



AUSTRALIAN INDUSTRY

EMBARGO: 11.30AM (CANBERRA TIME) THURS 23 JUN 2011

CONTENTS

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

CHAPTERS

1 Overview	5
2 Industry performance	16
3 States, territories and Australia	34

ADDITIONAL INFORMATION

Explanatory Notes	41
Technical Note 1: Estimation methodology	47
Technical Note 2: Data quality	49
Technical Note 3: Revisions	52
Glossary	54

INQUIRIES

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

NOTES

ABOUT THIS PUBLICATION This publication presents estimates of the economic and financial performance of Australian industry for 2009–10. These data are compiled from the ABS Economic Activity Survey (EAS) and from Business Activity Statement (BAS) data reported to the Australian Taxation Office.

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

REVISIONS Estimates for the 2006–07, 2007–08 and 2008–09 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 effect of these revisions on the 2008–09 national estimates of indicative key variables at the TOTAL SELECTED INDUSTRIES level has been an increase of 0.7% (or \$15.9b) in sales and service income, an increase of 0.6% (or \$15.5b) in total income, an increase of 0.9% (or \$20.0b) in total expenses and a decrease of 1.0% (or \$8.7b) in industry value added (IVA). The majority of the revision has been due to improvements in the sample design and other aspects of survey methodology.

See Technical Note 3 for information on the sources and impact of revisions.

TRANSPORT SERVICES Additional economic and financial information, with a particular focus on transport related activity, will be released as a separate data cube at a later date. The date will be advertised on the ABS release calendar.

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

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

LIST OF TABLES

page

OVERVIEW

- 1.1** Key data by industry division, 2006–07 to 2009–10 7
- 1.2** Labour costs by industry division, 2006–07 to 2009–10 10
- 1.3** Industry value added by industry division, 2006–07 to 2009–10 13

INDUSTRY PERFORMANCE

- 2.1** Business size by industry division, 2008–09 to 2009–10 20
- 2.2** Industry performance by industry division, 2007–08 to 2009–10 24

STATES, TERRITORIES AND AUSTRALIA

- 3.1** States, territories and Australia by industry division, 2007–08 to
2009–10 36

ABBREVIATIONS

\$'000	thousand dollars
\$b	billion (thousand million) dollars
\$m	million dollars
ABN	Australian Business Number
ABR	Australian Business Register
ABS	Australian Bureau of Statistics
ABSBR	Australian Bureau of Statistics Business Register
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

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 income and expenses increased by 0.6% and 0.3% respectively between 2008-09 and 2009-10, and IVA decreased by 0.2% over the same period. Operating profit before tax (OPBT) increased by 1.4%, and earnings before interest, tax, depreciation and amortisation (EBITDA) decreased by 4.2%.

Twelve of the eighteen industry divisions that comprise the TOTAL SELECTED INDUSTRIES recorded increases in total income. RENTAL, HIRING AND REAL ESTATE SERVICES recorded the largest percentage increase (12.1%), and CONSTRUCTION recorded the largest absolute increase (\$15.8b). MINING recorded the largest percentage decrease (8.3%), and MANUFACTURING recorded the largest absolute decrease (\$25.9b).

The lower total income recorded by MINING and MANUFACTURING was driven by lower commodity prices during 2009-10.

Eleven of the total eighteen selected industries recorded increases in total expenses. ELECTRICITY, GAS, WATER AND WASTE SERVICES recorded the largest percentage increase (7.9%). The industries with the largest absolute increases were CONSTRUCTION (\$13.5b) and RETAIL TRADE (\$13.3b).

OPBT for TOTAL SELECTED INDUSTRIES increased by \$3.9b between 2008-09 and 2009-10. RENTAL, HIRING AND REAL ESTATE SERVICES recorded the largest absolute increase in OPBT (\$11.1b). MINING recorded the largest absolute decrease (\$11.9b), but was also the largest contributor to OPBT in 2009-10 (18.9%).

EBITDA for TOTAL SELECTED INDUSTRIES decreased by \$14.0b between 2008-09 and 2009-10. This decrease was driven by MINING, which recorded the largest absolute decrease of \$15.8b.

Employment for TOTAL SELECTED INDUSTRIES increased by 248,000 or 2.5%. The largest absolute increase (75,000) occurred in ACCOMMODATION AND FOOD SERVICES, followed by PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES (48,000). The largest contributor to employment was RETAIL TRADE (1.29m).

LABOUR COSTS

The industries with the largest total labour costs were MANUFACTURING (\$60.6b) and PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES (\$60.6b).

In 2009-10, wages and salaries totalled \$406.9b, or 87.0% of total labour costs for TOTAL SELECTED INDUSTRIES.

INDUSTRY VALUE ADDED

IVA for TOTAL SELECTED INDUSTRIES decreased by 0.2%, or \$1.6b, between 2008-09 and 2009-10.

The largest contributing industry in 2009-10 was MANUFACTURING, contributing 11.6% of the estimate for TOTAL SELECTED INDUSTRIES, followed by MINING (10.6%).

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

	Employment at end of June(b)	Wages and salaries(c)	Sales and service income(d)	Total income	Total expenses	Operating profit before tax(e)	Earnings before interest tax depreciation and amortisation(e)	Industry value added(e)
	'000	\$m	\$m	\$m	\$m	\$m	\$m	\$m
AGRICULTURE, FORESTRY AND FISHING								
2006-07	485	5 843	54 410	57 577	52 046	*5 461	^ 8 384	16 664
2007-08	493	6 039	62 183	66 511	60 438	^ 6 897	^ 10 812	19 500
2008-09	491	5 985	65 852	69 882	63 716	^ 6 068	11 667	20 548
2009-10	467	5 779	60 688	64 850	57 261	^ 7 448	12 263	20 411
MINING								
2006-07	117	11 827	113 624	121 143	81 074	40 984	48 741	71 005
2007-08	128	13 288	121 301	136 757	92 813	45 555	48 544	72 133
2008-09	135	16 055	172 287	184 179	123 175	63 155	73 616	106 911
2009-10	144	16 751	153 488	168 887	118 740	51 291	57 767	87 807
MANUFACTURING								
2006-07	1 005	50 036	371 155	377 736	347 526	31 754	40 640	101 898
2007-08	1 005	51 647	390 579	398 229	367 057	35 494	43 992	107 413
2008-09	974	52 402	410 430	415 866	389 202	27 673	39 477	103 925
2009-10	955	51 853	381 165	389 980	363 547	24 832	32 978	96 809
ELECTRICITY, GAS, WATER AND WASTE SERVICES								
2006-07	99	7 432	61 057	68 246	58 532	10 038	15 895	25 021
2007-08	104	8 005	69 986	76 740	67 722	9 207	16 900	26 792
2008-09	108	8 561	79 158	86 316	76 333	10 287	18 611	29 235
2009-10	107	9 079	85 470	92 267	82 340	10 085	20 669	32 088
CONSTRUCTION								
2006-07	973	34 498	233 348	238 806	202 348	^ 33 283	^ 33 896	75 463
2007-08	983	38 487	253 820	257 506	234 279	^ 24 508	28 227	75 255
2008-09	983	40 849	260 154	264 953	240 499	^ 23 280	29 010	78 899
2009-10	994	42 918	275 290	280 802	254 002	26 665	31 308	83 822
WHOLESALE TRADE								
2006-07	514	26 808	363 475	368 054	358 430	^ 12 571	^ 14 579	47 478
2007-08	537	28 672	403 833	408 958	393 391	18 438	19 936	55 281
2008-09	531	29 628	406 534	411 107	397 563	16 747	19 615	56 071
2009-10	548	30 181	406 694	410 808	394 859	15 993	18 075	55 246
RETAIL TRADE								
2006-07	1 184	28 705	301 997	304 880	289 458	16 461	17 817	52 818
2007-08	1 252	32 064	316 124	319 037	305 565	15 751	17 984	56 558
2008-09	1 260	34 067	342 615	345 930	328 631	17 503	19 767	60 325
2009-10	1 290	35 035	355 272	358 214	341 939	18 868	21 719	63 641

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

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

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

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

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

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2, paragraph 5.

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

	Employment at end of June(b)	Wages and salaries(c)	Sales and service income(d)	Total income	Total expenses	Operating profit before tax(e)	Earnings before interest tax depreciation and amortisation(e)	Industry value added(e)
	'000	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ACCOMMODATION AND FOOD SERVICES								
2006-07	751	15 222	62 401	63 674	58 426	*5 701	^ 7 396	25 550
2007-08	772	16 516	69 936	70 745	66 360	^ 4 471	8 143	28 007
2008-09	811	17 221	68 355	69 756	63 249	^ 6 685	^ 9 400	29 798
2009-10	886	17 543	71 183	72 662	65 515	7 105	9 987	31 044
TRANSPORT, POSTAL AND WAREHOUSING								
2006-07	544	23 374	109 579	119 637	106 373	^ 13 394	20 463	49 224
2007-08	556	25 079	118 761	129 934	117 011	^ 13 108	20 143	50 721
2008-09	559	25 677	117 788	129 970	118 517	11 575	18 242	49 448
2009-10	550	26 846	121 068	131 775	121 426	10 491	19 607	52 260
INFORMATION MEDIA AND TELECOMMUNICATIONS								
2006-07	171	10 793	67 043	68 910	59 104	9 897	18 237	31 457
2007-08	172	11 579	68 899	70 598	60 276	10 444	18 796	33 093
2008-09	173	11 683	70 686	67 367	61 702	5 682	19 408	33 944
2009-10	177	11 641	72 464	73 977	62 854	11 210	20 106	35 029
RENTAL, HIRING AND REAL ESTATE SERVICES								
2006-07	350	10 498	74 457	99 967	62 762	^ 37 113	26 137	41 056
2007-08	362	11 045	81 411	103 159	69 295	^ 33 451	^ 27 092	45 159
2008-09	368	11 220	85 191	86 912	73 485	**12 975	31 407	47 744
2009-10	363	10 923	85 401	97 469	72 801	24 053	32 953	49 475
PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES								
2006-07	875	44 695	133 043	150 468	125 025	^ 25 703	^ 17 524	71 663
2007-08	924	50 822	143 517	166 888	137 201	29 816	^ 17 095	78 478
2008-09	893	52 047	154 714	186 463	149 741	37 203	19 033	81 587
2009-10	941	53 176	157 870	180 409	148 577	31 708	^ 20 101	83 895
ADMINISTRATIVE AND SUPPORT SERVICES								
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	718	28 675	62 293	64 905	61 561	**3 525	^ 5 133	38 656
PUBLIC ADMINISTRATION AND SAFETY (PRIVATE)								
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	5 691	np	^ 620	3 675

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

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

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

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

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

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

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

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2, paragraph 5.

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

	Employment at end of June(b)	Wages and salaries(c)	Sales and service income(d)	Total income	Total expenses	Operating profit before tax(e)	Earnings before interest tax depreciation and amortisation(e)	Industry value added(e)
	'000	\$m	\$m	\$m	\$m	\$m	\$m	\$m
.....								
EDUCATION AND TRAINING (PRIVATE)								
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
2008-09	295	12 086	14 272	24 744	22 446	^ 2 327	^ 2 026	15 865
2009-10	322	13 136	14 372	27 330	24 063	np	*1 445	16 631
.....								
HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE)								
2006-07	776	25 130	49 875	68 412	57 295	^ 11 148	^ 9 630	40 545
2007-08	814	28 027	53 995	73 504	63 237	^ 10 231	^ 9 276	43 265
2008-09	846	28 740	56 117	78 465	66 372	^ 12 272	^ 11 993	46 505
2009-10	880	31 741	59 170	82 028	70 084	12 146	11 387	48 642
.....								
ARTS AND RECREATION 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	5 014	26 678	29 738	25 467	4 293	3 898	10 016
.....								
OTHER SERVICES								
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	*3 316	20 743
2008-09	447	13 617	45 222	52 813	46 713	^ 6 422	*2 949	22 900
2009-10	458	14 097	44 671	54 807	47 043	^ 7 714	*2 535	23 100
.....								
TOTAL SELECTED INDUSTRIES (f)								
2006-07	9 478	348 294	2 124 750	2 261 903	1 994 662	271 639	290 498	728 971
2007-08	9 831	380 183	2 298 596	2 446 913	2 184 543	276 081	300 691	777 578
2008-09	9 809	393 537	2 440 190	2 570 860	2 309 966	267 480	336 521	833 891
2009-10	10 057	406 920	2 439 279	2 587 204	2 317 770	271 332	322 551	832 247

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

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

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

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

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

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

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2, paragraph 5.

(f) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

1.2 LABOUR COSTS BY INDUSTRY DIVISION(a)

	Wages and salaries(b)	Employer contributions into superannuation	Workers' compensation premiums/costs	Selected labour costs	Fringe benefits tax	Payroll tax	Total labour costs
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
AGRICULTURE, FORESTRY AND FISHING							
2006-07	5 843	^ 648	^ 240	6 731	^ 20	81	6 833
2007-08	6 039	686	238	6 963	^ 16	^ 102	7 081
2008-09	5 985	678	248	6 911	^ 15	100	7 026
2009-10	5 779	540	^ 254	6 573	13	89	6 675
MINING							
2006-07	11 827	898	225	12 950	135	522	13 607
2007-08	13 288	913	205	14 405	146	543	15 094
2008-09	16 055	1 292	237	17 585	181	717	18 483
2009-10	16 751	1 336	260	18 347	187	797	19 331
MANUFACTURING							
2006-07	50 036	4 261	1 524	55 822	512	2 106	58 439
2007-08	51 647	4 669	1 467	57 783	503	2 237	60 522
2008-09	52 402	4 728	1 385	58 515	485	2 218	61 218
2009-10	51 853	4 739	1 371	57 962	464	2 214	60 641
ELECTRICITY, GAS, WATER AND WASTE SERVICES							
2006-07	7 432	516	97	8 045	65	325	8 435
2007-08	8 005	682	114	8 801	55	351	9 207
2008-09	8 561	692	115	9 369	56	381	9 805
2009-10	9 079	819	110	10 008	59	440	10 507
CONSTRUCTION							
2006-07	34 498	3 074	^ 1 091	38 662	164	^ 919	39 745
2007-08	38 487	3 760	1 086	43 334	*420	1 237	44 991
2008-09	40 849	3 735	1 040	45 623	^ 196	1 276	47 095
2009-10	42 918	3 915	1 097	47 931	244	1 385	49 560
WHOLESALE TRADE							
2006-07	26 808	2 555	559	29 922	^ 428	1 159	31 509
2007-08	28 672	2 795	531	31 998	493	1 225	33 717
2008-09	29 628	2 816	438	32 882	415	1 256	34 553
2009-10	30 181	2 904	516	33 602	^ 437	1 260	35 299
RETAIL TRADE							
2006-07	28 705	^ 3 201	529	32 435	^ 198	^ 956	33 589
2007-08	32 064	3 219	^ 642	35 926	^ 180	1 143	37 248
2008-09	34 067	2 940	676	37 683	^ 209	1 252	39 144
2009-10	35 035	2 997	676	38 708	^ 145	1 335	40 188
ACCOMMODATION AND FOOD SERVICES							
2006-07	15 222	1 138	353	16 713	^ 45	384	17 142
2007-08	16 516	1 259	365	18 139	^ 42	501	18 683
2008-09	17 221	1 420	379	19 020	^ 42	426	19 487
2009-10	17 543	1 507	404	19 455	43	457	19 954

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

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

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

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

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

	Wages and salaries (b)	Employer contributions into superannuation	Workers' compensation premiums/costs	Selected labour costs	Fringe benefits tax	Payroll tax	Total labour costs
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
TRANSPORT, POSTAL AND WAREHOUSING							
2006-07	23 374	1 908	672	25 954	^ 167	1 047	27 167
2007-08	25 079	1 980	756	27 814	129	1 175	29 118
2008-09	25 677	1 999	734	28 410	119	1 093	29 622
2009-10	26 846	2 164	746	29 756	122	1 172	31 050
INFORMATION MEDIA AND TELECOMMUNICATIONS							
2006-07	10 793	863	88	11 744	140	519	12 403
2007-08	11 579	856	^ 161	12 595	148	579	13 322
2008-09	11 683	929	104	12 716	140	588	13 444
2009-10	11 641	995	93	12 729	91	594	13 413
RENTAL, HIRING AND REAL ESTATE SERVICES							
2006-07	10 498	^ 1 015	^ 140	11 653	^ 59	^ 276	11 988
2007-08	11 045	^ 913	*215	12 173	^ 88	351	12 612
2008-09	11 220	1 047	^ 186	12 453	60	378	12 891
2009-10	10 923	1 014	^ 136	12 072	^ 65	^ 394	12 531
PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES							
2006-07	44 695	^ 4 480	575	49 751	^ 337	1 497	51 585
2007-08	50 822	5 492	445	56 759	372	1 717	58 848
2008-09	52 047	5 223	^ 367	57 637	^ 393	1 789	59 819
2009-10	53 176	4 891	^ 354	58 420	^ 393	1 780	60 593
ADMINISTRATIVE AND SUPPORT SERVICES							
2006-07	25 103	2 404	^ 653	28 160	^ 93	^ 992	29 245
2007-08	28 309	2 526	636	31 470	^ 122	1 115	32 706
2008-09	26 609	2 178	547	29 334	*122	964	30 420
2009-10	28 675	2 343	600	31 618	90	1 104	32 813
PUBLIC ADMINISTRATION AND SAFETY (PRIVATE)							
2006-07	2 537	208	^ 106	2 851	^ 8	^ 103	2 962
2007-08	2 524	^ 210	^ 94	2 828	^ 8	^ 93	2 929
2008-09	2 497	196	77	2 771	^ 9	^ 112	2 892
2009-10	2 533	209	71	2 813	^ 7	98	2 918
EDUCATION AND TRAINING (PRIVATE)							
2006-07	9 577	813	119	10 509	^ 39	*57	10 606
2007-08	10 594	997	102	11 692	38	*109	11 840
2008-09	12 086	1 066	126	13 278	^ 53	**142	13 473
2009-10	13 136	1 217	142	14 496	^ 48	^ 186	14 729
HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE)							
2006-07	25 130	2 759	^ 705	28 594	*75	326	28 995
2007-08	28 027	2 814	546	31 386	*86	^ 448	31 920
2008-09	28 740	2 732	558	32 030	61	559	32 650
2009-10	31 741	2 668	607	35 015	^ 61	485	35 562

