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### INQUIRIES

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

### NOTES

ABOUT THIS PUBLICATION	This publication presents estimates of the economic and financial performance of Australian industry for 2010–11. These data are compiled from the ABS Economic Activity Survey (EAS) and from Business Activity Statement (BAS) data reported to the Australian Taxation Office (ATO).
	The estimates in this publication are based on the <i>Australian and New Zealand Standard Industrial Classification (ANZSIC), 2006 edition</i> (cat. no. 1292.0).
OFF-JUNE YEAR REPORTING IN EAS	The 2010-11 EAS has a reference period ending 30 June 2011 and the majority of businesses report for this reference period. In some industries though, a substantial proportion report for a different reference period, for example the reference period ending 31 May 2011. "Off-June year reporting" is more prevalent in industries with a high degree of foreign ownership, such as Mining and Manufacturing.
	Experimental estimates on the impacts of Off-June year reporting have been released in <i>Experimental Estimates for Australian Industry adjusted for Off-June Year reporting, 2008-09 and 2009-10</i> (cat. no. 8169.0). Estimates for 2010–11 will be released later in 2012.
CHANGES IN THIS ISSUE	For the first time experimental estimates for Subdivision 64 Auxiliary finance and insurance services are released as a two year time series. These estimates are available as an appendix to this publication. However, they are not included in aggregates for Total selected industries.
	Finer level estimates for the Australian manufacturing industry for 2010–11 will be released in July 2012 as a data cube on the web page for <i>Australian Industry</i> (cat. no. 8155.0). They were previously released in <i>Experimental Estimates for the Manufacturing Industry</i> , 2009–10 (cat. no. 8159.0).
CHANGES IN NEXT ISSUE	It is expected that the next issue of <i>Australian Industry</i> will include estimates for ANZSIC Subdivision 64 Auxiliary Finance and Insurance Services in the tables presented in Chapters 1 to 3, rather than in an Appendix.
COMMENTS	The ABS welcomes comments and suggestions from users regarding future releases of <i>Australian Industry</i> . These comments should be addressed to the Director, Annual Integrated Collections Business Statistics Centre, Australian Bureau of Statistics, GPO Box 796, Sydney, NSW 2001.
INQUIRIES	For further information about these and related statistics, contact the National Information and Referral Service on 1300 135 070 or e-mail australian.industry.statistics@abs.gov.au.

Brian Pink Australian Statistician

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### STATES, TERRITO

OVERVIEW

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	2010–11

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### ABBREVIATIONS .....

\$'000	thousand dollars
\$b	billion (thousand million) dollars
\$m	million dollars
ABN	Australian Business Number
ABR	Australian Business Register
ABS	Australian Bureau of Statistics
ABSBR	Australian Bureau of Statistics Business Register
ACT	Australian Capital Territory
AEIFRS	Australian Equivalents to International Financial Reporting Standards
ANZSIC	Australian and New Zealand Standard Industrial Classification
ATO	Australian Taxation Office
Aust.	Australia
BAS	Business Activity Statement
EAS	Economic Activity Survey
EBITDA	earnings before interest, tax, depreciation and amortisation
GFCF	gross fixed capital formation
GST	goods and services tax
IVA	industry value added
m	million
no.	number
NSW	New South Wales
NT	Northern Territory
OPBT	operating profit before tax
Qld	Queensland
RSE	relative standard error
SA	South Australia
SISCA	Standard Institutional Sector Classification of Australia
Tas.	Tasmania
TAU	type of activity unit
Vic.	Victoria
WA	Western Australia

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### CHAPTER **1**

OVERVIEW .....

INTRODUCTION	This chapter contains summary information about selected key data, labour costs and industry value added (IVA). Chapter 2 presents selected key data by business size, together with measures of the performance of Australian industry. Chapter 3 presents information on employment, wages and salaries, and sales and service income for industry in Australian states and territories.
KEY DATA	For Total selected industries, the aggregates of total income and total expenses increased by 7.9% and 6.5% respectively between 2009–10 and 2010–11. IVA increased by 11.0% over the same period. Operating profit before tax (OPBT) increased by 21.9%, and earnings before interest, tax, depreciation and amortisation (EBITDA) increased by 15.5%.
	All 18 of the industry divisions that comprise the Total selected industries recorded increases in total income. Mining recorded the largest absolute increase (\$53.7b), followed by Wholesale trade (\$25.0b). Mining also recorded the largest percentage increase (32.4%). The increase in total income recorded by Mining was driven by higher commodity prices in 2010–11.
	All 18 selected industries recorded increases in total expenses. Public administration and safety (private) recorded the largest percentage increase (19.2%). The industries with the largest absolute increases were Wholesale trade (\$25.8b) and Construction (\$24.2b).
	OPBT for Total selected industries increased by \$60.7b between 2009–10 and 2010–11. Mining recorded a 69.6% increase, while Accommodation and food services decreased 16.9%. Mining was the largest contributor to OPBT in 2010–11, accounting for 25.1%.
	EBITDA increased by \$51.0b between 2009–10 and 2010–11, with Mining contributing \$31.9b of this increase.
	Employment for Total selected industries increased by 487,000 or 4.8%. Construction added 79,000 employees, whereas Manufacturing experienced a decrease of 18,000 persons. The largest contributors to employment were Retail trade and Construction, accounting for 12.8% and 10.2% respectively.
LABOUR COSTS	The industries with the highest total labour costs were Professional, scientific and technical services (\$64.1b) and Manufacturing (\$61.9b).
	In 2010–11 wages and salaries were \$437.5b (87.1%) of total labour costs for Total selected industries.

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 INDUSTRY VALUE ADDED
 IVA for Total selected industries increased by \$92.0b, or 11.0%, between 2009–10 and 2010–11.

 The largest contribution is during in during in 2010, 11 mars Marries contribution 12.0% of the second secon

The largest contributing industry in 2010–11 was Mining, contributing 13.6% of the estimate for Total selected industries, followed by Manufacturing (10.9%).

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	Employment		Sales and			Operating profit	Earnings before interest, tax,	Industry
	at end	Wages and	service	Total	Total		depreciation and	value
	June(b)	salaries(c)	income(d)	income	expenses	tax(e)	amortisation(e)	added(e)
	'000'	\$m	\$m	\$m	\$m	\$m	\$m	\$m
	• • • • • • • • • •	• • • • • • • • • • •					• • • • • • • • • • • • • •	• • • • • • • •
		P	GRICULTURE	, FURESIRY	AND FISHI	NG		
06–07	485	5 843	54 410	57 577	52 046	*5 461	^ 8 384	16 664
07–08	493	6 039	62 183	66 511	60 438	^ 6 897	^ 10 812	19 500
08–09	491	5 985	65 852	69 882	63 716	^ 6 068	11 667	20 548
09–10	468	5 765	60 755	64 872	57 212	^ 7 520	12 375	20 473
10–11	510	6 075	64 500	68 339	60 270	^9079	14 342	22 864
	• • • • • • • • • •			MINING	• • • • • • • • • • • •			• • • • • • • •
06–07	117	11 827	113 624	121 143	81 074	40 984	48 741	71 005
07-08	128	13 288	121 301	136 757	92 813	45 555	48 544	72 133
08-09	135	16 055	172 287	184 179	123 175	63 155	73 616	106 911
09-10	144	16 599	151 689	165 616	116 379	49 946	58 280	88 036
10-11	161	19 140	199 183	219 336	136 192	84 721	90 197	126 296
• • • • • •			M	ANUFACTUR	NG			• • • • • • • •
06–07	1 005	50 036	371 155	377 736	347 526	31 754	40 640	101 898
07–08	1 005	51 647	390 579	398 229	367 057	35 494	43 992	107 413
08-09	974	52 402	410 430	415 866	389 202	27 673	39 477	103 925
09–10	954	51 975	379 825	388 546	361 334	25 798	33 980	97 940
10-11	936	53 117	388 668	397 402	370 886	28 612	36 687	101 434
• • • • • •		ELECT	RICITY, GAS	. WATER AN	D WASTE SE	ERVICES		• • • • • • • •
06-07	99	7 432	61 057	68 246	58 532	10 038	15 895	25 021
07-08	104	8 005	69 986	76 740	67 722	9 207	16 900	26 792
08-09	108	8 561	79 158	86 316	76 333	10 288	18 611	29 235
09–10	107	9 122	86 350	93 174	83 181	10 138	20 705	32 176
10–11	109	9 833	95 759	104 788	92 010	12 638	23 790	36 146
• • • • • •			•••••••••••••	ONSTRUCTI	DN			• • • • • • • •
06–07	973	34 498	233 348	238 806	202 348	^ 33 283	^ 33 896	75 463
07-08	983	38 487	253 820	257 506	234 279	^ 24 508	28 227	75 255
	983	40 849	260 154	264 953	240 499	^ 23 280	29 010	78 899
08-09	997	40 849	276 272	281 707	254 877	26 696	31 417	83 959
		47 430	297 466	304 100	279 089	^ 25 671	^ 30 231	88 516
08–09 09–10 10–11	1 076							
09–10 10–11				OLESALE TR				
09–10 10–11			WH			^ 12 571	^ 14 579	47 478
09–10 10–11 06–07	514	26 808	WH 363 475	368 054	358 430	^ 12 571 18 438		47 478 55 281
09–10 10–11 06–07 07–08	514 537	26 808 28 672	WH 363 475 403 833	368 054 408 958	358 430 393 391	18 438	19 936	55 281
09–10 10–11 06–07	514 537 531	26 808 28 672 29 628	WH 363 475 403 833 406 534	368 054 408 958 411 107	358 430 393 391 397 563	18 438 16 747	19 936 19 615	55 281 56 071
09–10 10–11 06–07 07–08 08–09	514 537	26 808 28 672	WH 363 475 403 833	368 054 408 958	358 430 393 391	18 438	19 936	55 281

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

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

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

working proprietors.

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2, paragraph 5.

June(b)         salaries(c)         income (d)         income         expenses         tax(e)         amoutsation(e)         adde           000         Sm		Employment		Sales and			profit	Earnings before interest, tax,	Industry
RETAIL TRADE           2006-07         1 184         28 705         301 997         304 880         289 458         16 461         17 817         52           2007-08         1 252         32 064         316 124         319 037         305 565         15 751         17 984         56           2008-09         1 297         35 128         355 487         388 438         342 071         18 946         21 796         63           2010-11         1 351         37 214         364 976         368 851         348 822         20 809         23 476         68           ACCOMMODATION AND FOOD SERVICES           2006-07         751         15 222         62 401         63 674         58 426         *5 701         7 7 396         25           2007-08         772         16 516         69 936         70 745         68 360         ^4 471         8 143         28           2008-09         811         17 221         68 355         69 756         63 249         ^6 685         ^9 400         29           2009-10         887         176 88         71 488         72 899         74 082         ^5 949         10 517         33           2008-09         556 </th <th></th> <th>at end June(b)</th> <th>Wages and salaries(c)</th> <th>service income(d)</th> <th>Total income</th> <th>Total expenses</th> <th></th> <th></th> <th>value added(e)</th>		at end June(b)	Wages and salaries(c)	service income(d)	Total income	Total expenses			value added(e)
RETAIL TRADE           006-07         1184         28 705         301 997         304 880         289 458         16 461         17 817         52           007-08         1252         32 064         316 124         319 037         305 565         15 751         17 984         56           008-09         1297         35 128         355 487         358 438         342 071         18 946         21 796         63           010-11         1351         37 214         364 946         368 851         348 822         20 869         23 476         68           006-07         751         15 222         62 401         63 674         58 426         *5 701         ^7 396         25           007-08         772         16 516         69 3936         70 745         66 360         ^4 471         8 143         28           009-10         887         17 688         71 448         72 850         65 769         7 162         10 128         31           010-11         908         19 056         78 922         79 899         74 082         ^5 9 49         10 517         33           006-07         544         23 374         109 579         119 637         106		'000'	\$m	\$m	\$m	\$m	\$m	\$m	\$m
007-08 1 252 32 064 316 124 319 037 305 565 15 751 17 984 56 008-09 1 260 34 067 342 615 345 930 326 631 17 503 19 767 66 010-11 1 351 37 214 364 946 368 851 348 822 20 869 23 476 68 O07-08 772 16 516 69 936 70 745 66 360 ^4471 8143 28 008-09 811 17 221 68 355 68 756 63 249 ^6 685 ^9 400 29 009-10 887 17 688 71 448 72 850 65 769 7 162 10 128 31 010-11 908 19 056 78 922 79 899 74 082 ^5 949 ^10 517 33 008-09 556 25 079 118 761 129 934 117 011 ^13 108 20 143 50 008-09 556 25 079 118 761 129 934 117 011 ^13 108 20 143 50 008-09 556 25 079 118 761 129 934 117 011 ^13 108 20 143 50 008-09 559 25 677 117 788 129 970 118 517 115 75 18 242 49 009-10 550 26 836 120 027 131 178 121 330 10 057 18 727 51 010-11 568 28 169 134 194 141 585 128 431 13 302 21 308 55 006-07 171 10 793 67 043 68 910 59 104 9 897 18 237 31 007-08 172 115 75 68 899 70 598 60 276 10 744 18 746 33 009-10 150 26 836 120 027 131 178 121 330 10 057 18 727 51 010-11 568 28 169 134 194 141 585 128 431 13 302 21 308 55 INFORMATION MEDIA AND TELECOMMUNICATIONS 006-07 171 10 793 67 043 68 910 59 104 9 897 18 237 31 007-08 172 115 75 68 899 70 598 60 276 10 744 18 796 33 009-10 177 11 641 72 511 74 024 62 854 11 257 20 153 35 010-11 183 12 139 75 311 76 742 66 145 10 674 20 276 35 010-11 183 12 139 75 311 76 742 66 145 10 674 20 276 35 010-11 183 12 139 75 311 76 742 62 854 11 257 20 153 35 010-11 183 12 139 75 311 76 742 62 854 11 257 20 153 35 010-11 183 12 139 75 311 76 742 62 854 11 257 20 153 35 010-11 183 12 139 75 311 76 742 66 145 10 674 20 276 35 010-11 183 12 139 75 311 76 742 65 142 10 674 20 276 35 010-11 393 11 593 91 839 105 508 76 62 76 2 770 37 113 26 137 41 007-08 362 11 045 81 411 103 159 69 295 73 31451 ^27 092 74 50 006-07 350 10 498 74 457 99 967 62 762 ^37 113 26 137 41 007-08 362 11 045 81 304 11 20 159 68 295 73 3451 ^27 092 74 50 006-07 350 10 498 74 457 99 967 62 762 ^37 113 26 137 41 007-08 362 11 045 81 304 31 50 608 76 624 28 791 33 837 52 INFORESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES 006-07					RETAIL TRAD				
007-08         1 252         32 064         316 124         319 037         305 565         15 751         17 984         56           008-09         1 260         34 067         342 615         349 930         328 631         17 503         19 767         60           010-11         1 351         37 214         364 946         368 851         348 822         20 869         23 476         68           010-11         1 351         37 214         364 946         368 851         348 822         20 869         23 476         68           006-07         751         15 222         62 401         63 674         58 426         *5 701         ^7 396         25           007-08         772         16 516         69 336         70 745         66 360         ^4 471         8 143         28           008-09         811         17 221         68 355         69 769         7 162         10 128         31           010-11         908         19 056         78 922         7 9 899         7 4 082         ^5 9 49         ^10 517         33           007-08         556         2 5 079         118 761         129 970         118 517         11 5 75         18 242         49	006-07	1 184	28 705	301 997	304 880	289 458	16 461	17 817	52 818
008-09         1 260         34 067         342 615         345 930         328 631         17 503         19 767         60           009-10         1 297         35 128         355 487         358 438         342 071         18 946         21 796         63           010-11         1 351         37 214         364 946         368 851         348 822         20 869         23 476         68           ACCOMMODATION AND FOOD SERVICES           ACCOMMODATION AND FOOD SERVICES           OPENDER (50 9)           DECOMMONATION MAREHOUSING           TRANSPORT, POSTAL AND WAREHOUSING           OPENDER (50 9)           OPENDER (50 9)           OPENDER (50 9)           OPENDER (50 9)            100 1057         18 727 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>56 558</td>									56 558
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006-07         751         15 222         62 401         63 674         58 426         *5 701         ^7 396         25           007-08         772         16 516         69 936         70 745         66 360         ^4 471         8 143         28           008-09         811         17 221         68 355         69 756         63 249         ^6 6685         ^9 400         29           009-10         887         17 688         71 448         72 850         65 769         7 162         10 128         31           010-11         908         19 056         78 922         79 899         74 082         ^5 949         ^10 517         33           006-07         544         23 374         109 579         119 637         106 373         ^13 394         20 463         49           007-08         556         25 079         118 761         129 934         117 011         ^13 108         20 143         50           008-09         559         25 677         117 788         129 970         118 517         11 575         18 242         49           009-10         550         26 836         120 027         131 178         121 330         10 057         18 727	• • • • • •	•••••	• • • • • • • • • • • • • • • • • • •	ссоммора	TION AND F	OOD SERVIC	FS		
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D08-09         811         17 221         68 355         69 756         63 249         ^6 685         ^9 400         29           D09-10         887         17 688         71 448         72 850         65 769         7 162         10 128         31           D10-11         908         19 056         78 922         79 899         74 082         ^5 949         ^10 517         33           TRANSPORT, POSTAL AND WAREHOUSING           TRANSPORT, POSTAL AND WAREHOUSING           O06-07         544         23 374         109 579         116 6373         ^13 394         20 463         49           007-08         556         25 079         118 761         129 934         117 011         ^13 108         20 143         50           INFORMATION MEDIA AND TELECOMMUNICATIONS           INFORMATION MEDIA AND TELECOMMUNICATIONS           O06-07         171         10 793         67 043         68 910         59 149         98 97         18 237         31           007-08         172         11 579         68 89 10         59 104         9 897 </td <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>28 007</td>									28 007
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110       908       19 056       78 922       79 899       74 082       ^5 949       ^10 517       33         TRANSPORT, POSTAL AND WAREHOUSING         006-07       544       23 374       109 579       119 637       106 373       ^13 394       20 463       49         007-08       556       25 079       118 761       129 934       117 011       ^13 108       20 143       50         008-09       559       25 677       117 7788       129 934       11 757       18 242       49         009-10       550       26 836       120 027       131 178       121 330       10 057       18 727       51         110-11       568       28 169       134 194       141 585       128 431       13 302       21 308       55         INFORMATION MEDIA AND TELECOMMUNICATIONS         INFORMATION MEDIA AND TELECOMMUNICATIONS         006-07       171       10 793       68 899       70 598       60 276       10 444       18 796       33         007-08       172       11 633       70 686       67 367       61 702       5 682       19 408       33         009-10       177       11 641       72 511       74 0									31 351
TRANSPORT, POSTAL AND WAREHOUSING         006-07       544       23 374       109 579       119 637       106 373       ^13 394       20 463       49         007-08       556       25 079       118 761       129 934       117 011       ^13 108       20 143       50         008-09       559       25 677       117 788       129 970       118 517       11 575       18 242       49         009-10       550       26 836       120 027       131 178       121 330       10 057       18 727       51         1010-11       568       28 169       134 194       141 585       128 431       13 302       21 308       55         INFORMATION MEDIA AND TELECOMMUNICATIONS         INFORMATION MEDIA AND TELECOMMUNICATIONS         IO 793       67 043       68 910       59 104       9 897       18 237       31         006-07       171       10 793       67 043       68 910       59 104       9 897       18 237       31         007-08       172       11 579       68 899       70 598       60 276       10 444       18 796       33         009-10       177       11 641       72 511       74 024 <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>33 435</td>									33 435
006-07       544       23 374       109 579       119 637       106 373       ^13 394       20 463       49         007-08       556       25 079       118 761       129 934       117 011       ^13 108       20 143       50         008-09       559       25 677       117 788       129 970       118 517       11 575       18 242       49         009-10       550       26 836       120 027       131 178       121 330       10 057       18 727       51         10-11       568       28 169       134 194       14 585       128 431       13 302       21 308       55         INFORMATION MEDIA AND TELECOMMUNICATIONS         O06-07       171       10 793       67 043       68 910       59 104       9 897       18 237       31         006-07       172       11 579       68 899       70 598       60 276       10 444       18 796       33         008-09       173       11 683       70 686       67 367       61 702       5 682       19 408       33         010-11       183       12 139       75 311       76 742       66 145       10 674       20 276       35         060-07		500	13 030	10 522	10 000	14 002	5 5 - 5	10 511	
07-08         556         25 079         118 761         129 934         117 011         ^13 108         20 143         50           08-09         559         25 677         117 788         129 970         118 517         11 575         18 242         49           09-10         550         26 836         120 027         131 178         121 330         10 057         18 727         51           10-11         568         28 169         134 194         141 585         128 431         13 302         21 308         55           INFORMATION MEDIA AND TELECOMMUNICATIONS           INFORMATION MEDIA AND TELECOMMUNICATIONS           06-07         171         10 793         67 043         68 910         59 104         9 897         18 237         31           07-08         172         11 579         68 899         70 598         60 276         10 444         18 796         33           08-09         173         11 683         70 686         67 367         61 702         5 682         19 408         33           09-10         177         11 641         72 511         74 024         62 854         11 257         20 153         35           06-07			TF	RANSPORT, F	POSTAL AND	WAREHOUS	ING		
008-09       559       25 677       117 788       129 970       118 517       11 575       18 242       49         009-10       550       26 836       120 027       131 178       121 330       10 057       18 727       51         110-11       568       28 169       134 194       141 585       128 431       13 302       21 308       55         INFORMATION MEDIA AND TELECOMMUNICATIONS         006-07       171       10 793       67 043       68 910       59 104       9 897       18 237       31         007-08       172       11 579       68 899       70 598       60 276       10 444       18 796       33         009-10       173       11 683       70 686       67 367       61 702       5 682       19 408       33         09-10       177       11 641       72 511       74 024       62 854       11 257       20 153       35         010-11       183       12 139       75 311       76 742       66 145       10 674       20 276       35         010-11       183       12 103       85 191       86 912       73 485       **12 975       31 407       47         02-08       362	06-07	544	23 374	109 579	119 637	106 373	^ 13 394	20 463	49 224
09–10 10–11 568 28 169 134 194 141 585 128 431 13 302 10 057 18 727 51 13 302 21 308 55 10 057 18 727 51 13 302 21 308 55 10 057 18 727 51 13 302 21 308 55 10 057 18 237 31 07-08 172 11 579 68 899 70 598 60 276 10 444 18 796 33 08-09 173 11 683 70 686 67 367 61 702 5 682 19 408 33 09–10 177 11 641 72 511 74 024 62 854 11 257 20 153 35 10–11 183 12 139 75 311 76 742 66 145 10 674 20 276 35 10 498 74 457 99 967 62 762 37 113 26 137 41 07-08 362 11 045 81 411 103 159 69 295 33 451 27 092 45 08–09 368 11 220 85 191 86 912 73 485 **12 975 31 407 47 09–10 365 10 975 85 394 97 472 72 508 24 525 33 585 49 10–11 393 11 593 91 839 105 808 76 624 28 791 35 837 52 74 74 75 70 75 703 71 754 71	07–08	556	25 079	118 761	129 934	117 011	^ 13 108	20 143	50 721
10-11       568       28 169       134 194       141 585       128 431       13 302       21 308       55         INFORMATION MEDIA AND TELECOMMUNICATIONS         06-07       171       10 793       67 043       68 910       59 104       9 897       18 237       31         07-08       172       11 579       68 899       70 598       60 276       10 444       18 796       33         08-09       173       11 683       70 686       67 367       61 702       5 682       19 408       33         09-10       177       11 641       72 511       74 024       62 854       11 257       20 153       35         10-11       183       12 139       75 311       76 742       66 145       10 674       20 276       35         RENTAL, HIRING AND REAL ESTATE SERVICES         06-07       350       10 498       74 457       99 967       62 762       37 113       26 137       41         07-08       362       11 045       81 411       103 159       69 295       33 451       27 092       45         08-09       368       11 220       85 191       86 912       73 485       **12 975       31 4	08–09	559	25 677	117 788	129 970	118 517	11 575	18 242	49 448
110-11       568       28 169       134 194       141 585       128 431       13 302       21 308       55         INFORMATION MEDIA AND TELECOMMUNICATIONS         006-07       171       10 793       67 043       68 910       59 104       9 897       18 237       31         007-08       172       11 579       68 899       70 598       60 276       10 444       18 796       33         08-09       173       11 683       70 686       67 367       61 702       5 682       19 408       33         09-10       177       11 641       72 511       74 024       62 854       11 257       20 153       35         100-11       183       12 139       75 311       76 742       66 145       10 674       20 276       35         RENTAL, HIRING AND REAL ESTATE SERVICES         006-07       350       10 498       74 457       99 967       62 762       37 113       26 137       41         107-08       362       11 045       81 411       103 159       69 295       33 451       27 092       45         08-09       368       11 220       85 191       86 912       73 485       **12 975       31 407 <td>09–10</td> <td>550</td> <td>26 836</td> <td>120 027</td> <td>131 178</td> <td>121 330</td> <td>10 057</td> <td>18 727</td> <td>51 361</td>	09–10	550	26 836	120 027	131 178	121 330	10 057	18 727	51 361
06-07 171 10 793 67 043 68 910 59 104 9 897 18 237 31 07-08 172 11 579 68 899 70 598 60 276 10 444 18 796 33 08-09 173 11 683 70 686 67 367 61 702 5 682 19 408 33 09-10 177 11 641 72 511 74 024 62 854 11 257 20 153 35 10-11 183 12 139 75 311 76 742 66 145 10 674 20 276 35 06-07 350 10 498 74 457 99 967 62 762 ^37 113 26 137 41 07-08 362 11 045 81 411 103 159 69 295 ^33 451 ^27 092 45 08-09 368 11 220 85 191 86 912 73 485 **12 975 31 407 47 09-10 365 10 975 85 394 97 472 72 508 24 525 33 585 49 10-11 393 11 593 91 839 105 808 76 624 28 791 35 837 52 06-07 875 44 695 133 043 150 468 125 025 ^25 703 ^17 524 71	10–11	568	28 169	134 194	141 585	128 431		21 308	55 462
006-07       171       10 793       67 043       68 910       59 104       9 897       18 237       31         007-08       172       11 579       68 899       70 598       60 276       10 444       18 796       33         008-09       173       11 683       70 686       67 367       61 702       5 682       19 408       33         009-10       177       11 641       72 511       74 024       62 854       11 257       20 153       35         010-11       183       12 139       75 311       76 742       66 145       10 674       20 276       35         006-07       350       10 498       74 457       99 967       62 762       37 113       26 137       41         007-08       362       11 045       81 411       103 159       69 295       33 451       27 092       45         008-09       368       11 220       85 191       86 912       73 485       **12 975       31 407       47         009-10       365       10 975       85 394       97 472       72 508       24 525       33 585       49         010-11       393       11 593       91 839       105 808       76 624				ΜΑΤΙΟΝ ΜΕΓ		ECOMMUNU			• • • • • • • •
007-08       172       11 579       68 899       70 598       60 276       10 444       18 796       33         008-09       173       11 683       70 686       67 367       61 702       5 682       19 408       33         009-10       177       11 641       72 511       74 024       62 854       11 257       20 153       35         010-11       183       12 139       75 311       76 742       66 145       10 674       20 276       35         006-07       350       10 498       74 457       99 967       62 762       ^37 113       26 137       41         007-08       362       11 045       81 411       103 159       69 295       ^33 451       ^27 092       45         008-09       368       11 220       85 191       86 912       73 485       **12 975       31 407       47         009-10       365       10 975       85 394       97 472       72 508       24 525       33 585       49         010-11       393       11 593       91 839       105 808       76 624       28 791       35 837       52         PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES         006-07							SATIONS		
008-09       173       11 683       70 686       67 367       61 702       5 682       19 408       33         009-10       177       11 641       72 511       74 024       62 854       11 257       20 153       35         010-11       183       12 139       75 311       76 742       66 145       10 674       20 276       35         RENTAL, HIRING AND REAL ESTATE SERVICES         RENTAL, HIRING AND REAL ESTATE SERVICES         006-07       350       10 498       74 457       99 967       62 762       ^37 113       26 137       41         007-08       362       11 045       81 411       103 159       69 295       ^33 451       ^27 092       45         008-09       368       11 220       85 191       86 912       73 485       **12 975       31 407       47         009-10       365       10 975       85 394       97 472       72 508       24 525       33 585       49         010-11       393       11 593       91 839       105 808       76 624       28 791       35 837       52         PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES         006-07       875       44 695 <td>06–07</td> <td>171</td> <td>10 793</td> <td>67 043</td> <td>68 910</td> <td>59 104</td> <td>9 897</td> <td>18 237</td> <td>31 457</td>	06–07	171	10 793	67 043	68 910	59 104	9 897	18 237	31 457
009-10       177       11 641       72 511       74 024       62 854       11 257       20 153       35         010-11       183       12 139       75 311       76 742       66 145       10 674       20 276       35         RENTAL, HIRING AND REAL ESTATE SERVICES         006-07       350       10 498       74 457       99 967       62 762       ^37 113       26 137       41         007-08       362       11 045       81 411       103 159       69 295       ^33 451       ^27 092       45         008-09       368       11 220       85 191       86 912       73 485       **12 975       31 407       47         009-10       365       10 975       85 394       97 472       72 508       24 525       33 585       49         010-11       393       11 593       91 839       105 808       76 624       28 791       35 837       52         PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES         066-07       875       44 695       133 043       150 468       125 025       ^25 703       ^17 524       71	07–08	172	11 579	68 899	70 598	60 276	10 444	18 796	33 093
10-11       183       12 139       75 311       76 742       66 145       10 674       20 276       35         RENTAL, HIRING AND REAL ESTATE SERVICES         006-07       350       10 498       74 457       99 967       62 762       ^37 113       26 137       41         007-08       362       11 045       81 411       103 159       69 295       ^33 451       ^27 092       45         008-09       368       11 220       85 191       86 912       73 485       **12 975       31 407       47         009-10       365       10 975       85 394       97 472       72 508       24 525       33 585       49         100-11       393       11 593       91 839       105 808       76 624       28 791       35 837       52         PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES         066-07       875       44 695       133 043       150 468       125 025       ^25 703       ^17 524       71	08–09	173	11 683	70 686	67 367	61 702	5 682	19 408	33 944
RENTAL, HIRING AND REAL ESTATE SERVICES         006-07       350       10 498       74 457       99 967       62 762       ^37 113       26 137       41         007-08       362       11 045       81 411       103 159       69 295       ^33 451       ^27 092       45         008-09       368       11 220       85 191       86 912       73 485       **12 975       31 407       47         009-10       365       10 975       85 394       97 472       72 508       24 525       33 585       49         010-11       393       11 593       91 839       105 808       76 624       28 791       35 837       52         PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES         066-07       875       44 695       133 043       150 468       125 025       ^25 703       ^17 524       71	09–10	177	11 641	72 511	74 024	62 854	11 257	20 153	35 076
06-07       350       10 498       74 457       99 967       62 762       ^37 113       26 137       41         07-08       362       11 045       81 411       103 159       69 295       ^33 451       ^27 092       45         08-09       368       11 220       85 191       86 912       73 485       **12 975       31 407       47         09-10       365       10 975       85 394       97 472       72 508       24 525       33 585       49         10-11       393       11 593       91 839       105 808       76 624       28 791       35 837       52         PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES         06-07       875       44 695       133 043       150 468       125 025       ^25 703       ^17 524       71	10–11	183	12 139	75 311	76 742	66 145	10 674	20 276	35 664
007-08         362         11 045         81 411         103 159         69 295         ^ 33 451         ^ 27 092         45           008-09         368         11 220         85 191         86 912         73 485         **12 975         31 407         47           009-10         365         10 975         85 394         97 472         72 508         24 525         33 585         49           010-11         393         11 593         91 839         105 808         76 624         28 791         35 837         52           PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES           006-07         875         44 695         133 043         150 468         125 025         ^ 25 703         ^ 17 524         71	• • • • • •		REN	TAL, HIRING	AND REAL	ESTATE SER	VICES		
007-08       362       11 045       81 411       103 159       69 295       ^ 33 451       ^ 27 092       45         008-09       368       11 220       85 191       86 912       73 485       **12 975       31 407       47         009-10       365       10 975       85 394       97 472       72 508       24 525       33 585       49         010-11       393       11 593       91 839       105 808       76 624       28 791       35 837       52         PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES         066-07       875       44 695       133 043       150 468       125 025       ^ 25 703       ^ 17 524       71	06-07	350	10 498	74 457	99 967	62 762	^ 37 113	26 137	41 056
108-09       368       11 220       85 191       86 912       73 485       **12 975       31 407       47         109-10       365       10 975       85 394       97 472       72 508       24 525       33 585       49         10-11       393       11 593       91 839       105 808       76 624       28 791       35 837       52         PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES         06-07       875       44 695       133 043       150 468       125 025       ^25 703       ^17 524       71									45 159
009–10 365 10 975 85 394 97 472 72 508 24 525 33 585 49 010–11 393 11 593 91 839 105 808 76 624 28 791 35 837 52 PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES 006–07 875 44 695 133 043 150 468 125 025 ^25 703 ^17 524 71									47 744
010–11 393 11 593 91 839 105 808 76 624 28 791 35 837 52 PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES 006–07 875 44 695 133 043 150 468 125 025 ^25 703 ^17 524 71									49 897
06–07 875 44 695 133 043 150 468 125 025 ^ 25 703 ^ 17 524 71									52 998
006–07 875 44 695 133 043 150 468 125 025 ^25 703 ^17 524 71						TEOUNUOAU		· · · · · · · · · · · · · · · · · · ·	
	00 07								=4.0
U/−U8 924 50 822 143 51/ 166 888 137 201 29 816 ^17 095 78									71 663
									78 478
									81 588
									83 446 90 307

