



AUSTRALIAN INDUSTRY

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INQUIRIES

For further information about these and related statistics, contact the National Information and Referral Service on 1300 135 070 or John Ridley on Sydney (02) 9268 4541.

NOTES

- ABOUT THIS PUBLICATION** This publication presents Australian industry estimates for 2003–04 from the Economic Activity Survey, together with data on a comparable basis for 2001–02 and 2002–03.
- Some of the estimates in this publication are derived by prorating data from taxation sources with data collected by the ABS. Due to the complexity of this estimation process, the ABS's current methods of measuring standard error may understate the variability of the estimates. For details, see Technical Note 2.
- CHANGES TO THIS PUBLICATION** Estimates of most assets and liabilities items (and related ratios) are not available for the 2003–04 collection, and hence are not included in this issue.
- REVISIONS** Data for 2001–02 and 2002–03 have been revised since the previous issue of this publication. All comparisons with earlier years are based on revised data. Revisions to key data items are presented in tables 1.1, 2.1 and 2.2. Revised data for other items are available on-line in updated versions of the original datasets. Please see below.
- INFORMATION AVAILABLE ON-LINE** The text components of this publication are available free on-line. A PDF publication and extended data spreadsheets are also available free on-line. To access this information, go to the ABS website home page <<http://abs.gov.au>>.

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CHAPTER 1

OVERVIEW

INTRODUCTION

This publication presents 2003–04 estimates of the economic and financial performance of Australian industry. The estimates are based on data collected in the ABS Economic Activity Survey, and business income tax data reported to the Australian Taxation Office.

KEY DATA

Table 1.1 presents a time series for selected items, from 2001–02 to 2003–04. All value data in this table are shown at current prices.

For more information about survey methodology, see Technical Note 1.

The Glossary provides definitions for terms used.

GROSS VALUE ADDED

Table 1.2, from the Australian National Accounts, illustrates the growth of Australian industries over time using chain volume measures of their gross value added. Chain volume measures provide estimates free of the direct effects of price change.

Of the seventeen industries shown in table 1.2, only MINING recorded negative growth (3.5%). By comparison, AGRICULTURE, FORESTRY AND FISHING recorded the highest growth rate in 2003–04 (31.3%). The highest growth rates for the last 10 year and 25 year periods were recorded by COMMUNICATION SERVICES, with annualised rates of 6.1% and 6.7% respectively.

TOTAL FACTOR INCOME

Table 1.3 shows the contribution of industries to the production (as measured by total factor income) of each state and territory, as well as Australia, in 2003–04. For the purposes of this table, the activity of general government and the ownership of dwellings are each treated as industries.

Of the nineteen industries in the table, PROPERTY AND BUSINESS SERVICES ranked first (at 13%) in its contribution to Australian industry. PROPERTY AND BUSINESS SERVICES was the largest industry in New South Wales, and ranked second in six of the seven remaining states and territories. MANUFACTURING ranked second in its contribution to Australian production (12.8%) and was the largest industry in Victoria, Queensland, South Australia and Tasmania. Although contributing only 4.6% to total factor income nationally, MINING was the largest industry in Western Australia and the Northern Territory.

FURTHER COMMENTARY

Please see:

- *Industry performance*: Chapter 2, page 8
- *Experimental estimates, 2003–04*: Chapter 3, page 42.

1.1

SUMMARY OF OPERATIONS, Industry division(a)