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

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

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

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

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

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

	Wages and salaries (b)	Employer contributions into superannuation	Workers' compensation premiums/costs	Selected labour costs	Fringe benefits tax	Payroll tax	Total labour costs
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
ARTS AND RECREATION SERVICES							
2006-07	4 069	404	61	4 534	^ 28	131	4 694
2007-08	4 500	417	72	4 989	^ 29	139	5 157
2008-09	4 593	383	*127	5 103	26	162	5 290
2009-10	5 014	427	^ 110	5 551	^ 31	175	5 756
OTHER SERVICES							
2006-07	12 147	1 050	236	13 433	^ 75	^ 204	13 712
2007-08	12 988	1 043	247	14 279	^ 51	247	14 578
2008-09	13 617	1 295	242	15 154	^ 56	^ 283	15 494
2009-10	14 097	1 370	304	15 771	*86	266	16 123
TOTAL SELECTED INDUSTRIES (c)							
2006-07	348 294	32 195	7 973	388 462	2 589	11 606	402 657
2007-08	380 183	35 232	7 921	423 336	2 925	13 310	439 571
2008-09	393 537	35 349	7 587	436 474	2 637	13 695	452 806
2009-10	406 920	36 055	7 851	450 826	2 585	14 230	467 642

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

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

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

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

(c) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

1.3**INDUSTRY VALUE ADDED BY INDUSTRY DIVISION**

	PLUS				LESS		
	Sales and service income(a)	Funding from government for operational costs	Capital work done for own use	Change in inventories	Purchases of goods and materials	Other intermediate input expenses	Industry value added(b)
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
AGRICULTURE, FORESTRY AND FISHING							
2006–07	54 410	^ 581	^ 130	–70	^ 26 612	11 775	16 664
2007–08	62 183	^ 1 121	^ 221	*824	29 965	14 883	19 500
2008–09	65 852	1 205	^ 208	–98	30 564	16 055	20 548
2009–10	60 688	912	^ 137	–140	25 062	16 124	20 411
MINING							
2006–07	113 624	950	1 217	915	13 030	32 671	71 005
2007–08	121 301	980	991	^ 1 612	17 689	35 062	72 133
2008–09	172 287	1 177	1 225	2 151	22 740	47 188	106 911
2009–10	153 488	1 104	1 416	1 144	19 806	49 541	87 807
MANUFACTURING							
2006–07	371 155	698	824	1 544	209 806	62 518	101 898
2007–08	390 579	953	^ 1 204	4 322	227 106	62 540	107 413
2008–09	410 430	^ 1 216	^ 2 133	*1 009	250 028	60 835	103 925
2009–10	381 165	887	1 210	–1 601	224 546	60 306	96 809
ELECTRICITY, GAS, WATER AND WASTE SERVICES							
2006–07	61 057	1 480	5 442	324	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	38 349	20 082	29 235
2009–10	85 470	2 102	6 587	158	39 941	22 287	32 088
CONSTRUCTION							
2006–07	233 348	*379	*638	–3 176	102 864	52 861	75 463
2007–08	253 820	^ 303	*969	**1 281	115 767	65 351	75 255
2008–09	260 154	746	*894	–1 174	110 756	70 966	78 899
2009–10	275 290	1 128	^ 688	–136	116 647	76 501	83 822
WHOLESALE TRADE							
2006–07	363 475	116	*210	*2 946	281 938	37 332	47 478
2007–08	403 833	231	*156	*2 871	310 741	41 069	55 281
2008–09	406 534	^ 334	^ 194	^ 3 203	313 018	41 175	56 071
2009–10	406 694	365	*165	**44	310 253	41 768	55 246
RETAIL TRADE							
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	355 272	**152	73	^ 2 594	257 076	37 373	63 641

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

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

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

(a) Includes rent, leasing and hiring income.

(b) See Technical Note 2 paragraph 5.

1.3 INDUSTRY VALUE ADDED BY INDUSTRY DIVISION *continued*

	PLUS				LESS		
	Sales and service income(a)	Funding from government for operational costs	Capital work done for own use	Change in inventories	Purchases of goods and materials	Other intermediate input expenses	Industry value added(b)
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
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	22 549	16 400	29 798
2009-10	71 183	^74	*83	-43	22 734	17 519	31 044
TRANSPORT, POSTAL AND WAREHOUSING							
2006-07	109 579	4 386	^943	**130	22 250	43 565	49 224
2007-08	118 761	5 311	^1 961	184	24 782	50 713	50 721
2008-09	117 788	5 471	2 096	*121	24 254	51 774	49 448
2009-10	121 068	5 732	1 797	141	22 487	53 991	52 260
INFORMATION MEDIA AND TELECOMMUNICATIONS							
2006-07	67 043	183	np	*90	np	29 005	31 457
2007-08	68 899	^187	1 791	^122	10 037	27 868	33 093
2008-09	70 686	^234	1 754	**17	9 998	28 749	33 944
2009-10	72 464	^206	1 471	**88	10 833	28 367	35 029
RENTAL, HIRING AND REAL ESTATE SERVICES							
2006-07	74 457	576	*184	-93	^14 198	19 869	41 056
2007-08	81 411	869	*828	-413	14 465	23 070	45 159
2008-09	85 191	1 441	^583	-452	15 147	23 871	47 744
2009-10	85 401	2 216	^247	-616	13 288	24 486	49 475
PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES							
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	*481	28 209	47 806	81 587
2009-10	157 870	*1 895	*255	-125	27 257	48 742	83 895
ADMINISTRATIVE AND SUPPORT SERVICES							
2006-07	49 749	^1 565	**138	-25	^5 766	10 857	^34 804
2007-08	58 515	^1 691	^70	*131	7 856	14 414	38 136
2008-09	59 176	^1 300	^122	*117	7 772	15 802	37 140
2009-10	62 293	^1 707	^312	*180	8 513	17 323	38 656
PUBLIC ADMINISTRATION AND SAFETY (PRIVATE)							
2006-07	5 435	**150	^6	8	^579	^1 435	3 585
2007-08	5 697	**113	np	np	^881	1 382	3 553
2008-09	6 146	^130	**15	*22	^953	1 756	3 605
2009-10	6 044	*62	np	np	^915	1 525	3 675

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution np not available for publication but included in totals where applicable, unless otherwise indicated

* estimate has a relative standard error of 25% to 50% and should be used with caution (a) Includes rent, leasing and hiring income.
(b) See Technical Note 2 paragraph 5.

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

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

	PLUS				LESS		
	Sales and service income(a)	Funding from government for operational costs	Capital work done for own use	Change in inventories	Purchases of goods and materials	Other intermediate input expenses	Industry value added(b)
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
.....							
EDUCATION AND TRAINING (PRIVATE)							
2006-07	13 181	7 058	**24	*14	^ 2 289	4 895	13 093
2007-08	13 709	7 616	np	np	^ 1 932	^ 5 156	14 337
2008-09	14 272	9 069	*26	**29	2 080	5 451	15 865
2009-10	14 372	10 061	np	np	2 285	5 561	16 631
.....							
HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE)							
2006-07	49 875	14 237	*348	**30	8 921	^ 15 024	40 545
2007-08	53 995	15 213	^ 267	-36	8 153	18 021	43 265
2008-09	56 117	18 491	216	^ 179	9 178	19 319	46 505
2009-10	59 170	18 869	206	202	10 185	19 619	48 642
.....							
ARTS AND RECREATION SERVICES							
2006-07	23 018	^ 608	np	**4	np	12 992	8 470
2007-08	24 224	^ 522	144	**16	^ 2 755	12 999	9 153
2008-09	25 494	^ 671	471	-26	2 860	14 309	9 441
2009-10	26 678	^ 796	^ 295	*22	2 464	15 311	10 016
.....							
OTHER SERVICES							
2006-07	37 902	2 329	**118	**4	13 043	8 134	19 176
2007-08	42 105	^ 1 965	**200	**93	13 293	10 328	20 743
2008-09	45 222	^ 2 414	*18	*322	15 290	9 786	22 900
2009-10	44 671	^ 3 169	*38	-50	14 360	10 368	23 100
.....							
TOTAL SELECTED INDUSTRIES (c)							
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	*6 586	1 151 594	526 479	833 891
2009-10	2 439 279	51 437	14 999	**1 898	1 128 653	546 713	832 247

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

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

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

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

(a) Includes rent, leasing and hiring income.

(b) See Technical Note 2 paragraph 5.

(c) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

INTRODUCTION

Statistics in this chapter relate to the performance of Australian industry at the industry division level, as defined by the Australian and New Zealand Standard Industrial Classification (ANZSIC), 2006 edition. ANZSIC Division K FINANCIAL AND INSURANCE SERVICES is excluded from the scope of the statistics. Aggregates excluding this industry are presented at the TOTAL SELECTED INDUSTRIES level. Please note that 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.

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

Definitions of terms used are shown in the Glossary.

INCOME AND EXPENDITURE

For TOTAL SELECTED INDUSTRIES, total income in 2009–10 was \$2,587.2b. The percentage contribution by small businesses was 33.4%, medium businesses 24.2% and large businesses 42.4%. Sales and service income (including rent, leasing and hiring income) accounted for \$2,439.3b, which is 94.3% of total income.

In 2009–10, total expenses of TOTAL SELECTED INDUSTRIES was \$2,317.8b. The percentage contribution by small businesses was 32.4%, medium businesses 25.2% and large businesses 42.4%. Cost of sales accounted for \$1,694.5b, which is 73.1% of total expenses, and selected labour costs (excludes the drawings of working proprietors) accounted for \$450.8b, 19.5% of total expenses.

PROFITABILITY AND EARNINGS

Operating profit before tax (OPBT) for TOTAL SELECTED INDUSTRIES in 2009–10 was \$271.3b. The percentage contribution by small businesses was 42.3%, medium businesses 15.7% and large businesses 42.0%. Small businesses include many non-employed businesses which make a higher contribution to OPBT than to most of the other variables presented, as the drawings and/or labour costs of working proprietors and partners are not reflected in estimates of business expenses.

For TOTAL SELECTED INDUSTRIES, the estimated earnings before interest, tax, depreciation and amortisation (EBITDA) was \$322.6b in 2009-10. The largest absolute increases in EBITDA between 2008–09 and 2009–10 occurred in CONSTRUCTION (\$2.3b, or 7.9%), ELECTRICITY, GAS, WATER AND WASTE SERVICES (\$2.1b, or 11.1%) and RETAIL TRADE (\$2.0b, or 9.9%). The largest decrease (in both absolute and percentage terms) in EBITDA was in MINING (\$15.8b, or 21.5%).

GROSS FIXED CAPITAL FORMATION

Gross fixed capital formation by TOTAL SELECTED INDUSTRIES was \$166.8b in 2009-10, a decrease of 3.4% on the previous year.

GROSS FIXED CAPITAL FORMATION *continued*

The largest decreases (in absolute and percentage terms) in GFCF between 2008-09 and 2009-10 occurred in RENTAL, HIRING AND REAL ESTATE SERVICES (\$5.6b, or 23.8%), MANUFACTURING (\$3.9b, or 25.7%) and CONSTRUCTION (\$2.5b, or 21.0%). EDUCATION AND TRAINING (PRIVATE) recorded the largest percentage increase in GFCF (29.2%). The industries with the largest absolute increases were ELECTRICITY, GAS, WATER AND WASTE SERVICES (\$2.3b) and TRANSPORT, POSTAL AND WAREHOUSING (\$2.1b).

INDUSTRY RATIOS

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

At the TOTAL SELECTED INDUSTRIES level, profit margin was relatively stable between 2008-09 and 2009-10, increasing from 11.0% to 11.1%. Most industries have also reported relatively stable profit margins over time, the main exceptions are RENTAL, HIRING AND REAL ESTATE SERVICES (from 15.2% to 28.2%), INFORMATION MEDIA AND TELECOMMUNICATIONS (from 8.0% to 15.3%) and EDUCATION AND TRAINING (PRIVATE) (from 16.3% to 22.9%). MINING returned the largest profit margin (33.4%), which is a moderate decrease in the margin recorded for 2008-09.

Industry value added (IVA) per person employed was substantially higher in MINING (\$608,200) than in the next highest industry ELECTRICITY, GAS, WATER AND WASTE SERVICES (\$300,200).

INDUSTRY ANALYSIS

An analysis of performance by selected industries follows.

AGRICULTURE, FORESTRY AND FISHING

In 2009-10, AGRICULTURE, FORESTRY AND FISHING contributed 2.5% to total income, 2.5% to total expenses, and 2.5% to IVA for TOTAL SELECTED INDUSTRIES.

Small businesses dominate AGRICULTURE, FORESTRY AND FISHING, contributing higher proportions of the industry's total income (81.9%), wages and salaries (63.1%) and employment (85.7%) than in any other industry.

MINING

MINING showed weaker profits in 2009-10, with OPBT decreasing \$11.9b (18.8%), EBITDA decreasing \$15.8b (21.5%) and IVA decreasing \$19.1b (17.9%). The percentage decreases in these aggregates are the highest of all the TOTAL SELECTED INDUSTRIES. The MINING industry was impacted in 2009-10 by lower commodity prices, which was the primary driver in these items decreasing.

Even with declining profits, MINING remains the largest contributor to OPBT (18.9%) and EBITDA (17.9%), but has dropped to be the second largest contributor to IVA (from 12.8% in 2008-09 to 10.6% in 2009-10 of TOTAL SELECTED INDUSTRIES).

Depreciation and amortisation is a significant element of the cost structure of MINING, and represented 13.3% of its total expenses in 2009-10, the highest proportion of any selected industry.

MINING <i>continued</i>	In 2009-10, MINING had the highest capital expenditure (\$45.6b), highest wages and salaries per employee (\$117,500), highest sales and service income per person employed (\$1.06m) and profit margin (33.4%) of all the selected industries.
MANUFACTURING	In 2009-10, MANUFACTURING was the largest contributor to IVA, accounting for 11.6% of the TOTAL SELECTED INDUSTRIES IVA figure. MANUFACTURING accounted for 15.1% of total income for TOTAL SELECTED INDUSTRIES in 2009-10, the second largest contributor after WHOLESale TRADE.
ELECTRICITY, GAS, WATER AND WASTE SERVICES	Large businesses in ELECTRICITY, GAS, WATER AND WASTE SERVICES dominate this industry, contributing more than 70% of its IVA, OPBT, and sales and service income.
CONSTRUCTION	In 2009-10, CONSTRUCTION showed the largest increase in absolute terms in EBITDA (\$2.3b, or 7.9%) and IVA (\$4.9b, or 9.8%) for TOTAL SELECTED INDUSTRIES. With 994,000 persons, CONSTRUCTION recorded the second largest employment of TOTAL SELECTED INDUSTRIES, after RETAIL TRADE.
WHOLESale TRADE	WHOLESale TRADE was the largest contributor of all selected industries to total income (15.9%) and sales and service income (16.7%). At 8.5%, the proportion of selected labour costs to total expenses in WHOLESale TRADE in 2009-10 was the lowest of all TOTAL SELECTED INDUSTRIES.
RETAIL TRADE	Total income and total expenses in the RETAIL TRADE increased by 3.6% and 4.0% respectively between 2008-09 and 2009-10. With \$358.2b of total income, RETAIL TRADE recorded the third largest total income of TOTAL SELECTED INDUSTRIES, after WHOLESale TRADE AND MANUFACTURING. With 1.29m persons, RETAIL TRADE recorded the largest employment of any of the selected industries.
ACCOMMODATION AND FOOD SERVICES	In 2009-10, ACCOMMODATION AND FOOD SERVICES showed the strongest increase in employment (9.2%). The industry has the lowest wages and salaries per person (\$21,000).
TRANSPORT, POSTAL AND WAREHOUSING	The percentage of business in TRANSPORT, POSTAL AND WAREHOUSING which returned a profit was 81.4%, the highest proportion of any selected industry in 2009-10.
INFORMATION MEDIA AND TELECOMMUNICATIONS	OPBT in INFORMATION, MEDIA AND TELECOMMUNICATIONS showed the strongest growth of all selected industries in percentage terms, increasing by 97.3% (\$5.5b) between 2008-09 and 2009-10. Depreciation and amortisation is a significant element of the cost structure of INFORMATION MEDIA AND TELECOMMUNICATIONS, and represented 12.8% of its total expenses in 2009-10, the second highest proportion after MINING. 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	<p>In absolute terms, RENTAL, HIRING AND REAL ESTATE SERVICES has shown the largest increase in OPBT (\$11.1b) between 2008-09 and 2009-10. As a result of the increase in OPBT, the profit margin of this industry has increased from 15.2% in 2008-09 to 28.2% in 2009-10.</p> <p>RENTAL, HIRING AND REAL ESTATE SERVICES had the second highest capital expenditure of all TOTAL SELECTED INDUSTRIES at \$37.6b, behind MINING.</p> <p>In percentage terms, RENTAL, HIRING AND REAL ESTATE SERVICES has the highest interest expenses of any industry, accounting for 18.5% of its total expenses.</p>
PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES	<p>PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES was the largest contributor of all selected industries to selected labour costs (13.0%).</p>
EDUCATION AND TRAINING (PRIVATE)	<p>In 2009-10, funding received from government for operational costs for EDUCATION AND TRAINING (PRIVATE) amounted to 36.8% of the industry's total income, the highest proportion of any selected industry.</p> <p>This industry had the highest ratio of wages and salaries to sales and service income (91.4%) of the selected industries, significantly higher than the second ranked industry by this measure, HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE) (53.6%).</p>
HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE)	<p>Of the selected industries, HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE) was by far the largest recipient of funding from government for operational costs. In 2009-10 it received \$18.9b, or 36.7% of all such funding paid to TOTAL SELECTED INDUSTRIES. This funding represented 23.0% of the total income of the industry.</p>
OTHER SERVICES	<p>OTHER SERVICES was heavily dominated by small businesses, which accounted for 76.2% of OPBT and 60.6% of IVA.</p>