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

(d) Includes rent, leasing and hiring income.

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

businesses.

working proprietors.

(e) See Technical Note 2, paragraph 5.

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

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KEY DATA BY INDUSTRY DIVISION(a) continued .....

	Employment		Sales and			Operating profit	Earnings before interest, tax,	Industry
	at end June(b)	Wages and salaries(c)	service income(d)	Total income	Total expenses	before tax(e)	depreciation and amortisation(e)	value added(e)
	'000'	\$m	\$m	\$m	\$m	\$m	\$m	\$m
• • • • • • • •		A D	MINISTRATIV	E AND SU	PPORT SERVI	CES		
2006–07	683	25 103	49 749	54 336	48 846	^ 5 464	**5 031	^ 34 804
2007-08	746	28 309	58 515	63 491	58 992	*4 630	^ 4 705	38 136
2008-09	685	26 609	59 176	61 530	58 702	**2 944	^ 6 080	37 140
2009–10	720	28 701	62 929	67 514	59 458	^ 8 236	^ 7 002	40 494
2010-11	776	31 243	69 045	72 944	63 892	^ 9 119	^ 9 210	45 574
• • • • • • • •		•••••						• • • • • • • • •
					ID SAFETY (P			
2006-07	^ 79	2 537	5 435	5 931	5 299	^ 640	^ 565	3 585
2007-08	^ 78	2 524	5 697	6 040	5 541	np	^ 520	3 553
2008-09	66	2 497	6 146	6 513	5 872	^ 663	^ 620	3 605
2009–10	66	2 533	6 044	6 296	5 584	np	^ 727	3 757
2010–11	79	2 840	6 999	7 397	6 657	^ 805	^ 767	4 252
• • • • • • • •		• • • • • • • • • • •	EDUCATION	AND TRAIN	IING (PRIVATI	E)		• • • • • • • • •
2006–07	282	9 577	13 181	21 832	18 768	^ 3 077	^ 2 185	13 093
2007-08	300	10 594	13 709	23 513	19 681	np	^ 2 400	14 337
			14 272		22 446	^ 2 327	^ 2 026	
2008-09	295	12 086		24 744				15 865
2009–10 2010–11	325 362	13 171 14 804	14 604 16 058	27 497 31 194	24 018 26 896	np ^ 4 305	^ 1 812 *1 724	17 028 18 716
2006–07	776	HEALTI 25 130	49 875	SOCIAL A	SSISTANCE (F 57 295	RIVATE) ^ 11 148	^ 9 630	40 545
2000-07	814	28 027	53 995	73 504	63 237	^ 10 231	^ 9 276	43 265
2008-09	846	28 740	56 117	78 465	66 372	^ 12 272	^ 11 993	46 505
2000-00	880	31 741	59 170	82 028	69 996	12 272	11 995	48 729
2009-10	946	34 874	62 254	82 028 88 618	75 287	^ 13 433	^ 11 930	53 235
				• • • • • • • • •				• • • • • • • • •
			ARTS AND	RECREATI	ON SERVICES			
2006–07	166	4 069	23 018	26 048	22 656	3 395	^ 2 314	8 470
2007–08	176	4 500	24 224	26 801	23 083	3 734	^ 2 810	9 153
2008–09	184	4 593	25 494	28 093	24 049	4 019	^ 3 602	9 441
2009–10	192	5 015	26 666	29 674	25 323	4 373	4 030	10 227
2010–11	205	5 405	27 290	30 392	26 437	3 949	^ 3 648	10 467
• • • • • • • •		• • • • • • • • • • •		HER SERV				• • • • • • • • •
0000 07								
2006-07	424	12 147	37 902	46 246	40 696	5 554	**1 062	19 176
2007-08	428	12 988	42 105	48 500	42 602	^ 5 992		20 743
2008-09	447	13 617	45 222	52 813	46 713	^ 6 422		22 900
2009–10 2010–11	452 477	14 289 15 506	45 057 48 371	54 880 59 573	47 151 51 035	^ 7 691 ^ 8 495	*2 876 **2 042	23 324 25 111
			40 57 1					
	• • • • • • • • • • • • • •		0% to less than 25%					
should	be used with cau	ition		( )	6-25.		see Explanatory Notes	
	ite has a relative s vith caution	standard error of 2	5% to 50% and shou	uld be (b)	Includes working p businesses.	roprietors and	partners of unincorpo	orated
		standard error grea	ter than 50% and is	(c)	Includes capitalise	d wages and s	alaries; excludes the	drawings of

\*\* estimate has a relative standard error greater than 50% and is considered too unreliable for general use
 (c) Includes capitalised wages and salaries; excludes the drawings of working proprietors.
 (d) Includes rent, leasing and hiring income.
 (e) See Technical Note 2, paragraph 5.

	Employment at end June(b)	Wages and salaries(c)	Sales and service income(d)	Total income	Total expenses	Operating profit before tax(e)	Earnings before interest, tax, depreciation and amortisation(e)	Industry value added(e)
	'000'	\$m	\$m	\$m	\$m	\$m	\$m	\$m
006.07	0.479	248 204		ELECTED IN		271 620	200,408	709 071
006–07 007–08	9 478 9 831	348 294 380 183	2 124 750 2 298 596	2 261 903 2 446 913	1 994 662 2 184 543	271 639 276 081	290 498 300 691	728 971 777 578
008-09	9 809	393 537	2 440 190	2 570 860	2 309 958	267 482	336 523	833 894
009–10	10 046	407 479	2 435 180	2 582 489	2 307 419	277 192	327 863	836 805
010–11	10 533	437 502	2 616 074	2 785 430	2 457 106	337 898	378 844	928 815

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

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2, paragraph 5.

(f) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

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Wages and salaries(b) \$m 5 843 6 039 5 985 5 765 6 075 11 827 13 288 16 055 16 599 19 140	Employer contributions into superannuation \$m	Workers' compensation premiums/costs \$m RICULTURE, F ^240 238 248 223 228	DIVISION (a) Selected labour costs \$m ORESTRY AND 6 731 6 963 6 911 6 525 6 903	^ 20 ^ 16 ^ 15	Payroll tax \$m 81 ^ 102	Total labour costs \$m 6 833
\$m 5 843 6 039 5 985 5 765 6 075 11 827 13 288 16 055 16 599 19 140	\$m AGF ^ 648 686 678 537 600 898	\$m RICULTURE, F ^240 238 248 223 228	\$m ORESTRY AND 6 731 6 963 6 911 6 525	\$m FISHING ^ 20 ^ 16 ^ 15	\$m 81 ^102	\$m
5 843 6 039 5 985 5 765 6 075 11 827 13 288 16 055 16 599 19 140	AGF ^ 648 686 678 537 600 898	RICULTURE, F ^ 240 238 248 223 228	ORESTRY AND 6 731 6 963 6 911 6 525	FISHING ^ 20 ^ 16 ^ 15	81 ^ 102	
6 039 5 985 5 765 6 075 11 827 13 288 16 055 16 599 19 140	^ 648 686 678 537 600 898	AICULTURE, F ^ 240 238 248 223 228	ORESTRY AND 6 731 6 963 6 911 6 525	^ 20 ^ 16 ^ 15	^ 102	6 833
6 039 5 985 5 765 6 075 11 827 13 288 16 055 16 599 19 140	686 678 537 600 898	238 248 223 228	6 963 6 911 6 525	^ 16 ^ 15	^ 102	6 833
6 039 5 985 5 765 6 075 11 827 13 288 16 055 16 599 19 140	686 678 537 600 898	238 248 223 228	6 963 6 911 6 525	^ 16 ^ 15	^ 102	
5 765 6 075 11 827 13 288 16 055 16 599 19 140	678 537 600 898	223 228	6 525			7 081
6 075 11 827 13 288 16 055 16 599 19 140	600 898	228			100	7 026
11 827 13 288 16 055 16 599 19 140	898		6 903	13	89	6 627
13 288 16 055 16 599 19 140				^ 17	90	7 010
13 288 16 055 16 599 19 140			MINING	• • • • • • • • • • • •	• • • • • • • • • • •	
13 288 16 055 16 599 19 140				405	500	40.007
16 055 16 599 19 140	913	225	12 950 14 405	135	522 543	13 607 15 094
16 599 19 140	1 292	205 237	14 405 17 585	146 181	543 717	15 094 18 483
19 140	1 292	237	17 585 18 180	181	717 798	18 483 19 165
	1 622	269 269	21 031	198	911	19 165 22 141
	• • • • • • • • • • • •					
		MANU	JFACTURING			
50 036	4 261	1 524	55 822	512	2 106	58 439
51 647	4 669	1 467	57 783	503	2 237	60 522
52 402	4 728	1 385	58 515	485	2 218	61 218
51 975	4 733	1 373	58 081	457	2 232	60 770
53 117	4 720	1 353	59 191	420	2 255	61 865
7 432	ELECTRI( 516		ATER AND WAS 8 045		325	8 435
8 005	682	114	8 801	55	351	9 207
8 561	692	115	9 369	56	381	9 805
9 122	822	112	10 055	60	443	10 558
9 833	914	128	10 874	66	463	11 403
• • • • • • • •						
3/ /08	3 074			164	^ Q1Q	39 745
						44 991
						47 095
						49 587
47 430	4 601	1 136	53 168	^ 216	1 597	54 981
• • • • • • • •	• • • • • • • • • • • •			• • • • • • • • • • • • •		
		WHOLE	SALE IRADE			
26 808	2 555	559	29 922	^ 428	1 159	31 509
28 672	2 795	531	31 998	493	1 225	33 717
	2 816	438	32 882	415	1 256	34 553
	2 843	512	33 670	409	1 249	35 328
32 503	2 994	635	36 132	372	1 379	37 883
28 705	^ 3 201	529	32 435	^ 198	^ 956	33 589
32 064	3 219	^ 642	35 926	^ 180	1 143	37 248
34 067	2 940	676	37 683	^ 209	1 252	39 144
35 128	3 001	676	38 805	^ 145	1 339	40 289
37 214	3 281	786	41 281	^ 163	1 328	42 772
		0% to less than 25%		-	s, see Explanatory N	lotes,
has a relative	ui caution		paragrap	IS 10-20.		
has a relative uld be used wi	e standard error of 2	50/ to 500/ art -1	المناحية (م) إما	capitalised wages an		drowings of
	9 122 9 833 34 498 38 487 40 849 42 944 47 430 26 808 28 672 29 628 30 315 32 503 28 705 32 064 34 067 35 128 37 214 has a relative	9       122       822         9       833       914         34       498       3       074         38       487       3       760         40       849       3       735         42       944       3       916         47       430       4       601         26       808       2       555         28       672       2       795         29       628       2       816         30       315       2       843         32       503       2       994         28       705       ^3       201         32       064       3       219         34       067       2       940         35       128       3       001         37       214       3       281	9 122 822 112 9 833 914 128 CON 34 498 3 074 ^ 1 091 38 487 3 760 1 086 40 849 3 735 1 040 42 944 3 916 1 097 47 430 4 601 1 136 WHOLE 26 808 2 555 559 28 672 2 795 531 29 628 2 816 438 30 315 2 843 512 32 503 2 994 635 RET 28 705 ^ 3 201 529 32 064 3 219 ^ 642 34 067 2 940 676 35 128 3 001 676 37 214 3 281 786 has a relative standard error of 10% to less than 25%	9 122       822       112       10 055         9 833       914       128       10 874         CONSTRUCTION         34 498       3 074       ^1 091       38 662         38 487       3 760       1 086       43 334         40 849       3 735       1 040       45 623         42 944       3 916       1 097       47 957         47 430       4 601       1 136       53 168         WHOLESALE TRADE         26 808       2 555       559       29 922         28 672       2 795       531       31 998         29 628       2 816       438       32 882         30 315       2 843       512       33 670         32 503       2 994       635       36 132         RETAIL TRADE         28 705       ^3 201       529       32 435         32 064       3 219       642       35 926         34 067       2 940       676       37 683         35 128       3 001       676       38 805         37 214       3 281       786       41 281	9 122       822       112       10 055       60         9 833       914       128       10 874       66         CONSTRUCTION         34 498       3 074       ^1 091       38 662       164         38 487       3 760       1 086       43 334       *420         40 849       3 735       1 040       45 623       ^1 196         42 944       3 916       1 097       47 957       245         47 430       4 601       1 136       53 168       ^2 16         WHOLESALE TRADE         ETADE         26 808       2 555       559       29 922       428         26 672       2 795       531       31 998       493         29 628       2 816       438       32 882       415         30 315       2 843       512       33 670       409         32 503       2 994       635       36 132       372         RETAIL TRADE         28 705       3 201       529       32 435       198         32 064       3 219       642       35 926       180         34 067       2 940 <td< td=""><td>9 122       822       112       10 055       60       443         9 833       914       128       10 874       66       463         CONSTRUCTION         34 498       3 074       ^1 091       38 662       164       919         38 487       3 760       1 086       43 334       *420       1 237         40 849       3 735       1 040       45 623       ^1 96       1 276         42 944       3 916       1 097       47 957       245       1 386         47 430       4 601       1 136       53 168       216       1 597         WHOLESALE TRADE         ETAIL TRADE         26 808       2 555       559       29 922       ^4 28       1 159         28 672       2 795       531       31 998       493       1 225         29 628       2 816       438       32 882       415       1 256         30 315       2 843       512       33 6132       372       1 379         RETAIL TRADE         28 705       3 201       529       3 2 435       ^1 198       956         32 064       3 219       642</td></td<>	9 122       822       112       10 055       60       443         9 833       914       128       10 874       66       463         CONSTRUCTION         34 498       3 074       ^1 091       38 662       164       919         38 487       3 760       1 086       43 334       *420       1 237         40 849       3 735       1 040       45 623       ^1 96       1 276         42 944       3 916       1 097       47 957       245       1 386         47 430       4 601       1 136       53 168       216       1 597         WHOLESALE TRADE         ETAIL TRADE         26 808       2 555       559       29 922       ^4 28       1 159         28 672       2 795       531       31 998       493       1 225         29 628       2 816       438       32 882       415       1 256         30 315       2 843       512       33 6132       372       1 379         RETAIL TRADE         28 705       3 201       529       3 2 435       ^1 198       956         32 064       3 219       642