	Wages and salaries(b)	Sales and service income(c)	Total income	Total expenses	Operating profit before tax	Industry value added	Operating profit before tax to sales and service income ratio
	\$m	\$m	\$m	\$m	\$m	\$m	ratio
AGRICULTURE, FORESTRY AND FISHING							
2001-02	na	na	na	na	na	na	na
2002-03	4 680	50 153	52 331	47 286	4 838	16 299	0.10
2003-04	4 778	52 432	53 904	49 441	4 756	17 452	0.09
MINING							
2001-02	6 092	59 596	59 907	47 581	13 032	35 365	0.22
2002-03	6 651	62 824	67 398	50 703	16 791	36 892	0.27
2003-04	6 984	60 414	67 309	51 642	15 886	34 036	0.26
MANUFACTURING							
2001-02	42 506	292 208	296 601	278 720	18 675	81 128	0.06
2002-03	44 820	305 002	310 060	290 558	21 070	86 897	0.07
2003-04	46 222	316 042	322 388	298 796	24 115	90 569	0.08
ELECTRICITY, GAS AND WATER SUPPLY							
2001-02	3 627	42 214	45 590	39 021	6 624	18 117	0.16
2002-03	3 863	45 446	48 238	42 930	5 384	18 800	0.12
2003-04	3 962	45 415	49 033	42 657	6 367	18 802	0.14
CONSTRUCTION							
2001-02	16 083	121 209	123 328	112 596	11 232	33 381	0.09
2002-03	17 532	138 002	140 984	128 960	13 078	37 917	0.09
2003-04	20 030	157 230	159 166	144 958	15 735	45 942	0.10
WHOLESALE TRADE							
2001-02	19 115	271 776	274 953	266 161	9 261	35 406	0.03
2002-03	20 219	292 088	294 961	286 134	11 286	39 117	0.04
2003-04	22 250	310 397	314 265	300 494	13 679	43 435	0.04
RETAIL TRADE							
2001-02	25 837	253 568	256 111	248 654	9 284	43 163	0.04
2002-03	27 694	271 795	273 820	266 021	9 508	46 502	0.03
2003-04	29 168	291 289	292 883	283 835	11 278	50 880	0.04
ACCOMMODATION, CAFES AND RESTAURANTS							
2001-02	9 500	40 119	41 294	39 335	2 022	^ 15 421	0.05
2002-03	9 582	42 005	43 054	40 932	2 115	15 852	0.05
2003-04	10 219	45 970	46 831	44 233	2 749	17 983	0.06
TRANSPORT AND STORAGE							
2001-02	15 010	70 853	75 926	71 010	4 951	28 566	0.07
2002-03	15 458	74 288	79 614	75 082	4 547	32 204	0.06
2003-04	16 836	82 900	86 217	82 628	3 535	36 349	0.04

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

na not available

(a) For scope details, see Explanatory Notes paragraphs 8-15.

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

(c) Includes rent, leasing and hiring income.

1.1SUMMARY OF OPERATIONS, Industry division(a) *continued*

	Wages and salaries(b)	Sales and service income(c)	Total income	Total expenses	Operating profit before tax	Industry value added	Operating profit before tax to sales and service income
	\$m	\$m	\$m	\$m	\$m	\$m	ratio
COMMUNICATION SERVICES							
2001-02	6 763	36 627	37 478	32 336	^ 4 961	19 208	0.14
2002-03	6 534	38 610	39 350	33 041	6 248	20 123	0.16
2003-04	6 545	40 893	41 527	34 425	7 067	21 832	0.17
PROPERTY AND BUSINESS SERVICES							
2001-02	45 437	167 453	187 097	159 559	27 167	86 574	0.16
2002-03	47 782	185 361	208 780	179 248	30 308	92 253	0.16
2003-04	52 474	209 220	241 687	199 953	43 038	105 926	0.21
EDUCATION (PRIVATE)							
2001-02	6 689	6 552	12 774	11 676	^ 1 089	8 622	0.17
2002-03	7 346	7 807	14 457	13 619	^ 843	9 136	0.11
2003-04	7 298	8 383	14 741	13 479	1 278	9 603	0.15
HEALTH AND COMMUNITY SERVICES (PRIVATE)							
2001-02	16 515	34 104	45 375	39 874	5 525	25 741	0.16
2002-03	18 160	38 108	50 634	44 162	6 501	28 863	0.17
2003-04	19 384	40 558	55 070	47 752	7 359	31 128	0.18
CULTURAL AND RECREATIONAL SERVICES							
2001-02	4 843	27 815	29 972	27 883	^ 2 087	**9 293	0.08
2002-03	5 242	30 058	32 097	29 252	2 921	10 694	0.10
2003-04	5 497	31 906	34 132	29 986	4 173	12 325	0.13
PERSONAL AND OTHER SERVICES							
2001-02	5 616	18 375	22 557	20 199	2 404	8 602	0.13
2002-03	5 541	18 503	22 712	20 246	2 517	8 738	0.14
2003-04	5 866	20 010	24 167	21 188	3 071	10 022	0.15
SELECTED INDUSTRIES (EXCLUDING AGRICULTURE, FORESTRY AND FISHING)							
2001-02	223 633	1 442 468	1 508 964	1 394 606	118 315	448 586	0.08
2002-03	236 426	1 549 897	1 626 161	1 500 888	133 116	483 986	0.09
2003-04	252 735	1 660 626	1 749 417	1 596 025	159 329	528 833	0.10
TOTAL SELECTED INDUSTRIES (d)							
2001-02	na	na	na	na	na	na	na
2002-03	241 106	1 600 050	1 678 492	1 548 174	137 954	500 285	0.09
2003-04	257 513	1 713 058	1 803 321	1 645 466	164 085	546 285	0.10