2.1 BUSINESS SIZE BY INDUSTRY DIVISION (a)

	AGRICULTURE, FORESTRY AND FISHING		MINING		MANUFACTURING		ELECTRICITY, GAS, WATER AND WASTE SERVICES		CONSTRUCTION	
	2008-09	2009-10	2008-09	2009-10	2008-09	2009-10	2008-09	2009-10	2008-09	2009-10

EMPLOYMENT AT END OF JUNE (b)

Small	413	400	20	^ 20	291	288	^ 16	15	697	686
Medium	65	55	26	25	310	302	19	16	150	163
Large	13	12	89	99	374	364	73	77	136	146
Total	491	467	135	144	974	955	108	107	983	994

WAGES AND SALARIES (c)

Small	3 908	3 649	1 661	^ 1 504	9 377	9 243	^ 615	639	18 384	18 992
Medium	1 574	1 647	3 111	2 712	15 847	16 021	1 271	1 129	10 309	10 665
Large	503	483	11 282	12 535	27 178	26 589	6 675	7 311	12 156	13 261
Total	5 985	5 779	16 055	16 751	52 402	51 853	8 561	9 079	40 849	42 918

SALES AND SERVICE INCOME (d)

Small	53 513	49 309	25 908	20 470	58 695	54 016	8 744	9 987	135 285	146 753
Medium	9 851	8 844	31 554	29 327	96 743	114 337	13 339	10 691	61 381	60 440
Large	2 487	2 534	114 825	103 690	254 992	212 812	57 075	64 791	63 488	68 097
Total	65 852	60 688	172 287	153 488	410 430	381 165	79 158	85 470	260 154	275 290

TOTAL INCOME

Small	56 714	53 106	23 550	24 224	59 784	55 715	9 069	11 368	138 351	148 709
Medium	10 363	9 393	32 801	29 200	97 791	115 397	16 258	11 970	62 492	62 975
Large	2 805	2 351	127 828	115 462	258 290	218 869	60 989	68 930	64 110	69 118
Total	69 882	64 850	184 179	168 887	415 866	389 980	86 316	92 267	264 953	280 802

TOTAL EXPENSES

Small	50 814	45 680	21 392	18 875	50 954	49 070	8 106	10 701	121 668	129 791
Medium	10 054	8 793	25 504	23 226	93 093	108 258	14 697	11 240	57 311	58 241
Large	2 848	2 788	76 280	76 640	245 155	206 220	53 531	60 398	61 520	65 969
Total	63 716	57 261	123 175	118 740	389 202	363 547	76 333	82 340	240 499	254 002

OPERATING PROFIT BEFORE TAX (e)

Small	^ 5 726	^ 7 426	* 2 470	^ 5 433	9 063	^ 6 936	^ 987	^ 679	^ 15 304	^ 18 996
Medium	** 347	^ 571	7 985	6 099	^ 5 929	6 204	^ 1 602	^ 824	^ 5 411	^ 5 085
Large	-6	-548	52 700	39 759	12 680	11 692	7 698	8 582	2 564	2 584
Total	^ 6 068	^ 7 448	63 155	51 291	27 673	24 832	10 287	10 085	^ 23 280	26 665

INDUSTRY VALUE ADDED (e)

Small	16 942	16 919	12 695	7 976	21 623	18 482	3 284	2 141	40 588	46 549
Medium	2 957	2 986	17 576	15 368	28 157	28 314	2 896	3 590	19 824	17 908
Large	649	506	76 640	64 463	54 145	50 013	23 055	26 357	18 487	19 365
Total	20 548	20 411	106 911	87 807	103 925	96 809	29 235	32 088	78 899	83 822

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

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

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

(a) See Glossary for details.

(b) Includes working proprietors.

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

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2 paragraph 5.

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

	WHOLESALE TRADE		RETAIL TRADE		ACCOMMODATION AND FOOD SERVICES		TRANSPORT, POSTAL AND WAREHOUSING		INFORMATION MEDIA AND TELECOMMUNICATIONS	
	2008-09	2009-10	2008-09	2009-10	2008-09	2009-10	2008-09	2009-10	2008-09	2009-10
EMPLOYMENT AT END OF JUNE (b)										
Small	185	^ 218	482	497	447	468	246	245	34	39
Medium	194	^ 169	^ 213	^ 234	^ 193	235	98	82	32	32
Large	152	162	565	559	171	183	216	222	107	106
Total	531	548	1 260	1 290	811	886	559	550	173	177
WAGES AND SALARIES (c)										
Small	6 919	^ 9 543	11 528	11 972	^ 7 668	7 359	4 490	5 850	^ 1 155	^ 1 342
Medium	11 600	^ 9 446	7 454	^ 7 564	^ 5 577	5 875	5 518	4 640	1 808	1 741
Large	11 108	11 192	15 085	15 499	3 976	4 309	15 670	16 355	8 720	8 557
Total	29 628	30 181	34 067	35 035	17 221	17 543	25 677	26 846	11 683	11 641
SALES AND SERVICE INCOME (d)										
Small	84 946	^ 110 100	109 930	113 894	31 898	31 893	33 118	37 200	^ 6 834	^ 7 372
Medium	141 659	122 558	85 453	89 062	^ 21 435	23 005	28 090	23 835	8 328	8 384
Large	179 929	174 036	147 231	152 316	15 023	16 285	56 581	60 033	55 524	56 708
Total	406 534	406 694	342 615	355 272	68 355	71 183	117 788	121 068	70 686	72 464
TOTAL INCOME										
Small	85 975	^ 110 796	110 864	114 770	32 249	32 581	33 903	38 608	^ 6 975	^ 7 589
Medium	142 978	123 362	86 524	89 544	^ 22 081	23 353	28 961	25 230	8 663	8 643
Large	182 155	176 650	148 541	153 900	15 426	16 728	67 106	67 937	51 729	57 745
Total	411 107	410 808	345 930	358 214	69 756	72 662	129 970	131 775	67 367	73 977
TOTAL EXPENSES										
Small	^ 81 888	^ 107 016	103 863	107 828	29 303	29 056	28 468	33 588	^ 6 013	^ 6 201
Medium	138 787	118 760	83 010	87 808	^ 19 585	20 790	27 662	22 901	7 981	7 861
Large	176 888	169 083	141 758	146 304	14 361	15 669	62 387	64 937	47 708	48 793
Total	397 563	394 859	328 631	341 939	63 249	65 515	118 517	121 426	61 702	62 854
OPERATING PROFIT BEFORE TAX (e)										
Small	^ 5 017	* 4 795	^ 7 248	^ 8 078	* 3 015	^ 3 543	^ 5 496	^ 5 034	* 1 004	^ 1 307
Medium	^ 5 456	^ 4 643	* 3 181	* 2 549	* 2 607	^ 2 515	^ 1 316	^ 2 513	* 688	^ 779
Large	6 274	6 555	7 074	8 242	1 062	1 047	4 763	2 944	3 989	9 124
Total	16 747	15 993	17 503	18 868	^ 6 685	7 105	11 575	10 491	5 682	11 210
INDUSTRY VALUE ADDED (e)										
Small	^ 13 884	16 941	21 865	23 644	^ 13 491	13 471	13 317	14 801	^ 2 542	^ 3 000
Medium	21 009	17 541	^ 12 166	^ 12 278	^ 9 822	10 617	10 674	9 548	3 265	3 246
Large	21 178	20 763	26 295	27 720	6 486	6 956	25 457	27 911	28 138	28 782
Total	56 071	55 246	60 325	63 641	29 798	31 044	49 448	52 260	33 944	35 029

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

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

(a) See Glossary for details.

(b) Includes working proprietors.

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

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2 paragraph 5.

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

	RENTAL, HIRING AND REAL ESTATE SERVICES		PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES		ADMINISTRATIVE AND SUPPORT SERVICES		PUBLIC ADMINISTRATION AND SAFETY		EDUCATION AND TRAINING (PRIVATE)	
	2008-09	2009-10	2008-09	2009-10	2008-09	2009-10	2008-09	2009-10	2008-09	2009-10
EMPLOYMENT AT END OF JUNE (b)										
Small	282	286	499	557	225	249	^ 17	^ 22	^ 74	93
Medium	53	48	215	^ 202	^ 199	206	^ 23	^ 22	142	136
Large	33	30	179	181	261	263	25	23	78	93
Total	368	363	893	941	685	718	66	66	295	322
WAGES AND SALARIES (c)										
Small	5 888	6 121	20 490	23 214	6 388	8 317	^ 525	^ 744	^ 1 405	^ 1 882
Medium	3 004	2 729	14 847	^ 13 641	8 132	8 357	^ 857	^ 725	6 785	6 391
Large	2 328	2 073	16 710	16 321	12 088	12 002	1 115	1 064	3 897	4 863
Total	11 220	10 923	52 047	53 176	26 609	28 675	2 497	2 533	12 086	13 136
SALES AND SERVICE INCOME (d)										
Small	61 410	64 984	73 402	77 894	21 980	26 205	^ 2 288	2 545	^ 3 203	^ 4 220
Medium	11 672	9 396	39 898	^ 38 249	17 236	16 370	^ 1 785	^ 1 539	7 875	^ 6 204
Large	12 109	11 020	41 414	41 726	19 960	19 718	2 073	1 960	3 194	3 947
Total	85 191	85 401	154 714	157 870	59 176	62 293	6 146	6 044	14 272	14 372
TOTAL INCOME										
Small	^ 65 350	72 234	76 988	81 933	22 585	27 437	^ 2 474	2 639	4 427	^ 5 940
Medium	^ 9 775	10 361	47 090	^ 41 767	^ 17 790	^ 16 732	^ 1 944	1 686	13 764	12 829
Large	11 788	14 874	62 385	56 708	21 154	20 736	2 095	1 970	6 553	8 561
Total	86 912	97 469	186 463	180 409	61 530	64 905	6 513	6 296	24 744	27 330
TOTAL EXPENSES										
Small	49 062	52 466	64 136	69 954	18 872	23 377	^ 2 178	^ 2 252	^ 3 736	^ 4 849
Medium	11 081	8 595	40 639	^ 36 741	^ 19 747	18 290	^ 1 773	^ 1 603	12 435	11 286
Large	13 342	11 740	44 965	41 882	20 083	19 893	1 921	1 836	6 275	7 928
Total	73 485	72 801	149 741	148 577	58 702	61 561	5 872	5 691	22 446	24 063
OPERATING PROFIT BEFORE TAX (e)										
Small	*15 883	19 103	^ 13 123	^ 11 841	^ 3 715	^ 4 235	^ 310	^ 397	*713	*1 095
Medium	-1 395	*1 749	^ 6 556	^ 4 998	-1 862	-1 561	^ 180	**84	^ 1 332	*1 549
Large	-1 513	3 201	17 524	14 869	1 091	851	173	131	282	650
Total	**12 975	24 053	37 203	31 708	**2 944	**3 525	^ 663	np	^ 2 327	np
INDUSTRY VALUE ADDED (e)										
Small	34 728	36 675	37 384	38 728	11 230	13 539	^ 880	^ 1 276	^ 2 150	^ 2 900
Medium	^ 6 045	5 424	22 445	21 282	10 287	9 954	^ 1 194	^ 938	9 043	7 813
Large	6 972	7 375	21 758	23 886	15 623	15 164	1 531	1 461	4 672	^ 5 918
Total	47 744	49 475	81 587	83 895	37 140	38 656	3 605	3 675	15 865	16 631

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

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

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

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

(a) See Glossary for details.

(b) Includes working proprietors.

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

(d) Includes rent, leasing and hiring income.

(e) See Technical Note 2 paragraph 5.

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

	HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE)		ARTS AND RECREATION SERVICES		OTHER SERVICES		TOTAL SELECTED INDUSTRIES (b)	
	2008-09	2009-10	2008-09	2009-10	2008-09	2009-10	2008-09	2009-10
EMPLOYMENT AT END OF JUNE (c)								
Small	260	297	74	69	294	299	4 556	4 747
Medium	241	247	^ 54	^ 56	106	110	2 333	2 339
Large	345	336	56	66	48	49	2 920	2 970
Total	846	880	184	192	447	458	9 809	10 057
WAGES AND SALARIES (d)								
Small	7 343	9 405	^ 1 224	^ 1 368	7 186	7 364	116 153	128 509
Medium	^ 8 001	8 459	1 476	1 547	4 371	4 746	111 543	108 034
Large	13 395	13 876	1 893	2 099	2 060	1 988	165 840	170 377
Total	28 740	31 741	4 593	5 014	13 617	14 097	393 537	406 920
SALES AND SERVICE INCOME (e)								
Small	32 061	33 817	6 377	6 636	28 438	27 209	778 030	824 506
Medium	^ 7 836	8 086	9 677	8 628	^ 11 802	12 484	605 615	591 440
Large	16 220	17 267	9 440	11 414	4 982	4 978	1 056 545	1 023 333
Total	56 117	59 170	25 494	26 678	45 222	44 671	2 440 190	2 439 279
TOTAL INCOME								
Small	34 754	36 219	7 236	7 740	31 918	32 402	803 168	864 010
Medium	^ 16 493	17 022	10 730	9 595	14 580	16 065	641 077	625 126
Large	27 218	28 787	10 127	12 403	6 315	6 340	1 126 615	1 098 068
Total	78 465	82 028	28 093	29 738	52 813	54 807	2 570 860	2 587 204
TOTAL EXPENSES								
Small	24 394	27 387	6 217	6 611	26 546	26 339	697 608	751 039
Medium	15 396	15 456	9 231	8 744	13 641	14 643	601 628	583 236
Large	26 582	27 241	8 601	10 111	6 525	6 062	1 010 730	983 495
Total	66 372	70 084	24 049	25 467	46 713	47 043	2 309 966	2 317 770
OPERATING PROFIT BEFORE TAX (f)								
Small	^ 10 386	8 865	^ 967	^ 1 148	^ 5 470	^ 5 881	105 899	114 788
Medium	* 1 144	^ 1 681	^ 1 520	^ 849	* 1 130	^ 1 555	43 128	42 686
Large	742	1 601	1 532	2 297	-178	279	118 453	113 858
Total	^ 12 272	12 146	4 019	4 293	^ 6 422	^ 7 714	267 480	271 332
INDUSTRY VALUE ADDED (f)								
Small	19 736	20 339	^ 2 454	^ 2 626	14 427	14 002	283 218	294 009
Medium	^ 10 238	10 923	^ 2 902	^ 2 540	6 102	6 565	196 603	186 836
Large	16 531	17 380	4 086	4 850	2 371	2 533	354 071	351 402
Total	46 505	48 642	9 441	10 016	22 900	23 100	833 891	832 247

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

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

(a) See Glossary for details.

(b) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

(c) Includes working proprietors.

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

(e) Includes rent, leasing and hiring income.

(f) See Technical Note 2 paragraph 5.

2.2 INDUSTRY PERFORMANCE BY INDUSTRY DIVISION (a)

		AGRICULTURE, FORESTRY AND FISHING			MINING		
		2007-08	2008-09	2009-10	2007-08	2008-09	2009-10
Employment at end of June(b)	'000	493	491	467	128	135	144
Income							
Sales and service income(c)	\$m	62 183	65 852	60 688	121 301	172 287	153 488
Funding from government for operational costs	\$m	^ 1 121	1 205	912	980	1 177	1 104
Interest income	\$m	^ 560	^ 763	^ 410	3 601	3 872	4 427
Other selected income	\$m	^ 2 648	*2 063	*2 839	10 875	^ 6 844	9 868
<i>Total income</i>	\$m	66 511	69 882	64 850	136 757	184 179	168 887
Expenses							
Selected labour costs(d)	\$m	6 963	6 911	6 573	14 405	17 585	18 347
Cost of sales	\$m	44 694	47 089	41 754	52 989	69 791	70 321
Interest expenses	\$m	4 063	^ 5 425	^ 5 067	5 234	6 706	4 950
Depreciation and amortisation	\$m	^ 3 059	3 000	2 997	12 231	14 471	15 822
Other operating expenses	\$m	896	^ 1 450	1 060	6 818	12 900	8 711
Less							
Capitalised wages and salaries	\$m	*61	^ 59	^ 50	476	430	555
<i>Total expenses</i>	\$m	60 438	63 716	57 261	92 813	123 175	118 740
Change in inventories	\$m	*824	-98	-140	^ 1 612	2 151	1 144
Earnings before interest tax depreciation and amortisation	\$m	^ 10 812	11 667	12 263	48 544	73 616	57 767
Operating profit before tax(e)	\$m	^ 6 897	^ 6 068	^ 7 448	45 555	63 155	51 291
Economic values							
Gross fixed capital formation	\$m	^ 5 819	^ 6 748	^ 5 908	25 886	34 997	36 652
Capital expenditure(f)	\$m	^ 12 978	^ 11 140	^ 10 621	30 039	45 386	45 632
Disposal of assets	\$m	*3 207	^ 3 456	*3 824	2 404	8 933	^ 2 129
Net capital expenditure	\$m	^ 9 771	^ 7 684	*6 797	27 635	36 453	43 503
Industry value added(e)	\$m	19 500	20 548	20 411	72 133	106 911	87 807
Industry ratios							
Profit margin	%	11.1	9.2	12.3	37.6	36.7	33.4
Interest coverage	times	2.7	2.2	2.4	9.3	11.0	11.7
Investment rate (value added)	%	66.6	54.2	52.0	41.6	42.5	52.0
Wages and salaries to sales and service income	%	9.7	9.1	9.5	11.0	9.3	10.9
Wages and salaries per employee(g)	\$'000	25.8	24.7	27.0	105.3	120.6	117.5
Sales and service income per person employed(h)	\$'000	126.2	134.2	130.1	948.5	1 274.5	1 063.2
Industry value added per person employed(h)	\$'000	39.6	41.9	43.7	564.1	790.9	608.2
Percentage of businesses that							
Made a profit	%	59.1	57.5	59.6	54.2	51.3	46.5
Broke even	%	1.1	1.4	1.4	4.3	2.0	0.6
Made a loss	%	39.8	41.1	39.1	41.5	46.7	52.9

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

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

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

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

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical note 2 paragraph 5.

(f) Includes capital work done for own use.