1.2	LABOUR	COSTS BY	INDUSTRY DI	VISION (a) co	ontinued		
	Wages and	Employer contributions into	Workers' compensation	Selected labour	Fringe benefits	Payroll	Total Iabour
	salaries(b)	superannuation	premiums/costs	costs	tax	tax	costs
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
	• • • • • • • • •	ACC	OMMODATION	AND FOOD SE	RVICES	• • • • • • • • • • • •	• • • • • • • • •
~~~~							
006-07	15 222	1 138	353	16 713	^ 45	384	17 142
07-08	16 516	1 259	365	18 139	^ 42	501	18 683
008-09	17 221	1 420	379	19 020	^ 42	426	19 487
)09–10 )10–11	17 688 19 056	1 518 1 662	410 432	19 616 21 150	43 ^ 50	458 532	20 117 21 733
		TRAN	ISPORT, POSTA	L AND WARE	HOUSING		
006–07	23 374	1 908	672	25 954	^ 167	1047	27 167
07–08	25 079	1 980	756	27 814	129	1 175	29 118
008–09	25 677	1 999	734	28 410	119	1 093	29 622
009–10	26 836	2 160	748	29 744	121	1 174	31 038
010–11	28 169	2 335	795	31 299	125	1 197	32 621
• • • • • •	• • • • • • • • •		TION MEDIA AN			• • • • • • • • • • • • •	• • • • • • • • •
06-07	10 793	863	88	11 744	140	519	12 403
007-08	11 579	856	^ 161	12 595	148	579	13 322
008–09	11 683	929	104	12 716	140	588	13 444
09–10	11 641	995	93	12 729	91	594	13 413
10–11	12 139	1 076	72	13 287	90	582	13 959
• • • • • •	• • • • • • • • •		L, HIRING AND		SERVICES		• • • • • • • • •
006-07	10 498	^ 1 015	^ 140	11 653	^ 59	^ 276	11 988
07-08	11 045	^ 913	*215	12 173	^ 88	351	12 612
08-09	11 220	1 047	^ 186	12 453	60	378	12 891
)09–10 )10–11	10 975 11 593	1 018 1 044	^ 137 135	12 131 12 772	^ 65 ^ 52	324 328	12 520 13 152
10-11	11 333	1 044	133	12 112	Jz	520	10 102
		PROFESSIO	NAL, SCIENTIFI	C AND TECHN	IICAL SERVI	CES	
06-07	44 695	^ 4 480	575	49 751	^ 337	1 497	51 585
007-08	50 822	5 492	445	56 759	372	1 717	58 848
008-09	52 047	5 223	^ 367	57 637	^ 393	1 789	59 819
009-10	53 044	4 876	^ 353	58 273	^ 393	1 776	60 442
010-11	56 560	4 972	312	61 844	324	1 925	64 093
• • • • • •							
		ADMI	NISTRATIVE AN	D SUPPORT S	SERVICES		
06–07	25 103	2 404	^ 653	28 160	^ 93	^ 992	29 245
07–08	28 309	2 526	636	31 470	^ 122	1 115	32 706
008-09	26 609	2 178	547	29 334	*122	964	30 420
009-10	28 701	2 335	555	31 590	90	1 098	32 778
10–11	31 243	2 606	580	34 428	^ 115	1 116	35 659
	• • • • • • • • •		ADMINISTRATIO				• • • • • • • • •
006–07	2 537	208	^ 106	2 851	^8	^ 103	2 962
07-08	2 524	^ 210	^ 94	2 828	^8	^ 93	2 929
08-09	2 497	196	77	2 771	^9	^ 112	2 892
009–10	2 533	209	71	2 813	^ 7		2 918
010–11	2 840	241	^ 100	3 180	^ 7	109	3 296
							• • • • • • • • •
			0% to less than 25%		-	s, see Explanatory N	lotes,
	ould be used wi			paragraphs		destado i i	dunud i f
		e standard error of 2	5% to 50% and should			d salaries; excludes	arawings of
be use	d with caution			working pr	oprietors.		

1.2 LABOUR COSTS BY INDUSTRY DIVISION(a) continued ..... Selected Employer Workers' Fringe Total Wages and contributions into Payroll compensation labour benefits labour salaries(b) superannuation premiums/costs tax costs tax costs \$m \$m \$m \$m \$m \$m \$m . . . . . . . . . . . . EDUCATION AND TRAINING (PRIVATE) 2006-07 9 577 813 119 10 509 ^ 39 \*57 10 606 102 38 \*109 2007-08 10 594 997 11 692 11 840 2008-09 12 086 1 066 126 13 278 ^ 53 \*\*142 13 473 14 528 ^ 47 2009-10 13 171 142 ^ 185 1 215 14 760 ^ 102 2010-11 14 804 1 370 151 16 325 ^ 52 16 478 HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE) ^ 705 \*75 2006–07 25 130 2 759 28 594 326 28 995 ^ 448 \*86 2007–08 546 31 386 28 027 2 814 31 920 2008–09 32 030 61 28 740 2 732 558 559 32 650 2009–10 31 741 2 668 607 35 015 ^ 61 485 35 562 ^ 63 ^ 600 2010-11 34 874 3 138 694 38 706 39 369 ARTS AND RECREATION SERVICES 404 61 4 534 ^ 28 2006-07 4 069 131 4 6 9 4 ^ 29 2007-08 4 500 417 72 4 989 139 5 157 4 593 26 2008-09 383 \*127 5 103 162 5 2 9 0 ^ 110 2009-10 5 015 427 5 551 ^ 31 175 5 7 5 7 ^ 28 5 405 5 988 189 2010-11 473 110 6 205 OTHER SERVICES 13 433 2006-07 12 147 1 050 236 ^ 75 ^ 204 13 712 ^ 51 2007-08 12 988 1 043 247 14 279 247 14 578 ^ 56 15 154 2008-09 13 617 1 295 ^ 283 15 494 242 2009-10 14 289 1 372 307 15 968 \*86 270 16 324 ^ 285 61 15 506 1 379 17 170 289 17 520 2010-11 TOTAL SELECTED INDUSTRIES (c) 2006-07 32 195 7 973 388 462 2 589 348 294 11 606 402 657 380 183 7 921 423 336 2 925 2007-08 35 232 13 310 439 571 2008-09 393 537 35 349 7 587 436 474 2 637 13 695 452 806 2009-10 407 479 35 968 7 785 451 232 2 549 14 173 467 954 437 502 39 027 8 200 484 728 2 419 14 993 2010-11 502 139 estimate has a relative standard error of 10% to less than 25% (a) For scope and coverage details, see Explanatory Notes, and should be used with caution paragraphs 6-25. estimate has a relative standard error of 25% to 50% and should \* (b) Includes capitalised wages and salaries; excludes drawings of be used with caution working proprietors. \*\* estimate has a relative standard error greater than 50% and is (c) Excludes Division K FINANCIAL AND INSURANCE SERVICES. considered too unreliable for general use

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

		PLUS		inte o	LESS	• • • • • • • • •	
		Funding	Conital				
		from government	Capital work			Other	
	Sales and	for	done		Purchases of	intermediate	Industry
	service	operational	for own	Change ir	n goods and	input	value
	income(a)	costs	use	inventories	s materials(c)	expenses	added(b)
	\$m	\$m	\$m	\$n	n \$m	\$m	\$m
							• • • • • • • • •
		AGRICULT	URE, FC	RESTRY	AND FISHING		
2006–07	54 410	^ 581	^ 130	-70	<sup>^</sup> 26 612	11 775	16 664
2007–08	62 183	^ 1 121	^ 221	*824	1 29 965	14 883	19 500
2008–09	65 852	1 205	^ 208	-98	3 30 564	16 055	20 548
2009–10	60 755	921	^ 137	-140	) 25 147	16 053	20 473
2010–11	64 500	923	^ 118	*1 010	26 853	16 835	22 864
• • • • • • • •	• • • • • • • • • • •	• • • • • • • • • • •		IINING	• • • • • • • • • • • • • •		• • • • • • • • •
0000 07	110.004	050			- 40.000	00.074	74.005
2006-07	113 624	950	1 217	915		32 671	71 005
2007-08	121 301	980	991	^ 1 612		35 062	72 133
2008–09 2009–10	172 287	1 177	1 225	2 151		47 188	106 911
2009-10 2010-11	151 689 199 183	1 222 1 482	1 705 3 905	709 1 578		47 033 53 974	88 036 126 296
2010 11	100 100	1 102	0 000	1010	20011	00 01 1	120 200
	• • • • • • • • • • • •		MANU	FACTUR	ING		
2006–07	371 155	698	824	1 544	209 806	62 518	101 898
2007-08	390 579	953	^1204	4 322		62 540	107 413
2008-09	410 430	^ 1 216	^ 2 133	*1 009	250 028	60 835	103 925
2009-10	379 825	888	1 191	-1 415	5 223 050	59 500	97 940
2010-11	388 668	893	^1065	^ 2 095	5 230 614	60 673	101 434
	EL	ECTRICITY,	GAS, WA	TER AN	D WASTE SERV	CES	
2006–07	61 057	1 480	5 442	324	4 27 111	16 172	25 021
2007–08	69 986	^ 1 865	5 661	^ 189	32 814	18 094	26 792
2008–09	79 158	1 853	6 351	305	5 38 349	20 082	29 235
2009–10	86 350	2 102	6 587	145	5 40 887	22 121	32 176
2010-11	95 759	2 524	5 859	-140	43 866	23 989	36 146
			CONS	TRUCTI	O N		
2006–07	233 348	*379	*638	-3 176		52 861	75 463
2007–08	253 820	^ 303	*969	**1 281		65 351	75 255
2008–09	260 154	746	*894	-1 174	1 110 756	70 966	78 899
2009–10	276 272	1 128	^ 688	-135		76 480	83 959
2010–11	297 466	^ 821	**991	**660	) 123 730	87 692	88 516
• • • • • • • •	• • • • • • • • • •	• • • • • • • • • • •	WHOLE	SALE TF	RADE		• • • • • • • • •
2006–07	363 475	116	*210	*2 946	6 281 938	37 332	47 478
2007-08	403 833	231	*156	*2 871		41 069	55 281 56 071
2008-09	406 534 404 165	^ 334 ^ 246	^ 194 ^ 93	^ 3 203 **178		41 175	56 071 55 711
2009–10 2010–11	404 165 428 612	^ 246 ^ 232	93 *73	^ 2 849		41 766 44 691	55 711 60 110
^ octimo	te has a relative st	andard error of 10%	to less than	**	estimate has a relative	standard error groot	ter than 50%
	nd should be used				and is considered too u	-	
		andard error of 25%	to 50% and	(2)		-	1 435
oodinia			, to 50 /0 and		Includes rent, leasing a	-	
Should	be used with cauti	011		(b) (c)	See Technical Note 2, p Includes capitalised pur		
				(0)			

. . . . . . . . . .

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

		PLUS			LESS			
		•••••						
		Funding						
		from	Capital					
		government	work			Other		
	Sales and service	for	done for own	Change in	Purchases of	intermediate	Industry	
	income(a)	operational	for own use	Change in inventories	-	input expenses	value added(b)	
	income(a)	costs	use	Inventories	inaterials(C)	expenses	auteu(b)	
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	
			RETA	ALL TRAD	)E			
					-			
2006–07	301 997	*262	^ 247	**1 039	215 876	34 850	52 818	
2007–08	316 124	*258	^ 253	*2 279	228 486	33 871	56 558	
2008–09	342 615	*380	132	**204	247 851	35 153	60 325	
2009–10	355 487	**152	73	^ 2 578	257 049	37 419	63 822	
2010–11	364 946	*123	^ 79	**840	257 686	40 074	68 228	
ACCOMMODATION AND FOOD SERVICES								
2006–07	62 401	^ 106	^ 68	*453	^ 22 523	14 954	25 550	
2007–08	69 936	^ 35	^ 87	**85	23 043	19 093	28 007	
2008-09	68 355	^ 116	*99	*177		16 400	29 798	
2009–10	71 448	^ 73	*83	*82		17 536	31 351	
2010-11	78 922	*88	^ 96	*133		21 216	33 435	
		TRANSPOR	T POST		WAREHOUSING			
			,					
2006-07	109 579	4 386	^ 943	**130		43 565	49 224	
2007–08	118 761	5 311	^ 1 961	184		50 713	50 721	
2008–09	117 788	5 471	2 096	*121		51 774	49 448	
2009–10	120 027	5 679	1 909	209	21 309	55 154	51 361	
2010–11	134 194	1 259	2 212	^ 148	22 413	59 938	55 462	
	IN	FORMATION	MEDIA /	AND TEL	ECOMMUNICATI	ONS		
2006–07	67 043	183	np	*90	np	29 005	31 457	
2007-08	68 899	^ 187	1 791	^ 122		27 868	33 093	
2008-09	70 686	^ 234	1 754	**17		28 749	33 944	
2009–10	72 511	^ 206	1 471	**88		28 367	35 076	
2010-11	75 311	^ 182	np	^ 78		30 250	35 664	
			ľ		ľ			
		RENTAL HIR	ING ANI	RFAI	ESTATE SERVIC	FS		
0000 07							44.050	
2006-07	74 457	576	*184	-93		19 869	41 056	
2007-08	81 411	869	*828	-413		23 070	45 159	
2008-09	85 191	1 441	^ 583	-452		23 871	47 744	
2009–10	85 394	2 216	^ 247	-439		24 566	49 897	
2010–11	91 839	966	^ 353	-393	12 591	27 175	52 998	
• • • • • • • •		• • • • • • • • • • • •		• • • • • • •				
	PROF	ESSIONAL, S	SCIENTI	FIC AND	TECHNICAL SE	RVICES		
2006–07	133 043	*2 260	*258	**260	^ 23 145	41 012	71 663	
2007–08	143 517	*2 089	*371	**129	24 015	43 612	78 478	
2008-09	154 714	^ 2 058	^ 349	*474	28 209	47 798	81 588	
2009-10	156 787	^ 1 565	*255	-124	27 383	47 654	83 446	
2010-11	166 658	*2 034	380	*524		54 676	90 307	
		and array of 100	to loce the		not ovoilable for public-	tion but included in		
	e has a relative sta d should be used	andard error of 10%	to less than		not available for publica applicable, unless other		i totais where	
			to 50% and					
oodinad		andard error of 25%	เบ วบ% ลกด		Includes rent, leasing a	-		
	be used with cauti				See Technical Note 2, p			
		andard error greater		(c)	Includes capitalised pur	cnases.		
and is c	unsidered too unr	eliable for general u	se					

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

		PLUS		i inte c	LESS	<b>v</b> commucu	
			•••••	•••••	• ••••••		
	Sales and service income(a)	Funding from government for operational costs	Capital work done for own use	Change ii inventorie	-	Other intermediate input expenses	Industry value added(b)
	\$m	\$m	\$m	\$n	n \$m	\$m	\$m
		ADMINISTR	ATIVE A	ND SUF	PPORT SERVICES	5	
2006–07	49 749	^ 1 565	**138	-25		10 857	^ 34 804
2007-08	58 515	^1691	^ 70	*13:		14 414	38 136
2008-09	59 176	^1300	^ 122	*11		15 802	37 140
2009–10 2010–11	62 929 69 045	^ 1 503 ^ 1 439	^ 312	*18: **68		16 422 18 111	40 494 45 574
2010-11	09 045	1 439	np		3 np	10 111	45 574
					) SAFETY (PRIV	,	
2006-07	5 435	**150	^6	8	3 ^ 579	^ 1 435	3 585
2007-08	5 697	**113	np	np		1 382	3 553
2008-09	6 146	^ 130	**15	**22		1 756	3 605
2009–10 2010–11	6 044 6 999	*62 ^ 108	np	nr **65		1 462 2 056	3 757 4 252
2010-11	0 999	108	np	0.	di C	2 030	4 232
• • • • • • • •		EDUCATI	ON AND	TRAINI	NG (PRIVATE)		
2006–07	13 181	7 058	**24	*14	4 ^ 2 289	4 895	13 093
2007–08	13 709	7 616	np	np		^ 5 156	14 337
2008-09	14 272	9 069	*26	**29		5 451	15 865
2009-10	14 604	10 166	np	nr		5 595	17 028
2010–11	16 058	11 233	*19	**{	3 1 900	6 702	18 716
• • • • • • • •	HE	ALTH CARE A	AND SOC	CIAL AS	SISTANCE (PRIV	(ATE)	
2006–07	49 875	14 237	*348	**30	8 921	15 024	40 545
2007–08	53 995	15 213	^ 267	-36	6 8 153	18 021	43 265
2008–09	56 117	18 491	216	^ 179	9 9 178	19 319	46 505
2009–10	59 170	18 869	206	202	2 10 098	19 620	48 729
2010–11	62 254	20 989	*232	*10:	1 9 806	20 536	53 235
		ARTS A	ND REC	REATIO	N SERVICES		
2006–07	23 018	^ 608	np	**2	4 np	12 992	8 470
2007–08	24 224	^ 522	144	**16		12 999	9 153
2008–09	25 494	^ 671	471	-26	6 2 860	14 309	9 441
2009–10	26 666	^ 796	^ 295	*22	2 2 469	15 082	10 227
2010–11	27 290	*1044	*141	-6	6 2 477	15 526	10 467
• • • • • • • •			OTHER	SERVI	CES		
2006–07	37 902	2 329	**118	**2	13 043	^ 8 134	19 176
2000-07	42 105	^ 1 965	**200	**93		10 328	20 743
2007-08	45 222	^ 2 414	*18	*322		9 786	22 900
2000-00	45 057	^ 3 227	*39	-38		10 294	23 324
2009-10	48 371	^ 2 933	*19	-44		10 359	25 324
		2 000			10 010		
^ estima	te has a relative sta	andard error of 10%	to less than	n np	not available for publica	tion but included ir	totals where
	nd should be used				applicable, unless other		
		andard error of 25%	to 50% and	. ,	Includes rent, leasing an		
should	be used with cauti	on		(b)	See Technical Note 2, p	baragraph 5.	

 should be used with caution
 (b)
 See Technical Note 2, paragraph 5.

 \*\*
 estimate has a relative standard error greater than 50% and is considered too unreliable for general use
 (c)
 Includes capitalised purchases.

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

		PLUS			LESS		
		••••••	•••••	•••••	•••••	•••••	
		Funding from	Capital				
		government	work			Other	
	Sales and	for	done		Purchases of	intermediate	Industry
	service	operational	for own	Change in	•	input	value
	income(a)	costs	use	inventories	materials(c)	expenses	added(b)
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
		• • • • • • • • • • • • •	• • • • • •				• • • • • • • • •
		TOTAL	SELECI	FED IND	USTRIES(d)		
2006–07	2 124 750	37 922	13 967	**4 398	1 002 145	449 921	728 971
2007–08	2 298 596	41 321	15 257	^ 13 711	1 093 780	497 528	777 578
2008–09	2 440 190	48 305	16 884	*6 580	1 151 594	526 471	833 894
2009–10	2 435 180	51 022	15 309	**2 122	1 124 703	542 124	836 805
2010–11	2 616 074	49 272	17 252	^9 574	1 168 883	594 474	928 815
^ estima	te has a relative sta	andard error of 10% to	less than	n (a)	Includes rent, leasing ar	nd hiring income.	
25% a	nd should be used	with caution		(b)	See Technical Note 2, p	aragraph 5.	
* estima	te has a relative sta	andard error of 25% to	o 50% and	(c)	Includes capitalised pur	chases.	
should	be used with cauti	on		(d)	Excludes Division K FINAI	NCIAL AND INSURANCE SE	RVICES.

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

CHAPTER **2** 

### INDUSTRY PERFORMANCE

INTRODUCTION	Statistics in this chapter relate to the performance of Australian industry at the industry division level, as defined by the <i>Australian and New Zealand Standard Industrial Classification (ANZSIC)</i> , 2006 edition. ANZSIC Division K FINANCIAL AND INSURANCE SERVICES is excluded from the scope of the statistics. However, data for Subdivision 64 AuxILLARY FINANCE AND INSURANCE SERVICES is presented in the Appendix. Aggregates excluding this industry are presented at the Total selected industries level. Please note that data presented in this publication, including PUBLIC ADMINISTRATION AND SAFETY, EDUCATION AND TRAINING, and HEALTH CARE AND SOCIAL ASSISTANCE, where shown (or included in totals), exclude any public sector components.
	<ul><li>which may be activities other than those normally associated with that industry.</li><li>Explanatory Notes paragraphs 18–19 provide further details.</li><li>Definitions of terms used are shown in the Glossary.</li></ul>
INCOME AND EXPENDITURE	For Total selected industries, total income in 2010–11 was \$2,785.4b. The percentage contribution by small businesses was 31.5%, medium businesses 25.3% and large businesses 43.3%. Sales and service income (including rent, leasing and hiring income) was \$2,616.0b, which accounted for 93.9% of total income.
	In 2010–11, total expenses of Total selected industries was \$2,457.1b. The percentage contribution by small businesses was 30.4%, medium businesses 26.3% and large businesses 43.3%. Purchases accounted for \$1,156.9b, which was 47.1% of total expenses, and selected labour costs accounted for \$484.7b, 19.7% of total expenses.
PROFITABILITY AND EARNINGS	Operating profit before tax (OPBT) for TOTAL SELECTED INDUSTRIES in 2010–11 was \$337.9b. The percentage contribution by small businesses was 39.0%, medium businesses 17.7% and large businesses 43.3%. Small businesses include many non-employing businesses which make a higher contribution to OPBT than to most of the other variables presented, as the drawings and/or labour costs of working proprietors and partners are not reflected in estimates of business expenses.
	For Total selected industries, the estimated earnings before interest, tax, depreciation and amortisation (EBITDA) was \$378.8b in 2010–11. The largest increases in EBITDA between 2009–10 and 2010–11 occurred in Mining (\$31.9b, 54.8%), Electricity, Gas, water and waste services (\$3.1b, 14.9%) and Manufacturing (\$2.7b, 8.0%). The largest decrease was in Construction (-\$1.2b) while the largest percentage decrease was in Other services (-29.0%).
GROSS FIXED CAPITAL FORMATION	Gross fixed capital formation (GFCF) by Total selected industries was \$171.8b in 2010–11, an increase of 1.4% from the previous year.

. . . . . . . .

GROSS FIXED CAPITAL FORMATION <i>continued</i>	The largest increases in GFCF between 2009–10 and 2010–11 occurred in Mining (\$9.6b, 24.1%) and Education and Training (\$1.5b, 47.5%). The two largest decreases occurred in Rental, Hiring and Real estate services (-\$4.1b, -23.1%) and Transport, postal and warehousing (-\$3.0b, -17.0%).
INDUSTRY RATIOS	A range of performance measures, expressed as ratios or percentages, can be produced from the data available from businesses' financial statements. These measures are presented in Table 2.2 for each industry. Definitions are provided in the Glossary. Information about the uses and limitations of these measures can be found in Explanatory Notes paragraphs 26–30.
	At the Total selected industries level, profit margin increased from 11.4% in 2009–10 to 12.9% in 2010–11. Mining recorded the largest profit margin (42.5%), which is a substantial increase from 32.9% for 2009–10.
	Industry value added (IVA) per person employed was substantially higher in Mining (\$783,000) than in the next highest industry Electricity, GAS, WATER AND WASTE SERVICES (\$332,000).
INDUSTRY ANALYSIS	An analysis of performance by selected industries follows.
Agriculture, forestry and fishing	In 2010–11, Agriculture, forestry and fishing contributed 2.5% to each of total income, total expenses and IVA for Total selected industries.
	Small businesses dominate Agriculture, FORESTRY AND FISHING, contributing higher proportions of the industry's total income (79.7%), wages and salaries (66.5%) and employment (85.9%) than in any other industry.
Mining	The MINING industry was impacted in 2010–11 by high commodity prices; this was the primary driver of increases in most estimates for this industry.
	MINING showed a \$34.8b (69.6%) increase in OPBT. EBITDA increased \$31.9b (54.8%) and IVA increased \$38.3b (43.5%). When compared with Total selected industries, Mining had the highest percentage increase for OPBT, EBITDA and IVA.
	MINING remains the largest contributor to OPBT (25.1%), EBITDA (23.8%) and IVA (13.6%) for all Total selected industries.
	Depreciation and amortisation is a significant element of the cost structure of Mining, and represented 13.1% of its total expenses in 2010–11, the highest proportion of any selected industry.
	In 2010–11, MINING had the highest capital expenditure (\$57.1b), sales and service income per person employed (\$1.2m) and profit margin (42.5%) of all the selected industries.
Manufacturing	MANUFACTURING accounted for 14.3% of total income for Total selected industries in 2010–11, the second largest contributor after Wholesale trade (15.5%).
	MANUFACTURING experienced a reduction of 18,000 persons employed from approximately 954,000 in 2009–10 to 936,000 in 2010–11.

### CHAPTER 2 • INDUSTRY PERFORMANCE

Electricity, gas, water and waste services	Large businesses dominate Electricity, GAS, WATER AND WASTE SERVICES, contributing more than 70% of its IVA, OPBT, and sales and service income.
Construction	In 2010–11 CONSTRUCTION showed a decrease of \$1.2b in EBITDA (-3.8%). It ranked fourth in the movement of IVA, increasing \$4.6b.
	Construction recorded the second largest employment $(1.1m)$ of Total selected industries, after Retail trade ( $$1.4m$ ).
WHOLESALE TRADE	Wholesale trade was the largest contributor of all selected industries to total income $(15.5\%)$ .
	For purchases of goods and materials, Wholesale trade had the highest percentage contribution (28.3%) to Total selected industries.
Retail trade	Total income and total expenses in Retail trade increased by 2.9% and 2.0% respectively between 2009–10 and 2010–11.
	With \$368.9b, Retail trade recorded the third largest total income of Total selected industries, after Wholesale trade and Manufacturing.
	RETAIL TRADE recorded the largest employment (1.4m) of any of the selected industries.
Accommodation and food services	In 2010–11 Accommodation and food services showed only a moderate increase in employment (2.3%). The industry has the lowest wages and salaries per person (\$22,000).
Transport, postal and warehousing	The percentage of businesses in Transport, postal and warehousing that returned a profit was 82.3%, the highest proportion of any selected industry in 2010–11.
Information media and telecommunications	OPBT in Information media and telecommunications decreased \$583m (-5.2%) between 2009–10 and 2010–11.
	Large businesses dominate Information media and telecommunications, contributing more than 70% of its IVA, total income, total expenses, and wages and salaries.
Rental, hiring and real estate services	In absolute terms, Rental, HIRING AND REAL ESTATE SERVICES ranked third in increased OPBT (\$4.3b) between 2009–10 and 2010–11, with MINING ranked first (\$34.8b) and Professional, scientific and technical services ranked second (\$7.2b). Profit margin increased from 28.7% to 31.3% in this same period.
	Rental, hiring and real estate services had the second highest capital expenditure of all Total selected industries at \$33.4b, behind Mining (\$57.1b).
	In percentage terms, Rental, HIRING AND REAL ESTATE SERVICES had the highest interest expenses of any industry, accounting for 18.8% of its total expenses.
Professional, scientific and technical services	PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES WAS the largest contributor of all selected industries to selected labour costs (12.8%).