^ 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

na not available

(a) For scope details, see Explanatory Notes paragraphs 8-15.

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

(c) Includes rent, leasing and hiring income.

(d) Excludes Division K FINANCE AND INSURANCE and Division M GOVERNMENT ADMINISTRATION AND DEFENCE. See the Glossary for the full definition.

1.2 PRODUCTION VOLUMES (a), Gross value added

Industry	CHAIN VOLUME MEASURES		Change from 2002-03 to 2003-04	AVERAGE ANNUAL CHANGE OVER LAST	
	2002-03	2003-04		10 years	25 years
	\$m	\$m	%	%	%
Agriculture, forestry and fishing	20 564	27 010	31.3	3.2	2.1
Mining	35 608	34 366	-3.5	2.7	3.5
Manufacturing	96 277	97 103	0.9	2.0	1.7
Electricity, gas and water supply	18 663	18 816	0.8	1.3	2.6
Construction	47 950	51 117	6.6	5.2	3.5
Wholesale trade	38 786	40 675	4.9	4.5	3.1
Retail trade	47 790	50 278	5.2	4.2	3.3
Accommodation, cafes and restaurants	16 625	17 560	5.6	4.2	3.5
Transport and storage	35 270	36 851	4.5	4.3	3.7
Communication services	22 092	22 756	3.0	6.1	6.7
Finance and insurance	54 984	57 496	4.6	4.1	4.2
Property and business services	94 679	97 997	3.5	5.2	5.0
Government administration and defence	31 879	32 392	1.6	2.5	2.5
Education	36 062	36 530	1.3	1.9	2.6
Health and community services	47 870	49 509	3.4	4.0	3.8
Cultural and recreational services	10 306	10 901	5.8	3.5	3.3
Personal and other services	14 626	14 834	1.4	3.7	3.1
Total all industries	670 031	696 191	3.9	3.7	3.3

(a) Reference year for chain volume measures is 2003-04.

Note: The volume estimates contained in this table are derived from quarterly Business Surveys.

Source: Australian National Accounts: National Income, Expenditure and Product, December Quarter 2005 (cat. no. 5206.0), table 45.

1.3 INDUSTRY CONTRIBUTION TO TOTAL FACTOR INCOME

	NSW	Vic.	Qld	SA	WA	Tas.	NT	ACT	Aust.
<i>Industry</i>	%	%	%	%	%	%	%	%	%
Agriculture, forestry and fishing	1.9	3.4	4.4	7.0	5.5	7.2	2.9	0.1	3.5
Mining	1.7	1.7	6.5	2.0	18.2	1.5	19.0	—	4.6
Manufacturing	12.5	15.7	10.9	16.7	9.8	16.7	8.1	2.3	12.8
Electricity, gas and water	2.0	2.8	2.1	2.9	3.0	5.2	1.8	2.5	2.5
Construction	6.9	6.1	7.8	5.9	6.9	4.9	8.0	6.8	6.8
Wholesale trade	5.5	5.9	5.3	4.4	4.2	3.5	2.2	1.9	5.2
Retail trade	6.2	6.3	8.0	6.4	5.8	7.8	5.0	5.4	6.5
Accommodation, cafes and restaurants	2.6	1.7	3.1	2.2	1.6	2.7	2.7	2.4	2.3
Transport and storage	4.2	3.8	4.9	4.2	4.7	4.2	3.9	2.2	4.2
Communication services	2.9	3.6	2.8	2.7	2.6	2.7	2.8	2.8	3.0
Finance and insurance	10.0	8.4	5.0	6.1	4.2	5.6	2.6	3.2	7.5
Property and business services	15.4	13.9	10.4	10.2	11.1	6.0	8.7	13.8	13.0
Government administration and defence	3.3	2.3	4.3	3.1	2.2	5.3	7.8	26.9	3.7
Education	4.3	4.9	4.5	4.9	3.3	5.0	4.0	5.9	4.4
Health and community services	6.1	6.5	6.2	7.5	6.0	8.7	5.8	5.9	6.3
Cultural and recreational services	1.5	1.5	1.1	1.3	1.0	1.1	1.8	2.6	1.4
Personal and other services	1.8	1.7	2.0	2.3	1.7	2.0	2.1	2.7	1.9
Ownership of dwellings	9.4	8.1	8.2	8.4	6.6	7.3	7.9	8.4	8.4
General government(a)	1.9	1.7	2.5	1.9	1.6	2.7	3.1	4.3	2.0

