATIONS

**32** Users may also wish to refer to the following publications:

- Australian National Accounts: Concepts, Sources and Methods (cat. no. 5216.0)
- Australian National Accounts: National Income, Expenditure and Product (cat. no. 5206.0)
- Australian Industry (cat. no. 8155.0)
- Information Paper: Introduction of Chain Volume Measures in the Australian National Accounts (cat. no. 5248.0)
- Information Paper: Improvements to Australian Bureau of Statistics Quarterly Business Indicators (cat. no. 5677.0)
- Manufacturing Production, Australia (cat. no. 8301.0)
- Private New Capital Expenditure and Expected Expenditure, Australia (cat. no. 5625.0)
- Retail Trade, Australia (cat. no. 8501.0)

### ABS WEB SITE

**33** Information on the Quarterly Business Indicators Survey and survey outputs are published on this web site: see the Topics @ a Glance pages.

### DATA AVAILABLE ON REQUEST

**34** As well as the statistics included in this and related publications, the ABS may have other relevant data available on request. These series include more detailed industry data (e.g. Manufacturing subdivision), and wages and salaries by state/territory by industry. The availability of more detailed data are subject to confidentiality and quality checks. Inquiries should be made to the National Information and Referral Service on 1300 135 070.

## TECHNICAL NOTE DATA QUALITY

### RELIABILITY OF THE ESTIMATES

**1** Estimates provided in this publication are subject to non-sampling and sampling error. The most common way of quantifying sampling error is to calculate the standard error for the published estimate. This is discussed in paragraphs 6 to 9 below.

**2** Estimates that have an estimated relative standard error between 10% and 25% are annotated with the symbol '^'. These estimates should be used with caution as they are subject to sampling variability too high for some purposes. Estimates with an RSE between 25% and 50% are annotated with the symbol '\*', indicating that the estimate should be used with caution as it is subject to sampling variability too high for most practical purposes. Estimates with an RSE greater than 50% are annotated with the symbol '\*\*' indicating that the sampling variability causes the estimates to be considered too unreliable for general use. These annotations have only been applied to estimates from the March quarter 2009.

**3** Non-sampling errors may arise as a result of errors in the reporting, recording or processing of the data and can occur even if there is a complete enumeration of the population. These errors can be introduced through inadequacies in the questionnaire, treatment of non-response, inaccurate reporting by respondents, errors in the application of survey procedures, incorrect recording of answers, and errors in data entry and processing. Inventories data for businesses with less than 20 employees are derived and could therefore be subject to error (although this error is estimated to be less than the sampling and non-sampling error resulting from directly collecting these data).

**4** Estimates for the latest quarter presented in this publication are considered preliminary and revised estimates will be released with the next issue. As discussed in paragraphs 20 and 21 of the Explanatory Notes, seasonally adjusted and trend estimates are also subject to revision as more data are revised and more data becomes available.

**5** It is difficult to measure the size of non-sampling errors. However, every effort is made in the design of the survey and development of survey procedures to minimise their effects.

### STANDARD ERRORS

**6** The estimates in this publication are based on a sample drawn from units in the surveyed population. Because the entire population is not surveyed, the published estimates are subject to sampling error. In calculating the standard error for the statistics in this publication, the ABS would prefer to produce a smoothed standard error for the major published aggregates as this approach takes account of the variability in standard error estimates for quarterly statistics. This estimated standard error would then be used as an indication of the sampling error for the current published series. Standard errors are based upon the data in the currently published quarter. Details of standard errors are available below.

## TECHNICAL NOTE DATA QUALITY *continued*

### LEVEL ESTIMATES

**7** To illustrate, let us say that the published level estimate for company profits before income tax is \$8,900m and the calculated standard error in this case is \$200m. The standard error is then used to interpret the level estimate of \$8,900m. For instance, the standard error of \$200m indicates that:

- There are approximately two chances in three that the real value falls within the range \$8,700m to \$9,100m ( $\$8,900\text{m} \pm \$200\text{m}$ ).
- There are approximately nineteen chances in twenty that the real value falls within the ranges \$8,500m and \$9,300m ( $\$8,900\text{m} \pm \$400\text{m}$ ).
- The true value in this case is the result we would obtain if we could enumerate the total population.

**8** The following table shows the standard errors for national and state quarterly level estimates based upon the data in the current quarter.