Education and training (private)	In 2010–11, Education and Training (private) received \$11.2b of funding from government for operational costs which was 36.0% of total income. This was the second highest amount after Health care and social assistance (private) (\$21.0b).				
	Of the selected industries, this industry had the highest ratio of wages and salaries to sales and service income (92.2%), significantly higher than the second ranked industry by this measure, HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE) (56.0%).				
Health care and social assistance (private)	Of the selected industries, HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE) was by far the largest recipient of funding from government for operational costs. In 2010–11 it received \$21.0b, or 42.6% of all such funding paid to Total selected industries. This funding represented 23.7% of the total income of the industry.				
Other services	Small businesses accounted for 76.5% of OPBT in Other services, whereas IVA for small businesses accounted for 56.5% and medium sized businesses accounted for 29.1%.				

2.1

BUSINESS	SI7F BY	INDUSTRY	DIVISION(a)	
DUDINEUU		IND 0 5 INI		

	AGRICULTI FORESTRY AND FISHI		MINING		MANUFAC	TURING	ELECTRICI GAS, WATE WASTE SE	ER AND	CONSTRUC	TION
	•••••					•••••				
	2009-10	2010-11	2009-10	2010-11	2009-10	2010-11	2009-10	2010-11	2009-10	2010-11
			EMPLO	YMENT	AT END C	)F JUNE	('000)(b)			
Small	402	438	^ 20	24	289	291	15	13	688	679
Medium	55	56	25	26	303	285	16	16	163	238
Large Total	12 468	16 510	98 144	112 161	363 954	360 936	77 107	79 109	146 997	159 1 076
			W	AGES A	ND SALAF	RIES (\$N	Л)(с)			
Small	3 667	4 040	^ 1 538	1 966	9 257	10 222	639	683	18 992	17 610
Medium	1 615	1 593	2 704	2 819	16 026	15 647	1 129	1 231	10 676	14 918
Large Total	483 5 765	443 6 075	12 357 16 599	14 356 19 140	26 691 51 975	27 248 53 117	7 354 9 122	7 918 9 833	13 275 42 944	14 902 47 430
			SALE	S AND S	SERVICE		(\$M)(d)			
Small	49 444	51 467	19 856	26 377	54 026	59 167	10 062	10 743		137 892
Medium Large	8 777 2 534	10 305 2 728	29 462	39 009 133 797	113 619 212 180	107 157	10 691 65 597	11 453 73 563	60 582 68 140	86 550 73 024
Total	60 755	64 500		199 183	379 825		86 350	95 759	276 272	
				тоти	AL INCOM	E (\$M)				
Small	53 195	54 466	22 912	29 960	55 725	60 286	11 471	12 518	149 507	142 306
Medium	9 326	10 946	29 127	40 471		108 914	11 970	13 206	63 040	87 264
Large Total	2 351 64 872	2 927 68 339		148 906 219 336	218 129 388 546		69 734 93 174	79 064 104 788	69 160 281 707	74 530 304 100
				τοται	L EXPENS	ES (\$M)				
Small	45 632	47 628	18 868	22 069	49 099	52 989	10 745	10 783	130 616	123 976
Medium	8 792	9 766	23 178	26 194		101 721	11 240	12 259	58 313	80 799
Large Total	2 788 57 212	2 876 60 270	74 333 116 379	87 929 136 192		216 175 370 886	61 196 83 181	68 968 92 010	65 947 254 877	74 315 279 089
Total	51 212	00 210	110 575	100 102	501 554	510 000	00 101	52 010	254 011	210 000
			OPERA	TING PF	ROFIT BEF	ORE TA	X (\$M)(e)			
Small	^ 7 563	7 444	^ 4 136	7 988	^ 6 917	7 416	^ 738	1 767	^ 18 969	16 955
Medium	np	1 475	6 074	14 697	6 307	7 821	^ 823	873	^ 5 077	8 180
Large Total	np ^ 7 520	159 9 079	39 737 49 946	62 037 84 721	12 574 25 798	13 375 28 612	8 576 10 138	9 998 12 638	2 649 26 696	535 25 671
					VALUE A					
Small	17 113	18 338	7 614	11 514	18 480	20 596	2 173	3 482	46 523	42 207
Medium	2 854	3 674	15 480	23 950	28 409	28 270	3 589	3 172	17 992	27 688
Large Total	506 20 473	853 22 864	64 942 88 036	90 833 126 296	51 051 97 940	52 567 101 434	26 414 32 176	29 491 36 146	19 444 83 959	18 621 88 516
^ estin			rd error of 10%				working proprie			
and	should be use	ed with cauti	on		(c)	Includes	capitalised wag	es and salari	es; excludes the	e drawings
•			ut included in to	otals where			g proprietors.			
	cable, unless		ndicated		(d)		rent, leasing an		me.	
(a) See	Glossary for d	etalis.			(e)	See Tech	inical Note 2 pa	aragraph 5.		

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

	WHOLESALE	TRADE	RETAIL TRA	DE	ACCOMMC AND FOOD SERVICES		TRANSPOF POSTAL A WAREHOU	ND	INFORMATION M TELECOMMUNIC	
	2009-10	2010-11	2009-10	2010-11	2009-10	2010-11	2009-10	2010-11	2009-10	2010-11
• • • • • • •			EMPL	DYMENT	AT END C	DF JUNE	('000)(b)			
Small	203	192	497	519	469	465	246	235	39	39
Medium	178	217	^ 234	273	235	256	82	94	32	37
Large	163	162	566	559	183	186	222	240	106	107
Total	544	571	1 297	1 351	887	908	550	568	177	183
	•••••		•••••		•••••		• • • • • • • •			
			١	WAGES A	ND SALAF	RIES (\$N	1)(c)			
Small	^ 8 841	7 655	11 972	12 382	7 482	7 567	5 796	5 114	^1342	1 130
Medium	10 179	12 623	^ 7 565	8 845	5 893	6 783	4 662	5 285	1 741	2 132
Large	11 295	12 225	15 590	15 987	4 312	4 706	16 378	17 770	8 557	8 878
Total	30 315	32 503	35 128	37 214	17 688	19 056	26 836	28 169	11 641	12 139
			SALI	ES AND S	SERVICE	INCOME	(\$M)(d)			
Small	^ 103 516	99 414	113 420	118 196	32 080	35 326	37 104	37 696	^ 7 419	7 382
Medium	126 953	151 068	89 113	88 614	23 070	26 178	22 678	25 036	8 384	9 873
Large	173 696	178 129	152 954	158 136	16 298	17 419	60 244	71 461	56 708	58 056
Total	404 165	428 612	355 487	364 946	71 448	78 922	120 027	134 194	72 511	75 311
TOTAL INCOME (\$M)										
Small	^ 104 185	99 996	114 296	119 313	32 697	35 558	38 908	39 192	^ 7 636	7 709
Medium	127 695	152 599	89 596	89 570	23 411	26 608	24 082	26 445	8 643	10 237
Large	175 823	180 137	154 547	159 968	16 742	17 733	68 188	75 949	57 745	58 796
Total	407 704	432 731	358 438	368 851	72 850	79 899	131 178	141 585	74 024	76 742
				TOTAL	EXPENS	ES (\$M)				
Small	^ 100 012	95 398	107 357	109 583	29 250	33 400	33 878	32 931	^6201	6 543
Medium	123 104	147 206	87 798	87 053	20 843	24 390	22 255	24 448	7 861	9 010
Large	168 707	175 005	146 915	152 186	15 676	16 292	65 197	71 052	48 793	50 592
Total	391 823	417 609	342 071	348 822	65 769	74 082	121 330	128 431	62 854	66 145
			OPER	ATING PF	ROFIT BEF	FORE TAX	K (\$M)(e)			
Small	^ 5 272	5 744	^ 8 074	10 143	^ 3 516	2 237	^ 5 043	6 343	^1354	1 166
Medium	^ 4 704	6 173	*2 592	2 113	^ 2 593	2 258	^ 2 072	1 996	^ 779	1 203
Large	6 083	6 054	8 279	8 613	1 053	1 454	2 941	4 963	9 124	8 305
Total	16 059	17 971	18 946	20 869	7 162	5 949	10 057	13 302	11 257	10 674
• • • • • • •			IN		VALUE A					
Small	16 444	15 410	23 641	26 403	13 651	13 885	14 357	14 057	^ 3 047	2 678
Medium	18 477	22 760	^ 12 323	13 102	10 734	11 502	9 111	9 661	3 246	4 018
Large	20 789	21 939	27 857	28 722	6 966	8 048	27 893	31 744	28 782	28 968
Total	55 711	60 110	63 822	68 228	31 351	33 435	51 361	55 462	35 076	35 664
^ estim	nate has a relativ	ve standard er	ror of 10% to le	ess than 25%	and (b	) Includes \	working propri	etors.		
	ld be used with				(C)				ies; excludes the drav	wings of
* estim	nate has a relativ	ve standard er	ror of 25% to 5	0% and shou	ld be	working p	roprietors.			
used	with caution				(d	) Includes r	rent, leasing a	nd hiring inco	me.	
(a) See	Glossary for deta	ails.			(e	) See Tech	nical Note 2 p	aragraph 5.		

	RENTAL, H AND REAL ESTATE SE		PROFESSIO SCIENTIFIC TECHNICAL SERVICES	AND	ADMINISTR/ AND SUPPC SERVICES		PUBLIC ADMINISTR AND SAFET (PRIVATE)		EDUCATION TRAINING (			
	2009-10	2010-11	2009-10	2010-11	2009-10	2010-11	2009-10	2010-11	2009-10	2010-11		
• • • • • •		• • • • • • •	FMPLO	YMFNT A	AT END OF	F JUNF (	'000)(b)					
N	0.07	004						00		100		
Small Aedium	287 48	301 61	555 ^ 185	520 200	249 206	261 216	^ 22 ^ 22	23 27	93 136	102 139		
arge	48 29	31	185	200	200 265	300	22	21	96	139		
otal	365	393	920	921	720	776	66	79	325	362		
• • • • • •		• • • • • • •			ND SALARI		(c)					
Small	6 167	5 933	23 244	23 233	8 387	8 777	^ 744	679	^ 1 882	1 871		
/ledium	2 735	5 933 3 257	23 244 ^ 13 513	23 233 14 752	8 387 8 184	8 174	^ 725	919	6 391	6 822		
arge	2 073	2 403	16 287	18 575	12 129	14 291	1 064	1 241	4 898	6 112		
otal	10 975	11 593	53 044	56 560	28 701	31 243	2 533	2 840	13 171	14 804		
• • • • • •	• • • • • • • •	• • • • • • •	SALF	S AND S	ERVICE IN	COMF (	• • • • • • • • • • • • • • • • • • •			• • • • • • •		
Small	64 737	68 062	78 169	76 905	25 651	26 838	2 545	2 680	^ 4 438	5 472		
/ledium	9 415	11 429	36 649	43 267	17 496	20 838 17 840	^ 1 539	2 080 1 994	^ 6 239	5 344		
arge	11 242	12 347	41 968	46 485	19 782	24 367	1 960	2 325	3 926	5 243		
tal	85 394	91 839		166 658	62 929	69 045	6 044	6 999	14 604	16 058		
		• • • • • • •			L INCOME							
mall	71 978	75 952	82 216	80 454	26 697	28 233	2 639	2 841	^ 6 064	6 681		
ledium	10 381	13 021	^ 39 847	45 988	^ 20 037	28 233 19 019	2 039 1 686	2 200	12 894	13 777		
rge	15 113	16 835	56 955	69 289	20 781	25 692	1 970	2 356	8 540	10 736		
otal	97 472	105 808	179 018	195 731	67 514	72 944	6 296	7 397	27 497	31 194		
• • • • • •		• • • • • • •			EXPENSE		• • • • • • • • •					
Small	52 040	52 299	69 775	66 605	21 629	21 568	^ 2 251	2 575	^ 4 849	5 254		
/ledium	8 536	11 038	^ 35 034	41 533	17 846	17 619	^ 1 503	1 957	11 286	11 553		
arge	11 932	13 287	41 742	48 602	19 983	24 705	1 830	2 125	7 883	10 090		
otal	72 508	76 624	146 551	156 740	59 458	63 892	5 584	6 657	24 018	26 896		
• • • • • •		• • • • • • •	OPERA	TING PR	OFIT BEFC	DRE TAX	(\$M)(e)					
Small	19 449	23 450	^ 12 304	13 982	^ 5 243	6 718	^ 397	278	^ 1 218	1 436		
ledium	*1 827	1 954	^ 4 784	4 643	**2 186	1 422	np	300	np	2 223		
arge	3 249	3 387	15 255	20 890	807	979	np	227	np	647		
otal	24 525	28 791	32 343	39 515	^ 8 236	9 119	^ 719	805	^ 3 491	4 305		
					VALUE AD		l)(e)					
Small	37 046	40 357	38 500	41 630	14 618	16 754	^ 1 277	1 114	3 118	3 283		
ledium	5 442	6 121	^ 20 912	22 306	10 629	11 053	^1014	1 385	7 884	8 751		
arge	7 409	6 520	24 033	26 372	15 246	17 767	1 467	1 754	^ 6 026	6 682		
otal	49 897	52 998	83 446	90 307	40 494	45 574	3 757	4 252	17 028	18 716		
• • • • • •	• • • • • • • •	• • • • • • •					• • • • • • • • • •			• • • • • •		
			d error of 10% t	o less than 2			ry for details.					
	hould be use			5 EO0/ 5	(b)		rking proprietors			drowin		
Courte			d error of 25% t	ບ ວບ% and s	hould (c)		pitalised wages	and salaries	; excludes the	urawings o		
be us	ed with caution at a relation of the second se		d error greater t	han 50% and	lis (d)	working pro		iring incom	۵			
* estim	מנכ וומס מ ולומ	anve statiudi	a enor greater l		u) (u)							
oodini	dered too unr	eliable for ge	eneral use		(e)	See Technic	cal Note 2 parag	•				

HEALTH CARE

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

	HEALTH CA		_					
	AND SOCIA		ARTS AND					
	ASSISTAN	CE	RECREATI	ON			TOTAL SELEC	CTED
	(PRIVATE)		SERVICES		OTHER SE	RVICES	INDUSTRIES	(b)
	2009-10	2010-11	2009-10	2010-11	2009-10	2010-11	2009-10	2010-11
		EMPL	OYMENT	AT END	OF JUNE	('000) (c)		
Small	297	325	70	79	292	311	4 732	4 818
Medium	247	248	^ 56	60	115	114	2 337	2 562
Large	336	373	67	67	45	52	2 978	3 153
Total	880	946	192	205	452	477	10 046	10 533
		١	WAGES A	ND SALA	RIES (\$M	) (d)		
Small	9 405	10 959	^ 1 369	1 417	7 416	7 629	128 142	128 868
Medium	8 459	8 623	1 547	1 746	4 883	5 164	108 629	121 331
Large	13 876	15 292	2 099	2 243	1 989	2 714	170 708	187 303
Total	31 741	34 874	5 015	5 405	14 289	15 506	407 479	437 502
		SALI	ES AND S	SERVICE	INCOME	(\$M)(e)		
Small	33 817	36 220	6 660	6 704	27 021	27 518	817 518	834 060
Medium	8 086	8 027	8 712	7 141	13 006	14 203	594 473	664 487
Large	17 267	18 007	11 293	13 445	5 030	6 650	1 023 189	1 117 526
Total	59 170	62 254	26 666	27 290	45 057	48 371	2 435 180	2 616 074
			τοτα	L INCOM	1E (\$M)			
Small	36 219	39 661	7 758	7 483	31 793	33 875	855 897	876 484
Medium	17 022	17 266	9 638	8 580	16 691	17 290	629 775	703 398
Large	28 787	31 691	12 278	14 329	6 396	8 408	1 096 816	1 205 549
Total	82 028	88 618	29 674	30 392	54 880	59 573	2 582 489	2 785 430
			TOTAL	. EXPENS	ES (\$M)			
Small	27 387	28 858	6 489	6 208	25 960	27 232	742 037	745 901
Medium	15 456	16 592	8 722	7 977	15 133	16 061	584 338	647 176
Large	27 154	29 837	10 111	12 252	6 058	7 742	981 043	1 064 029
Total	69 996	75 287	25 323	26 437	47 151	51 035	2 307 419	2 457 106
		OPER	ATING PF	ROFIT BE	FORE TAX	(\$M)(f)		
Small	8 865	10 821	^1 287	1 285	^ 5 651	6 502	115 999	131 674
Medium	^1681	693	^ 914	589	^ 1 702	1 301	46 420	59 915
Large	1 688	1 918	2 172	2 076	338	692	114 773	146 309
Total	12 234	13 433	4 373	3 949	^ 7 691	8 495	277 192	337 898
		IN	NDUSTRY	VALUE A	DDED (\$	M ) (f)		
Small	20 339	24 089	^ 2 773	2 847	13 905	14 195	294 619	312 839
Medium	10 923	10 163	^ 2 600	2 517	6 831	7 315	188 451	217 409
Large	17 467	18 983	4 854	5 103	2 588	3 602	353 736	398 568
Total	48 729	53 235	10 227	10 467	23 324	25 111	836 805	928 815
^ estim	ate has a rela	ative standard	error of 10%	to less than 2	5% and shou	d be used wi	th caution	

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

(a) See Glossary for details.

(b) Excludes Division K Financial and insurance services.

(c) Includes working proprietors.

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

(e) Includes rent, leasing and hiring income.

(f) See Technical Note 2 paragraph 5.

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

		AGRICULTU	RE,				
		FORESTRY	AND FISHIN	IG	MINING		
		•••••	•••••	•••••	••••••	•••••	•••••
		2008-09	2009-10	2010-11	2008-09	2009-10	2010-11
	• • • • • •	• • • • • • • • •	• • • • • • • •		• • • • • • • •	• • • • • • •	• • • • • • •
Employment at end June(b) Income	'000	491	468	510	135	144	161
Sales and service income(c)	\$m	65 852	60 755	64 500	172 287	151 689	199 183
Funding from government for operational costs	\$m	1 205	921	923	1 177	1 222	1 482
Interest income	\$m	^ 763	^ 410	^ 409	3 872	4 438	2 726
Other income	\$m	*2 063	*2 786	^ 2 506	^ 6 844	8 268	15 946
Total income	\$m	69 882	64 872	68 339	184 179	165 616	219 336
Expenses							
Selected labour costs(d)	\$m	6 911	6 525	6 903	17 585	18 180	21 031
Purchases	\$m	30 415	25 060	26 793	21 945	19 106	22 885
Interest expenses	\$m	^ 5 425	^ 5 067	^ 5 336	6 706	4 951	6 371
Depreciation and amortisation	\$m	3 000	2 984	2 842	14 471	16 088	17 777
Other expenses	\$m	18 026	17 626	18 454	62 898	58 610	69 042
Less	<b>~</b>				100		
Capitalised wages and salaries	\$m	^ 59	^ 50	*59	430	556	913
Total expenses	\$m	63 716	57 212	60 270	123 175	116 379	136 192
Change in inventories	\$m	-98	-140	*1 010	2 151	709	1 578
Earnings before interest, tax, depreciation and							
amortisation	\$m	11 667	12 375	14 342	73 616	58 280	90 197
Operating profit before tax(e) Economic values	\$m	^ 6 068	^ 7 520	^9 079	63 155	49 946	84 721
Gross fixed capital formation	\$m	^ 6 748	^ 5 914	^ 5 498	34 997	39 861	49 472
Capital expenditure(f)	\$m	^ 11 140	^ 10 627	^9214	45 387	48 828	57 142
Disposal of assets	\$m	^ 3 456	*3 824	*3 310	8 933	^ 2 129	^ 3 319
Net capital expenditure	\$m	^ 7 684	*6 804	*5 905	36 454	46 699	53 823
Industry value added(e)	\$m	20 548	20 473	22 864	106 911	88 036	126 296
Industry ratios							
Profit margin	%	9.2	12.4	14.1	36.7	32.9	42.5
Interest coverage	times	2.2	2.4	2.7	11.0	11.8	14.2
Investment rate (value added)	%	54.2	51.9	40.3	42.5	55.5	45.2
Wages and salaries to sales and service income		9.1	9.5	9.4	9.3	10.9	9.6
Wages and salaries per employee(g)	\$'000	24.7	26.7	23.3	120.6	117.0	120.0
Sales and service income per person	¢10.00	1010	400 7	100 5	4 074 5	4 050 0	4 00 4 4
employed(h)	\$'000	134.2	129.7	126.5	1 274.5	1 056.2	1 234.4
Industry value added per person employed(h)	\$'000	41.9	43.7	44.8	790.9	613.0	782.7
Percentage of businesses that							
Made a profit	%	57.5	59.6	60.8	51.3	46.5	53.4
Broke even	%	1.4	1.4	1.5	2.0	0.6	1.8
Made a loss	%	41.1	39.0	37.7	46.7	52.9	44.8
	• • • • • •	•••••	• • • • • • • •		• • • • • • • •		
^ estimate has a relative standard error of 10% to less	than 25%	6 (d) I	Excludes the	drawings of w	orking propriet	ors.	
and should be used with caution				I Note 2 parag			
* estimate has a relative standard error of 25% to 50%	6 and			tal work done			
should be used with soution		(a)	- Employee est	imataa waad ii	n this rotic ove	ludo workin	~

should be used with caution (a) For scope and coverage details, see Explanatory Notes, (g) Employee estimates used in this ratio exclude working

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

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

proprietors and partners of unincorporated businesses.

(c) Includes rent, leasing and hiring income.

paragraphs 6-25.

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

		MANUFAC	TURING			TY, GAS, W TE SERVICE	
		2008-09	2009-10	2010-11	2008-09	2009-10	2010-11
• • • • • • • • • • • • • • • • • • • •	• • • • • •		• • • • • • •	• • • • • • • •	• • • • • • • •		
Employment at end June(b) Income	'000	974	954	936	108	107	109
Sales and service income(c)	\$m	410 430	379 825	388 668	79 158	86 350	95 759
Funding from government for operational costs	\$m	^ 1 216	888	893	1 853	2 102	2 524
Interest income	\$m	1 932	1 729	1 703	870	964	^ 959
Other income	\$m	2 288	^6104	6 139	4 435	3 758	5 546
Total income	\$m	415 866	388 546	397 402	86 316	93 174	104 788
Expenses							
Selected labour costs(d)	\$m	58 515	58 081	59 191	9 369	10 055	10 874
Purchases	\$m	248 409	222 151	229 783	33 464	35 955	39 763
Interest expenses	\$m	5 293	4 891	4 869	6 482	7 429	8 527
Depreciation and amortisation	\$m	10 731	11 124	11 049	7 147	7 861	9 131
Other expenses	\$m	66 768	65 379	66 229	21 338	23 536	25 471
Less							
Capitalised wages and salaries	\$m	^ 514	292	^ 234	1 466	1 655	1 756
Total expenses	\$m	389 202	361 334	370 886	76 333	83 181	92 010
Change in inventories Earnings before interest, tax, depreciation and	\$m	*1 009	-1 415	^ 2 095	305	145	-140
amortisation	\$m	39 477	33 980	36 687	18 611	20 705	23 790
Operating profit before tax(e) Economic values	\$m	27 673	25 798	28 612	10 288	10 138	12 638
Gross fixed capital formation	\$m	15 303	11 612	12 420	21 024	22 032	21 356
Capital expenditure(f)	\$m	20 862	17 590	15 251	23 741	23 298	23 021
Disposal of assets	\$m	1 972	2 314	1 813	3 647	487	887
Net capital expenditure	\$m	18 890	15 276	13 438	20 094	22 811	22 134
Industry value added(e)	\$m	103 925	97 940	101 434	29 235	32 176	36 146
Industry ratios							
Profit margin	%	6.7	6.8	7.4	13.0	11.7	13.2
Interest coverage	times	7.5	6.9	7.5	2.9	2.8	2.8
Investment rate (value added)	%	20.1	18.0	15.0	81.2	72.4	63.7
Wages and salaries to sales and service income		12.8	13.7	13.7	10.8	10.6	10.3
Wages and salaries per employee(g)	\$'000	56.5	57.2	59.5	81.1	87.2	92.7
Sales and service income per person							
employed(h)	\$'000	421.2	398.0	415.3	734.2	806.7	878.7
Industry value added per person employed(h)	\$'000	106.6	102.6	108.4	271.2	300.6	331.7
Percentage of businesses that							
Made a profit	%	75.0	72.4	74.8	76.3	73.6	66.8
Broke even	%	0.4	0.2	0.6	3.5	0.3	3.1
Made a loss	%	24.6	27.4	24.6	20.2	26.0	30.1
<ul> <li>estimate has a relative standard error of 10% to less</li> </ul>	than 25%	(d) E	xcludes the	drawings of w	orking proprie	tors.	
and should be used with caution				I Note 2 para	- · ·		
* estimate has a relative standard error of 25% to 50%	6 and			tal work done			
should be used with caution					in this ratio ex	clude workir	Ig
(a) For soone and coverage details, soo Explanatory Net	20				f unincornorate		-

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

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

working proprietors and partners of unincorporated businesses.

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

(c) Includes rent, leasing and hiring income.

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

		CONSTRUC	CTION		WHOLESA	LE TRADE	
		2008-09	2009-10	2010-11	2008-09	2009-10	2010-11
• • • • • • • • • • • • • • • • • • • •	• • • • • • •			•••••	• • • • • • • •	• • • • • • •	
Employment at end June(b) Income	'000	983	997	1 076	531	544	571
Sales and service income(c)	\$m	260 154	276 272	297 466	406 534	404 165	428 612
Funding from government for operational costs	\$m	746	1 128	^ 821	^ 334	^ 246	^ 232
Interest income	\$m	^1354	1 433	^ 1 113	^ 2 311	1 463	^ 1 717
Other income	\$m	*2 699	^ 2 875	*4 700	^ 1 929	^1830	^ 2 171
Total income	\$m	264 953	281 707	304 100	411 107	407 704	432 731
Expenses							
Selected labour costs(d)	\$m	45 623	47 957	53 168	32 882	33 670	36 132
Purchases	\$m	110 154	117 065	123 082	312 993	307 160	326 916
Interest expenses	\$m	^ 5 601	^ 4 845	^ 6 269	3 504	2 889	^ 3 140
Depreciation and amortisation	\$m	4 182	4 184	^ 4 105	^ 3 603	2 864	3 232
Other expenses	\$m	75 232	81 065	92 809	44 749	45 287	48 214
Less							
Capitalised wages and salaries	\$m	^ 292	*239	**344	^ 168	*47	^ 24
Total expenses	\$m	240 499	254 877	279 089	397 563	391 823	417 609
Change in inventories Earnings before interest, tax, depreciation and	\$m	-1 174	-135	**660	^ 3 203	**178	^ 2 849
amortisation	\$m	29 010	31 417	^ 30 231	19 615	18 520	20 455
Operating profit before tax(e)	\$m	^ 23 280	26 696	^ 25 671	16 747	16 059	17 971
Economic values	•						
Gross fixed capital formation	\$m	12 021	9 499	^ 9 822	^ 4 234	4 005	3 563
Capital expenditure(f)	\$m	18 164	17 702	^ 14 803	7 231	5 538	5 119
Disposal of assets	\$m	^ 3 214	^ 4 525	*5 817	**1 621	^1016	^ 1 277
Net capital expenditure	\$m	14 950	13 178	^ 8 986	5 610	^ 4 522	3 842
Industry value added(e)	\$m	78 899	83 959	88 516	56 071	55 711	60 110
Industry ratios							
Profit margin	%	8.9	9.7	8.6	4.1	4.0	4.2
Interest coverage	times	5.2	6.5	4.8	5.6	6.4	6.5
Investment rate (value added)	%	23.0	21.1	16.7	12.9	9.9	8.5
Wages and salaries to sales and service income	%	15.7	15.5	15.9	7.3	7.5	7.6
Wages and salaries per employee(g)	\$'000	54.8	55.8	55.6	58.5	58.0	59.4
Sales and service income per person							
employed(h)	\$'000	264.6	277.0	276.4	765.4	743.1	750.9
Industry value added per person employed(h)	\$'000	80.2	84.2	82.2	105.6	102.4	105.3
Percentage of businesses that							
Made a profit	%	75.9	76.3	76.6	70.6	71.2	75.5
Broke even	%	1.5	1.2	1.4	1.8	2.2	0.2
Made a loss	%	22.6	22.5	22.1	27.6	26.6	24.3
^ estimate has a relative standard error of 10% to less	than 25%	(c) I	ncludes rent	leasing and h	iring income		
and should be used with caution	ulan 20/0			-	-	oro	
	and			-	orking propriet frank 5	015.	
	anu			I Note 2 parag			
should be used with caution	00/ 1			tal work done		locala de 12	
** estimate has a relative standard error greater than 5	0% and is				n this ratio exc		
considered too unreliable for general use			•	•	unincorporated		

considered too unreliable for general use (a) For scope and coverage details, see Explanatory Notes,

. . . . . . .

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

paragraphs 6-25.

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

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

		RETAIL TF	RADE		ACCOMMO AND FOOD	DATION SERVICES		
		2008-09	2009-10	2010-11	2008-09	2009-10	2010-11	
	• • • • • • •			• • • • • • • •	•••••		• • • • • • •	
Employment at end June(b) Income	'000'	1 260	1 297	1 351	811	887	908	