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

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

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

		MANUFACTURING			ELECTRICITY, GAS, WATER AND WASTE SERVICES		
		2007-08	2008-09	2009-10	2007-08	2008-09	2009-10
Employment at end of June(b)	'000	1 005	974	955	104	108	107
Income							
Sales and service income(c)	\$m	390 579	410 430	381 165	69 986	79 158	85 470
Funding from government for operational costs	\$m	953	^ 1 216	887	^ 1 865	1 853	2 102
Interest income	\$m	2 292	1 932	1 769	958	870	964
Other selected income	\$m	4 404	2 288	^ 6 160	3 931	4 435	3 732
<i>Total income</i>	\$m	398 229	415 866	389 980	76 740	86 316	92 267
Expenses							
Selected labour costs(d)	\$m	57 783	58 515	57 962	8 801	9 369	10 008
Cost of sales	\$m	287 819	311 375	288 795	47 173	53 859	57 899
Interest expenses	\$m	5 255	5 293	4 936	5 757	6 482	7 429
Depreciation and amortisation	\$m	9 939	10 731	11 139	6 826	7 147	7 850
Other operating expenses	\$m	2 422	2 792	2 609	464	638	651
Less							
Capitalised wages and salaries	\$m	^ 483	^ 514	293	1 488	1 466	1 655
<i>Total expenses</i>	\$m	367 057	389 202	363 547	67 722	76 333	82 340
Change in inventories	\$m	4 322	*1 009	-1 601	^ 189	305	158
Earnings before interest tax depreciation and amortisation	\$m	43 992	39 477	32 978	16 900	18 611	20 669
Operating profit before tax(e)	\$m	35 494	27 673	24 832	9 207	10 287	10 085
Economic values							
Gross fixed capital formation	\$m	14 149	15 303	11 375	14 994	21 024	23 290
Capital expenditure(f)	\$m	17 695	20 862	16 772	16 481	23 741	24 556
Disposal of assets	\$m	2 242	1 972	2 325	712	3 647	487
Net capital expenditure	\$m	15 452	18 890	14 446	15 769	20 094	24 069
Industry value added(e)	\$m	107 413	103 925	96 809	26 792	29 235	32 088
Industry ratios							
Profit margin	%	9.1	6.7	6.5	13.2	13.0	11.8
Interest coverage	times	8.4	7.5	6.7	2.9	2.9	2.8
Investment rate (value added)	%	16.5	20.1	17.3	61.5	81.2	76.5
Wages and salaries to sales and service income	%	13.2	12.8	13.6	11.4	10.8	10.6
Wages and salaries per employee(g)	\$'000	54.2	56.5	57.0	78.5	81.1	87.0
Sales and service income per person employed(h)	\$'000	388.6	421.2	399.1	673.5	734.2	799.7
Industry value added per person employed(h)	\$'000	106.9	106.6	101.4	257.8	271.2	300.2
Percentage of businesses that							
Made a profit	%	76.1	75.0	72.1	77.4	76.3	73.1
Broke even	%	0.8	0.4	0.2	1.9	3.5	0.3
Made a loss	%	23.1	24.6	27.6	20.7	20.2	26.5

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

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

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

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

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical note 2 paragraph 5.

(f) Includes capital work done for own use.

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

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

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

		CONSTRUCTION			WHOLESALE TRADE		
		2007-08	2008-09	2009-10	2007-08	2008-09	2009-10
Employment at end of June(b)	'000	983	983	994	537	531	548
Income							
Sales and service income(c)	\$m	253 820	260 154	275 290	403 833	406 534	406 694
Funding from government for operational costs	\$m	^ 303	746	1 128	231	^ 334	365
Interest income	\$m	^ 1 053	^ 1 354	1 433	1 995	^ 2 311	1 457
Other selected income	\$m	^ 2 330	* 2 699	^ 2 952	^ 2 899	^ 1 929	^ 2 292
<i>Total income</i>	\$m	257 506	264 953	280 802	408 958	411 107	410 808
Expenses							
Selected labour costs(d)	\$m	43 334	45 623	47 931	31 998	32 882	33 602
Cost of sales	\$m	181 106	184 247	194 918	350 938	353 028	354 105
Interest expenses	\$m	^ 3 726	^ 5 601	^ 4 845	3 346	3 504	2 834
Depreciation and amortisation	\$m	^ 3 376	4 182	4 183	3 046	^ 3 603	2 997
Other operating expenses	\$m	1 844	2 313	2 500	1 297	1 510	1 396
Less							
Capitalised wages and salaries	\$m	* 389	^ 292	* 239	* 105	^ 168	* 119
<i>Total expenses</i>	\$m	234 279	240 499	254 002	393 391	397 563	394 859
Change in inventories	\$m	** 1 281	- 1 174	- 136	* 2 871	^ 3 203	** 44
Earnings before interest tax depreciation and amortisation	\$m	28 227	29 010	31 308	19 936	19 615	18 075
Operating profit before tax(e)	\$m	^ 24 508	^ 23 280	26 665	18 438	16 747	15 993
Economic values							
Gross fixed capital formation	\$m	^ 10 290	12 021	9 498	4 523	^ 4 234	3 986
Capital expenditure(f)	\$m	^ 16 119	18 164	17 702	^ 5 966	7 231	5 814
Disposal of assets	\$m	* 2 707	^ 3 214	^ 4 525	^ 835	** 1 621	^ 1 068
Net capital expenditure	\$m	^ 13 412	14 950	13 178	^ 5 131	5 610	^ 4 747
Industry value added(e)	\$m	75 255	78 899	83 822	55 281	56 071	55 246
Industry ratios							
Profit margin	%	9.7	8.9	9.7	4.6	4.1	3.9
Interest coverage	times	7.6	5.2	6.5	6.0	5.6	6.4
Investment rate (value added)	%	21.4	23.0	21.1	10.8	12.9	10.5
Wages and salaries to sales and service income	%	15.2	15.7	15.6	7.1	7.3	7.4
Wages and salaries per employee(g)	\$'000	54.3	54.8	56.0	56.4	58.5	57.2
Sales and service income per person employed(h)	\$'000	258.1	264.6	276.9	752.2	765.4	741.8
Industry value added per person employed(h)	\$'000	76.5	80.2	84.3	103.0	105.6	100.8
Percentage of businesses that							
Made a profit	%	81.8	75.9	76.3	69.9	70.6	70.8
Broke even	%	0.3	1.5	1.2	3.0	1.8	2.2
Made a loss	%	17.9	22.6	22.5	27.1	27.6	27.0

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

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

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

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

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

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical note 2 paragraph 5.

(f) Includes capital work done for own use.

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

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

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

		RETAIL TRADE			ACCOMMODATION AND FOOD SERVICES		
		2007-08	2008-09	2009-10	2007-08	2008-09	2009-10
Employment at end of June(b)	'000	1 252	1 260	1 290	772	811	886
Income							
Sales and service income(c)	\$m	316 124	342 615	355 272	69 936	68 355	71 183
Funding from government for operational costs	\$m	*258	*380	**152	^ 35	^ 116	^ 74
Interest income	\$m	**529	*538	**774	^ 241	^ 181	*240
Other selected income	\$m	^ 2 125	^ 2 398	2 015	**534	*1 104	^ 1 165
<i>Total income</i>	\$m	319 037	345 930	358 214	70 745	69 756	72 662
Expenses							
Selected labour costs(d)	\$m	35 926	37 683	38 708	18 139	19 020	19 455
Cost of sales	\$m	261 701	284 711	293 987	42 990	39 547	41 169
Interest expenses	\$m	^ 1 838	2 052	2 305	^ 2 280	*2 098	2 112
Depreciation and amortisation	\$m	3 049	3 148	3 336	^ 2 166	^ 1 902	2 175
Other operating expenses	\$m	969	959	1 074	740	548	^ 693
Less							
Capitalised wages and salaries	\$m	*197	126	64	^ 42	*43	*47
<i>Total expenses</i>	\$m	305 565	328 631	341 939	66 360	63 249	65 515
Change in inventories	\$m	*2 279	**204	^ 2 594	**85	*177	-43
Earnings before interest tax depreciation and amortisation	\$m	17 984	19 767	21 719	8 143	^ 9 400	9 987
Operating profit before tax(e)	\$m	15 751	17 503	18 868	^ 4 471	^ 6 685	7 105
Economic values							
Gross fixed capital formation	\$m	^ 5 890	5 888	6 074	^ 3 236	^ 3 885	^ 4 289
Capital expenditure(f)	\$m	^ 7 664	7 042	7 059	^ 6 834	^ 6 201	^ 7 377
Disposal of assets	\$m	*1 566	*1 155	*423	*820	*853	^ 1 501
Net capital expenditure	\$m	^ 6 098	^ 5 887	6 636	*6 014	*5 348	^ 5 876
Industry value added(e)	\$m	56 558	60 325	63 641	28 007	29 798	31 044
Industry ratios							
Profit margin	%	5.0	5.1	5.3	6.4	9.8	10.0
Interest coverage	times	9.8	9.6	9.4	3.6	4.5	4.7
Investment rate (value added)	%	13.6	11.7	11.1	24.4	20.8	23.8
Wages and salaries to sales and service income	%	10.1	9.9	9.9	23.6	25.2	24.6
Wages and salaries per employee(g)	\$'000	27.7	29.1	29.4	22.9	22.4	21.0
Sales and service income per person employed(h)	\$'000	252.5	272.0	275.4	90.6	84.2	80.4
Industry value added per person employed(h)	\$'000	45.2	47.9	49.3	36.3	36.7	35.0
Percentage of businesses that							
Made a profit	%	72.6	73.6	70.3	67.9	64.4	70.3
Broke even	%	1.2	1.6	1.3	0.1	2.5	0.4
Made a loss	%	26.2	24.9	28.4	32.0	33.1	29.3

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

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

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

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

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

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical note 2 paragraph 5.

(f) Includes capital work done for own use.

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

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

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

		TRANSPORT, POSTAL AND WAREHOUSING			INFORMATION MEDIA AND TELECOMMUNICATIONS		
		2007-08	2008-09	2009-10	2007-08	2008-09	2009-10
Employment at end of June(b)	'000	556	559	550	172	173	177
Income							
Sales and service income(c)	\$m	118 761	117 788	121 068	68 899	70 686	72 464
Funding from government for operational costs	\$m	5 311	5 471	5 732	^ 187	^ 234	^ 206
Interest income	\$m	1 218	1 036	810	393	509	335
Other selected income	\$m	^ 4 645	5 675	4 165	1 119	-4 062	^ 972
<i>Total income</i>	\$m	129 934	129 970	131 775	70 598	67 367	73 977
Expenses							
Selected labour costs(d)	\$m	27 814	28 410	29 756	12 595	12 716	12 729
Cost of sales	\$m	75 329	75 660	76 624	37 661	38 674	39 611
Interest expenses	\$m	4 544	4 986	4 933	2 033	2 341	2 163
Depreciation and amortisation	\$m	8 354	8 392	9 158	7 832	7 833	8 039
Other operating expenses	\$m	1 171	1 332	1 287	654	708	790
Less							
Capitalised wages and salaries	\$m	^ 385	384	474	621	586	566
<i>Total expenses</i>	\$m	117 011	118 517	121 426	60 276	61 702	62 854
Change in inventories	\$m	184	*121	141	^ 122	**17	**88
Earnings before interest tax depreciation and amortisation	\$m	20 143	18 242	19 607	18 796	19 408	20 106
Operating profit before tax(e)	\$m	^ 13 108	11 575	10 491	10 444	5 682	11 210
Economic values							
Gross fixed capital formation	\$m	21 170	15 395	17 451	7 215	8 424	7 984
Capital expenditure(f)	\$m	24 411	17 784	20 136	9 316	8 752	8 430
Disposal of assets	\$m	^ 1 540	^ 2 456	1 713	679	^ 161	189
Net capital expenditure	\$m	22 871	15 329	18 423	8 637	8 591	8 241
Industry value added(e)	\$m	50 721	49 448	52 260	33 093	33 944	35 029
Industry ratios							
Profit margin	%	11.0	9.8	8.7	15.2	8.0	15.5
Interest coverage	times	4.4	3.7	4.0	9.2	8.3	9.3
Investment rate (value added)	%	48.1	36.0	38.5	28.1	25.8	24.1
Wages and salaries to sales and service income	%	21.1	21.8	22.2	16.8	16.5	16.1
Wages and salaries per employee(g)	\$'000	54.3	54.7	58.8	69.9	70.0	68.2
Sales and service income per person employed(h)	\$'000	213.5	210.7	220.2	400.2	408.8	409.7
Industry value added per person employed(h)	\$'000	91.2	88.4	95.1	192.2	196.3	198.1
Percentage of businesses that							
Made a profit	%	83.7	83.2	81.4	70.7	65.9	69.6
Broke even	%	2.1	2.3	1.3	1.7	1.4	0.5
Made a loss	%	14.2	14.4	17.2	27.6	32.7	29.9

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

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

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

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

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

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical note 2 paragraph 5.

(f) Includes capital work done for own use.

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

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

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

		RENTAL, HIRING AND REAL ESTATE SERVICES			PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES		
		2007-08	2008-09	2009-10	2007-08	2008-09	2009-10
Employment at end of June(b)	'000	362	368	363	924	893	941
Income							
Sales and service income(c)	\$m	81 411	85 191	85 401	143 517	154 714	157 870
Funding from government for operational costs	\$m	869	1 441	2 216	*2 089	^ 2 058	*1 895
Interest income	\$m	*4 723	^ 4 097	2 624	5 690	^ 7 450	6 108
Other selected income	\$m	*16 157	-3 817	^ 7 227	15 592	22 240	14 536
<i>Total income</i>	\$m	103 159	86 912	97 469	166 888	186 463	180 409
Expenses							
Selected labour costs(d)	\$m	12 173	12 453	12 072	56 759	57 637	58 420
Cost of sales	\$m	39 474	41 623	41 208	70 361	78 088	79 308
Interest expenses	\$m	10 413	13 742	13 499	5 501	^ 8 165	^ 5 449
Depreciation and amortisation	\$m	^ 4 109	4 970	5 252	3 059	3 356	3 588
Other operating expenses	\$m	**3 625	1 295	1 440	1 650	2 202	^ 2 126
Less							
Capitalised wages and salaries	\$m	**85	*146	^ 54	**259	^ 189	*190
<i>Total expenses</i>	\$m	69 295	73 485	72 801	137 201	149 741	148 577
Change in inventories	\$m	-413	-452	-616	**129	*481	-125
Earnings before interest tax depreciation and amortisation	\$m	^ 27 092	31 407	32 953	^ 17 095	19 033	^ 20 101
Operating profit before tax(e)	\$m	^ 33 451	**12 975	24 053	29 816	37 203	31 708
Economic values							
Gross fixed capital formation	\$m	^ 18 290	^ 23 432	^ 17 845	^ 8 365	6 590	^ 6 237
Capital expenditure(f)	\$m	^ 34 772	^ 38 233	37 643	^ 13 150	9 273	^ 9 051
Disposal of assets	\$m	^ 12 495	^ 9 930	^ 12 805	923	*961	^ 705
Net capital expenditure	\$m	^ 22 277	^ 28 302	^ 24 838	^ 12 228	8 312	^ 8 346
Industry value added(e)	\$m	45 159	47 744	49 475	78 478	81 587	83 895
Industry ratios							
Profit margin	%	41.1	15.2	28.2	20.8	24.0	20.1
Interest coverage	times	2.6	2.3	2.4	3.1	2.3	3.7
Investment rate (value added)	%	77.0	80.1	76.1	16.8	11.4	10.8
Wages and salaries to sales and service income	%	13.6	13.2	12.8	35.4	33.6	33.7
Wages and salaries per employee(g)	\$'000	49.5	45.8	45.7	61.8	65.1	64.2
Sales and service income per person employed(h)	\$'000	224.9	231.6	234.9	155.3	173.3	167.8
Industry value added per person employed(h)	\$'000	124.7	129.8	136.1	84.9	91.4	89.2
Percentage of businesses that							
Made a profit	%	75.5	75.8	76.8	76.1	75.0	75.3
Broke even	%	1.0	1.3	1.4	3.4	1.7	2.1
Made a loss	%	23.5	22.9	21.8	20.5	23.3	22.6

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

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

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

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

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

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical note 2 paragraph 5.

(f) Includes capital work done for own use.

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

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

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

		ADMINISTRATIVE AND SUPPORT SERVICES			PUBLIC ADMINISTRATION AND SAFETY (PRIVATE)		
		2007-08	2008-09	2009-10	2007-08	2008-09	2009-10
Employment at end of June(b)	'000	746	685	718	^ 78	66	66
Income							
Sales and service income(c)	\$m	58 515	59 176	62 293	5 697	6 146	6 044
Funding from government for operational costs	\$m	^ 1 691	^ 1 300	^ 1 707	**113	^ 130	*62
Interest income	\$m	^ 917	*840	^ 665	^ 130	127	66
Other selected income	\$m	**2 369	**214	**240	^ 99	^ 110	^ 124
<i>Total income</i>	\$m	63 491	61 530	64 905	6 040	6 513	6 296
Expenses							
Selected labour costs(d)	\$m	31 470	29 334	31 618	2 828	2 771	2 813
Cost of sales	\$m	23 571	24 647	26 686	^ 2 364	2 831	2 580
Interest expenses	\$m	*2 291	**3 170	*1 518	^ 132	^ 77	np
Depreciation and amortisation	\$m	1 069	1 019	996	^ 116	117	np
Other operating expenses	\$m	498	469	603	np	^ 69	^ 94
Less							
Capitalised wages and salaries	\$m	^ 38	54	40	np	**15	np
<i>Total expenses</i>	\$m	58 992	58 702	61 561	5 541	5 872	5 691
Change in inventories	\$m	*131	*117	*180	np	**22	np
Earnings before interest tax depreciation and amortisation	\$m	^ 4 705	^ 6 080	^ 5 133	^ 520	^ 620	^ 620
Operating profit before tax(e)	\$m	*4 630	**2 944	**3 525	np	^ 663	np
Economic values							
Gross fixed capital formation	\$m	^ 2 176	1 914	2 028	*251	^ 222	^ 181
Capital expenditure(f)	\$m	3 737	7 790	2 607	^ 332	^ 268	^ 252
Disposal of assets	\$m	*379	^ 162	^ 251	*11	*24	^ 20
Net capital expenditure	\$m	^ 3 358	7 629	2 355	^ 321	^ 244	^ 232
Industry value added(e)	\$m	38 136	37 140	38 656	3 553	3 605	3 675
Industry ratios							
Profit margin	%	7.9	5.0	5.7	np	10.8	np
Interest coverage	times	2.1	1.9	3.4	3.9	8.1	np
Investment rate (value added)	%	9.8	21.0	6.7	9.3	7.4	6.9
Wages and salaries to sales and service income	%	48.4	45.0	46.0	44.3	40.6	41.9
Wages and salaries per employee(g)	\$'000	40.6	42.0	42.8	34.0	39.8	40.4
Sales and service income per person employed(h)	\$'000	78.5	86.3	86.7	72.7	93.8	91.5
Industry value added per person employed(h)	\$'000	51.1	54.2	53.8	45.4	55.0	55.6
Percentage of businesses that							
Made a profit	%	81.2	81.3	79.1	68.0	73.8	81.1
Broke even	%	2.2	2.4	2.7	0.4	4.2	1.7
Made a loss	%	16.6	16.3	18.2	31.6	22.0	17.2

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

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

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

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

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

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

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical note 2 paragraph 5.