	<i>Company gross operating profits</i>	<i>Company profits before income tax</i>	<i>Sales of goods and services</i>	<i>Inventories</i>	<i>Wages and salaries</i>
	\$m	\$m	\$m	\$m	\$m
Mining	170	166	525	191	119
Manufacturing	254	252	1 830	1 142	271
Electricity, gas, water and waste services	59	52	214	17	23
Construction	296	243	2 083	na	481
Wholesale trade	249	245	2 368	1 601	197
Retail trade	114	100	1 660	726	170
Accommodation and food services	83	76	679	78	162
Transport, postal and warehousing	155	142	1 153	na	206
Information media and telecommunications	55	48	285	na	58
Financial and insurance services	190	281	443	na	370
Rental, hiring and real estate services	146	141	666	na	95
Professional, scientific and technical services	191	351	1 750	na	521
Administrative and support services	96	95	838	na	255
Education and Training	na	na	na	na	136
Health Care and Social Assistance	na	na	na	na	520
Arts and recreation services	44	38	136	na	38
Other services	83	82	724	na	236
<b>Total</b>	<b>646</b>	<b>701</b>	<b>4 655</b>	<b>1 992</b>	<b>1 123</b>
New South Wales	na	na	2 816	na	693
Victoria	na	na	2 062	na	581
Queensland	na	na	2 134	na	443
South Australia	na	na	1 048	na	247
Western Australia	na	na	1 843	na	358
Tasmania	na	na	389	na	79
Northern Territory	na	na	279	na	45
Australian Capital Territory	na	na	432	na	90
<b>Australia</b>	<b>646</b>	<b>701</b>	<b>4 655</b>	<b>1 992</b>	<b>1 123</b>

na not available

## TECHNICAL NOTE DATA QUALITY *continued*

### MOVEMENT ESTIMATES

**9** The following example illustrates how to use the standard error to interpret a movement estimate. Let us say that one quarter the published level estimate for inventories is \$90,000m, and the next quarter the published level estimate is \$92,000m. In this example the calculated standard error for the movement estimate is \$850m. The standard error is then used to interpret the published movement estimate of +\$2,000m. For instance, the standard error of \$850m indicates that:

- There are approximately two chances in three that the real movement over the two quarter period falls within the range \$1,150m to \$2,850m ( $\$2,000m \pm \$850m$ ).
- There are approximately nineteen chances in twenty that the real movement falls within the range \$300m to \$3,700m ( $\$2,000m \pm \$1,700m$ ).

**10** The following table shows the standard errors for national quarterly movement estimates based upon the data in the current quarter.

	<i>Company gross operating profits</i>	<i>Company profits before income tax</i>	<i>Sales of goods and services</i>	<i>Inventories</i>	<i>Wages and salaries</i>
	\$m	\$m	\$m	\$m	\$m
Mining	272	259	270	63	83
Manufacturing	232	235	1 018	821	122
Electricity, gas, water and waste services	70	67	87	6	14
Construction	228	240	1 431	na	267
Wholesale trade	199	190	1 203	951	93
Retail trade	106	106	925	349	96
Accommodation and food services	57	59	378	47	105
Transport, postal and warehousing	83	138	526	na	90
Information media and telecommunications	71	73	205	na	32
Financial and insurance services	158	174	492	na	149
Rental, hiring and real estate services	104	121	336	na	73
Professional, scientific and technical services	197	228	1 231	na	242
Administrative and support services	199	214	486	na	148
Education and Training	na	na	na	na	77
Health Care and Social Assistance	na	na	na	na	235
Arts and recreation services	46	46	123	na	31
Other services	59	64	358	na	75
<b>Total</b>	<b>625</b>	<b>649</b>	<b>3 105</b>	<b>1 251</b>	<b>569</b>

na not available

### ADJUSTMENTS TO ESTIMATES

**11** Adjustments are included in the estimates to allow for lags in processing new businesses to the Australian Business Register. The following table shows the adjustments made to the current quarter's original estimates in current price terms:

	<i>March Quarter 2012</i>
	%
Company gross operating profits	0.4
Company profits before income tax	0.4
Sales of goods and services	0.6
Inventories	0.4
Wages and salaries	0.7

ADJUSTMENTS TO ESTIMATES  
*continued*

**12** As previously discussed, the estimates presented in this publication are partial indicators used in the compilation of the quarterly national accounts. The movements in the Business Indicators estimates will not always be the same as the movements in the comparable national accounts series but they should be reasonably consistent after taking account of differences in concepts, scope and methodology described in paragraph 26 of the Explanatory Notes. If after taking account of these differences, there are concerns about data quality and coherence, the national accounts area provides feedback to the survey area. This process may result in adjustments being applied to the Business Indicators estimates prior to release in this publication. The objective use of the national accounts framework to provide data coherence across all ABS economic statistics ensures that a common understanding of recent economic developments is presented.

SALES OF GOODS AND  
SERVICES TIME SERIES

**13** This publication includes estimates of sales of goods and services, by industry, and by state/territory, but estimates of national total sales of goods and services are not published. Total sales of goods and services is not an adequate indicator of the performance of the Australian economy as it includes duplication; for example, goods sold by retailers may also be included in goods sold by wholesalers in the same period. However this publication does include total sales of goods and services, by state/territory, as it is considered that there may be interest in this item as a measure of relative activity. This data should be used with caution given the potential for the data to include duplication across industries.