Sales and service income(c)	\$m	342 615	355 487	364 946	68 355	71 448	78 922	
Funding from government for operational costs	\$m	*380	**152	*123	^ 116	^ 73	*88	
Interest income	\$m	*538	**774	**870	^ 181	170	^ 326	
Other income	\$m	^ 2 398		^ 2 912	*1 104	^ 1 159	**564	
Total income	\$m	345 930	358 438	368 851	69 756	72 850	79 899	
Expenses								
Selected labour costs(d)	\$m	37 683	38 805	41 281	19 020	19 616	21 150	
Purchases	\$m	247 845		257 677	22 493	22 762	24 516	
Interest expenses	\$m	2 052		^2 901	*2 098	2 112	^ 2 776	
Depreciation and amortisation	\$m	3 148		3 488	^1902	2 183	2 682	
Other expenses Less	\$m	38 028	40 640	43 545	17 779	19 142	22 984	
Capitalised wages and salaries	\$m	126	64	^ 70	*43	*47	**25	
Total expenses	\$m	328 631	342 071	348 822	63 249	65 769	74 082	
Change in inventories	\$m	**204	^ 2 578	**840	*177	*82	*133	
Earnings before interest, tax, depreciation and								
amortisation	\$m	19 767	21 796	23 476	^ 9 400	10 128	^ 10 517	
Operating profit before tax(e)	\$m	17 503	18 946	20 869	^ 6 685	7 162	^ 5 949	
Economic values								
Gross fixed capital formation	\$m	5 888		5 216	^ 3 885	^ 4 123	^ 3 688	
Capital expenditure(f)	\$m	7 042		7 688	^6201	^ 7 037	^ 4 727	
Disposal of assets	\$m	*1 155	*423	*741	*853	^1501	**1 033	
Net capital expenditure	\$m	^ 5 887	6 640	6 947	*5 348	^ 5 536	*3 694	
Industry value added(e)	\$m	60 325	63 822	68 228	29 798	31 351	33 435	
Industry ratios								
Profit margin	%	5.1		5.7	9.8	10.0	7.5	
Interest coverage	times	9.6	9.5	8.1	4.5	4.8	3.8	
Investment rate (value added)	%	11.7	11.1	11.3	20.8	22.4	14.1	
Wages and salaries to sales and service income		9.9	9.9	10.2	25.2	24.8	24.1	
Wages and salaries per employee(g) Sales and service income per person	\$'000	29.1	29.3	29.7	22.4	21.1	22.2	
employed(h)	\$'000	272.0	274.1	270.2	84.2	80.5	87.0	
Industry value added per person employed(h)	\$'000 \$'000	47.9	49.2	50.5	36.7	35.3	36.8	
	φ000	41.5	43.2	50.5	50.7	55.5	50.0	
Percentage of businesses that	0/	70.0	70.0	<u> </u>	64.4	70.4	c2 0	
Made a profit	%	73.6	70.3	68.6	64.4	70.1	63.2	
Broke even	%	1.6	1.3	0.5	2.5	0.4	0.1	
Made a loss	%	24.9		30.9	33.1	29.5	36.7	
	• • • • • •				• • • • • • • • •		• • • • • • •	
<ul> <li>estimate has a relative standard error of 10% to less</li> </ul>	than 25%			-	hiring income.			
and should be used with caution				0	working proprie	tors.		
<ul> <li>* estimate has a relative standard error of 25% to 50%</li> </ul>	6 and	(e)	See Technic	al Note 2 par	agraph 5.			
should be used with caution		(f)	Includes cap	oital work don	e for own use.			
** estimate has a relative standard error greater than 5	0% and is	(g)	Employee es	stimates used	in this ratio ex	clude workin	g	
considered too uprolichle for concretuice			propriotoro o	nd northoro	funincornorat	ad husinoos		

considered too unreliable for general use (a) For scope and coverage details, see Explanatory Notes,

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

working proprietors and partners of unincorporated businesses.

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

paragraphs 6-25.

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

			RT, POSTAL EHOUSING	-		TION MEDIA MUNICATIO	
		2008-09	2009-10	2010-11	2008-09	2009-10	2010-11
••••••••••••••							
Employment at end June(b) Income	'000	559	550	568	173	177	183
Sales and service income(c)	\$m	117 788	120 027	134 194	70 686	72 511	75 311
Funding from government for operational costs	\$m	5 471	5 679	1 259	^ 234	^ 206	^ 182
Interest income	\$m	1 036	867	946	509	335	408
Other income	\$m	5 675	4 605	5 186	-4 062	^ 972	840
Total income	\$m	129 970	131 178	141 585	67 367	74 024	76 742
Expenses							
Selected labour costs(d)	\$m	28 410	29 744	31 299	12 716	12 729	13 287
Purchases	\$m	22 543	19 876	20 687	8 830	9 927	10 387
Interest expenses	\$m	4 986	4 980	5 329	2 341	2 163	2 429
Depreciation and amortisation	\$m	8 392	9 162	8 809	7 833	8 039	np
Other expenses	\$m	54 570	58 044	62 793	30 568	30 562	32 351
Less Capitalised wages and salaries	\$m	384	476	485	586	566	np
Total expenses	\$m	118 517	121 330	128 431	61 702	62 854	66 145
Change in inventories	\$m	*121	209	^ 148	**17	**88	^ 78
Earnings before interest, tax, depreciation and							
amortisation	\$m	18 242	18 727	21 308	19 408	20 153	20 276
Operating profit before tax(e)	\$m	11 575	10 057	13 302	5 682	11 257	10 674
Economic values	¢	45 005	17.050	11000	0 404	7.0.40	0.445
Gross fixed capital formation	\$m	15 395	17 952	14 906	8 424	7 942	8 445
Capital expenditure(f)	\$m \$m	17 784 ^ 2 456	20 438 1 514	19 236 3 011	8 752 ^ 161	8 388 189	9 006 493
Disposal of assets Net capital expenditure	\$m	15 329	18 924	16 225	8 591	8 198	493 8 513
Industry value added(e)	\$m	49 448	10 924 51 361	55 462	33 944	35 076	35 664
Industry ratios	<b>+</b>	10 110	01 001	00 102	00011	00 01 0	
Profit margin	%	9.8	8.4	9.9	8.0	15.5	14.2
Interest coverage	times	3.7	3.8	4.0	8.3	9.3	8.3
Investment rate (value added)	%	36.0	39.8	34.7	25.8	23.9	25.3
Wages and salaries to sales and service income	e %	21.8	22.4	21.0	16.5	16.1	16.1
Wages and salaries per employee(g) Sales and service income per person	\$'000	54.7	58.7	58.4	70.0	68.2	68.7
employed(h)	\$'000	210.7	218.2	236.1	408.8	410.0	410.6
Industry value added per person employed(h)	\$'000	88.4	93.4	97.6	196.3	198.3	194.4
Percentage of businesses that							
Made a profit	%	83.2	81.4	82.3	65.9	69.7	71.1
Broke even	%	2.3	1.3	2.4	1.4	0.5	2.2
Made a loss	%	14.4	17.2	15.3	32.7	29.7	26.7
^ estimate has a relative standard error of 10% to les	s than 25%	(b) li	ncludes wor	king proprietor	s and nartner	s of unincor	orated
and should be used with caution	0 11011 2070		usinesses.	ang propriotor	o una paratore		Jonatoa
<ul> <li>estimate has a relative standard error of 25% to 50</li> </ul>	% and			, leasing and I	niring income		
should be used with caution	70 0110			drawings of w	-		
** estimate has a relative standard error greater than !	50% and is			al Note 2 para	<b>.</b>		
considered too unreliable for general use				ital work done			
np not available for publication but included in totals w	here			timates used i		clude workir	nø
applicable, unless otherwise indicated		-		nd partners of			-
(a) For scope and coverage details, see Explanatory No	tes			sing estimates			
(a) For scope and coverage details, see Explanatory No paragraphs 6-25.				rietors and par			

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

			IRING AND TE SERVICES	S		ONAL, SCIE NICAL SERV	
		2008-09	2009-10	2010-11	2008-09	2009-10	2010-11
			205				
Employment at end June(b) Income	'000	368	365	393	893	920	921
Sales and service income(c)	\$m	85 191	85 394	91 839	154 714	156 787	166 658
Funding from government for operational costs	\$m	1 441	2 216	966	^ 2 058	^1 565	*2 034
Interest income	\$m	^ 4 097	2 641	^ 2 524	^ 7 450	6 110	5 044
Other income	\$m	-3 817	^ 7 220	10 479	22 240	14 557	21 996
Total income	\$m	86 912	97 472	105 808	186 463	179 018	195 731
Expenses							
Selected labour costs(d)	\$m	12 453	12 131	12 772	57 637	58 273	61 844
Purchases	\$m	14 711	12 764	12 415	28 049	27 319	24 388
Interest expenses	\$m	13 742	13 672	14 376	^ 8 165	^ 5 462	6 269
Depreciation and amortisation	\$m	4 970	5 249	5 673	3 356	3 138	3 661
Other expenses	\$m	27 755	28 747	31 564	52 715	52 550	60 733
Less	¢	*4.40	∧ ⊑ 4	A 470	A 100	*100	450
Capitalised wages and salaries	\$m	*146	^ 54	^ 176	^ 189	*190	156
Total expenses	\$m	73 485	72 508	76 624	149 733	146 551	156 740
Change in inventories Earnings before interest, tax, depreciation and	\$m	-452	-439	-393	*474	-124	*524
amortisation	\$m	31 407	33 585	35 837	19 035	20 277	^ 22 406
Operating profit before tax(e) Economic values	\$m	**12 975	24 525	28 791	37 205	32 343	39 515
Gross fixed capital formation	\$m	^ 23 432	^ 17 873	*13 746	6 590	^ 6 256	^ 7 110
Capital expenditure(f)	\$m	^ 38 233	36 833	^ 33 353	9 273	^9 079	^ 8 446
Disposal of assets	\$m	^ 9 930	^ 12 783	*19 216	*961	^ 707	*799
Net capital expenditure	\$m	^ 28 302	^ 24 050	*14 137	8 312	^ 8 372	^7 647
Industry value added(e)	\$m	47 744	49 897	52 998	81 588	83 446	90 307
Industry ratios							
Profit margin	%	15.2	28.7	31.3	24.0	20.6	23.7
Interest coverage	times	2.3	2.5	2.5	2.3	3.7	3.6
Investment rate (value added)	%	80.1	73.8	62.9	11.4	10.9	9.4
Wages and salaries to sales and service income		13.2	12.9	12.6	33.6	33.8	33.9
Wages and salaries per employee(g)	\$'000	45.8	45.6	43.7	65.1	65.6	70.4
Sales and service income per person	¢1000	004.0	024.0	000.0	170.0	470 5	101.0
employed(h) Industry value added per person employed(h)	\$'000 \$'000	231.6 129.8	234.0 136.7	233.8 134.9	173.3 91.4	170.5 90.7	181.0 98.1
	φ <b>000</b>	129.0	130.7	134.9	91.4	90.7	90.1
Percentage of businesses that	0/	75.0	70.0	70.0	75.0		75.0
Made a profit	%	75.8	76.9	76.3	75.0	75.5	75.6
Broke even Made a loss	% %	1.3 22.9	1.4 21.7	1.7 22.0	1.7 23.3	2.1 22.4	3.0 21.4
made a 1000	/0	22.9	21.1	22.0	20.0	22.4	21.4
$\Delta$ estimate has a relative standard error of $100$ / to loss	then 25%	(0)					
<ul> <li>estimate has a relative standard error of 10% to less</li> </ul>	uldii 25%				hiring income.		
and should be used with caution * estimate has a relative standard error of 25% to 50%	ond chards			-	orking propriet	urs.	
<ul> <li>* estimate has a relative standard error of 25% to 50%</li> </ul>	and should	d (e)	See recrinica	al Note 2 para	graph 5.		

be used with caution

 $^{\ast\ast}$   $\,$  estimate has a relative standard error greater than 50% and is considered too unreliable for general use

(f) Includes capital work done for own use.

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

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

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

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

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

			RATIVE ANI SERVICES	)		DMINISTRA TY (PRIVAT	
		2008-09	2009-10	2010-11	2008-09	2009-10	2010-11
	• • • • • • •		• • • • • • •				
Employment at end June(b)	'000	685	720	776	66	66	79
Income							
Sales and service income(c)	\$m	59 176	62 929	69 045	6 146	6 044	6 999
Funding from government for operational costs Interest income	\$m \$m	^ 1 300 *840	^ 1 503 ^ 622	^1 439 659	^ 130 127	*62 66	^ 108 ^ 92
Other income	\$m	**214	**2 460	^ 1 801	^ 110	^ 124	92 ^ 198
Total income	\$m	61 530	67 514	72 944	6 513	6 296	7 397
Expenses							
Selected labour costs(d)	\$m	29 334	31 590	34 428	2 771	2 813	3 180
Purchases	\$m	7 704	7 737	6 978	^ 952	^ 895	^ 872
Interest expenses	\$m	**3 170	865	^1 354	^ 77	np	*109
Depreciation and amortisation	\$m	1 019	982	np	117	np	np
Other expenses	\$m	17 529	18 324	20 047	1 970	1 679	2 361
Less Capitalised wages and salaries	\$m	54	40	np	**15	np	np
Total expenses	\$m	58 702	59 458	63 892	5 872	5 584	6 657
		*117		**68	**22		**65
Change in inventories Earnings before interest, tax, depreciation and	\$m	~111	*181	^^08	~~ZZ	np	~ ^ OO
amortisation	\$m	^ 6 080	^ 7 002	^ 9 210	^ 620	^ 727	^ 767
Operating profit before tax(e)	\$m	**2 944	^ 8 236	^9 119	^ 663	np	^ 805
Economic values							
Gross fixed capital formation	\$m	1 914	2 045	^1881	^ 222	^ 168	266
Capital expenditure(f) Disposal of assets	\$m \$m	7 790 ^ 162	2 619 ^ 247	^ 2 393 *234	^ 268 *24	^ 239 ^ 20	^ 352 14
Net capital expenditure	\$m	7 629	2 3 7 3	^ 2 159	^ 244	^ 219	^ 337
Industry value added(e)	\$m	37 140	40 494	45 574	3 605	3 757	4 252
Industry ratios							
Profit margin	%	5.0	13.1	13.2	10.8	np	11.5
Interest coverage	times	1.9	8.1	6.8	8.1	np	7.0
Investment rate (value added)	%	21.0	6.5	5.2	7.4	6.4	8.3
Wages and salaries to sales and service income		45.0	45.6	45.3	40.6	41.9	40.6
Wages and salaries per employee(g)	\$'000	42.0	42.8	42.6	39.8	40.4	37.5
Sales and service income per person employed(h)	\$'000	86.3	87.4	88.9	93.8	91.5	88.2
Industry value added per person employed(h)	\$'000 \$'000	54.2	56.2	58.7	55.0	56.8	53.6
Percentage of businesses that		• ··					
Made a profit	%	81.3	80.0	78.3	73.8	81.1	76.2
Broke even	%	2.4	2.7	0.9	4.2	1.7	5.0
Made a loss	%	16.3	17.3	20.8	22.0	17.2	18.7
<ul> <li>estimate has a relative standard error of 10% to less</li> </ul>	than 25%	(b) I		king proprietor		of unincorr	oratod
and should be used with caution		. ,	ousinesses.	ning proprietor			Jorateu
<ul> <li>estimate has a relative standard error of 25% to 50%</li> </ul>	% and			, leasing and I	niring income.		
should be used with caution	o and	. ,		drawings of w	8	ors.	
** estimate has a relative standard error greater than 5	0% and is			al Note 2 para	- · ·		
considered too unreliable for general use					k done for own use.		
np not available for publication but included in totals when	nere	(g) I	Employee es	timates used i	n this ratio exc	clude workin	g
applicable, unless otherwise indicated				nd partners of	•		
(a) For scope and coverage details, see Explanatory Not	es,			sing estimates			
paragraphs 6-25.		١	working prop	rietors and par	rtners of uninc	orporated b	usinesses.

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

		EDUCATIC TRAINING	ON AND (PRIVATE)		HEALTH CA ASSISTANC		
		2008-09	2009-10	2010-11	2008-09	2009-10	2010-11
• • • • • • • • • • • • • • • • • • • •		• • • • • • •	• • • • • • •				
Employment at end June(b)	'000	295	325	362	846	880	946
Income							
Sales and service income(c)	\$m	14 272 9 069	14 604	16 058 11 233	56 117 18 491	59 170 18 869	62 254 20 989
Funding from government for operational costs Interest income	\$m \$m	9 069 284	10 166 173	236	18 491 757	18 869 510	20 989 ^ 934
Other income	\$m	^ 1 119	^ 2 555	^ 3 667	3 100	3 480	^ 4 441
Total income	\$m	24 744	27 497	31 194	78 465	82 028	88 618
Expenses							
Selected labour costs(d)	\$m	13 278	14 528	16 325	32 030	35 015	38 706
Purchases	\$m	2 076	2 166	1 891	8 991	9 927	9 681
Interest expenses	\$m	^ 359	np	^ 369	^1468	1 125	^ 1 585
Depreciation and amortisation	\$m	743	np	952	2 110	2 105	2 288
Other expenses Less	\$m	6 012	6 283	7 369	21 801	21 859	23 134
Capitalised wages and salaries	\$m	*23	np	*10	^ 29	^ 35	**107
Total expenses	\$m	22 446	24 018	26 896	66 372	69 996	75 287
Change in inventories	\$m	**29	np	**8	^ 179	202	*101
Earnings before interest, tax, depreciation and amortisation	¢m	^ 2 026	^ 1 812	*1 724	^ 11 993	11 475	^ 11 930
Operating profit before tax(e)	\$m \$m	^ 2 327	1 012 np	^ 4 305	^ 12 272	12 234	^ 13 433
Economic values	φιιι	2 021	ΠÞ	1000	12 212	12 20 1	10 100
Gross fixed capital formation	\$m	^ 2 402	^ 3 101	^ 4 574	5 640	6 172	5 832
Capital expenditure(f)	\$m	^ 2 639	^ 3 262	^ 4 767	7 291	8 411	7 638
Disposal of assets	\$m	*122	^ 71	^ 57	**1 330	^ 548	^ 583
Net capital expenditure Industry value added(e)	\$m \$m	^ 2 517 15 865	^ 3 192 17 028	^ 4 710 18 716	^ 5 961 46 505	7 863 48 729	7 055 53 235
	φΠ	10 900	17 028	10/10	40 505	40 1 2 9	55 255
Industry ratios	%	16.3	20	26.8	21.9	20.7	21.6
Profit margin Interest coverage	times	5.6	np np	20.8 4.7	8.2	10.2	7.5
Investment rate (value added)	%	16.6	19.2	25.5	15.7	17.3	14.3
Wages and salaries to sales and service incom	e %	84.7	90.2	92.2	51.2	53.6	56.0
Wages and salaries per employee(g)	\$'000	42.9	42.2	42.2	36.3	38.6	39.1
Sales and service income per person	*****						
employed(h)	\$'000 \$'000	48.4 53.8	45.0 52.4	44.3	66.3 55.0	67.3 55.4	65.8
Industry value added per person employed(h)	\$000	53.8	52.4	51.7	55.0	55.4	56.3
Percentage of businesses that Made a profit	%	60 F	75.0	70.4	00.7	77.0	74.0
Broke even	%	68.5 0.3	75.8 2.2	73.1 0.3	83.7 1.8	77.3 0.4	74.9 2.7
Made a loss	%	31.2	22.1	26.6	14.5	22.3	22.4
<ul> <li>estimate has a relative standard error of 10% to less</li> </ul>	s than 25%	(b)		01 1	ors and partners	s of unincorp	orated
<ul> <li>and should be used with caution</li> <li>estimate has a relative standard error of 25% to 50</li> </ul>	% and should	d (c)	businesses.		hiring income.		
be used with caution		(d)			working propriet	tors.	
** estimate has a relative standard error greater than	50% and is	(e)		cal Note 2 par			
considered too unreliable for general use		(C) (f)		pital work don	•		
np not available for publication but included in totals w	/here	(g)			in this ratio exe	clude workin	g proprietors
applicable, unless otherwise indicated			and partner	s of unincorpo	rated business	es.	
<ul> <li>For scope and coverage details, see Explanatory No paragraphs 6-25.</li> </ul>	otes,	(h)		•	s of employme f unincorporate		•
- stoBrokito o Eor							

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

		ARTS AND	) ON SERVIC	ES	OTHER SERVICES				
		2008-09	2009-10	2010-11	2008-09	2009-10	2010-11		
Employment at end June(b) Income	'000	184	192	205	447	452	477		
Sales and service income(c)	\$m	25 494	26 666	27 290	45 222	45 057	48 371		
Funding from government for operational costs	\$m	^ 671	^ 796	*1044	^ 2 414	^ 3 227	^ 2 933		
Interest income	\$m	*493	^ 453	*394	599	566	^ 789		
Other income	\$m	1 435	1 760	1 663	^ 4 579	^6 029	7 481		
Total income	\$m	28 093	29 674	30 392	52 813	54 880	59 573		
Expenses									
Selected labour costs(d)	\$m	5 103	5 551	5 988	15 154	15 968	17 170		
Purchases	\$m	2 443	2 191	2 426	15 278	14 644	15 796		
Interest expenses	\$m	448	577	^ 343	^ 632	*738	^ 663		
Depreciation and amortisation	\$m	1 063	1 293	1 413	1 072	1 043	^ 1 155		
Other expenses	\$m	15 045	15 728	16 358	14 583	14 774	16 258		
Less									
Capitalised wages and salaries	\$m	54	^ 17	*90	^6	*15	*5		
Total expenses	\$m	24 049	25 323	26 437	46 713	47 151	51 035		
Change in inventories	\$m	-26	*22	-6	*322	-38	-44		
Earnings before interest, tax, depreciation and									
amortisation	\$m	^ 3 602	4 030	^ 3 648	*2 949	*2 876	**2 042		
Operating profit before tax(e)	\$m	4 019	4 373	3 949	^6 422	^7691	^ 8 495		
Economic values	<b>•</b>	4 057	4 0 4 4	4 070		A A 770			
Gross fixed capital formation	\$m	1 857	1 941	1 972	^ 2 596	^ 2 779	^ 2 033		
Capital expenditure(f)	\$m	^ 2 217	^ 2 537	2 420	^ 3 934	^ 3 688	^ 2 731		
Disposal of assets	\$m ¢m	52	207	191	*680	*510	^ 349		
Net capital expenditure	\$m \$m	^ 2 165 9 441	^ 2 330	2 229 10 467	^ 3 255 22 900	^ 3 178	^ 2 382		
Industry value added(e)	φΠ	9 441	10 227	10 467	22 900	23 324	25 111		
Industry ratios									
Profit margin	%	15.8	16.4	14.5	14.2	17.1	17.6		
Interest coverage	times	8.0	7.0	10.6	4.7	3.9	3.1		
Investment rate (value added)	%	23.5	24.8	23.1	17.2	15.8	10.9		
Wages and salaries to sales and service income		18.0	18.8	19.8	30.1	31.7	32.1		
Wages and salaries per employee(g)	\$'000	28.0	29.0	28.9	36.7	37.3	38.1		
Sales and service income per person	¢1000	400.0	100 7	420.0	101 1	00.0	101 1		
employed(h)	\$'000 \$'000	138.8	138.7	132.8	101.1	99.6	101.4		
Industry value added per person employed(h)	\$000	51.4	53.2	51.0	51.2	51.6	52.6		
Percentage of businesses that									
Made a profit	%	70.1	66.7	64.4	76.0	69.1	68.7		
Broke even	%	1.7	2.7	1.0	1.3	0.9	2.4		
Made a loss	%	28.2	30.6	34.6	22.7	30.0	28.9		
^ estimate has a relative standard error of 10% to les	e than 25%	(c) I	ncludes rent	leasing and	hiring income				
and should be used with caution		Includes rent, leasing and hiring income. Excludes the drawings of working proprietors.							
<ul> <li>estimate has a relative standard error of 25% to 50</li> </ul>									
	70 di lu		See Technical Note 2 paragraph 5. Includes capital work done for own use.						
should be used with caution									
** estimate has a relative standard error greater than s	50% and is				in this ratio ex		•		
considered too unreliable for general use			•	•	partners of unincorporated businesses.				
(a) For scope and coverage details, see Explanatory No	tes,			-	s of employme				
paragraphs 6-25.		V	vorking prop	rietors and pa	rtners of uning	corporated b	ousinesses.		
(b) Includes working proprietors and partners of uninco	porated								

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

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

### TOTAL SELECTED INDUSTRIES(b)

		2008-09	2009-10	2010-11
Employment at end June(c) Income	'000	9 809	10 046	10 533
Sales and service income(d)	\$m	2 440 190	2 435 180	2 616 074
Funding from government for operational costs	\$m	48 305	51 022	49 272
Interest income	\$m	28 012	23 722	21 849
Other income	\$m	^ 54 353	72 565	98 235
Total income	\$m	2 570 860	2 582 489	2 785 430
Expenses				
Selected labour costs(e)	\$m	436 474	451 232	484 728
Purchases	\$m	1 139 295	1 113 744	1 156 936
Interest expenses	\$m	72 548	64 433	73 015
Depreciation and amortisation	\$m	78 858	82 525	88 016
Other expenses	\$m	587 367	599 834	659 716
Less Capitalised wages and salaries	\$m	4 584	4 350	5 305
Total expenses	\$m	2 309 958	2 307 419	2 457 106
Change in inventories Earnings before interest, tax, depreciation and	\$m	*6 580	**2 122	^9 574
amortisation	\$m	336 523	327 863	378 844
Operating profit before tax(f)	\$m	267 482	277 192	337 898
Economic values	÷	201 102	2 102	001 000
Gross fixed capital formation	\$m	172 572	169 353	171 799
Capital expenditure(g)	\$m	237 948	233 176	227 307
Disposal of assets	\$m	40 727	33 011	^ 43 145
Net capital expenditure	\$m	197 220	200 165	184 161
Industry value added(f)	\$m	833 894	836 805	928 815
Industry ratios				
Profit margin	%	11.0	11.4	12.9
Interest coverage	times	4.6	5.1	5.2
Investment rate (value added)	%	28.5	27.9	24.5
Wages and salaries to sales and service income	%	16.1	16.7	16.7
Wages and salaries per employee(h) Sales and service income per person	\$'000	45.8	46.3	47.0
employed(i)	\$'000	248.8	242.4	248.4
Industry value added per person employed(i)	\$'000	85.0	83.3	88.2
Percentage of businesses that				
Made a profit	%	73.7	73.2	73.0
Broke even	%	1.6	1.4	1.6
Made a loss	%	24.8	25.4	25.4

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

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

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

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

(b) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

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

(d) Includes rent, leasing and hiring income.

(e) Excludes the drawings of working proprietors.

(f) See Technical Note 2 paragraph 5.

(g) Includes capital work done for own use.

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

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

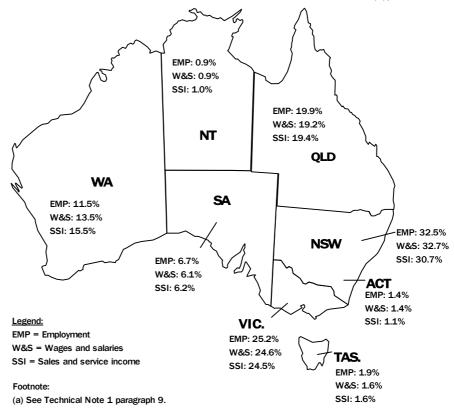
### CHAPTER 3

### STATES, TERRITORIES AND AUSTRALIA

### STATE AND TERRITORY ESTIMATES

The graph below illustrates each state or territory's share of employment, wages and salaries and sales and service income, relative to Total SELECTED INDUSTRIES in 2010-11. In general, the relative contributions to total employment, wages and salaries and sales and service income were consistent within each state and territory. The exception was Western Australia, which contributed relatively more to sales and service income than to wages and salaries. The biggest contributor to sales and service income in Western Australia was MINING, which typically has a lower wages and salaries to sales and service income ratio.