— nil or rounded to zero (including null cells)

Source: Australian National Accounts, 2003–04 (Reissue)

(a) State details for general government gross operating surplus by industry are not available.

(cat. no. 5220.0), Analysis of results (page 6).

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)*, 1993 edition. ANZSIC Divisions K FINANCE AND INSURANCE and M GOVERNMENT ADMINISTRATION AND DEFENCE are excluded. Aggregates excluding these industries are presented at the TOTAL SELECTED INDUSTRIES level. Please note that the EDUCATION and HEALTH AND COMMUNITY SERVICES industries, where shown (or included in totals) in this publication, exclude any public sector components. Data for AGRICULTURE, FORESTRY AND FISHING are only available from 2002–03, so aggregates excluding this industry (as well as Divisions K and M) are presented at the SELECTED INDUSTRIES level to facilitate comparison between 2001–02 and later years.

These data are presented at the ABN unit/TAU level (see the Glossary for definitions) and, therefore, can contain data about activities normally associated with industries other than the industry to which they relate. See Explanatory Notes paragraphs 3–15 for further details.

Definitions of terms used are shown in the Glossary.

OPERATING BUSINESSES

The total number of businesses operating in the TOTAL SELECTED INDUSTRIES of the Australian economy increased by 6% between 2002–03 and 2003–04. In 2003–04 these industries consisted of 2,265,600 operating businesses, 125,800 more than in 2002–03.

Refer to Technical Note 1 paragraphs 3–5 for detailed descriptions of the business units used.

All fifteen industry divisions that comprise the TOTAL SELECTED INDUSTRIES grew in number of operating businesses.

In 2003–04, the industries with the largest number of operating businesses were PROPERTY AND BUSINESS SERVICES (with 636,700 businesses, or 28% of the TOTAL SELECTED INDUSTRIES), CONSTRUCTION (16%), and AGRICULTURE, FORESTRY AND FISHING and RETAIL TRADE (each with 10%). These proportions are virtually identical to those of 2002–03.

TOTAL INCOME AND
TOTAL EXPENSES

For the TOTAL SELECTED INDUSTRIES, total income increased in current price terms by \$125b (7%) between 2002–03 and 2003–04, to \$1,803b. Of this increase, sales of goods accounted for \$50b and income from services (excluding rent, leasing and hiring income) \$59b. In percentage terms, the largest increase (21%) was in other selected income (from \$62b to \$75b). Interest income was the only published component of total income to decline, falling by 7% from \$16b to \$15b. The total income of large (employing) businesses increased by \$40b (6%), and for other business types it increased by \$85b (8%). Apart from the MINING industry, which registered a marginal decrease, all other industries increased total income in current price terms, the largest percentage increase (16%) having occurred in the PROPERTY AND BUSINESS SERVICES industry.

TOTAL INCOME AND
TOTAL EXPENSES
continued

Total expenses of the TOTAL SELECTED INDUSTRIES increased in current price terms by \$97b (6%) between 2002–03 and 2003–04, to \$1,645b. Of this increase, cost of sales accounted for \$73b and selected labour costs \$20b. The increase among large (employing) businesses amounted to \$26b (4%); for other business types, total expenses increased by \$71b (8%). Most industries increased total expenses in current price terms. The exceptions were ELECTRICITY, GAS AND WATER SUPPLY and EDUCATION (PRIVATE) (both declining by 1%). The largest percentage increase, of 12%, occurred in the CONSTRUCTION AND PROPERTY AND BUSINESS SERVICES industries. PROPERTY AND BUSINESS SERVICES also incurred the largest increase in value of total expenses (up \$21b), followed by RETAIL TRADE (up \$18b, or 7%).