(f) Includes capital work done for own use.

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

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

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

		EDUCATION AND TRAINING (PRIVATE)			HEALTH CARE AND SOCIAL ASSISTANCE (PRIVATE)		
		2007-08	2008-09	2009-10	2007-08	2008-09	2009-10
Employment at end of June(b)	'000	300	295	322	814	846	880
Income							
Sales and service income(c)	\$m	13 709	14 272	14 372	53 995	56 117	59 170
Funding from government for operational costs	\$m	7 616	9 069	10 061	15 213	18 491	18 869
Interest income	\$m	*515	284	173	866	757	510
Other selected income	\$m	*1 673	^ 1 119	^ 2 725	^ 3 431	3 100	3 480
<i>Total income</i>	\$m	23 513	24 744	27 330	73 504	78 465	82 028
Expenses							
Selected labour costs(d)	\$m	11 692	13 278	14 496	31 386	32 030	35 015
Cost of sales	\$m	7 107	7 834	8 224	27 810	29 684	30 792
Interest expenses	\$m	^ 190	^ 359	np	^ 1 583	^ 1 468	1 125
Depreciation and amortisation	\$m	^ 546	743	np	1 759	2 110	2 105
Other operating expenses	\$m	np	^ 226	275	792	930	879
Less							
Capitalised wages and salaries	\$m	np	*23	np	^ 57	^ 29	^ 35
<i>Total expenses</i>	\$m	19 681	22 446	24 063	63 237	66 372	70 084
Change in inventories	\$m	np	**29	np	-36	^ 179	202
Earnings before interest tax depreciation and amortisation	\$m	^ 2 400	^ 2 026	*1 445	^ 9 276	^ 11 993	11 387
Operating profit before tax(e)	\$m	np	^ 2 327	np	^ 10 231	^ 12 272	12 146
Economic values							
Gross fixed capital formation	\$m	*2 227	^ 2 402	^ 3 103	4 672	5 640	6 172
Capital expenditure(f)	\$m	*2 414	^ 2 639	^ 3 265	7 739	7 291	8 411
Disposal of assets	\$m	*190	*122	^ 71	^ 525	**1 330	^ 548
Net capital expenditure	\$m	*2 224	^ 2 517	^ 3 195	7 214	^ 5 961	7 863
Industry value added(e)	\$m	14 337	15 865	16 631	43 265	46 505	48 642
Industry ratios							
Profit margin	%	np	16.3	np	18.9	21.9	20.5
Interest coverage	times	12.6	5.6	np	5.9	8.2	10.1
Investment rate (value added)	%	16.8	16.6	19.6	17.9	15.7	17.3
Wages and salaries to sales and service income	%	77.3	84.7	91.4	51.9	51.2	53.6
Wages and salaries per employee(g)	\$'000	37.1	42.9	42.5	36.9	36.3	38.6
Sales and service income per person employed(h)	\$'000	45.7	48.4	44.7	66.3	66.3	67.3
Industry value added per person employed(h)	\$'000	47.8	53.8	51.7	53.1	55.0	55.3
Percentage of businesses that							
Made a profit	%	80.3	68.5	75.4	75.9	83.7	77.3
Broke even	%	1.2	0.3	2.2	4.2	1.8	0.4
Made a loss	%	18.5	31.2	22.4	19.9	14.5	22.3

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

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

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

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

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

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

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical note 2 paragraph 5.

(f) Includes capital work done for own use.

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

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

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

		ARTS AND RECREATION SERVICES			OTHER SERVICES		
		2007-08	2008-09	2009-10	2007-08	2008-09	2009-10
Employment at end of June(b)	'000	176	184	192	428	447	458
Income							
Sales and service income(c)	\$m	24 224	25 494	26 678	42 105	45 222	44 671
Funding from government for operational costs	\$m	^ 522	^ 671	^ 796	^ 1 965	^ 2 414	^ 3 169
Interest income	\$m	*275	*493	^ 453	^ 598	599	562
Other selected income	\$m	^ 1 781	1 435	1 812	^ 3 832	^ 4 579	^ 6 405
<i>Total income</i>	\$m	26 801	28 093	29 738	48 500	52 813	54 807
Expenses							
Selected labour costs(d)	\$m	4 989	5 103	5 551	14 279	15 154	15 771
Cost of sales	\$m	16 728	17 238	17 801	25 960	28 827	28 747
Interest expenses	\$m	^ 162	448	576	^ 594	^ 632	*723
Depreciation and amortisation	\$m	969	1 063	1 293	^ 1 160	1 072	1 066
Other operating expenses	\$m	^ 251	^ 277	241	591	^ 712	^ 802
Less							
Capitalised wages and salaries	\$m	^ 31	54	^ 17	**75	^ 6	*15
<i>Total expenses</i>	\$m	23 083	24 049	25 467	42 602	46 713	47 043
Change in inventories	\$m	**16	-26	*22	**93	*322	-50
Earnings before interest tax depreciation and amortisation	\$m	^ 2 810	^ 3 602	3 898	*3 316	*2 949	*2 535
Operating profit before tax(e)	\$m	3 734	4 019	4 293	^ 5 992	^ 6 422	^ 7 714
Economic values							
Gross fixed capital formation	\$m	2 045	1 857	1 941	^ 2 746	^ 2 596	^ 2 740
Capital expenditure(f)	\$m	2 931	^ 2 217	^ 2 537	^ 3 728	^ 3 934	^ 3 645
Disposal of assets	\$m	**45	52	207	*605	*680	*508
Net capital expenditure	\$m	2 886	^ 2 165	^ 2 330	^ 3 123	^ 3 255	^ 3 138
Industry value added(e)	\$m	9 153	9 441	10 016	20 743	22 900	23 100
Industry ratios							
Profit margin	%	15.4	15.8	16.1	14.2	14.2	17.3
Interest coverage	times	17.4	8.0	6.8	5.6	4.7	3.5
Investment rate (value added)	%	32.0	23.5	25.3	18.0	17.2	15.8
Wages and salaries to sales and service income	%	18.6	18.0	18.8	30.8	30.1	31.6
Wages and salaries per employee(g)	\$'000	28.5	28.0	29.1	37.4	36.7	36.3
Sales and service income per person employed(h)	\$'000	137.5	138.8	139.2	98.3	101.1	97.5
Industry value added per person employed(h)	\$'000	52.0	51.4	52.3	48.4	51.2	50.4
Percentage of businesses that							
Made a profit	%	71.1	70.1	66.7	72.7	76.0	69.3
Broke even	%	1.3	1.7	2.7	2.4	1.3	0.9
Made a loss	%	27.6	28.2	30.6	24.8	22.7	29.9

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

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

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

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

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

(c) Includes rent, leasing and hiring income.

(d) Excludes the drawings of working proprietors.

(e) See Technical note 2 paragraph 5.

(f) Includes capital work done for own use.

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

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

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

		TOTAL SELECTED INDUSTRIES (b)		
		2007-08	2008-09	2009-10
Employment at end of June (c)	'000	9 831	9 809	10 057
Income				
Sales and service income (d)	\$m	2 298 596	2 440 190	2 439 279
Funding from government for operational costs	\$m	41 321	48 305	51 437
Interest income	\$m	26 552	28 012	23 780
Other selected income	\$m	80 444	[^] 54 353	72 708
<i>Total income</i>	\$m	2 446 913	2 570 860	2 587 204
Expenses				
Selected labour costs (e)	\$m	423 336	436 474	450 826
Cost of sales	\$m	1 595 775	1 688 754	1 694 528
Interest expenses	\$m	58 942	72 548	64 826
Depreciation and amortisation	\$m	72 665	78 858	82 881
Other operating expenses	\$m	24 982	31 330	27 230
Less				
Capitalised wages and salaries	\$m	4 867	4 584	4 420
<i>Total expenses</i>	\$m	2 184 543	2 309 966	2 317 770
Change in inventories	\$m	[^] 13 711	* 6 586	** 1 898
Earnings before interest tax depreciation and amortisation	\$m	300 691	336 521	322 551
Operating profit before tax (f)	\$m	276 081	267 480	271 332
Economic values				
Gross fixed capital formation	\$m	153 945	172 571	166 754
Capital expenditure (g)	\$m	216 308	237 947	231 509
Disposal of assets	\$m	31 886	40 727	33 297
Net capital expenditure	\$m	184 422	197 220	198 212
Industry value added (f)	\$m	777 578	833 891	832 247
Industry ratios				
Profit margin	%	12.0	11.0	11.1
Interest coverage	times	5.1	4.6	5.0
Investment rate (value added)	%	27.8	28.5	27.8
Wages and salaries to sales and service income	%	16.5	16.1	16.7
Wages and salaries per employee (h)	\$'000	44.7	45.8	46.2
Sales and service income per person employed (i)	\$'000	233.8	248.8	242.5
Industry value added per person employed (i)	\$'000	79.1	85.0	82.8
Percentage of businesses that				
Made a profit	%	74.7	73.7	73.1
Broke even	%	1.6	1.6	1.4
Made a loss	%	23.7	24.8	25.5

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

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

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

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

(b) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

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

(d) Includes rent, leasing and hiring income.

(e) Excludes the drawings of working proprietors.

(f) See Technical note 2 paragraph 5.

(g) Includes capital work done for own use.

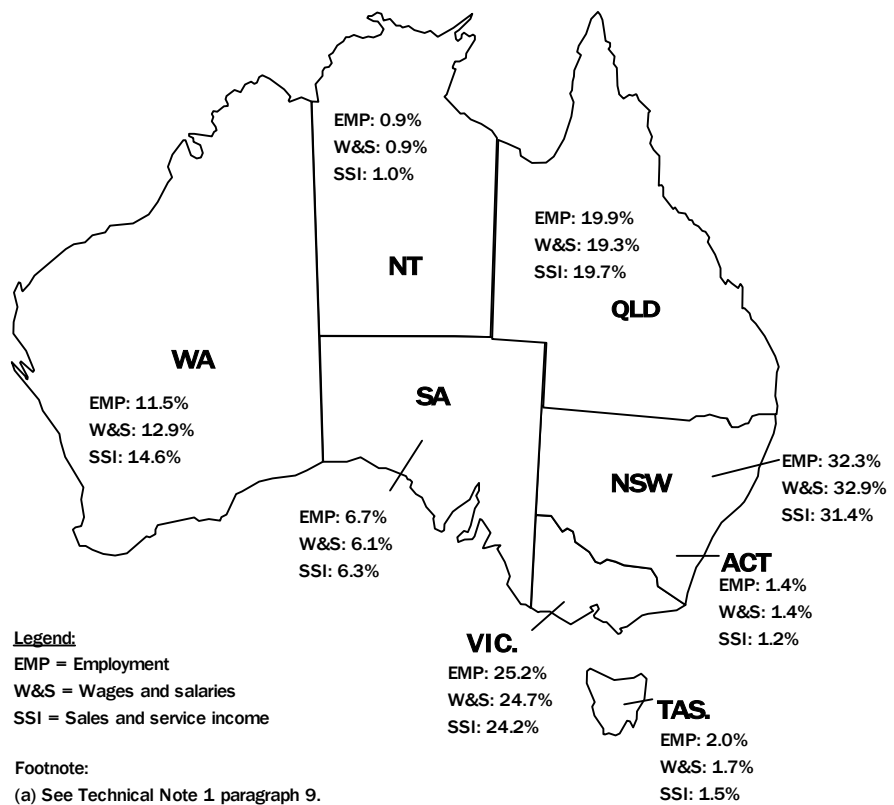
(h) Employee estimates used in this ratio exclude working proprietors and partners of unincorporated businesses.

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

STATE AND TERRITORY ESTIMATES

The 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 2009-10. In general, the relationship between employment, wages and salaries and sales and service income is similar within each state and territory. The exception was Western Australia, which contributed relatively more to sales and service income than wages and salaries. Sales and service income in Western Australia is driven by MINING, which results in a lower wages and salaries to sales and service income ratio.

STATE / TERRITORY CONTRIBUTION TO TOTAL SELECTED INDUSTRIES(a), 2009-10



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

STATE AND TERRITORY
ESTIMATES *continued*

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

As measured by share of sales and services income, the largest contributing industries again varied between the states and territories. In 2009–10 WHOLESALE TRADE was the largest contributor to sales and services income in New South Wales, Victoria, and Queensland. In South Australia, MANUFACTURING was the largest industry. In Western Australia and the Northern Territory, MINING was the largest contributor. RETAIL TRADE had the largest sales and service income in Tasmania. In the Australian Capital Territory, the predominant industry was CONSTRUCTION.

3.1 STATES, TERRITORIES AND AUSTRALIA BY INDUSTRY DIVISION

	EMPLOYMENT AT END OF JUNE (a)			WAGES AND SALARIES (b)			SALES AND SERVICE INCOME (c)		
	07-08	08-09	09-10	07-08	08-09	09-10	07-08	08-09	09-10
	'000	'000	'000	\$m	\$m	\$m	\$m	\$m	\$m
NEW SOUTH WALES									
Agriculture, forestry and fishing	127	133	126	1 431	1 405	1 331	15 527	15 416	14 333
Mining	22	24	23	2 015	2 531	2 401	15 508	25 324	20 577
Manufacturing	289	293	291	15 220	15 873	16 118	113 231	120 231	114 710
Electricity, gas, water and waste services	34	36	35	2 760	2 885	2 978	19 655	23 137	25 410
Construction	254	287	286	11 521	10 969	11 534	70 678	70 902	74 038
Wholesale trade	194	192	207	11 147	11 213	12 016	133 186	136 440	142 756
Retail trade	396	393	399	10 537	10 761	11 287	99 860	107 743	115 415
Accommodation and food services	264	280	297	6 399	6 075	6 058	25 763	25 265	25 207
Transport, postal and warehousing	191	193	190	8 577	9 194	9 548	40 441	38 239	40 002
Information media and telecommunications	76	74	77	5 223	5 317	5 440	31 142	31 584	31 776
Rental, hiring and real estate services	122	127	123	3 806	3 909	3 794	30 137	32 379	31 849
Professional, scientific and technical services	337	321	344	19 401	19 427	19 976	52 790	54 831	58 171
Administrative and support services	250	235	252	9 896	9 239	10 559	21 215	21 403	22 948
Public administration and safety (private)	^ 25	22	22	^ 810	866	880	1 961	2 359	2 281
Education and training (private)	107	98	106	4 133	4 162	4 499	5 328	4 903	5 015
Health care and social assistance (private)	252	265	271	8 654	8 997	9 637	17 937	18 695	19 659
Arts and recreation services	51	54	53	1 249	1 316	1 421	5 759	6 468	6 971
Other services	137	141	144	4 170	4 299	4 417	13 534	14 038	14 139
<i>Total selected industries (d)</i>	<i>3 128</i>	<i>3 167</i>	<i>3 248</i>	<i>126 948</i>	<i>128 439</i>	<i>133 896</i>	<i>713 651</i>	<i>749 359</i>	<i>765 256</i>
VICTORIA									
Agriculture, forestry and fishing	110	107	102	1 217	1 260	1 240	12 912	14 907	13 584
Mining	7	8	9	637	716	856	6 646	10 156	7 056
Manufacturing	290	285	278	15 984	15 590	15 194	110 138	108 578	102 935
Electricity, gas, water and waste services	23	22	22	1 397	1 633	1 736	19 604	20 824	22 251
Construction	240	238	247	8 361	9 247	10 103	57 204	58 878	66 827
Wholesale trade	155	151	149	8 394	8 428	8 125	114 168	110 793	106 854
Retail trade	309	324	337	8 146	9 067	9 300	78 468	86 747	89 476
Accommodation and food services	168	182	202	3 212	3 632	3 674	13 631	13 675	14 534
Transport, postal and warehousing	136	136	132	6 164	6 054	6 170	30 505	30 524	29 172
Information media and telecommunications	46	49	48	3 245	3 296	3 204	18 337	19 668	20 462
Rental, hiring and real estate services	79	82	84	2 550	2 473	2 506	18 732	19 080	19 609
Professional, scientific and technical services	235	231	243	13 123	13 756	14 019	37 106	40 952	42 169
Administrative and support services	190	173	185	7 561	6 530	7 107	15 523	14 355	15 646
Public administration and safety (private)	^ 25	17	17	858	615	659	1 869	1 583	1 632
Education and training (private)	75	77	83	2 545	3 055	3 347	3 654	3 651	3 763
Health care and social assistance (private)	203	207	231	7 197	7 128	8 186	13 599	13 548	14 582
Arts and recreation services	52	54	60	1 465	1 377	1 577	9 991	9 695	10 326
Other services	102	108	110	3 285	3 311	3 348	10 183	10 575	10 710
<i>Total selected industries (d)</i>	<i>2 446</i>	<i>2 450</i>	<i>2 538</i>	<i>95 339</i>	<i>97 171</i>	<i>100 351</i>	<i>572 269</i>	<i>588 189</i>	<i>591 588</i>

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

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

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

(c) Includes rent, leasing and hiring income.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