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Measured by share of employment, RETAIL TRADE was the predominant industry Australia-wide and in most states and territories. In Western Australia Construction was predominant, and in the Australian Capital Territory Professional, scientific and technical services was predominant. In both these cases RETAIL TRADE was the second largest contributor to employment.

STATE / TERRITORY CONTRIBUTION TO TOTAL SELECTED INDUSTRIES(a), 2010-11

# STATE AND TERRITORY ESTIMATES continued

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In terms of wages and salaries the predominant industry varied among the states and territories. In New South Wales and the Australian Capital Territory, Professional, scientific and technical services was the predominant industry; in Victoria, Queensland, South Australia and Tasmania, Manufacturing was predominant; and in Western Australia and the Northern Territory, Construction was predominant.

In terms of sales and service income the predominant industry also varied among the states and territories. In New South Wales, Victoria, Queensland, and South Australia Wholesale trade was the most significant contributor. In Western Australia Mining was predominant; in Tasmania, Retail trade; in the Northern Territory, Manufacturing; and in the Australian Capital Territory, Construction.

	EMPLOY	'MENT							
	AT END	JUNE(a)		WAGES AND SALARIES(b)			SALES AND SERVICE INCOME(c)		
	08–09	09–10	10–11	08–09	09–10	10–11	08–09	09–10	10–11
	'000'	'000'	'000	\$m	\$m	\$m	\$m	\$m	\$m
		N	EW SOL	JTH WALE	S		• • • • • • • • • •		
Agriculture, forestry and fishing	133	126	141	1 405	1 325	1 455	15 416	14 362	16 412
Mining	24	23	29	2 531	2 427	3 260	25 324	20 582	25 470
Manufacturing	293	290	272	15 873	16 140	15 563	120 231	112 579	113 449
Electricity, gas, water and waste services	36	36	35	2 885	3 021	3 226	23 138	26 234	26 887
Construction	287	287	316	10 969	11 548	13 387	70 902	74 329	83 121
Wholesale trade	192	205	219	11 213	12 011	13 015	136 440	142 111	142 657
Retail trade	393	404	420	10 761	11 297	11 646	107 743	115 332	115 906
Accommodation and food services	280	297	307	6 075	6 089	6 502	25 265	25 257	27 948
Transport, postal and warehousing	193	190	195	9 194	9 500	9 708	38 239	38 858	44 323
Telecommunications	74	77	81	5 317	5 440	5 629	31 584	31 798	33 246
Rental, hiring and real estate services Professional, scientific and technical	127	124	134	3 909	3 816	4 000	32 379	31 829	34 345
services	321	335	340	19 427	19 921	21 010	54 831	57 856	61 818
Administrative and support services	235	253	275	9 239	10 526	11 316	21 403	23 843	27 064
Public administration and safety (private)	22	22	26	866	879	965	2 359	2 281	2 566
Education and training (private) Health care and social assistance	98	107	120	4 162	4 461	5 210	4 903	4 835	5 556
(private)	265	271	300	8 997	9 637	10 811	18 695	19 659	20 471
Arts and recreation services	54	54	60	1 316	1 421	1 607	6 468	7 018	7 537
Other services	141	143	151	4 299	4 470	4 778	14 038	14 295	15 247
Total selected industries(d)	3 167	3 243	3 421	128 439	133 932	143 088	749 359	763 058	804 023
		• • • • • •	VIC <sup>.</sup>	TORIA			• • • • • • • • • •		
Agriculture, forestry and fishing	107	103	112	1 260	1 242	1 279	14 907	13 594	13 762
Mining	8	9	9	716	856	897	10 156	7 196	7 759
Manufacturing	285	277	274	15 590	15 195	15 576	108 578	102 090	105 339
Electricity, gas, water and waste services	200	21	22	1 633	1 736	1 849	20 824	22 257	25 008
Construction	238	248	272	9 247	10 114	11 151	58 878	67 099	73 130
Wholesale trade	151	148	154	8 428	8 145	8 908	110 793	105 441	125 202
Retail trade	324	338	351	9 067	9 332	10 139	86 747	89 595	92 261
Accommodation and food services	182	203	217	3 632	3 722	4 128	13 675	14 631	16 432
Transport, postal and warehousing	136	132	136	6 054	6 193	6 591	30 524	29 219	33 344
Information Media and									
Telecommunications	49	48	49	3 296	3 204	3 440	19 668	20 472	20 965
Rental, hiring and real estate services	82	84	91	2 473	2 514	2 721	19 080	19 586	21 804
Professional, scientific and technical			-	-					
services	231	237	236	13 756	13 978	14 577	40 952	42 079	43 867
Administrative and support services	173	185	196	6 530	7 088	7 398	14 355	15 478	16 300
Public administration and safety (private)	17	17	19	615	656	725	1 583	1 632	1 788
Education and training (private) Health care and social assistance	77	84	98	3 055	3 373	3 718	3 651	3 919	4 385
(private)	207	231	239	7 128	8 186	9 064	13 548	14 582	15 930
Arts and recreation services	54	60	62	1 377	1 577	1 641	9 695	10 244	10 277
Other services	108	107	117	3 311	3 383	3 900	10 575	10 734	12 389
Total selected industries(d)			2 653						

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

(c) Includes rent, leasing and hiring income.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

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

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	EMPLOY AT END	MENT JUNE(a)		WAGES A	ND SALAR	IES(b)	SALES AND	) SERVICE IN	ICOME(c)
	08–09	09–10	10–11	08–09	09–10	10–11	08–09	09–10	10–11
	'000'	'000	'000	\$m	\$m	\$m	\$m	\$m	\$m
• • • • • • • • • • • • • • • • • • • •			OUFFN	NSLAND	• • • • • • •	• • • • • • • •	• • • • • • • • • •		• • • • • • •
			•						
Agriculture, forestry and fishing	109	107	115	1 333	1 341	1 384	15 130	13 597	14 058
Mining	37	39	42	4 114	4 262	4 914	46 635	38 686	45 874
Manufacturing	183	181	183	9 115	9 214	9 952	76 042	68 553	73 161
Electricity, gas, water and waste services	24	23	24	2 213	2 266	2 428	16 275	17 488	20 235
Construction Wholesale trade	235 93	225 94	227 95	10 068	9 687	9 516 5 024	64 749 78 560	60 739	59 897
	93 255			4 959	4 927	5 024 7 418	78 560	77 668 71 276	77 214 75 868
Retail trade		258	273	6 648	6 804		69 766		
Accommodation and food services	171	187	187	3 669	3 805	4 086	14 772	15 551	16 730
Transport, postal and warehousing	118	115	123	5 567	5 778	6 117	26 663	27 147	29 589
Information Media and	04	05	26	1 260	1 000	1 00 4	7.006	8 600	0 702
Telecommunications	24	25	26	1 360	1 289	1 294	7 906	8 622	8 703
Rental, hiring and real estate services	82	80	85	2 432	2 244	2 311	16 534	16 647	17 221
Professional, scientific and technical		450	455	0.040	0 4 4 0	0 455	00.004	05 000	06 400
services	155	156	155	8 343	8 448	9 455	26 994	25 686	26 130
Administrative and support services	129	131	143	4 666	4 834	5 287	10 608	10 895	11 580
Public administration and safety (private)	12	12	16	429	465	548	1 059	996	1 175
Education and training (private) Health care and social assistance	57	64	65	2 286	2 435	2 482	2 617	2 566	2 738
(private)	178	176	197	6 135	6 886	7 401	11 322	11 844	12 157
Arts and recreation services	37	38	42	912	977	1 079	4 667	4 718	4 764
Other services	95	95	100	2 820	2 938	3 113	9 995	9 394	9 440
Total selected industries(d)	1 994	2 006	2 098	77 067	78 601	83 809	500 295	482 073	506 537
			SOUTH A	USTRALI	• • • • • • • 4	• • • • • • • •	• • • • • • • • •		• • • • • • •
Agriculture forestry and fishing	FO		55			690	7 100	7 000	0 000
Agriculture, forestry and fishing	50	48		624	580	680	7 183	7 099	8 282
Mining	8	9	9	886	855	884	4 306	4 603	6 710
Manufacturing	85	81	82	4 599	4 371	4 590	29 615	27 950	27 177
Electricity, gas, water and waste services	8	8	8	483	545	644	7 268	6 686	8 283
Construction	54	59	61	2 126	2 334	2 373	13 863	16 341	16 824
Wholesale trade	29	31	35	1 517	1 692	1 863	23 928	26 292	27 604
Retail trade	91	92	95	2 360	2 431	2 489	24 329	24 305	24 357
Accommodation and food services	53	60	57	1 131	1 205	1 174	4 522	4 921	5 022
Transport, postal and warehousing	34	34	35	1 383	1 584	1 649	6 577	7 711	7 676
Information Media and									
Telecommunications	10	9	10	620	579	602	4 593	4 4 4 9	4 776
Rental, hiring and real estate services Professional, scientific and technical	21	21	22	591	579	616	4 207	4 217	4 495
services	44	45	43	2 273	2 261	2 368	7 218	7 175	7 957
Administrative and support services	44	44	46	1 724	1 623	1 702	3 620	3 420	3 955
Public administration and safety (private)	4	5	6	181	150	174	318	311	372
Education and training (private) Health care and social assistance	19	22	*30	779	898	*1 304	^ 813	859	^ 1 035
(private)	64	69	67	2 019	2 212	2 345	4 116	4 365	4 519
Arts and recreation services	12	12	13	259	271	295	1 158	1 167	1 263
Other services	29	30	29	846	928	936	2 859	2 979	2 999
Total selected industries(d)	659	679	704	24 401	25 097	26 686	150 495	154 849	163 306
<ul> <li>estimate has a relative standard error of 2 should be used with caution</li> </ul>	LO% to les	s than 25°	% and		ides capitali ing propriet		d salaries; exclu	des the drawi	ngs of

estimate has a relative standard error of 25% to 50% and should be

used with caution

(c) Includes rent, leasing and hiring income. (d) Excludes Division K Financial and insurance services.

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

	EMPLOY						CALES AND SERVICE MOONE (		
	AT END	JUNE(a)		WAGES A	ND SALAR	IES(b)	SALES AND	SERVICE IN	ICOME(c)
	08–09	09–10	10–11	08–09	09–10	10–11	08–09	09–10	10–11
	'000	'000	'000	\$m	\$m	\$m	\$m	\$m	\$n
• • • • • • • • • • • • • • • • • • • •		WI	ESTERN	AUSTRAL	IA				
Agriculture, forestry and fishing	62	57	58	823	762	788	9 852	8 855	8 629
Vining	55	59	67	7 246	7 586	8 580	78 845	74 817	107 94
Manufacturing	97	96	97	5 674	5 489	5 918	63 168	57 077	57 39
lectricity, gas, water and waste services	11	12	12	873	999	1 118	7 613	9 155	10 33
Construction	130	136	157	6 958	7 520	9 212	41 220	44 822	50 65
Vholesale trade	52	53	55	2 750	2 913	^ 3 007	45 873	44 138	46 75
Retail trade Accommodation and food services	140 82	148 92	149 94	3 773 1 823	3 754	3 871 2 182	38 346 6 732	38 992 7 369	39 94 8 32
Fransport, postal and warehousing	82 58	92 57	94 58	1 823 2 580	1 905 2 765	2 182 3 079	11 990	13 042	15 00
nformation Media and	50	51	50	2 380	2 105	3013	11 550	15 042	10.00
Telecommunications	11	11	11	673	664	720	4 116	4 303	4 526
Rental, hiring and real estate services Professional, scientific and technical	42	43	45	1 416	1 407	1 518	10 203	10 125	10 87
services	105	108	111	6 136	6 366	6 952	18 852	18 066	20 77
Administrative and support services	74	79	88	3 277	3 522	4 378	6 985	7 160	7 92
Public administration and safety (private)	7	7	8	262	249	270	538	544	75
Education and training (private) Health care and social assistance	30	33	^ 35	1 226	1 349	^ 1 513	1 584	1 730	^ 1 63
(private)	87	89	94	2 943	3 242	3 439	5 886	6 175	6 41
Arts and recreation services	16	18	18	446	470	504	2 176	2 248	2 20
Other services	51	53	54	1 565	1 694	1 933	5 405	5 246	5 98
Total selected industries(d)	1 111	1 151	1 212	50 443	52 656	58 982	359 385	353 863	406 06
		• • • • • •	тлсл	ΛΑΝΙΑ		• • • • • • • •		• • • • • • • •	
Agriculture, forestry and fishing	23	22	23	442	431	397	2 643	2 646	2 48
Alining	23	22	23	442 np	176	202	2 045 np	2 040 np	2 40 1 12
Manufacturing	21	19	19	1 054	1 064	1 015	7 470	6 441	6 73
Electricity, gas, water and waste services	4	4	4	244	314	331	1 942	2 539	3 00
Construction	16	17	18	586	641	673	3 208	3 487	3 84
Wholesale trade	7	7	7	330	344	326	4 809	4 140	4 62
Retail trade	26	27	^ 30	655	676	^ 808	7 016	7 102	^ 8 08
Accommodation and food services	18	20	18	341	350	330	1 336	1 442	1 90
Fransport, postal and warehousing nformation Media and	9	10	10	391	462	446	1 819	2 056	2 04
Telecommunications	2	3	3	154	173	186	1 439	1 337	1 49
Rental, hiring and real estate services Professional, scientific and technical	6	6	6	163	165	163	866	870	89
services	10	10	10	444	465	467	1 274	1 277	1 23
Administrative and support services		10	10	399	409	^ 391	636	700	62
Public administration and safety (private)	^1	1	1	np	41	43	np	83	8
ducation and training (private) lealth care and social assistance	5	5	4	192	221	161	172	184	15
(private)	21	20	24	660	688	788	1 094	1 157	1 22
Arts and recreation services	4	4	4	104	112	106	635	621	59
Other services	9	9	9	250	270	251	746	757	668
Total selected industries(d)	194	198	203	6 652	7 003	7 084	38 401	37 886	40 84
<ul> <li>estimate has a relative standard error of 1 should be used with caution</li> <li>not available for publication but included it</li> </ul>				work		ors.	nd salaries; exclud	des the drawin	ngs of

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

unless otherwise indicated

(c) Includes rent, leasing and hiring income.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

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

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	EMPLOYMENT									
	AT END	JUNE(a)	•••••	WAGES A	AND SALAR	RIES(b)	SALES AND	SERVICE IN	COME(c)	
	08–09	09–10	10–11	08–09	09–10	10–11	08–09	09–10	10–11	
	'000	'000	'000	\$m	\$m	\$m	\$m	\$m	\$m	
• • • • • • • • • • • • • • • • • • • •		NO		TERRITO		• • • • • • • •	• • • • • • • • • •	• • • • • • • •	• • • • • • •	
		NO	RINERN	IERRIIO	R I					
Agriculture, forestry and fishing	5	4	5	82	73	np	600	466	*764	
Mining Manufacturing	np 5	np 5	3 5	346 287	430 279	394 310	5 778 4 238	4 720 4 001	4 253 4 352	
Electricity, gas, water and waste services	1	np	1	115	np	np	4 238 825	4 001 np	4 352 np	
Construction	12	14	12	471	^ 602	541	3 435	3 448	3 217	
Wholesale trade	3	3	3	129	140	144	3 084	2 394	2 408	
Retail trade	12	12	13	317	342	331	3 239	3 229	3 018	
Accommodation and food services	11	11	11	225	267	292	928	1 025	1 166	
Transport, postal and warehousing	6	6	6	^ 295	282	312	1 342	1 204	1 392	
Information Media and										
Telecommunications	1	1	^1	56	53	52	334	278	306	
Rental, hiring and real estate services	3	3	3	91	85	89	590	654	755	
Professional, scientific and technical										
services	5	5	5	254	254	319	778	769	766	
Administrative and support services	6	6	7	238	232	306	453	446	520	
Public administration and safety (private)	np	np	1	np	np	43	np	np	np	
Education and training (private)	4	4	3	139	144	116	164	123	118	
Health care and social assistance		_		A 070	070			o 1=	100	
(private)	8	7	8	^ 279	270	^ 351	318	347	433	
Arts and recreation services	3 5	^3	3 6	np 150	^ 104	90	np	383	396	
Other services Total selected industries(d)	92	6 95	96	159 3 615	209 3 910	203 4 080	570 27 128	612 24 820	625 25 387	
	92	95	90						25 567	
	Al	JSTRAL	IAN CA	PITAL TEF			• • • • • • • • • •	• • • • • • • •		
Agriculture, forestry and fishing	1	1	1	^ 16	11	np	120	^ 137	^ 104	
Mining	np	np	_	np	7	**8	np	np	**42	
Manufacturing	5	5	4	210	221	193	1 087	1 134	1 057	
Electricity, gas, water and waste services	1	np	1	115	np	np	1 273	np	np	
Construction	11	13	14	424	498	578	3 900	^ 6 006	^ 6 773	
Wholesale trade	*4	3	4	*300	144	215	*3 047	1 980	2 151	
Retail trade	19	19	20	486	492	512	5 429	5 656	5 509	
Accommodation and food services	15	17	17	327	345	362	1 125	1 251	1 397	
Transport, postal and warehousing	4	5	5	214	272	268	632	790	816	
Information Media and										
Telecommunications	3	4	3	206	239	218	1 047	1 253	1 297	
Rental, hiring and real estate services	4	5	5	144	164	176	1 332	1 468	1 443	
Professional, scientific and technical										
services	22	22	21	1 415	1 350	1 412	3 816	3 880	4 115	
Administrative and support services	^ 15	^ 12	11	534	467	464	1 116	989	1 080	
Public administration and safety (private)	np	np	2	np	np	72	np	np	np	
Education and training (private)	6	6	7	247	290	301	368	387	444	
Health care and social assistance	16	16	17	^ 580	610	675	A 1 1 2 7	1 040	1 1 1 1	
(private)	16 3	16 3	3		618 82	675 85	^ 1 137	1 040 267	1 111 247	
Arts and recreation services Other services	10	11	^ 11	np 368	82 396	392	np 1 034	1 040	1 014	
Total selected industries(d)	142	143	145	5 750	5 786	6 073	26 938	28 781	29 963	
			J				20 930			
^ estimate has a relative standard error of 2			% and	np not a			ut included in tot			
should be used with caution				unles	s otherwise	indicated				
<ul> <li>estimate has a relative standard error of 2 used with caution</li> </ul>	25% to 50	% and sho	ould be		-		nd partners of ur d salaries; exclud			
** estimate has a relative standard array are	atar thair 7	00/ and :	_			0	-,		-	

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

— nil or rounded to zero (including null cells)

(c) Includes rent, leasing and hiring income.

working proprietors.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

	EMPLOY	MENT							
		JUNE(a)		WAGES AI	ND SALARI	ES(b)	SALES AND	SERVICE INC	COME(c)
	••••••			••••••					
	08–09	09–10	10–11	08–09	09–10	10–11	08–09	09–10	10–11
	'000'	'000'	'000'	\$m	\$m	\$m	\$m	\$m	\$m
			AUS	TRALIA					
Agriculture, forestry and fishing	491	468	510	5 985	5 765	6 075	65 852	60 755	64 500
Mining	135	144	161	16 055	16 599	19 140	172 287	151 689	199 183
Manufacturing	974	954	936	52 402	51 975	53 117	410 430	379 825	388 668
Electricity, gas, water and waste services	108	107	109	8 561	9 122	9 833	79 158	86 350	95 759
Construction	983	997	1076	40 849	42 944	47 430	260 154	276 272	297 466
Wholesale trade	531	544	571	29 628	30 315	32 503	406 534	404 165	428 612
Retail trade	1 260	1 297	1 351	34 067	35 128	37 214	342 615	355 487	364 946
Accommodation and food services	811	887	908	17 221	17 688	19 056	68 355	71 448	78 922
Transport, postal and warehousing	559	550	568	25 677	26 836	28 169	117 788	120 027	134 194
Information Media and									
Telecommunications	173	177	183	11 683	11 641	12 139	70 686	72 511	75 311
Rental, hiring and real estate services	368	365	393	11 220	10 975	11 593	85 191	85 394	91 839
Professional, scientific and technical									
services	893	920	921	52 047	53 044	56 560	154 714	156 787	166 658
Administrative and support services	685	720	776	26 609	28 701	31 243	59 176	62 929	69 045
Public administration and safety (private)	66	66	79	2 497	2 533	2 840	6 146	6 044	6 999
Education and training (private)	295	325	362	12 086	13 171	14 804	14 272	14 604	16 058
Health care and social assistance									
(private)	846	880	946	28 740	31 741	34 874	56 117	59 170	62 254
Arts and recreation services	184	192	205	4 593	5 015	5 405	25 494	26 666	27 290
Other services	447	452	477	13 617	14 289	15 506	45 222	45 057	48 371
Total selected industries(d)	9 809	10 046	10 533	393 537	407 479	437 502	2 440 190	2 435 180	2 616 074

(a) Includes working proprietors and partners of unincorporated

businesses.

. . . . . .

(c) Includes rent, leasing and hiring income.

(d) Excludes Division K Financial and insurance services.

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

# EXPLANATORY NOTES

<b>2</b> The period covered by the collection is, in general, the 12 months ended 30 June. Where businesses are unable to supply information on this basis, an accounting period for which data can be provided is used for data other than those relating to employment. Such businesses make a substantial contribution to some of the estimates presented in
this publication. As a result, the estimates can reflect trading conditions that prevailed in periods outside the twelve months ended June in the relevant year.
<b>3</b> Although financial estimates relate to the full 12 months, employment estimates relate to the last pay period ending in June of the given year. As a result, estimates of wages and salaries per person employed may be affected by any fluctuations in employment during the reference period.
<b>4</b> Financial data incorporate all units in scope of the EAS that were in operation at any time during the year. They also include any temporarily inactive units, i.e. those units which were in the development stage or were not in operation, but still existed and held or acquired assets and liabilities and/or incurred some non-operating expenses (e.g. depreciation, administration costs).
<ul> <li>5 The businesses that contribute to the statistics in this publication are classified:</li> <li>by institutional sector, in accordance with the Standard Institutional Sector Classification of Australia (SISCA), which is detailed in <i>Standard Economic Sector</i> <i>Classifications of Australia (SESCA)</i> (cat. no. 1218.0)</li> <li>by industry, in accordance with the <i>Australian and New Zealand Standard</i> <i>Industrial Classification (ANZSIC)</i>, 2006 edition (cat. no. 1292.0)</li> <li>by state and territory</li> <li>by business size.</li> </ul>
<ul> <li>6 The scope of the collection consists of all business entities operating in the Australian economy during 2010–11, except for:</li> <li>in most industries, entities classified to SISCA Sector 3 GENERAL GOVERNMENT. This exclusion particularly affects data presented for PUBLIC ADMINISTRATION AND SAFETY, EDUCATION AND TRAINING and HEALTH CARE AND SOCIAL ASSISTANCE (ANZSIC Divisions O, P and Q respectively), in that the estimates relate only to private sector businesses. Note, however, that SISCA Sector 3 GENERAL GOVERNMENT businesses classified to WATER SUPPLY, SEWERAGE AND DRAINAGE SERVICES (ANZSIC Subdivision 28, within Division D) are included - that is, data for relevant local government organisations (for example) are included in the estimates.</li> </ul>

#### EXPLANATORY NOTES

SCOPE continued	<ul> <li>entities classified to ANZSIC Subdivisions 62 Finance and 63 Insurance and superannuation funds. Note that estimates included in this publication for Total. selected industries exclude ANZSIC Subdivision 64 Auxiliary finance and insurance services. Experimental estimates for this subdivision are presented in the Appendix of this issue. It is expected that, from the next issue (i.e. for the 2011-12 reference year), estimates for Subdivision 64 Auxiliary finance and insurance services will be included in the estimates for Total selected industries.</li> <li>entities classified to ANZSIC Subdivisions 75 Public administration, 76 Defence and 96 Private households employing staff and undifferentiated goods- and service- producing activities of Households for own use.</li> <li><b>7</b> Government-owned or controlled Public Non-Financial Corporations are included.</li> </ul>
COVERAGE	<b>8</b> This section discusses frame, statistical units, coverage issues and improvements to coverage.
Frame	<b>9</b> Businesses contributing to the estimates in this publication are sourced from the ABS Business Register (ABSBR), which has two components as described below.
Statistical units	<b>10</b> The ABS uses an economic statistics units model on the ABSBR to describe the characteristics of businesses and the structural relationships between related businesses. Within large and diverse business groups, the units model is used to define reporting units that can provide data to the ABS at suitable levels of detail.
	<b>11</b> In mid 2002, the ABS commenced sourcing its register information from the ABR and at that time changed its business register to a two population model. The two populations comprise what is called the Profiled Population and the Non-Profiled Population. The main distinction between businesses in the two populations relates to the complexity of the business structure and the degree of intervention required to reflect the business structure for statistical purposes.