In 2003–04, the industry with the largest share of total income for the TOTAL SELECTED INDUSTRIES was MANUFACTURING, with 18%, followed by WHOLESALE TRADE (17%) and RETAIL TRADE (16%). On the expense side, the same industries predominate: MANUFACTURING and WHOLESALE TRADE account for 18% each, and RETAIL TRADE 17%, of the total expenses of the TOTAL SELECTED INDUSTRIES.

The contribution of large (employing) businesses to both total income and total expenses of the TOTAL SELECTED INDUSTRIES was 38% in 2003–04. Small (employing) businesses contributed 27% to both variables, medium (employing) businesses 25%, and non-employing businesses 11% to total income and 10% to total expenses.

OPERATING PROFIT
BEFORE TAX

Operating profit before tax (OPBT) earned by the TOTAL SELECTED INDUSTRIES in 2003–04 was \$164b, an increase in current price terms of \$26b (19%) from 2002–03.

In 2003–04, OPBT of large (employing) businesses in TOTAL SELECTED INDUSTRIES was \$58b, an increase of \$15b (33%) from 2002–03. For other business types, OPBT increased by \$12b, or 12%, to \$106b in 2003–04.

The largest increases between 2002–03 and 2003–04 in OPBT occurred in PROPERTY AND BUSINESS SERVICES (\$13b) and MANUFACTURING and CONSTRUCTION (\$3b each). The three industries in which OPBT declined in 2003–04 were TRANSPORT AND STORAGE (down 22%, or \$1b), MINING (down 5%, or \$1b), and AGRICULTURE, FORESTRY AND FISHING (down 2%, or \$0.1b).

In 2003–04, 35% of OPBT of the TOTAL SELECTED INDUSTRIES was earned by large (employing) businesses. Small (employing) businesses generated 25%, medium (employing) businesses 17%, and 23% was attributable to non-employing businesses. Non-employing businesses make a higher contribution to OPBT than to most of the other variables presented. However, it should be noted that much of this profit represents the OPBT of sole proprietors and partnerships, which comprise a high proportion of non-employing businesses. The drawings and/or labour costs of these persons are not reflected in estimates of business expenses but are treated as drawings from profits, and as such are not reflected in the estimates.

The PROPERTY AND BUSINESS SERVICES industry was the largest contributor to OPBT of the TOTAL SELECTED INDUSTRIES in 2003–04, accounting for 26%. This was followed by MANUFACTURING (15%), and MINING and CONSTRUCTION (each with 10%).

GROSS FIXED CAPITAL
FORMATION AND CAPITAL
EXPENDITURE

Gross fixed capital formation (GFCF) by the TOTAL SELECTED INDUSTRIES increased by 17% between 2002–03 and 2003–04, rising by \$10b to \$68b in 2003–04. This overall increase is the net effect of a very wide range of movements in individual industries.

Similarly, an increase of \$4b (or 4%) in capital expenditure at the TOTAL SELECTED INDUSTRIES level combined with a fall of \$2b (or 8%) in the value of disposals of assets to produce a \$6b increase (\$69b to \$75b, or 9%) in net capital expenditure for the year.

The main contributors to the increase in net capital expenditure were PROPERTY AND BUSINESS SERVICES (\$5b, or 53%), CONSTRUCTION (\$1b, or 72%) and MANUFACTURING (\$1b, or 10%).

INDUSTRY VALUE ADDED

Industry value added (IVA) for the TOTAL SELECTED INDUSTRIES increased by 9%, or \$46b, between 2002–03 and 2003–04. All industries recorded increases in current price terms in IVA, except for MINING (down 8%). As in 2002–03, CONSTRUCTION recorded the largest percentage increase, rising 21% from \$38b to \$46b. PROPERTY AND BUSINESS SERVICES recorded the largest increase in dollar terms (\$14b), from \$92b to \$106b.

As measured by IVA, the largest industries in 2003–04 were PROPERTY AND BUSINESS SERVICES (contributing 19% of the value for TOTAL SELECTED INDUSTRIES), MANUFACTURING (17%) and RETAIL TRADE (9%).