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

	EMPLOYMENT AT END OF JUNE (a)			WAGES AND SALARIES (b)			SALES AND SERVICE INCOME (c)		
	07-08	08-09	09-10	07-08	08-09	09-10	07-08	08-09	09-10
	'000	'000	'000	\$m	\$m	\$m	\$m	\$m	\$m
QUEENSLAND									
Agriculture, forestry and fishing	110	109	106	1 429	1 333	1 346	14 297	15 130	13 581
Mining	34	37	39	3 298	4 114	4 263	27 765	46 635	38 642
Manufacturing	200	183	180	9 230	9 115	9 154	72 191	76 042	68 064
Electricity, gas, water and waste services	23	24	23	2 130	2 213	2 266	13 301	16 275	17 447
Construction	255	235	224	9 234	10 068	9 687	63 787	64 749	60 548
Wholesale trade	92	93	95	4 507	4 959	4 886	74 558	78 560	78 256
Retail trade	260	255	257	6 375	6 648	6 778	66 192	69 766	71 244
Accommodation and food services	162	171	187	3 184	3 669	3 759	15 245	14 772	15 484
Transport, postal and warehousing	117	118	115	5 509	5 567	5 759	25 633	26 663	27 250
Information media and telecommunications	23	24	25	1 386	1 360	1 289	7 867	7 906	8 613
Rental, hiring and real estate services	86	82	79	2 504	2 432	2 231	18 223	16 534	16 633
Professional, scientific and technical services	152	155	159	7 730	8 343	8 462	23 107	26 994	25 551
Administrative and support services	137	129	131	4 766	4 666	4 857	9 804	10 608	10 988
Public administration and safety (private)	^ 14	12	12	^ 410	429	468	911	1 059	996
Education and training (private)	56	57	63	1 829	2 286	2 426	2 138	2 617	2 488
Health care and social assistance (private)	176	178	176	5 968	6 135	6 886	10 756	11 322	11 844
Arts and recreation services	38	37	38	886	912	977	4 333	4 667	4 713
Other services	89	95	94	2 593	2 820	2 873	8 773	9 995	9 247
<i>Total selected industries (d)</i>	<i>2 024</i>	<i>1 994</i>	<i>2 005</i>	<i>72 968</i>	<i>77 067</i>	<i>78 371</i>	<i>458 880</i>	<i>500 295</i>	<i>481 589</i>
SOUTH AUSTRALIA									
Agriculture, forestry and fishing	53	50	48	667	624	582	6 972	7 183	7 092
Mining	7	8	9	650	886	855	4 944	4 306	4 573
Manufacturing	92	85	81	4 625	4 599	4 361	30 051	29 615	28 195
Electricity, gas, water and waste services	7	8	8	494	483	545	6 080	7 268	6 683
Construction	56	54	58	^ 1 961	2 126	2 334	12 542	13 863	16 280
Wholesale trade	29	29	31	1 392	1 517	1 660	25 073	23 928	25 982
Retail trade	89	91	91	2 157	2 360	2 424	21 745	24 329	24 317
Accommodation and food services	58	53	60	1 051	1 131	1 197	4 565	4 522	4 907
Transport, postal and warehousing	35	34	34	1 462	1 383	1 574	6 720	6 577	7 680
Information media and telecommunications	9	10	9	623	620	579	3 958	4 593	4 446
Rental, hiring and real estate services	20	21	21	540	591	577	3 474	4 207	4 186
Professional, scientific and technical services	45	44	46	2 117	2 273	2 268	6 206	7 218	7 237
Administrative and support services	56	44	44	1 785	1 724	1 630	3 722	3 620	3 445
Public administration and safety (private)	^ 5	4	5	^ 142	181	150	300	318	311
Education and training (private)	^ 19	19	21	604	779	882	^ 696	^ 813	791
Health care and social assistance (private)	60	64	69	2 002	2 019	2 212	3 858	4 116	4 365
Arts and recreation services	11	12	12	255	259	271	1 103	1 158	1 149
Other services	28	29	31	798	846	915	2 627	2 859	2 948
<i>Total selected industries (d)</i>	<i>679</i>	<i>659</i>	<i>678</i>	<i>23 325</i>	<i>24 401</i>	<i>25 015</i>	<i>144 634</i>	<i>150 495</i>	<i>154 590</i>

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

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

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

(c) Includes rent, leasing and hiring income.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

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

	EMPLOYMENT AT END OF JUNE (a)			WAGES AND SALARIES (b)			SALES AND SERVICE INCOME (c)		
	07-08	08-09	09-10	07-08	08-09	09-10	07-08	08-09	09-10
	'000	'000	'000	\$m	\$m	\$m	\$m	\$m	\$m
WESTERN AUSTRALIA									
Agriculture, forestry and fishing	64	62	57	799	823	764	9 148	9 852	8 854
Mining	55	55	60	6 343	7 246	7 797	61 986	78 845	75 737
Manufacturing	100	97	96	4 961	5 674	5 502	52 783	63 168	57 933
Electricity, gas, water and waste services	11	11	12	795	873	999	7 563	7 613	9 151
Construction	139	130	136	6 125	6 958	7 520	40 113	41 220	44 693
Wholesale trade	53	52	54	2 506	2 750	2 884	45 622	45 873	44 327
Retail trade	141	140	147	^ 3 488	3 773	3 742	36 032	38 346	38 879
Accommodation and food services	82	82	92	1 785	1 823	1 892	7 142	6 732	7 348
Transport, postal and warehousing	57	58	57	2 450	2 580	2 778	11 391	11 990	12 916
Information media and telecommunications	11	11	11	702	673	664	4 180	4 116	4 300
Rental, hiring and real estate services	42	42	43	1 258	1 416	1 402	8 519	10 203	10 128
Professional, scientific and technical services	115	105	111	6 257	6 136	6 382	18 394	18 852	18 806
Administrative and support services	84	74	78	3 302	3 277	3 408	6 317	6 985	7 112
Public administration and safety (private)	^ 6	7	7	^ 179	262	251	420	538	544
Education and training (private)	^ 30	30	33	969	1 226	1 327	1 188	1 584	1 630
Health care and social assistance (private)	77	87	89	2 696	2 943	3 242	5 386	5 886	6 175
Arts and recreation services	15	16	18	410	446	470	2 018	2 176	2 248
Other services	49	51	53	1 384	1 565	1 665	4 770	5 405	5 196
<i>Total selected industries (d)</i>	<i>1 131</i>	<i>1 111</i>	<i>1 152</i>	<i>46 411</i>	<i>50 443</i>	<i>52 689</i>	<i>322 971</i>	<i>359 385</i>	<i>355 976</i>
TASMANIA									
Agriculture, forestry and fishing	23	23	22	398	442	432	2 667	2 643	2 642
Mining	2	2	2	np	np	176	np	np	1 039
Manufacturing	23	21	19	1 096	1 054	1 045	7 870	7 470	6 136
Electricity, gas, water and waste services	3	4	4	219	244	314	1 702	1 942	2 538
Construction	16	16	17	508	586	641	2 763	3 208	3 474
Wholesale trade	^ 8	7	7	^ 370	330	344	^ 5 379	4 809	4 158
Retail trade	26	26	27	597	655	670	6 086	7 016	7 073
Accommodation and food services	15	18	20	315	341	355	1 349	1 336	1 437
Transport, postal and warehousing	9	9	10	390	391	462	1 915	1 819	2 056
Information media and telecommunications	3	2	3	162	154	173	1 687	1 439	1 336
Rental, hiring and real estate services	6	6	6	147	163	165	682	866	869
Professional, scientific and technical services	10	10	10	433	444	465	1 119	1 274	1 282
Administrative and support services	10	9	10	345	399	412	613	636	706
Public administration and safety (private)	^ 1	^ 1	1	np	np	41	np	np	83
Education and training (private)	^ 4	5	5	156	192	221	129	172	181
Health care and social assistance (private)	21	21	20	669	660	688	1 048	1 094	1 157
Arts and recreation services	4	4	4	99	104	112	502	635	621
Other services	8	9	10	205	250	269	664	746	764
<i>Total selected industries (d)</i>	<i>193</i>	<i>194</i>	<i>197</i>	<i>6 256</i>	<i>6 652</i>	<i>6 986</i>	<i>37 214</i>	<i>38 401</i>	<i>37 552</i>

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

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

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

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

(c) Includes rent, leasing and hiring income.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

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

	EMPLOYMENT AT			WAGES AND SALARIES (b)			SALES AND SERVICE INCOME (c)		
	END OF JUNE (a)								
	07-08	08-09	09-10	07-08	08-09	09-10	07-08	08-09	09-10
	'000	'000	'000	\$m	\$m	\$m	\$m	\$m	\$m
NORTHERN TERRITORY									
Agriculture, forestry and fishing	5	5	4	86	82	73	532	600	465
Mining	np	np	np	223	346	395	3 440	5 778	5 827
Manufacturing	6	5	5	343	287	259	3 239	4 238	2 061
Electricity, gas, water and waste services	1	1	np	96	115	np	np	825	np
Construction	11	12	14	394	471	^ 602	2 848	3 435	3 437
Wholesale trade	3	3	3	149	129	^ 126	3 121	3 084	2 393
Retail trade	12	12	12	300	317	341	2 909	3 239	3 221
Accommodation and food services	9	11	11	215	225	266	912	928	1 023
Transport, postal and warehousing	^ 5	6	6	^ 273	^ 295	282	1 188	1 342	1 202
Information media and telecommunications	1	1	1	58	56	53	321	334	278
Rental, hiring and real estate services	3	3	3	91	91	85	541	590	656
Professional, scientific and technical services	4	5	5	202	254	254	556	778	767
Administrative and support services	4	6	6	152	238	232	318	453	449
Public administration and safety (private)	np	np	np	^ 30	np	np	np	np	np
Education and training (private)	^ 3	4	4	^ 123	139	144	227	164	121
Health care and social assistance (private)	8	8	7	243	^ 279	270	311	318	347
Arts and recreation services	2	3	^ 3	64	np	^ 104	294	np	383
Other services	5	5	6	182	159	207	527	570	612
<i>Total selected industries (d)</i>	87	92	94	3 225	3 615	3 837	22 119	27 128	23 964
AUSTRALIAN CAPITAL TERRITORY									
Agriculture, forestry and fishing	1	1	1	11	^ 16	11	126	120	^ 137
Mining	np	np	np	np	np	7	np	np	np
Manufacturing	5	5	5	187	210	219	1 077	1 087	1 132
Electricity, gas, water and waste services	1	1	np	114	115	np	np	1 273	np
Construction	12	11	13	384	424	498	3 885	3 900	^ 5 992
Wholesale trade	3	* 4	3	^ 205	* 300	141	2 727	* 3 047	1 969
Retail trade	19	19	19	463	486	492	4 832	5 429	5 647
Accommodation and food services	14	15	17	355	327	342	1 329	1 125	1 244
Transport, postal and warehousing	^ 5	4	5	^ 254	214	272	^ 969	632	790
Information media and telecommunications	3	3	3	179	206	239	1 408	1 047	1 252
Rental, hiring and real estate services	4	4	5	149	144	164	1 103	1 332	1 473
Professional, scientific and technical services	24	22	23	1 560	1 415	1 350	4 239	3 816	3 887
Administrative and support services	13	^ 15	^ 12	502	534	470	1 004	1 116	999
Public administration and safety (private)	np	np	np	np	np	np	124	np	np
Education and training (private)	6	6	6	236	247	290	^ 349	368	382
Health care and social assistance (private)	^ 18	16	16	^ 597	^ 580	618	* 1 099	^ 1 137	1 040
Arts and recreation services	^ 3	3	3	^ 71	np	82	227	np	267
Other services	10	10	11	372	368	403	1 029	1 034	1 054
<i>Total selected industries (d)</i>	143	142	144	5 710	5 750	5 776	26 858	26 938	28 765

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

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

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

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

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

(c) Includes rent, leasing and hiring income.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

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

	EMPLOYMENT AT END OF JUNE(a)			WAGES AND SALARIES(b)			SALES AND SERVICE INCOME(c)		
	07-08	08-09	09-10	07-08	08-09	09-10	07-08	08-09	09-10
	'000	'000	'000	\$m	\$m	\$m	\$m	\$m	\$m
AUSTRALIA									
Agriculture, forestry and fishing	493	491	467	6 039	5 985	5 779	62 183	65 852	60 688
Mining	128	135	144	13 288	16 055	16 751	121 301	172 287	153 488
Manufacturing	1 005	974	955	51 647	52 402	51 853	390 579	410 430	381 165
Electricity, gas, water and waste services	104	108	107	8 005	8 561	9 079	69 986	79 158	85 470
Construction	983	983	994	38 487	40 849	42 918	253 820	260 154	275 290
Wholesale trade	537	531	548	28 672	29 628	30 181	403 833	406 534	406 694
Retail trade	1 252	1 260	1 290	32 064	34 067	35 035	316 124	342 615	355 272
Accommodation and food services	772	811	886	16 516	17 221	17 543	69 936	68 355	71 183
Transport, postal and warehousing	556	559	550	25 079	25 677	26 846	118 761	117 788	121 068
Information media and telecommunications	172	173	177	11 579	11 683	11 641	68 899	70 686	72 464
Rental, hiring and real estate services	362	368	363	11 045	11 220	10 923	81 411	85 191	85 401
Professional, scientific and technical services	924	893	941	50 822	52 047	53 176	143 517	154 714	157 870
Administrative and support services	746	685	718	28 309	26 609	28 675	58 515	59 176	62 293
Public administration and safety (private)	^ 78	66	66	2 524	2 497	2 533	5 697	6 146	6 044
Education and training (private)	300	295	322	10 594	12 086	13 136	13 709	14 272	14 372
Health care and social assistance (private)	814	846	880	28 027	28 740	31 741	53 995	56 117	59 170
Arts and recreation services	176	184	192	4 500	4 593	5 014	24 224	25 494	26 678
Other services	428	447	458	12 988	13 617	14 097	42 105	45 222	44 671
<i>Total selected industries(d)</i>	<i>9 831</i>	<i>9 809</i>	<i>10 057</i>	<i>380 183</i>	<i>393 537</i>	<i>406 920</i>	<i>2 298 596</i>	<i>2 440 190</i>	<i>2 439 279</i>

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

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

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

(c) Includes rent, leasing and hiring income.

(d) Excludes Division K FINANCIAL AND INSURANCE SERVICES.

EXPLANATORY NOTES

INTRODUCTION

1 This publication presents estimates of the economic and financial performance of Australian industry in 2009-10. The estimates are produced annually using a combination of directly collected data from the annual Economic Activity Survey (EAS), conducted by the Australian Bureau of Statistics (ABS), and Business Activity Statement (BAS) data provided by businesses to the Australian Taxation Office (ATO).

Reference period

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

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

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

CLASSIFICATIONS

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

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

SCOPE

6 The scope of the collection consists of all business entities operating in the Australian economy during 2009-10, except for:

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

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

COVERAGE

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

Frame

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

Statistical units

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

11 In mid 2002, the ABS commenced sourcing its register information from the ABR and at that time changed its business register to a two population model. The two populations comprise what is called the Profiled Population and the Non-Profiled Population. The main distinction between businesses in the two populations relates to the complexity of the business structure and the degree of intervention required to reflect the business structure for statistical purposes.

NON-PROFILED POPULATION

12 The majority of businesses included on the ABS Business Register are in the Non-Profiled Population. Most of these businesses are understood to have simple structures. For these businesses, the ABS is able to use the ABN as the basis for a statistical unit. One ABN equates to one statistical unit.

PROFILED POPULATION

13 For a small number of businesses, the ABN unit is not suitable for ABS economic statistics purposes and the ABS maintains its own units structure through direct contact with businesses. These businesses constitute the Profiled Population. This population consists typically of large or complex groups of businesses. The statistical units model below caters for such businesses:

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

CONTRIBUTION OF STATISTICAL UNITS TO THE ESTIMATES

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

Statistical units continued

TAUS

15 All units in the 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

	TAU	ABN unit	Total
	%	%	%
Agriculture, forestry and fishing	12	88	100
Mining	91	9	100
Manufacturing	66	34	100
Electricity, gas, water and waste services	93	7	100
Construction	28	72	100
Wholesale trade	52	48	100
Retail trade	44	56	100
Accommodation and food services	21	79	100
Transport, postal and warehousing	55	45	100
Information media and telecommunications	82	18	100
Rental, hiring and real estate services	19	81	100
Professional, scientific and technical services	30	70	100
Administrative and support services	35	65	100
Public administration and safety (private)	32	68	100
Education and training (private)	27	73	100
Health care and social assistance (private)	27	71	100
Arts and recreation services	55	45	100
Other services	14	86	100
Total selected industries	49	51	100

Coverage issues

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

19 Some businesses engage, to a significant extent, in activities which are normally carried out by different industries. For example, a predominantly mining business may also undertake significant amounts of manufacturing. Similarly, a mining business may produce significant volumes of goods which are normally produced in different mining industries. Where a business makes a significant economic contribution to industries classified to different ANZSIC subdivisions, the ABS includes the business in the 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

Coverage issues continued

- 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 in the period in which they commenced operations, rather than when they were processed to the ABSBR. Adjustments of this type will continue to be applied in future periods.

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

DEFINITION OF KEY TERMS

Industry performance measures

26 Selected key terms are described below.

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

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

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

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

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

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

Industry value added

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

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

Australian Equivalents to International Financial Reporting Standards

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

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

SURVEY DESIGN

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

37 Businesses were 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 25,682 businesses was selected for the directly collected part of the 2009-10 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.

38 Businesses which met neither of these criteria are referred to as 'micro non-employing businesses'. These businesses were not eligible for selection in the sample. For these units, BAS data were obtained and annualised, then added to the directly collected estimates to produce the statistics in this publication. The total estimated value of annual BAS turnover of micro non-employing businesses during the 2009-10 reference year was \$46.5b, or 1.6% of total BAS turnover in TOTAL SELECTED INDUSTRIES.

EFFECTS OF ROUNDING

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

EFFECTS OF ROUNDING

continued

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

FURTHER INFORMATION

Related publications

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

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

- *Australian System of National Accounts, 2009–10* (cat.no. 5204.0) - Annual publication
- *Business Indicators, Australia, Dec 2010* (cat.no. 5676.0) - Quarterly publication
- *Private New Capital Expenditure and Expected Expenditure, Australia, Dec 2010* (cat. no. 5625.0) - Quarterly publication.
- *Counts of Australian Businesses, including Entries and Exits, Jun 2007 and Jun 2009* (cat. no. 8165.0) - Irregular publication

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

- *Health Care Services, 2009–10* (cat. no. 8570.0), scheduled for release June 2011 - Irregular publication
- *Waste Management Services, 2009–10* (cat. no. 8698.0), scheduled for release June 2011 - Irregular publication
- *Information Paper: Experimental Estimates for the Manufacturing Industry, 2008–09* (cat. no. 8159.0).