PROFITS TIME SERIES

**14** Estimates of gross operating profits are compiled by deducting estimates of items that do not involve the production of goods and services from estimates of profits before income tax. These items include: depreciation, net interest paid, net foreign exchange gains/losses and unrealised gains/losses on the revaluation of assets. These items are considered out of scope of the national accounts item gross operating surplus.

**15** As indicated in paragraph 6 of the Explanatory Notes, income items (other than sales of goods and services), expense items (other than labour costs) and profits are only collected for businesses employing 20 or more persons in the Quarterly Business Indicators Survey (QBIS).

WAGES TIME SERIES

**16** The Introduction of the Quarterly Business Indicators Survey from March quarter 2001 included the collection of private sector wages and salaries by industry.

PRIVATISED MARKETING  
AUTHORITIES

**17** Three significant privatised marketing authorities came into scope of the estimates in this publication from the September quarter 1999. The introduction of these units resulted in a break in series for estimates for inventories and sales of goods and services between the June and September quarters 1999 and comparison of the series over time should be undertaken with care.

**18** The methodology used by the ABS has ensured that the trend series has not been distorted by the introduction of these units, although there is a trend break evident between the June and September quarters 1999. For this reason, the trend estimates of movement have not been released for the Wholesale trade inventories, Total inventories and Wholesale trade sales series in respect of the September quarter 1999.

PRIVATISATION OF TELSTRA CORPORATION

**19** Telstra Corporation was effectively privatised on 20 November 2006. For the purposes of ABS statistics this change from public sector to private sector was effective from March quarter 2007. This has impacted on some data series presented in this publication, particularly the March quarter 2007 movements. The data items affected are sales of goods and services, wages and salaries, company gross operating profits and the related profits series in the Manufacturing and Information media and telecommunications industry. The introduction of Telstra has resulted in a break in series for some series in this publication between the December quarter 2006 and March quarter 2007. The movement trend estimates, in percentage terms, have therefore not been released for the March quarter 2007.

TREND BREAK

**20** In the June quarter 2010 release, trend break corrections were applied to Mining and Total company gross operating profits, company profits before income tax, business gross operating profits and Mining sales. These corrections were necessary due to very large mining commodity contract price rises that occurred on 1st April 2010. Trend break corrections were also applied to Manufacturing and Western Australian Sales of goods and services due to the movement of a major manufacturing business from the private to public sector. When a trend break occurs in a time series it is important that the trend movement estimate be treated with caution, hence the suppression of the quarterly and annual movement estimates for June 2010.

## GLOSSARY

<b>A company</b>	The definition of company has been expanded to include quasi-corporations as well as incorporated private sector business enterprises. For the purpose of the survey, branches of overseas companies operating in Australia are included but overseas branches of Australian companies are excluded.
<b>Business gross operating profit</b>	The sum of unincorporated gross operating profit and company gross operating profit.
<b>Company gross operating profits</b>	Selected items are excluded from company profits before income tax to provide a measure of underlying company profits. These items include interest income and expenses; depreciation and amortisation; and selected items which do not involve the production of goods and services such as net foreign exchange gains/losses, gains/losses arising from the sale of non-current assets, and net unrealised gains/losses from the revaluation of current or non-current assets.
<b>Company profits before income tax</b>	Net operating profit or loss before income tax and extraordinary items and is net of capital profits or losses arising from the sale of businesses' own capital goods and dividends received.
<b>Inventories</b>	All inventories of materials etc., work in progress and finished goods owned by the business, whether held at locations of the business or elsewhere. Inventories are recorded at book value at the end of the quarter.
<b>Quasi-corporations</b>	Large and easily identified unincorporated enterprises such as partnerships of companies or unit trusts of companies.
<b>Sales of goods and services</b>	This item includes sales of goods by the business and income from services provided such as commission income, repair and service income and fees, management fees, rent leasing and hiring income, delivery and installation charges, income from consulting services, sponsorship income, membership/subscription fees and royalties income. State/territory income from sales of goods and services is reported by businesses for the sales of goods and services from each state/territory in which the business operates.
<b>Unincorporated businesses</b>	Businesses not in the corporate sector as defined under the glossary term 'a company'.
<b>Unincorporated gross operating profit</b>	Same definition as company gross operating profit except it includes only unincorporated businesses.
<b>Wages and salaries</b>	Gross earnings before taxation and other deductions. Includes provisions for employee entitlements.

## FOR MORE INFORMATION . . .

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

### INFORMATION AND REFERRAL SERVICE

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

*PHONE*                      1300 135 070

*EMAIL*                      [client.services@abs.gov.au](mailto:client.services@abs.gov.au)

*FAX*                              1300 135 211

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

## FREE ACCESS TO STATISTICS

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

*WEB ADDRESS*      [www.abs.gov.au](http://www.abs.gov.au)