In 2003–04, large (employing) businesses generated 39% of the IVA of the TOTAL SELECTED INDUSTRIES. Small (employing) businesses contributed 27%, medium (employing) businesses 23%, and non-employing businesses 11%.

BUSINESS AVERAGES

Between 2002–03 and 2003–04, all average values presented for the TOTAL SELECTED INDUSTRIES showed increases. Average OPBT increased by 12%, to \$72,000. Averages for total income and sales and service income each increased by 1%, whereas average total expenses was virtually unchanged.

INDUSTRY RATIOS

Increases occurred during 2003–04 in profit margin and interest coverage at the TOTAL SELECTED INDUSTRIES level. However, the investment rate value added declined from 19.8% to 18.9%.

The industry which recorded the largest profit margin in 2003–04 was MINING (24%), and the smallest profit margin was returned in RETAIL TRADE (4%).

Values for interest coverage ranged from 10.9 times in HEALTH AND COMMUNITY SERVICES (PRIVATE), to 2.3 times in TRANSPORT AND STORAGE and ELECTRICITY, GAS AND WATER SUPPLY.

The industry which devoted the highest proportion of IVA to acquiring capital assets in 2003–04 was ELECTRICITY, GAS AND WATER SUPPLY (with an investment rate value added of 41%), closely followed by MINING (at 39%). CONSTRUCTION recorded the lowest value (9%) for this ratio.

BUSINESS PROFITABILITY

For the TOTAL SELECTED INDUSTRIES, 72% of businesses were profitable in 2003–04. The proportion of businesses making a profit in 2003–04 ranged from 84% in the CONSTRUCTION industry to 56% in AGRICULTURE, FORESTRY AND FISHING.

INDUSTRY ANALYSIS

An analysis of performance by industry follows.

AGRICULTURE, FORESTRY AND
FISHING

In 2003–04, this industry consisted of 235,400 operating businesses. They contributed 3% of total income, total expenses and industry value added for the TOTAL SELECTED INDUSTRIES. This industry's average values of sales and service income, total income and total expenses are all lower than for all other industries except for PERSONAL AND OTHER SERVICES. Average OPBT and IVA in AGRICULTURE, FORESTRY AND FISHING is the lowest of all industries shown.

Although OPBT for this industry declined by \$0.1b (2%), IVA, rose by \$1.2b (7%). Easing of drought conditions and near-record grain production volumes contributed.

AGRICULTURE, FORESTRY AND FISHING is the industry least dominated by large (employing) businesses, which accounted for only 7% of wages and salaries, 3% of total income and 3% of IVA in 2003–04. By contrast, the contributions of small (employing) businesses to these aggregates were, respectively, 58%, 53% and 58%, the highest for each variable for any of the TOTAL SELECTED INDUSTRIES.

MINING

A \$3b (6%) decline between 2002–03 and 2003–04 in income from sales of goods in MINING, primarily reflecting currency movements and decreased production volumes, was largely offset by a \$2.3b (71%) increase in other selected income to produce a stable level of total income. Total expenses increased by \$1b (or 2%), contributing to a decline of the same amount (or 5%) in OPBT.

Depreciation and amortisation is a significant element of the cost structure of MINING, representing 15% of its total expenses in 2003–04, the second highest proportion (after COMMUNICATION SERVICES) of all the TOTAL SELECTED INDUSTRIES.

MANUFACTURING

MANUFACTURING OPBT increased by \$3b (or 14%), resulting from a \$12b (4%) increase in total income, an \$8b (3%) increase in total expenses, and a reduction of \$1b (67%) in the value of the change in inventories.

GFCF and net capital expenditure in MANUFACTURING both rose by \$1b, or 11% and 10% respectively, in 2003–04.

The MANUFACTURING industry accounted for 18% of total income and sales and service income of the TOTAL SELECTED INDUSTRIES in 2003–04, and was the largest contributor to these aggregates.

Apart from a 13% increase in average OPBT (to \$183,100), business averages for MANUFACTURING recorded little change in 2003–04 compared to their values in 2002–03.

ELECTRICITY, GAS AND WATER
SUPPLY

Despite an increase of 18% (\$1b) in 2003–04, OPBT of the ELECTRICITY, GAS AND WATER SUPPLY industry is still 4% below its value in 2001–02.