	NON-PROFILED POPULATION <b>12</b> The majority of businesses included on the ABS Business Register are in the Non-Profiled Population. Most of these businesses are understood to have simple structures. For these businesses, the ABS is able to use the ABN as the basis for a statistical unit. One ABN equates to one statistical unit.
	<ul> <li>PROFILED POPULATION</li> <li><b>13</b> For a small number of businesses, the ABN unit is not suitable for ABS economic statistics purposes and the ABS maintains its own units structure through direct contact with businesses. These businesses constitute the Profiled Population. This population consists typically of large or complex groups of businesses. The statistical units model below caters for such businesses: <ul> <li><i>Enterprise group</i>: This is a unit covering all the operations in Australia of one or more legal entities under common ownership and/or control. It covers all the operations in Australia of legal entities which are related in terms of the current Corporations Law (as amended by the <i>Corporations Legislation Amendment Act 1991</i>), including legal entities such as companies, trusts and partnerships. Majority ownership is not required for control to be exercised.</li> <li><i>Enterprise</i>: The enterprise is an institutional unit comprising: <ul> <li>a single legal entity or business entity, or</li> <li>more than one legal entity or business entity within the same enterprise group and in the same institutional subsector (i.e. they are all classified to a single Standard Institutional Sector Classification of Australia (SISCA) subsector).</li> </ul> </li> </ul></li></ul>

Statistical units continued

Type of activity unit (TAU): The TAU is comprised of one or more business entities, sub-entities or branches of a business entity within an enterprise group that can report production and employment data for similar economic activities. When a minimum set of data items is available, a TAU is created which covers all the operations within an industry subdivision (and the TAU is classified to the relevant subdivision of the ANZSIC). Where a business cannot supply adequate data for each industry, a TAU is formed which contains activity in more than one industry subdivision.

#### CONTRIBUTION OF STATISTICAL UNITS TO THE ESTIMATES

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

#### TAUS

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

#### ABN UNITS

**16** All units on the ABSBR not classified as TAUs were ABN units from the Non-Profiled Population.

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

#### CONTRIBUTION TO SALES AND SERVICE INCOME

ABN TAU unit Total

	IAU	unit	Total
	%	%	%
Agriculture, forestry and fishing	11	89	100
Mining	93	7	100
Manufacturing	67	33	100
Electricity, gas, water and waste services	92	8	100
Construction	28	72	100
Wholesale trade	50	50	100
Retail trade	47	53	100
Accommodation and food services	21	79	100
Transport, postal and warehousing	58	42	100
Information media and			
telecommunications	83	17	100
Rental, hiring and real estate services	20	80	100
Professional, scientific and technical			
services	33	67	100
Administrative and support services	38	62	100
Public administration and safety (private)	33	67	100
Education and training (private)	29	71	100
Health care and social assistance (private)	29	71	100
Arts and recreation services	56	44	100
Other services	16	84	100
Total selected industries(a)	50	50	100

(a) Excludes Division K Financial and insurance services.

#### Coverage issues

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

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Coverage issues continued **19** Some businesses engage, to a significant extent, in activities which are normally carried out by different industries. For example, a predominantly mining business may also undertake significant amounts of manufacturing. Similarly, a mining business may produce significant volumes of goods which are normally produced in different mining industries. Where a business makes a significant economic contribution to industries classified to different ANZSIC subdivisions, the ABS includes the business in the Profiled Population, and 'splits' the TAU's reported data between the industries involved. Significance is determined using total income. **20** A TAU's reported data are split if the inclusion of data relating to the secondary activity, in the statistics of the industry of the primary activity, distorts (by overstating or understating) either the primary or secondary industry statistics at the ANZSIC subdivision level by: 3% or more, where the industries of the primary and secondary activities are in the same ANZSIC division 2% or more, where the industries of the primary and secondary activities are in different ANZSIC divisions. **21** The ABS attempts to maintain a current understanding of the structure of the large, complex and diverse business groups that form the Profiled Population on the ABSBR, through direct contact with those businesses. Resultant changes in their structures on the ABSBR can affect: • the availability of such businesses (or units within them) for inclusion in the annual economic collections • the delineation of the units, within those groups, for which data are to be reported. 22 The ABS attempts to obtain data for those businesses selected for direct collection and which ceased operation during the year but it is not possible to obtain data for all such businesses. Improvements to coverage 23 Data in this publication have been adjusted to allow for lags in processing new businesses to the ABSBR, and the omission of some businesses from the register. The majority of businesses affected, and to which the adjustments apply, are small in size. As an example, the effect of these adjustments is generally 4% or less for most ANZSIC industry divisions and for most states and territories. **24** Adjustments have been made to include new businesses in the estimates for the period in which they commenced operation, rather than when they were processed to the ABSBR. Adjustments of this type will continue to be applied in future periods. 25 For more information on these adjustments, please refer to the ABS publication Information Paper: Improvements to ABS Economic Statistics, 1997 (cat. no. 1357.0). DEFINITION OF KEY TERMS **26** Selected key terms are described below. Industry performance 27 This publication presents a wide range of data that can be used to analyse business measures and industry performance. 28 Differences in accounting policy and practices across businesses and industries can lead to some inconsistencies in the data input to the statistics. Although much of the accounting process is subject to standards, there is still a great deal of flexibility left to individual managers and accountants through the accounting policies and practices they adopt. For example, the way profit is measured is affected by management policy about such issues as depreciation rates, bad debt provisions and write off, and goodwill write off. The varying degree to which businesses consolidate their accounts may also affect any industry performance measures calculated.

Industry performance measures continued	<ul> <li>29 A range of performance measures, usually referred to as ratios, can be produced from the data available from businesses' financial statements. The performance measures presented in this publication comprise:</li> <li>profitability ratios, which measure rates of profit on sales</li> <li>debt ratios, which indicate the ability of businesses to meet the cost of debt financing</li> <li>investment ratios, which indicate the capacity of business to invest in capital assets</li> <li>labour measures, which relate output, labour costs and employment.</li> <li>30 The above limitations are not meant to imply that analysis based on these data should be avoided, only that they should be borne in mind when interpreting the data presented in this publication.</li> </ul>
Industry value added	<b>31</b> Industry value added (IVA) is the measure of the contribution by businesses in each industry to gross domestic product. The IVA table presents estimates of the components of IVA for all industries that are within the scope of the collection.
	<b>32</b> There are two types of businesses: 'market' and 'non-market' producers. Market producers sell their output to achieve a profit, whereas non-market producers sell their output at economically insignificant prices. IVA is derived differently for market and non-market producers. The industries in which non-market producers make the most significant contribution to IVA are HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE) and OTHER SERVICES. See the Glossary definition of IVA for further detail.
AUSTRALIAN EQUIVALENTS TO INTERNATIONAL FINANCIAL REPORTING STANDARDS	<b>33</b> The new Australian Equivalents to International Financial Reporting Standards (AEIFRS) were progressively implemented in Australia from 1 January 2005. As a result, a number of items in the financial accounts of Australian businesses have been affected by changed definitions, which have in turn affected both income statements and balance sheets. A range of ABS economic collections source data from financial accounts of businesses and use those data to derive economic statistics. There have been no changes in the associated economic definitions.
	<b>34</b> Since the implementation of AEIFRS, analysis of published time series data has indicated structural breaks in series. The magnitude of such breaks, however, cannot be determined without imposing a disproportionate load upon data providers to ABS surveys and other administratively collected data. The ABS will continue to monitor developments and report any significant identified impacts as a result of AEIFRS.
SURVEY DESIGN	<b>35</b> In order to minimise the load placed on providers, the strategy for this survey was to use, as much as possible, information sourced from the ATO, thus reducing the size of the direct collect sample needed to maintain the range and quality of information available to users of statistical data. The frame (from which the direct collect sample was selected) was stratified using information held on the ABSBR. Businesses eligible for selection in the direct collect sample were then selected from the frame using stratified random sampling techniques.
	<b>36</b> Businesses were only eligible for selection in the survey (the direct collect sample) if their turnover exceeded a threshold level, or the business was identified as being an employing business (based on ATO information), as at the end of the reference period. Turnover thresholds were set for each ANZSIC class so that the contribution of surveyed businesses accounted for approximately 97.5% of total industry class turnover as determined by Business Activity Statement (BAS) data. A sample of 23,103 businesses was selected for the directly collected part of the 2010-11 EAS. Each business was asked to provide data sourced primarily from financial statements, mainly by mail out questionnaires. Businesses were also asked to supply key details of their operations by state and territory, enabling production of the state/territory estimates.

#### EXPLANATORY NOTES

SURVEY DESIGN continued	<b>37</b> Businesses which met neither of these criteria are referred to as 'micro non-employing businesses'. These businesses were not eligible for selection in the sample. For these units, BAS data were obtained and annualised, then added to the directly collected estimates to produce the statistics in this publication. The estimated value of annual BAS turnover of micro non-employing businesses during the 2010–11 reference year was \$43.1b, or 1.3% of total BAS turnover in TOTAL SELECTED INDUSTRIES.
EFFECTS OF ROUNDING	<b>38</b> Where figures have been rounded, discrepancies may occur between totals and the sums of the component items.
	<b>39</b> Proportions, ratios and other calculated figures shown in this publication have been calculated using unrounded estimates and may be different from, but are more accurate than, calculations based on the rounded estimates.
DATA COMPARABILITY Comparison with other ABS statistics	<b>40</b> In some cases estimates given in this publication may differ slightly from those from other sources. These differences may be the result of sampling or non-sampling error, or may result from differences in scope, coverage, definitions or methodology.
Revisions	<b>41</b> Estimates for the 2008–09 and 2009–10 reference years have been revised since the previous issue of this publication. The revisions are incorporated in this publication and in the extended data spreadsheets available free online. The majority of the revisions result from new information received. Note that the extent of revisions may differ for individual industries and/or between data items.
	<b>42</b> For example, at the TOTAL SELECTED INDUSTRIES level, the effect of these revisions on 2009–10 estimates was: a decrease of \$4.2b (-0.2%) in sales and service income; a decrease of \$4.2b (-0.2%) in total income; a decrease of \$9.4b (-0.4%) in total expenses; and an increase of \$3.9b (0.5%) in industry value added (IVA).
FURTHER INFORMATION	<b>43</b> A range of further information is available, as described below.
Related publications	<ul> <li>44 The following ABS publications present economy-wide and industry specific data:</li> <li><i>Australian System of National Accounts, 2010–11</i> (cat.no. 5204.0) - Annual publication</li> <li><i>Business Indicators, Australia, March 2011</i> (cat.no. 5676.0) - Quarterly publication</li> <li><i>Private New Capital Expenditure and Expected Expenditure, Australia, March 2011</i> (cat. no. 5625.0) - Quarterly publication</li> <li><i>Experimental Estimates for Australian Industry adjusted for Off-June Year reporting, 2008–09 and 2009–10</i> (cat. no. 8169.0) - Information paper.</li> </ul>
Other information available	<b>45</b> More detailed estimates than those included in this publication are available in spreadsheet format free of charge online from the Statistics view on the ABS web site <www.abs.gov.au>. Select Statistics / By Catalogue Number / 8. Secondary Industry and Distribution / 81. Industry Wide Statistics / 8155.0 Australian Industry, 2010–11, then select the Downloads tab.</www.abs.gov.au>
	<b>46</b> Finer level estimates for the Australian manufacturing industry for 2010–11 will be released in July 2012 as a data cube on the web page for <i>Australian Industry</i> (cat. no. 8155.0). They were previously released in <i>Experimental Estimates for the Manufacturing Industry</i> , 2009-10 (cat. no. 8159.0).
	<b>47</b> The ABS also issues a daily Release Advice on its web site which details products to be released in the week ahead.
	<b>48</b> Inquiries should be made to the National Information and Referral Service on 1300 135 070 or email <a href="mailto:australian.industry.statistics@abs.gov.au">au</a> .

Acknowledgement

Use of Australian Taxation Office (ATO) data in this publication **49** 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*.

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

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

## APPENDIX

# EXPERIMENTAL ESTIMATES FOR AUXILIARY FINANCE AND INSURANCE SERVICES

#### OVERVIEW

**1** This appendix contains experimental estimates for Subdivision 64 Auxiliary Finance and Insurance services which are being released for the first time for 2009–10 and 2010–11.

**2** The reference period, scope, coverage and survey design for the experimental estimates in this appendix are the same as those found throughout this publication. Further detail can be found in the Explanatory Notes.

**3** The methodology for creating these experimental estimates is the same as for other industries in this publication. See Technical Note 1 for detailed information.

**4** The experimental estimates for AUXILIARY FINANCE AND INSURANCE SERVICES are subject to sampling and non-sampling error, as outlined in Technical Note 2. One measure of sampling error is the standard error, another is relative standard error (RSE) which expresses the standard error as a percentage of the estimate to which it refers. The RSEs for selected experimental estimates in 2010–11 were:

- Wages and salaries: 1.8%
- Sales and service income: 3.5%
- Total income: 5.7%
- Total expenses: 3.4%
- Industry value added: 3.1%.

**5** To illustrate, the experimental estimate of sales and service income for 2010-11 was \$37,332m. The associated relative standard error was 3.5%, giving a standard error of approximately \$1,307m. Therefore, there are two chances in three that, if all units had been included in the survey, a figure in the range of \$36,025m to \$38,639m would have been obtained, and nineteen chances in twenty (i.e. a confidence interval of 95%) that the figure would have been within the range of \$34,719m to \$39,945m.

**6** The estimates in this appendix are considered experimental and are still subject to evaluation and therefore should be used with caution.

#### KEY DATA, Auxiliary finance and insurance services

	Employment at end of June(a)	Wages and salaries(b)	Sales and service income(c)	Total income	Total expenses	Operating profit before tax(d)	Earnings before interest tax depreciation and amortisation(d)	Industry value added(d)
	'000'	\$m	\$m	\$m	\$m	\$m	\$m	\$m
2009–10	147	10 518	38 848	52 290	41 962	^ 10 334	^ 6 215	19 082
2010-11	149	10 974	37 332	50 900	37 821	^ 13 225	6 897	19 810

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

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

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

(c) Includes rent, leasing and hiring income.

(d) See Technical Note 2, paragraph 5.

#### LABOUR COSTS, Auxiliary finance and insurance services

	Wages and salaries(a)	Employer contributions into superannuation	Workers' compensation premiums/costs	Selected labour costs	Fringe benefits tax	Payroll tax	Total labour costs
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
2009–10	10 518	838	43	11 399	71	430	11 900
2010–11	10 974	868	46	11 888	73	425	12 387

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

#### INDUSTRY VALUE ADDED, Auxiliary finance and insurance services

• • • • • • • •				• • • • • • • •		• • • • • • • • • • • •		
		PLUS				LESS		
		Funding from government	Capital work			Other		
	Sales and	for	done		Purchases of	intermediate	Industry	
	service	operational	for own	Change in	goods and	input	value	
	income(a)	costs	use	inventories	materials(c)	expenses	added(b)	
	\$m	\$m	\$m	\$m	\$m	\$m	\$m	
2009–10	38 848	^ 83	^ 144	**6	*3 842	16 158	19 082	
2010–11	37 332	^ 104	94	*147	np	np	19 810	
	<ul> <li>estimate has a relative standard error of 10% to less than</li> <li>25% and should be used with caution</li> <li>not available for publication but included in totals where</li> <li>applicable, unless otherwise indicated</li> </ul>							

\* estimate has a relative standard error of 25% to 50% and (a) Includes rent, leasing and hiring income. should be used with caution

(b) See Technical Note 2, paragraph 5.

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

(c) Includes capitalised purchases.

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OVERVIEW continued

## INDUSTRY PERFORMANCE, Auxiliary finance and insurance services


yment at end e			2009-10	
-	of June(a)	'000	147	2010-11 149
	0. 5 d. 10 (d)			
les and servic	e income(b)	\$m	38 848	37 332
	vernment for operational costs	\$m	^ 83	^ 104
erest income	·	\$m	10 687	^ 6 308
ner income		\$m	*2 671	*7 156
tal income		\$m	52 290	50 900
ses				
lected labour	costs(c)	\$m	11 399	11 888
rchases		\$m	*3 778	^ 3 402
erest expense	S	\$m	8 408	^ 6 292
preciation and	l amortisation	\$m	^ 831	^ 843
ner expenses		\$m	17 626	15 477
SS				
Capitalised w	ages and salaries	\$m	^ 80	81
tal expenses		\$m	41 962	37 821
e in inventorie		\$m	**6	*147
-	rest tax depreciation and	<b>¢</b>	0.0.045	0.007
ortisation		\$m	^6215	6 897
ting profit befo mic values	ore tax(d)	\$m	^ 10 334	^ 13 225
oss fixed capit	al formation	\$m	*1 026	1 324
pital expenditu		\$m	^ 2 419	1 892
sposal of asse		\$m	**525	*328
t capital expe		\$m	*1 894	^ 1 564
lustry value ac		\$m	19 082	19 810
ry ratios				
ofit margin		%	26.6	35.4
erest coverage	<b>)</b>	times	0.7	np
estment rate	(value added)	%	12.7	9.6
iges and salar	ies to sales and service income	e %	27.1	np
-	ies per employee(f)	\$'000	77.5	np
	e income per person			
employed(g)		\$'000	265.0	np
lustry value ac	ded per person employed(g)	\$'000	130.2	np
ntage of busin	esses that			
ade a profit		%	70.7	74.4
oke even		%	1.6	np
ade a loss		%	27.7	np
stimate has a re	elative standard error of 10% to less	s than 25% a	nd should be u	used with
aution				
stimate has a re	elative standard error of 25% to 50°	% and should	be used with	caution
	elative standard error greater than 5	50% and is co	onsidered too u	inreliable for
not available for publication but included in totals where applicable, unless otherwise				
Includes rent, leasing and hiring income.				
voludoc the dree	Excludes the drawings of working proprietors. See Technical Note 2, paragraph 5.			
ee Technical No				
ee Technical No ncludes capital v	vork done for own use.		and t	- f
ee Technical No ncludes capital v	vork done for own use. tes used in this ratio exclude worki	ng proprietors	and partners	of
eneral use ot available for ndicated ncludes working ncludes rent, lea	publication but included in totals wi proprietors and partners of unincor sing and hiring income. vings of working proprietors.	here applicab	le, unless othe	

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

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## TECHNICAL NOTE 1 ESTIMATION METHODOLOGY .....

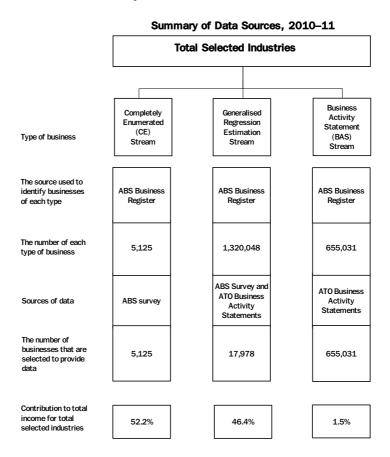
#### INTRODUCTION

PRODUCING ESTIMATES