Other information available

44 More detailed estimates than those included in this publication are available in spreadsheet format free of charge online from the Statistics view on the ABS web site <www.abs.gov.au>. Select Statistics / By Catalogue Number / 8. Secondary Industry and Distribution / 81. Industry Wide Statistics / 8155.0 Australian Industry, 2009–10, then select the Downloads tab.

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

46 Inquiries should be made to the National Information and Referral Service on 1300 135 070 or email <australian.industry.statistics@abs.gov.au>.

Acknowledgement

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

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

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

TECHNICAL NOTE 1 **ESTIMATION METHODOLOGY**

INTRODUCTION

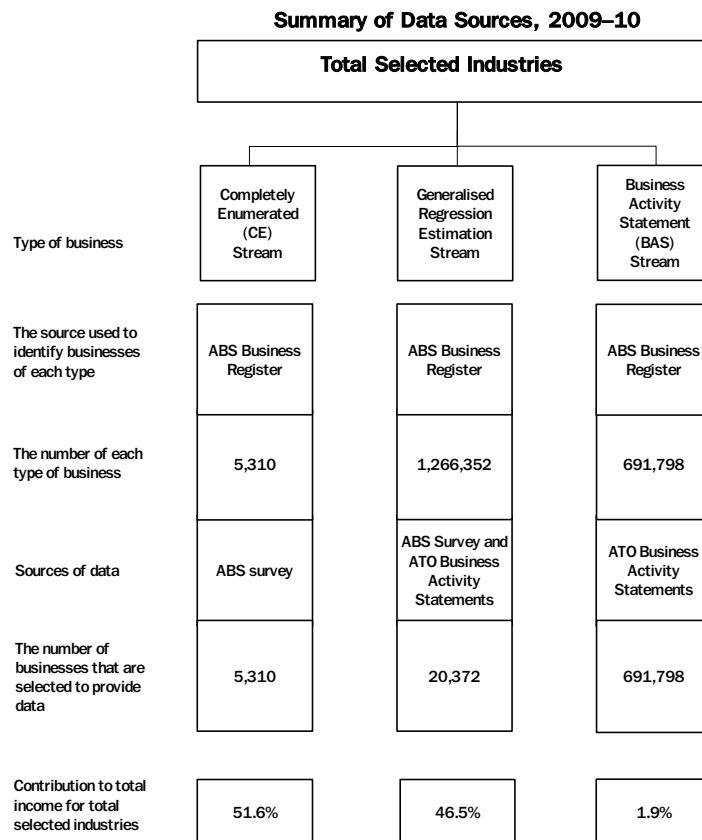
1 The availability of Business Activity Statement data collected by the Australian Taxation Office (ATO) has provided the Australian Bureau of Statistics (ABS) with opportunities to improve the efficiency of collection designs and estimation for its business surveys, while at the same time reducing the reporting burden placed on businesses. Under taxation law, data may be passed by the Commissioner for Taxation to the ABS for specified statistical purposes. Accordingly, turnover and wages information sourced from ATO Business Activity Statement data was used to improve the accuracy of the 2009–10 industry estimates which were produced using data items collected directly by the ABS from businesses.

ESTIMATION METHODOLOGY

2 The 2009–10 survey continues to use generalised regression estimation, first introduced in the 2006–07 survey. This estimation method enables maximum use of observed linear relationships between data directly collected from businesses in the survey and auxiliary information. When the auxiliary information is strongly correlated with data items collected in a survey, the generalised regression estimation methodology will improve the accuracy of the estimates. The auxiliary variables used in this survey were turnover and wages sourced from the BAS data of 1,963,460 businesses (including the direct collect sample).

PRODUCING ESTIMATES

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



DATA STREAMING

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

Completely enumerated (CE) stream:

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

Generalised regression estimation stream:

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

Business Activity Statement (BAS) stream:

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

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

STATE AND TERRITORY ESTIMATES

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

RELIABILITY

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

Sampling error

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

3 Sampling variability can also be measured by the relative standard error (RSE), which is obtained by expressing the standard error as a percentage of the estimate to which it refers. The RSE is a useful measure in that it provides an immediate indication of the percentage errors likely to have occurred due to the effects of random sampling, and this avoids the need to refer also 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 TRANSPORT, POSTAL AND WAREHOUSING in 2009–10 was \$131,775m. The RSE of this estimate is shown as 1.0%, giving a standard error of approximately \$1,318m. Therefore, there are two chances in three that, if all units had been included in the survey, a figure in the range of \$130,457m to \$133,093m would have been obtained, and nineteen chances in twenty (i.e., a confidence interval of 95%) that the figure would have been within the range of \$129,140m to \$134,411m.

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

	<i>Sales and service income</i>	<i>Total income</i>	<i>Wages and salaries</i>	<i>Total expenses</i>	<i>Industry value added</i>
	%	%	%	%	%
2009–10					
Agriculture, forestry and fishing	2.6	3.2	2.6	2.5	4.5
Mining	0.4	0.5	1.4	0.9	0.9
Manufacturing	0.4	0.5	0.6	0.4	1.0
Electricity, gas, water and waste services	0.4	0.4	0.5	0.5	0.7
Construction	1.8	1.8	2.0	2.0	3.3
Wholesale trade	2.4	2.3	2.7	2.4	2.7
Retail trade	1.6	1.6	1.8	1.7	2.9
Accommodation and food services	1.6	1.7	2.1	1.8	2.3
Transport, postal and warehousing	1.1	1.0	1.2	1.1	1.8
Information media and telecommunications	0.8	0.8	1.1	0.9	0.9
Rental, hiring and real estate services	2.3	2.3	2.9	3.0	2.7
Professional, scientific and technical services	2.3	2.2	1.9	2.6	2.7
Administrative and support services	2.4	5.1	2.0	2.9	2.3
Public administration and safety	3.7	3.6	2.5	3.7	2.8
Education and training (private)	6.2	2.9	1.4	2.1	2.4
Health care and social assistance (private)	1.3	1.0	1.6	1.2	1.3
Arts and recreation services	1.4	1.6	2.9	1.9	2.9
Other services	2.4	2.6	2.3	2.1	3.7
Total selected industries(a)	0.5	0.5	0.5	0.6	0.6

(a) Excludes Division K FINANCIAL AND INSURANCE SERVICES. See the Glossary for the full definition.

Non-sampling error

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

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

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

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

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.

11 Estimates of financial data in some industries, such as MINING and MANUFACTURING, are heavily impacted by fluctuating commodity prices. In these industries the reporting by businesses for an accounting period that is not for the period ended 30 June, can result in different estimates compared with what they would have been, had the businesses reported for an accounting period ended 30 June.

12 In the second half of 2011, the ABS will release an information paper on the impact that businesses reporting for accounting periods other than those ended 30 June, has on the estimates presented in this release.

QUALITY INDICATORS

13 In the 2009–10 survey of *Australian industry*, there was an 88.3% response rate from all businesses that were surveyed and found to be operating during the reference period. Data were imputed for the remaining 11.7% of operating businesses. This imputation contributed 8.1% to the estimate of sales and service income for TOTAL SELECTED INDUSTRIES.

INTRODUCTION

- 1** This section discusses the comparability of estimates across time.
- 2** To provide comparability with the 2009–10 estimates, the estimates for 2006-07, 2007-08 and 2008-09 presented in this publication have been revised to take account of various changes in collection design, estimation methodology, and data item definitions.
- 3** Revisions were made for a number of reasons, the most significant being improvements to the methodology used to calculate estimates. In addition, new and updated information received from businesses has been used to improve previous estimates, a number of businesses have been reclassified within the ANZSIC industry classification, and there has been a change in the derivation of industry value added.

SOURCES OF REVISIONS

Methodological Improvements

- 4** The Economic Activity Survey, from which *Australian Industry* is derived, has implemented an updated size variable for stratification. This ensures that businesses are more homogeneously grouped, leading to lower sampling error in estimation.
- 5** To ensure that estimates over time are comparable, data has been revised for the 2006-07, 2007-08 and 2008-09 reference years to use the updated size variable. In some cases this has led to considerable changes to published estimates. Table 2.1 Business Size has been particularly affected, with most of the large revisions occurring in the "Small" business size category.
- 6** In addition to the change in the variables used for the survey design, the auxiliary information used for the Business Activity Statement (BAS) Stream for 2008-09 was updated to account for more complete information provided from ATO Business Activity Statements for the 2008-09 year. The use of more complete auxiliary information has resulted in small revisions to this data stream for 2008-09. See Technical Note 1 for more information on the Business Activity Statement (BAS) Stream.

*New Information from
businesses*

- 7** When analysing data for publication in *Australian Industry*, the ABS engages in direct contact with businesses. This helps to improve inaccurate reporting in the current year. In some cases, new or updated information is received from businesses that can be applied to previous years. Where relevant, the ABS has incorporated this updated information in the revised estimates for the 2006-07, 2007-08 and 2008-09 reference years.

Reclassification of businesses

- 8** The ABS maintains and updates the structure of large businesses, and seeks to portray the most accurate picture of the Australian economy by aligning business activities with the appropriate ANZSIC classification. From time to time businesses are reclassified, causing shifts in the data between ANZSIC categories. When the reclassification represents a real world change before the current reference period, the ABS has backcast the changes into estimates for the 2006-07, 2007-08 and 2008-09 reference years.

Derivation Changes

- 9** The derivation of Industry Value Added (IVA) has changed slightly in *Australian Industry*, in order to better align with the concept of Gross Value Added that is published in *Australian System of National Accounts* (cat. no. 5204.0). 30% of the value of insurance premiums has been added to the intermediate input expense component of IVA. This represents the service charge component of insurance premiums, and is

Derivation Changes continued

derived as premiums paid less expected claims incurred, which on average is estimated to be 30% of premiums paid. This change has resulted in a slight rise in intermediate expenses and thus a slight fall in IVA across the economy.

10 This change has been applied to estimates for the 2006-07, 2007-08, 2008-09 and 2009-10 reference years.

EXTENT OF REVISIONS

11 The table below shows the percentage change between the previously published estimates for 2008-09 and those presented in this release, for a number of key data items.

PERCENTAGE CHANGE IN 2008-09 ESTIMATES DUE TO REVISIONS

	Total income	Total expenses	Industry value added	Sales and service income	Wages and salaries
	%	%	%	%	%
Agriculture, forestry and fishing	-0.8	-1.4	-0.6	-0.8	-2.2
Mining	0.3	0.9	-0.1	0.4	3.3
Manufacturing	-2.5	-2.8	-1.2	-2.5	-1.4
Electricity, gas, water and waste services	2.4	4.4	-0.5	3.8	3.9
Construction	-0.4	1.3	-5.2	-0.5	1.8
Wholesale trade	4.3	5.4	-4.8	4.4	-0.5
Retail trade	3.9	2.5	9.0	3.9	1.7
Accommodation and food services	-0.1	-2.4	7.1	-0.1	8.7
Transport, postal and warehousing	-3.5	-4.1	-3.8	-3.2	-5.6
Information media and telecommunications	-0.5	0.7	-2.9	-0.6	-2.0
Rental, hiring and real estate services	-1.0	0.6	-3.2	-2.1	-1.3
Professional, scientific and technical services	0.3	0.8	-2.7	0.3	-2.1
Administrative and support services	-1.4	1.0	-3.8	-1.0	-0.3
Public administration and safety (private)	0.3	0.2	—	0.3	—
Education and training (private)	8.3	3.8	11.0	11.7	4.9
Health care and social assistance (private)	0.2	-0.1	-1.7	0.1	-1.6
Arts and recreation services	-1.7	-2.0	0.2	-1.7	0.4
Other services	-0.1	0.2	2.8	-0.2	3.3
Total selected industries(a)	0.6	0.9	-1.0	0.7	—

— nil or rounded to zero (including null cells)

(a) Excludes Division K FINANCIAL AND INSURANCE SERVICES. See the Glossary for the full definition.

SUPPRESSED DATA

12 From time to time, the ABS reviews and improves the techniques used to protect the confidentiality of businesses contributing to estimates presented in Australian Industry. In addition to improvements made to confidentiality techniques, changes to previously published data, due to the reasons listed above, have resulted in a number of cells being suppressed for estimates for the 2006-07, 2007-08 and 2008-09 reference year. Cells that are suppressed have been marked as np.

FURTHER INFORMATION

13 Any questions regarding the revisions, or anything else in this publication, should be emailed to <australian.industry.statistics@abs.gov.au>. Alternatively, contact the National Information Referral Service, on 1300 135 070.

GLOSSARY

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

ABN unit	The statistical unit used by the ABS to represent businesses, and for which statistics are reported, in most cases. The ABN unit is the business unit which has registered for an ABN, and thus appears on the ATO administered Australian Business Register. In most cases, the ABN unit represents the legal entity. This unit is suitable for ABS statistical needs when the business is simple in structure. For more significant and diverse businesses where the ABN unit is not suitable for ABS statistical needs, the statistical unit used is the type of activity unit (TAU).
Air fares	This item refers to income derived from domestic and international transportation of passengers by aircraft. It includes passenger excess baggage charges.
Bad and doubtful debts	Represents the amount of bad and doubtful debts written-off, net of bad and doubtful debts previously written-off but recovered.
Billion	One thousand million.
Business	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 2009-10 EAS collections (these two units are explained under separate entries). For details, see Explanatory Notes paragraphs 12-13.
Business Activity Statement (BAS) total sales	Represented by the form item G1 <i>Total sales</i> on businesses' Business Activity Statements, supplied by them to the ATO. This item comprises all payments and other consideration (including GST) received during the nominated tax period for supplies made in the course of business.
Business size	Businesses are categorised as: <ul style="list-style-type: none">■ large businesses, with employment of 200 or more persons■ medium businesses, with employment of 20 to less than 200 persons■ small businesses, with employment of less than 20 persons (including non-employed businesses).
Capital expenditure	Total (gross) expenditure on acquiring fixed tangible and intangible assets, before deduction of trade-in allowances, and including expenses (except capitalised interest) incurred during the year in acquiring such assets. Fixed tangible assets include land, dwellings, other buildings and structures, plant, machinery and equipment (including motor vehicles). Intangible assets include capitalised exploration expenditure, patents, licences and goodwill.
Capital work done for own use	Capitalised work done by the employees or proprietors of a business in manufacturing, constructing, installing or repairing assets, in mineral and petroleum exploration activities, and the in-house development of computer software, for use by the business or for rental or lease. This work is valued at the capitalised costs of the materials and the wages and salaries involved.
Capitalised purchases	Goods drawn from inventories for use as fixed tangible assets in capital work done by the employees or proprietors of a business for use by the business or for rental or lease.

Capitalised wages and salaries	Capitalised payments for work done by own employees in manufacturing, constructing, installing or repairing assets, mineral and petroleum exploration activities or in developing computer software in-house for use by the business or for rental or lease.
Change in inventories	The value of total closing inventories less total opening inventories.
Closing inventories	The value of all inventories of finished goods (including inventories for resale), work-in-progress (less progress payments billed), raw materials, fuels and containers at the end of the reporting period.
Commuter coach/bus fares (income from)	This item refers to income derived from the transportation of passengers by bus or tramway, mainly within metropolitan areas. It includes income from airport and school bus services, but excludes income from sightseeing transport in urban areas.
Commuter train fares (income from)	This item refers to income derived from the transportation of passengers by train (or monorail), mainly within metropolitan areas. It excludes income from heritage or scenic railway operation.
Cost of sales	The sum of purchases, selected expenses and opening inventories less closing inventories. Any capitalised purchases are excluded.
Cruise fares (income from)	This item refers to income derived from the transportation of passengers by ship or boat. Income from the charter of a vessel with crew is included.
Delivery charges separately invoiced to customers	This item refers to the amount of income that is derived from the delivery of goods sold to customers, where the charge for delivery is separately invoiced to the customer rather than included in the sales price.
Depreciation and amortisation	Depreciation/amortisation allowed on tangible and intangible assets. Includes, for lessees only, depreciation/amortisation in respect of finance leases.
Disposal of assets	Proceeds from the sale of tangible assets (plant, machinery, equipment, land, dwellings, other buildings and structures), and intangible assets (such as patents, licences and goodwill).
Earnings before interest, tax, depreciation and amortisation (EBITDA)	Profit prior to the deduction of net interest (interest income minus interest expenses), income tax, depreciation and amortisation. Items classifiable to other income are also excluded.
Employer contributions into superannuation	Includes all employer contributions to superannuation funds (including the employer productivity contribution) and provisions for employer contributions to superannuation funds. Also includes expenses relating to employer funded defined benefit schemes. Employee contributions and salary sacrifice contributions are excluded.
Employment at end of June	Number of persons working for businesses during the last pay period ending in June of the given year. Includes working proprietors and partners, employees absent on paid or prepaid leave, employees on workers' compensation who continue to be paid through the payroll, and contract workers paid through the payroll. Excludes persons paid by commission only, non-salaried directors, volunteers and self-employed persons such as consultants and contractors.
Enterprise	See Explanatory Notes paragraph 13.
Enterprise group	See Explanatory Notes paragraph 13.
Ferry fares (income from)	This item refers to income derived from the transportation of passengers by water, mainly for commuting purposes, over regular routes and on regular schedules. Fares may include a fee for the carriage of passengers' motor vehicles.
Freight forwarding	Freight forwarding is a logistical service that involves warehousing and shipping. A freight forwarder is a business that organises shipments for individuals or other companies. Freight forwarders can also act as a carrier.