Selected labour costs represent 9% of total expenses in 2003–04 for the ELECTRICITY, GAS AND WATER SUPPLY industry, the second lowest proportion (after WHOLESALE TRADE) of any industry. This industry also has the highest proportion of its total expenses represented by interest expenses: 11% in 2003–04, compared to 2% for the TOTAL SELECTED INDUSTRIES.

ELECTRICITY, GAS AND WATER
SUPPLY *continued*

Of the TOTAL SELECTED INDUSTRIES, ELECTRICITY, GAS AND WATER SUPPLY is the second most heavily dominated (after COMMUNICATION SERVICES) by large (employing) businesses in 2003–04, as measured by their contribution to IVA (81%), OPBT (75%), and total income (70%). Conversely, it is also the industry to which non-employing businesses contribute least: less than 2% in 2003–04 to all financial variables.

CONSTRUCTION

The number of operating businesses in the CONSTRUCTION industry increased by 8% in 2003–04.

In 2003–04, total income and total expenses in CONSTRUCTION both rose by 12% (or \$18b and \$16b respectively), OPBT by 20%, and IVA by 21%.

Net capital expenditure increased by \$1.0b, or 72%, propelling an increase of 125% (or \$1.3b) in GFCF.

Apart from AGRICULTURE, FORESTRY AND FISHING, CONSTRUCTION is the industry most heavily dominated by small (employing) businesses in 2003–04. They contributed 32% of the OPBT in this industry, compared to 25% at the TOTAL SELECTED INDUSTRIES level, and between 42% and 47% to all other financial variables shown.

WHOLESALE TRADE

In 2003–04, WHOLESALE TRADE recorded an increase of 7% in the number of operating businesses.

Total income of the WHOLESALE TRADE industry increased by 7%, and total expenses by 5%, in 2003–04. OPBT increased by 21%. Income from services continued to decline.

The major source of growth in WHOLESALE TRADE has been the MACHINERY AND MOTOR VEHICLE WHOLESALING industry subdivision, where OPBT increased by 39% (or \$1.5b).

At 8%, the proportion of selected labour costs to total expenses in WHOLESALE TRADE in 2003–04 was the lowest of all industries shown. The proportion for the TOTAL SELECTED INDUSTRIES was 18%.

RETAIL TRADE

The number of operating businesses in the RETAIL TRADE industry increased by 5% between 2002–03 and 2003–04.

Total income and total expenses in the RETAIL TRADE industry both increased by 7% in 2003–04. OPBT rose by 19% and IVA by 9%.

On the other hand, declines were recorded in net capital expenditure (down by 11%) and GFCF (25%).

ACCOMMODATION, CAFES AND
RESTAURANTS

The number of operating businesses in the ACCOMMODATION, CAFES AND RESTAURANTS industry increased in 2003–04 by 9%, to 60,400.

Increases of 9% and 8% respectively were recorded in the total income and total expenses of ACCOMMODATION, CAFES AND RESTAURANTS in 2003–04. OPBT increased by 30% in absolute terms and by 19% as an average per business. The profit margin of this industry increased from 4.9% to 5.9%.

ACCOMMODATION, CAFES AND
RESTAURANTS *continued*

The tourism-related components of this industry were positively affected by the Rugby World Cup, held in Australia in November 2003, as well as recovery from the adverse effects of global events in previous years.

As a proportion of the total income of this industry, sales of goods has been declining over the three years presented: from 58% in 2001–02 to 51% in 2003–04. Conversely, 46% of the total income of ACCOMMODATION, CAFES AND RESTAURANTS was received as income from services in 2003–04, an increase from 38% in 2001–02 and 45% in 2002–03.

TRANSPORT AND STORAGE

Between 2002–03 and 2003–04, the number of operating businesses in the TRANSPORT AND STORAGE industry increased by 6%.

Because this industry's increase in total expenses (\$7.5b, or 10%) exceeded its increase in total income (\$6.6b, or 8%), OPBT decreased (by \$1.0b, or 22%). This followed a decline of 8% in 2002–03.

This industry is the second largest source (after PROPERTY AND BUSINESS SERVICES) in all three years of rent, leasing and hiring income, contributing 8% of the estimate for the TOTAL SELECTED INDUSTRIES. In 2003–04 it also recorded the lowest interest coverage ratio.

Net capital expenditure fell by 12% and GFCF by 11% in 2003–04.