**1** The availability of Business Activity Statement (BAS) data collected by the Australian Taxation Office (ATO) has provided the Australian Bureau of Statistics (ABS) with opportunities to improve the efficiency of collection designs and estimation for its business surveys, while at the same time reducing the reporting burden placed on businesses. Under taxation law, data may be passed by the Commissioner for Taxation to the ABS for specified statistical purposes. Accordingly, turnover and wages information sourced from ATO BAS data was used to improve the accuracy of the 2010–11 industry estimates which were produced using data items collected directly by the ABS from businesses.

# ESTIMATION METHODOLOGY 2 The 2010–11 survey continues to use generalised regression estimation, first introduced in the 2006–07 survey. This estimation method enables maximum use of observed linear relationships between data directly collected from businesses in the survey and auxiliary information. When the auxiliary information is strongly correlated with data items collected in a survey, the generalised regression estimation methodology will improve the accuracy of the estimates. The auxiliary variables used in this survey were turnover and wages sourced from the BAS data of 2,047,697 businesses (including the direct collect sample).

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



#### TECHNICAL NOTE 1 · ESTIMATION METHODOLOGY

DATA STREAMING	<b>4</b> For the purpose of compiling the estimates in this publication, data for businesses as recorded on the ABSBR contribute via one of three categories (or 'streams') in accordance with significance and collection-related characteristics.
Completely enumerated (CE) stream:	<b>5</b> The CE stream consists of directly collected survey data for those units recorded on the ABSBR as having employment of at least 300, plus additional economically significant units and units significant to small state estimates.
Generalised regression estimation stream:	<b>6</b> The generalised regression estimation stream comprises directly collected data for those sampled units which are not in the CE stream and have turnover, in aggregate, above the bottom 2.5 percentile of BAS sales for that industry, or are identified as employing businesses (based on ATO information).
Business Activity Statement (BAS) stream:	<b>7</b> The BAS stream comprises data for those non-employing businesses in the Non-profiled Population whose turnover, in aggregate, is below the bottom 2.5 percentile of BAS sales for that ANZSIC subdivision.
	<b>8</b> Estimates for each of the selected industries were produced by aggregating the contributing data streams.
STATE AND TERRITORY ESTIMATES	<b>9</b> State estimates were produced using both BAS data and survey data. For further information, see Explanatory Notes paragraph 36.

## **TECHNICAL NOTE 2**

DATA QUALITY

RELIABILITY

Sampling error

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

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

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

**4** To illustrate, the estimate of total income for MANUFACTURING in 2010–11 was \$397,402m. The RSE of this estimate is shown as 0.5%, giving a standard error of approximately \$1,987m. Therefore, there are two chances in three that, if all units had been included in the survey, a figure in the range of \$395,415m to \$399,389m would have been obtained, and nineteen chances in twenty (i.e. a confidence interval of 95%) that the figure would have been within the range of \$393,428m to \$401,376m.

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

Sampling error continued

#### RELATIVE STANDARD ERRORS

(a) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

	Wages & Salaries	Sales and service Income	Total Income	Total expenses	Industry value added
2010-11	%	%	%	%	%
Agriculture, forestry and fishing	3.6	3.1	3.0	3.1	4.7
Mining	1.4	0.7	0.8	1.1	0.7
Manufacturing	0.7	0.5	0.5	0.5	1.3
Electricity, gas, water and waste services	0.7	0.4	0.5	0.4	0.8
Construction	2.8	2.3	2.3	2.2	4.7
Wholesale trade	2.5	1.4	1.4	1.4	3.2
Retail trade	2.4	2.4	2.4	2.6	2.9
Accommodation and food services	3.8	2.3	2.2	2.4	4.8
Transport, postal and warehousing	0.7	0.9	0.8	0.8	1.0
Information media and					
telecommunications	0.9	0.7	0.7	0.8	1.0
Rental, hiring and real estate services	2.6	2.0	1.7	2.0	2.6
Professional, scientific and technical					
services	2.0	2.0	1.8	2.3	3.0
Administrative and support services	1.9	2.4	2.4	2.2	2.8
Public administration and safety (private)	2.8	2.8	2.7	2.8	3.5
Education and training (private)	2.3	5.1	2.9	2.3	2.7
Health care and social assistance (private)	1.9	4.1	2.6	2.4	3.5
Arts and recreation services	2.5	1.9	1.6	1.5	3.8
Other services	2.5	3.2	2.9	3.0	3.7
Total selected industries(a)	0.5	0.6	0.6	0.6	0.7

Non-sampling error

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

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

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

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

REFERENCE PERIOD

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

REFERENCE PERIOD continued **11** Estimates of financial data in some industries, such as MINING and MANUFACTURING, are heavily impacted by fluctuating commodity prices. In these industries, reporting for an accounting period other than the year ended 30 June can result in estimates different from what they would have been, had the business reported for an accounting period ended 30 June. **12** In November 2011, the ABS released the information paper *Experimental Estimates* for Australian Industry adjusted for Off-June Year reporting, 2008–09 and 2009–10 (cat. no. 8169.0). It measures the impact that businesses reporting for accounting periods other than those ended 30 June had on the estimates presented in past versions of this release. In the second half of 2012, the ABS will release an update of this paper to show the impact of Off-June reporting on estimates presented in this release. QUALITY INDICATORS **13** In the 2010–11 Economic Activity Survey, there was an 84.7% response rate from all businesses that were surveyed and found to be operating during the reference period. Data were imputed for the remaining 15.3% of operating businesses. This imputation contributed 10.3% to the estimate of sales and service income for Total selected

INDUSTRIES.

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# GLOSSARY .....

	Data presented in this publication have been compiled from the standard financial accounts of businesses; therefore, the definition of each reported item aligns closely with that adopted in standard business accounting practice. Included in the glossary are published data items and components used to calculate derived items.
Business	A business is generally considered to be a person, partnership, or corporation engaged in business or commerce.
	In this publication, the term represents the ABN unit or type of activity unit (TAU), which are the two standard statistical units for the 2010–11 EAS collections. For details, see Explanatory Notes paragraphs 12–13.
Business size	<ul> <li>Businesses are categorised as:</li> <li>large businesses, with employment of 200 or more persons</li> <li>medium businesses, with employment of 20 to less than 200 persons</li> <li>small businesses, with employment of less than 20 persons (including non-employing businesses).</li> </ul>
Capital expenditure	Total (gross) expenditure on acquiring fixed tangible and intangible assets, before deduction of trade-in allowances, and including expenses (except capitalised interest) incurred during the year in acquiring such assets. Fixed tangible assets include land, dwellings, other buildings and structures, plant, machinery and equipment (including motor vehicles). Intangible assets include capitalised exploration expenditure, patents, licences and goodwill.
Capital work done for own use	Capitalised work done by the employees or proprietors of a business in manufacturing, constructing, installing or repairing assets, in mineral and petroleum exploration activities, and the in-house development of computer software, for use by the business or for rental or lease. This work is valued at the capitalised costs of the materials and the wages and salaries involved.
Capitalised purchases	Goods drawn from inventories for use as fixed tangible assets in capital work done by the employees or proprietors of a business for use by the business or for rental or lease.
Capitalised wages and salaries	Capitalised payments for work done by own employees in manufacturing, constructing, installing or repairing assets, in mineral and petroleum exploration activities or in developing computer software in-house for use by the business or for rental or lease.
Change in inventories	The value of total closing inventories less total opening inventories.
Closing inventories	The value of all inventories of finished goods (including inventories for resale), work-in-progress (less progress payments billed), raw materials, fuels and containers at the end of the reporting period.
Depreciation and amortisation	Depreciation/amortisation allowed on tangible and intangible assets. Includes, for lessees only, depreciation/amortisation in respect of finance leases.
Disposal of assets	Proceeds from the sale of tangible assets (plant, machinery, equipment, land, dwellings, other buildings and structures), and intangible assets (such as patents, licences and goodwill).
Earnings before interest, tax, depreciation and amortisation (EBITDA)	Profit prior to the deduction of net interest (interest income minus interest expenses), income tax, depreciation and amortisation. Items classifiable to other income are also excluded.

Employer contributions into superannuation	Includes all employer contributions to superannuation funds (including the employer productivity contribution) and provisions for employer contributions to superannuation funds. Also includes expenses relating to employer funded defined benefit schemes. Employee contributions and salary sacrifice contributions are excluded.
Employment at end of June	Number of persons working for businesses during the last pay period ending in June of the given year. Includes working proprietors and partners, employees absent on paid or prepaid leave, employees on workers' compensation who continue to be paid through the payroll, and contract workers paid through the payroll. Excludes persons paid by commission only, non-salaried directors, volunteers and self-employed persons such as consultants and contractors.
Fringe benefits tax	Fringe benefits tax is payable by employers when certain benefits in excess of normal wages or salaries (e.g. free or discounted goods or services) are received by their employees (or associates of employees) in connection with their employment.
Funding from government for operational costs	Funding from federal, state and/or local government for operational costs (e.g. wages and salaries, rent, food). Includes bounties, subsidies, export grants, apprenticeship and traineeship schemes, community service obligations, and amounts reimbursed under fuel tax credits. Excludes funding from government for specific capital items.
Funding from government for specific capital items	Includes capital grants, and low interest or interest free loans made by government to businesses to encourage expenditure on specific equipment (e.g. environmental protection equipment).
Gross fixed capital formation (GFCF)	GFCF is measured by the total value of a producer's acquisitions, less disposals, of fixed assets during the reference period, plus certain additions to the value of non-produced assets realised by the productive activity of businesses.
	Fixed assets are tangible or intangible assets produced as outputs from processes of production that are themselves used repeatedly or continuously in other processes of production for more than one year.
	The derivation of GFCF is as follows:
	Acquisition of Road vehicles
	plusOther transport equipmentIndustrial machinery and equipmentComputer software capitalisedComputers and computer peripheralsElectronic equipment and electrical machineryCommunications equipmentOther plant and equipmentDwellings, other buildings and structuresComputer software expensedMining exploration expenditure written off
	<i>less</i> Disposal of plant, machinery and equipment (including motor vehicles) Disposal of dwellings, other buildings and structures
	equals GFCF
Industry class	The structure of ANZSIC comprises four levels, ranging from industry division (broadest level) to industry class (finest level). Activities are narrowly defined within the industry class level, which is identified by a four-digit code, e.g. Industry Class 1510 PULP, PAPER AND PAPERBOARD MANUFACTURING. Usually, an activity is primarily defined to one class. However, some activities may be primary to more than one class.

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

Industry value added per person employed	IVA of businesses which operated in a given industry during the given year ended 30 June, divided by the number of persons employed by businesses in that industry during the last pay period ending in June of that year. Persons employed include working proprietors and partners.
Interest coverage	The number of times that businesses can meet their interest expenses from their earnings before net interest, tax, depreciation and amortisation (EBITDA), i.e. earnings before interest, tax, depreciation and amortisation/interest expenses.
Interest expenses	Includes interest paid on loans from banks, finance companies, partners, and related or unrelated businesses, and in respect of finance leases. Also includes interest equivalents such as hedging costs and expenses associated with discounted bills. Excludes bank charges other than interest, and capital repayments.
Interest income	Includes interest received from deposits in banks and non-bank financial institutions, loans, advances, finance leases and earnings on discounted bills. Excludes capital payments received.
Investment rate (value added)	The proportion of industry value added (IVA) used to acquire capital, i.e. ( capital expenditure / IVA ) x 100.
Labour costs	Comprises wages and salaries (including salary sacrificed earnings paid on behalf of employees and employee share based payments and stock options), employer contributions into superannuation, workers' compensation premiums/costs, fringe benefits tax and payroll tax. Also includes capitalised wages and salaries.
Large business	See the entry for business size.
Medium business	See the entry for business size.
Natural resource royalties expenses	Includes payments under mineral lease arrangements, payments under timber and quarrying lease arrangements, and resource rent taxes and royalties. Excludes payments for royalties from intellectual property (e.g. patents and copyrights) and computer software licence fees. Gold tax payments are also excluded.
Net capital expenditure	The value of total capital expenditure less proceeds received from the disposal of assets.
Opening inventories	The value of all inventories of finished goods (including inventories for resale), work-in-progress (less progress payments billed), raw materials, fuels and containers at the beginning of the reporting period.
Operating profit before tax (OPBT)	Profit before extraordinary items are brought to account and prior to the deduction of income tax and appropriations to owners (e.g. dividends paid), i.e. total income - total expenses + change in inventories.
Other expenses	Expenditure items not separately itemised. Examples include bad and doubtful debts, natural resource royalty expenses, land tax and rates, computer software expenses, freight, other royalties expenses, payments to employment agencies for staff and other operating expenses.
Other income	<ul> <li>Income from sources not separately itemised, including:</li> <li>dividend income</li> <li>donations</li> <li>net profit or loss on share trading, asset sales, variations in exchange rates or resulting from the revaluation of assets in accordance with the Australian Equivalent of International Financial Reporting Standards (AEIFRS).</li> <li>Also includes funding from government for specific capital items in the Industry</li> </ul>
Other intermediate input expenses	performance table only. This is a balancing item. It is the difference between the sum of (sales and service income, funding from government for operational costs, capital work done for own use and change in inventories) less purchases of goods and materials and industry value added.

#### GLOSSARY

Payroll tax	A tax levied by state and territory governments on the amount of wages and salaries paid by a business. Excludes pay-as-you-go withholding tax.
Profit margin	The percentage of sales and service income available as operating profit before tax (OPBT), i.e. (OPBT / sales and service income ) x 100.
Purchases	Comprises purchases of materials, components, containers and packaging materials for manufacture or construction, purchases of finished goods for resale, and delivery charges separately invoiced or itemised by suppliers. Excludes capitalised purchases.
Purchases of goods and materials	Purchases plus capitalised purchases.
Rent, leasing and hiring income	See the entry for sales and service income.
Sales and service income	Includes:
	<ul> <li>Sales of goods</li> <li>whether or not produced by the business (including goods produced for the business on a commission basis). Includes export sales, sales or transfers to related businesses or to overseas branches of the business, progress payments relating to long term contracts if they are billed in the period, delivery charges not separately invoiced to customers, sales of goods produced by the business from crude materials purchased, and income from 'specific' rates (e.g. water, sewerage, irrigation and drainage rates). Excludes excise and duties received on behalf of the government (e.g. the petroleum production excise duty), sales of assets, natural resource royalties income, interest income, and delivery charges separately invoiced to customers. Exports are valued free on board, i.e. export freight charges are excluded.</li> </ul>
	<ul> <li>Income from services</li> <li>includes income from consulting services, repair, maintenance and service income and fees, contract, subcontract and commission income, management fees/charges from related and unrelated businesses, installation charges, delivery charges separately invoiced to customers and royalties from intellectual property (e.g. patents and copyrights) and natural resource royalties income. Excludes interest income, and delivery charges not separately invoiced to customers.</li> </ul>
	<ul> <li><i>Rent, leasing and biring income</i></li> <li>derived from the ownership of land, dwellings, buildings and other structures, motor vehicles, plant, machinery and other equipment. Excludes royalties from mineral leases, income from finance leases and payments received under hire purchase arrangements.</li> <li>These are valued net of discounts given and exclusive of goods and services tax (GST).</li> </ul>
	Extraordinary items are also excluded.
Sales and service income per person employed	Sales and service income of businesses which operated in a given industry during the given year ended 30 June, divided by the number of persons employed by businesses in that industry during the last pay period ending in June of that year. Persons employed include working proprietors and partners.
Sales of goods	See the entry for sales and service income.
Selected labour costs	<ul> <li>Comprises:</li> <li>wages and salaries (including provisions for employee entitlements, salary sacrificed earnings, share based payments and stock options)</li> <li>employer contributions into superannuation</li> <li>workers' compensation premiums/costs.</li> </ul>
Small business	See the entry for business size.
Superannuation	See the entry for employer contributions into superannuation.

Total expenses	The sum of all expense components.
Total income	Comprises sales and service income, interest income, funding from government for operational costs and other income (for details, see the entries for these items).
Total selected industries	Total selected industries comprises data for all ANZSIC divisions, excluding ANZSIC Division K Financial and insurance services. For a detailed discussion of the scope and coverage of the estimates, see Explanatory Notes paragraphs 6–25. Units classified to the General government institutional sector are excluded from the scope of estimates for most industries that comprise Total selected industries. This limits coverage to private sector entities which particularly affects Public administration and safety, Education and Training, and Health care and social assistance divisions.
Wages and salaries	The gross wages and salaries (including capitalised wages and salaries) of all employees of the business. The item includes severance, termination and redundancy payments, salaries and fees of directors and executives, retainers and commissions of persons who received a retainer, bonuses, and annual and other types of leave. Provision expenses for employee entitlements (e.g. provisions for annual leave and leave bonus, long service leave, sick leave, and severance, termination and redundancy payments) are also included, as are salary sacrificed earnings and remuneration of employees in the form of share based payments and stock options. (Note that in issues of this publication prior to 2006–07, salary sacrificed earnings and remuneration of employees in the form of share based payments and stock options were reported under related expense items. For example, salary sacrificed for superannuation was included in employer contributions into superannuation.)
	Payments related to self-employed persons such as consultants, contractors and persons paid solely by commission without a retainer are excluded. The drawings of working proprietors and partners are also excluded.
Wages and salaries per employee	The wages and salaries paid by businesses which operated in a given industry during the given year ended 30 June, divided by the number of employees in that industry during the last pay period ending in June of that year. Working proprietors and partners are not included in employee estimates. The drawings of working proprietors and partners are not included in estimates of wages and salaries.
Wages and salaries to sales and service income ratio	The wages and salaries paid by businesses which operated during the year ended 30 June as a proportion of the sales and service income of businesses which operated during the same year.
Workers' compensation premiums/costs	Workers' compensation is a compulsory insurance cover to be taken out by all employers, except for self-insured workers, according to legislative schemes to cover employees suffering injury or disease in the course of or arising out of employment.

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