Freight, cartage, delivery and transport expenses to other businesses	This item refers to payments made to other businesses, including contractors and owner-drivers, for the movement of goods. It includes payments for freight forwarding and stevedoring services. Excludes the cost of delivery by own vehicles and employees, as well as overseas freight and cartage on goods exported, and payments to couriers.
Funding from government for operational costs	Funding from federal, state and/or local government for operational costs (e.g. wages and salaries, rent, food). Includes bounties, subsidies, export grants, apprenticeship and traineeship schemes, community service obligations, and amounts reimbursed under the Australian Government's Energy Grants (Credit) Scheme. Excludes funding from government for specific capital items.
Funding from government for specific capital items	Includes capital grants, and low interest or interest free loans made by government to businesses to encourage expenditure on specific equipment (e.g. environmental protection equipment).
Gross fixed capital formation (GFCF)	<p>GFCF is measured by the total value of a producer's acquisitions, less disposals, of fixed assets during the reference period, plus certain additions to the value of non-produced assets realised by the productive activity of institutional units.</p> <p>Fixed assets are tangible or intangible assets produced as outputs from processes of production that are themselves used repeatedly or continuously in other processes of production for more than one year.</p> <p>The derivation of GFCF is as follows:</p> <p>Acquisition of</p> <p style="padding-left: 20px;">Road vehicles</p> <p><i>plus</i> Other transport equipment</p> <p style="padding-left: 20px;">Industrial machinery and equipment</p> <p style="padding-left: 20px;">Computer software capitalised</p> <p style="padding-left: 20px;">Computers and computer peripherals</p> <p style="padding-left: 20px;">Electronic equipment and electrical machinery</p> <p style="padding-left: 20px;">Communications equipment</p> <p style="padding-left: 20px;">Other plant and equipment</p> <p style="padding-left: 20px;">Dwellings, other buildings and structures</p> <p style="padding-left: 20px;">Computer software expensed</p> <p style="padding-left: 20px;">Mining exploration expenditure written off</p> <p><i>less</i> Disposal of plant, machinery and equipment (including motor vehicles)</p> <p style="padding-left: 20px;">Disposal of dwellings, other buildings and structures</p> <p><i>equals</i> GFCF</p>
Income from passenger fares	This item refers to income derived from the transportation of passengers. It incorporates tolls and levies paid by passengers, including excess baggage charges.
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)	<p>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.</p> <p>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.</p> <p>For market producers, the derivation of IVA is as follows:</p> <p style="padding-left: 40px;">Sales and service income</p> <p><i>plus</i> Funding from federal, state and/or local government for operational costs</p> <p><i>plus</i> Capital work done for own use</p> <p><i>plus</i> Closing inventories</p> <p><i>less</i> Opening inventories</p> <p><i>less</i> Purchases of goods and materials</p> <p><i>less</i> Other intermediate expenses (for details, see the entry for total expenses)</p> <p><i>equals</i> IVA</p> <p>However, it should be noted that IVA is a measure of economic activity and is not equivalent to operating profit before tax (OPBT). Wage and salary expenses and most other labour costs are not taken into account in its calculation for market producers, and nor are interest expenses or depreciation and a number of lesser expenses (see the entry for total expenses for further details). On the income side, OPBT includes total income, whereas IVA only includes sales and service income and government funding for operational costs.</p> <p>As a principle, the output of non-market production is valued at cost, including intermediate input expenses. As shown in the above derivation, purchases and other intermediate input expenses are deducted from output in order to arrive at IVA.</p> <p>Accordingly, the derivation of IVA for non-market producers can be described as follows:</p> <p style="padding-left: 40px;">Selected labour costs</p> <p><i>plus</i> Depreciation and amortisation</p> <p><i>equals</i> IVA</p> <p>Estimates of industry value added are obtained by summing the contributions of businesses classified to that industry, both market and (if any) non-market producers. Market producers predominate in most industries.</p> <p>Industry value added is related to, but different from, the national accounting variable gross value added. For national accounts purposes, gross value added is calculated by adjusting industry value added to include GENERAL GOVERNMENT units and also to account for some other effects.</p>
Industry value added per person employed	<p>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.</p>
Insurance premiums	<p>Premiums for fire, general, accident, public liability, optional third-party and comprehensive motor vehicle insurance, professional indemnity insurance, and common law liability. Excludes workers' compensation insurance premiums/costs (included in labour costs) and compulsory third party motor vehicle insurance premiums (included in other operating expenses).</p>

Interest coverage	The number of times that businesses can meet their interest expenses from their earnings before net interest, tax, depreciation and amortisation (EBITDA), i.e. earnings before interest, tax, depreciation and amortisation/interest expenses.
Interest expenses	Includes interest paid on loans from banks, finance companies, partners, and related or unrelated businesses, and in respect of finance leases. Also includes interest equivalents such as hedging costs and expenses associated with discounted bills. Excludes bank charges other than interest, and capital repayments.
Interest income	Includes interest received from deposits in banks and non-bank financial institutions, loans, advances, finance leases and earnings on discounted bills. Excludes capital payments received.
Intermediate input expenses	See the entry for total expenses.
Intermediate inputs	Intermediate inputs consist of materials and certain services which are used up in the production process. The calculation is: Intermediate input expenses (for details, see the entry for total expenses) <i>plus</i> Opening inventories (excluding finished goods) <i>less</i> Closing inventories (excluding finished goods) <i>equals</i> Intermediate expenses Note: Finished goods includes inventories for resale
Internal freight, cartage, delivery, and transport expenses	This refers to expenses incurred in the transporting of freight between different locations of a business.
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, employer contributions into superannuation, workers' compensation premiums/costs, fringe benefits tax and payroll tax.
Large business	See the entry for business size.
Long distance coach/bus fares (income from)	This item refers to income derived from the transportation of passengers by road coach or bus, mainly outside metropolitan areas and over long distances. It includes charter bus services (with driver), outside metropolitan areas, but excludes sightseeing bus services.
Long distance train fares (income from)	This item refers to income derived from the transportation of passengers by train, mainly outside metropolitan areas and over long distances. It excludes income from heritage or scenic railway operation.
Medium business	See the entry for business size.
Natural resource royalties expenses	Includes payments under mineral lease arrangements, payments under timber and quarrying lease arrangements, and resource rent taxes and royalties. Excludes payments for royalties from intellectual property (e.g. patents and copyrights) and computer software licence fees. Gold tax payments are also excluded. See the entry for total expenses for the definition of other operating expenses.
Net capital expenditure	The value of total capital expenditure less proceeds received from the disposal of assets.
Non-employed business	See the entry for business size.
Opening inventories	The value of all inventories of finished goods (including inventories for resale), work-in-progress (less progress payments billed), raw materials, fuels and containers at the beginning of the reporting period.

Operating profit before tax (OPBT)	Profit before extraordinary items are brought to account and prior to the deduction of income tax and appropriations to owners (e.g. dividends paid), i.e. total income - total expenses + change in inventories.
Other freight, cartage, delivery and transport expenses	This refers to expenses incurred in the transporting of freight other than expenses for outward freight. The item includes internal and inward freight costs, and postal and courier services.
Other intermediate input expenses	Comprises intermediate input expenses less current purchases of goods and materials used in production (i.e. excludes any capitalised purchases). Further detail is included in the entry for total expenses.
Other operating expenses	See the entry for total expenses.
Other selected income	Includes dividend income and other income such as net profit (or loss) on the sale of fixed tangible assets, net profit (or loss) resulting from variations in foreign exchange rates/transactions, and funding from federal, state and/or local government for specific capital items. It excludes extraordinary profits or losses, i.e. those not associated with the normal operations of the business and of a non-recurring nature.
Other transport and motor vehicle running expenses	Refers to transport and motor vehicle running expenses other than petroleum products and other fuels, and repair and maintenance expenses. This item includes electricity to power train or tram networks, registration fees, compulsory third party insurance premiums, parking fees and other miscellaneous expenses.
Outward freight, cartage, delivery and transport expenses	This refers to the cost of transporting (carting) goods or merchandise either by land, water or air from the producer/supplier of the goods to the purchaser of the goods.
Payroll tax	A tax levied by state and territory governments on the amount of wages and salaries paid by a business. Excludes pay-as-you-go withholding tax.
Profit margin	The percentage of sales and service income available as operating profit before tax (OPBT), i.e. $(OPBT / \text{sales and service income}) \times 100$.
Purchases of goods and materials	Purchases of materials, components, containers, packaging materials, fuels, electricity and water, and purchases of finished goods for resale. Also includes capitalised purchases.
Reference period	For each collection year, businesses are asked to report data for the financial year ended 30 June. However, if a business has a different financial year, it is asked to report (apart from employment) for a 12 month period which ends between 1 October of the previous year and 30 September of the current year. This period is then used as a substitute for the financial year ended 30 June. For example, for the 2009-10 collection, a business may have reported data for the year ended 31 December 2009.
Rent, leasing and hiring expenses	Payments for the rent, leasing and hiring of land, dwellings, other buildings and structures, motor vehicles, plant, machinery and other equipment (including telecommunication equipment). Includes operating lease payments; excludes finance lease payments.
Rent, leasing and hiring income	See the entry for sales and service income.
Rent, leasing and hiring of transport and motor vehicles	Refers to payments made to another business for the rent, leasing and hiring of any registered vehicle (without driver) that is being used to transport freight or passengers, includes pipeline, trailers, containers and company cars. Excluded are expenses relating to the rent, leasing and hiring of vehicles with a driver.
Repair and maintenance expenses	Includes repair and maintenance of computer and communication software and hardware, and repair and maintenance of off-road motor vehicles. Excludes wages and salaries of own employees and the repair and maintenance costs of on-road motor vehicles.

Sales and service income	<p>Includes:</p> <p><i>Sales of goods</i></p> <ul style="list-style-type: none"> ■ whether or not produced by the business (including goods produced for the business on a commission basis). Includes export sales, sales or transfers to related businesses or to overseas branches of the business, progress payments relating to long term contracts if they are billed in the period, delivery charges not separately invoiced to customers, sales of goods produced by the business from crude materials purchased, and income from 'specific' rates (e.g. water, sewerage, irrigation and drainage rates). Excludes excise and duties received on behalf of the government (e.g. the petroleum production excise duty), sales of assets, natural resource royalties income, interest income, and delivery charges separately invoiced to customers. Exports are valued free on board, i.e. export freight charges are excluded. <p><i>Income from services</i></p> <ul style="list-style-type: none"> ■ includes income from consulting services, repair, maintenance and service income and fees, contract, subcontract and commission income, management fees/charges from related and unrelated businesses, installation charges, delivery charges separately invoiced to customers and royalties from intellectual property (e.g. patents and copyrights) and natural resource royalties income. Excludes interest income, and delivery charges not separately invoiced to customers. <p><i>Rent, leasing and hiring income</i></p> <ul style="list-style-type: none"> ■ derived from the ownership of land, dwellings, buildings and other structures, motor vehicles, plant, machinery and other equipment. Excludes royalties from mineral leases, income from finance leases and payments received under hire purchase arrangements. <p>These are valued net of discounts given and exclusive of goods and services tax (GST). Extraordinary items are also excluded.</p>
Sales and service income per person employed	<p>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.</p>
Sales of fuel	<p>This item refers to income derived from the sale of fuels, including petrol, diesel, LPG and lubricating oils.</p>
Sales of goods	<p>See the entry for sales and service income.</p>
Sales of liquor and other beverages for consumption off the premises	<p>This item refers to income derived from the sale of alcoholic beverages, (beer, wine and spirits), and non-alcoholic beverages, (including tea, coffee, soft drinks, water), packaged for consumption away from the point of sale, (e.g. in bottles or disposable cups). It includes bottle shop sales.</p>
Sales of liquor and other beverages for consumption on the premises	<p>This item refers to income derived from the sale of alcoholic beverages, (beer, wine and spirits), and non-alcoholic beverages, (including tea, coffee, soft drinks, water), served for immediate consumption at the point of sale. It includes income from bar sales and from the service of beverages with meals consumed on the same premises.</p>
Selected labour costs	<p>See the entry for total expenses.</p>
Small business	<p>See the entry for business size.</p>
Standard Institutional Sector Classification of Australia (SISCA)	<p>The SISCA is the central classification among ABS Standard Economic Sector Classifications. It is based on the System of National Accounts 1993 (SNA93) institutional sector classification, and comprises the sectors: NON-FINANCIAL CORPORATIONS, FINANCIAL CORPORATIONS, GENERAL GOVERNMENT, HOUSEHOLDS, NOT-FOR-PROFIT INSTITUTIONS SERVING HOUSEHOLDS, and REST OF THE WORLD (which includes only non-resident units, these being excluded from all other sectors). For more information, please refer to the Standard Economic Sector Classifications of Australia (SESCA) (cat. no. 1218.0).</p>

Stevedoring	Stevedoring is the service of loading or unloading of ships on the dock.
Superannuation	See the entry for employer contributions into superannuation.
Takings from gambling activities	This item represents income from gambling commissions and the net proceeds from gambling activities undertaken by a business or organisation. It includes commissions from TAB and Keno operations and income from poker/gaming machines. For businesses or organisations operating in Victoria and Tasmania, income from poker/gaming machines represents venue share or commission from poker/gaming machines. For businesses or organisations operating in other states or territories, it represents takings from poker/gaming machines net of payouts.
Takings from meals	<p>This item refers to income derived from:</p> <ul style="list-style-type: none"> ■ the sale of meals and other foods served for consumption on the premises, (e.g. restaurant or counter meals); ■ the provision of off-premises catering services; and ■ the sale of takeaway food. <p>It excludes income from the sale of liquor, other beverages and confectionery and from catering commissions or concessions.</p>
Takings from the provision of accommodation	<p>This item refers to income received from the provision of short-term accommodation in facilities such as hotels/motels, caravan or camping sites and serviced apartments. Excluded are all takings from meals and sales of liquor and other beverages, even where there is a combined charge for all sales/services. Also excluded are phone call charges paid by guests.</p>
Total expenses	<p>For the purposes of calculating economic and accounting variables, expenses incurred by businesses are divided into several categories. However, some expenses are excluded entirely from all such calculations: excluded are capital repayments, costs associated with the transfer of real estate, dividends, donations, export freight charges, extraordinary losses, foreign exchange losses, goods and services tax (GST), excise and duties payable to governments, income tax and other direct taxes, losses on asset sales, and unrealised gains/losses from revaluations of assets.</p> <p>Those expenses used for calculations are categorised as follows:</p> <p><i>Intermediate input expenses</i></p> <p>This category covers the major expenses incurred by businesses in producing and distributing goods and services (except labour costs), and comprises two sub-categories of operating expenses:</p> <p>(i) Purchases of goods, materials and services used in production, which include:</p> <ul style="list-style-type: none"> ■ purchases of materials, components, containers and packaging materials, electricity, fuels and water ■ purchases of goods for resale (without any further processing or assembly) ■ freight and cartage expenses. <p>(ii) Other intermediate input expenses</p> <p>Expenses related to the sale of goods and administrative expenses, which include:</p> <ul style="list-style-type: none"> ■ management fees/charges paid to related and unrelated businesses ■ bank charges other than interest ■ audit and other accounting expenses ■ legal fees ■ advertising expenses ■ postal and telecommunication expenses ■ office supplies and printing expenses ■ travelling, accommodation and entertainment expenses ■ staff training ■ payments for royalties from intellectual property (e.g. patents and copyrights) ■ payments to employment agencies for staff.

Total expenses <i>continued</i>	<p>Also included are 30% of the value of insurance premiums (except workers' compensation and compulsory third party motor vehicle insurance premiums). This represents the service charge component of insurance premiums, and is derived as premiums paid less expected claims incurred, which on average is estimated to be 30% of premiums paid.</p> <p>Excluded from intermediate input expenses are selected labour costs and selected other operating expenses, as follows.</p> <p><i>Selected labour costs</i></p> <ul style="list-style-type: none"> ■ wages and salaries (including provisions for employee entitlements, salary sacrificed earnings, share based payments and stock options) ■ employer contributions into superannuation ■ workers' compensation premiums/costs. <p><i>Selected other operating expenses</i></p> <p>Some expenses are excluded from the calculation of intermediate input expenses and selected labour costs, but are included in the calculation of the accounting variable operating profit before tax (OPBT).</p> <p>These expense items are included in the Industry Performance table as:</p> <ul style="list-style-type: none"> ■ individually listed items: <ul style="list-style-type: none"> ■ depreciation and amortisation ■ interest expenses ■ part of <i>cost of sales</i>: <ul style="list-style-type: none"> ■ computer software expenses not capitalised by businesses ■ land tax and land rates ■ mineral/petroleum exploration expenses not capitalised by businesses ■ other expenses not capitalised by businesses ■ payroll tax and fringe benefits tax ■ <i>other operating expenses</i>: <ul style="list-style-type: none"> ■ natural resource royalties expenses ■ bad and doubtful debts. <p>Also included are the remaining 70% of insurance premiums (except workers' compensation and compulsory third party motor vehicle insurance premiums).</p>
Total income	Comprises sales and service income, interest income and other income (for details, see the entries for these items).
Total selected industries	Total selected industries comprises data for all ANZSIC divisions, excluding ANZSIC DIVISION K FINANCIAL AND INSURANCE SERVICES. For a detailed discussion of the scope and coverage of the estimates, see Explanatory Notes paragraphs 6-25. Units classified to the GENERAL GOVERNMENT institutional sector are excluded from the scope of estimates for most industries that comprise TOTAL SELECTED INDUSTRIES. This limits coverage to private sector entities only in the PUBLIC ADMINISTRATION AND SAFETY, EDUCATION AND TRAINING, and HEALTH CARE AND SOCIAL ASSISTANCE divisions.
Type of activity unit (TAU)	The TAU is the statistical unit used by the ABS to represent businesses, and for which statistics are reported, in cases where the ABN unit is not suitable for ABS statistical needs. For further detail refer to Explanatory Notes, paragraph 13.
Wages and salaries	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

Wages and salaries <i>continued</i>	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.
Water taxi fares (income from)	This item refers to income derived from the transportation of small numbers of passengers by water, mainly for commuting purposes.
Workers' compensation premiums/costs	Workers' compensation is a compulsory insurance cover to be taken out by all employers, except for self-insured workers, according to legislative schemes to cover employees suffering injury or disease in the course of or arising out of employment.

FOR MORE INFORMATION . . .

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

INFORMATION AND REFERRAL SERVICE

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

PHONE 1300 135 070

EMAIL client.services@abs.gov.au

FAX 1300 135 211

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

FREE ACCESS TO STATISTICS

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

WEB ADDRESS www.abs.gov.au