Funding from government for operational costs represented 4% of total income for TRANSPORT AND STORAGE, reflecting payments to passenger transport operators.

COMMUNICATION SERVICES

In 2003–04, the COMMUNICATION SERVICES industry experienced a 7% increase in the number of operating businesses.

Total income of the industry in 2003–04 increased by 6% (or \$2.2b) and total expenses by 4% (\$1.4b) and OPBT increased by 13% (\$0.8b).

COMMUNICATION SERVICES is the industry in which large (employing) businesses dominate most heavily, generating 82% of total income, 86% of IVA and 88% of OPBT in 2003–04. COMMUNICATION SERVICES is also the industry for which depreciation and amortisation represents the highest proportion of total expenses, at 16% in 2003–04 (compared to 4% for the TOTAL SELECTED INDUSTRIES).

PROPERTY AND BUSINESS SERVICES

The PROPERTY AND BUSINESS SERVICES industry consisted of by far the largest number of operating businesses in 2003–04, at 636,700, a 7% increase on the estimate for 2002–03.

Its OPBT increased by 42% (\$13b) and IVA by 15% (\$14b).

In 2003–04, the PROPERTY AND BUSINESS SERVICES industry accounted for 13% of total income, 12% of total expenses, 21% of selected labour costs and 19% of IVA of the TOTAL SELECTED INDUSTRIES.

Of total income for this industry in 2003–04, 13% is represented by rent, leasing and hiring income, the highest proportion of any industry shown. At the TOTAL SELECTED INDUSTRIES level, the corresponding proportion is 2%. The PROPERTY AND BUSINESS SERVICES industry generated 72% of all rent, leasing and hiring income earned by the TOTAL SELECTED INDUSTRIES.

PROPERTY AND BUSINESS SERVICES
continued

Non-employed businesses accounted for 25% of the total income of the PROPERTY AND BUSINESS SERVICES industry, the highest proportion of any industry in 2003–04.

EDUCATION (PRIVATE)

The number of operating businesses in the (private) EDUCATION industry increased by 6% between 2002–03 and 2003–04.

Selected labour costs represented 60% of total expenses for the (private) EDUCATION industry in 2003–04. As well, the \$5.5b received in 2003–04 as funding from government for operational costs amounts to 37% of this industry's total income. Both proportions are the highest of any industry shown.

This industry exhibits the highest value for the ratio of wages and salaries to sales and service income of all industries presented. This is consistent with the labour intensive nature of the industry. At 0.87 in 2003–04, this value is more than 80% greater than that of the next-ranking industry by this measure (HEALTH AND COMMUNITY SERVICES (PRIVATE)).

(Private) EDUCATION is the industry in which medium (employing) businesses are most dominant in terms of total income and IVA, contributing 52% and 53% respectively of the 2003–04 estimates for this industry.

HEALTH AND COMMUNITY SERVICES
(PRIVATE)

This industry recorded an increase of 6% in the number of operating businesses during 2003–04. Total income increased by 9%, total expenses by 8%, OPBT by 13%, and IVA by 8%.

The cost structure of the (private) HEALTH AND COMMUNITY SERVICES industry is distinctive in that selected labour costs and cost of sales are very similar, each constituting about 47% of total expenses for all three years presented.

Of the industries included in these statistics, (private) HEALTH AND COMMUNITY SERVICES is by far the largest recipient of funding from government for operational costs. In 2003–04 it received \$11b, or 40% of all such funding paid to the TOTAL SELECTED INDUSTRIES. This represented 20% of the total income of the industry.

CULTURAL AND RECREATIONAL
SERVICES

The number of operating businesses in the CULTURAL AND RECREATIONAL SERVICES industry rose by 4% in 2003–04.

In 2003–04, total income and total expenses increased by 6% and 3% respectively. OPBT increased by 43% in aggregate, and by 37% as an average per business. IVA increased by 15%.

PERSONAL AND OTHER SERVICES

The number of operating businesses in the PERSONAL AND OTHER SERVICES industry increased by 7% in 2003–04.

Of this industry's OPBT in 2003–04, 45% was generated by non-employed businesses.

Between 2002–03 and 2003–04, this industry recorded increases in total income (6%), total expenses (5%), IVA (15%), and OPBT (22%).

Average OPBT earned by businesses in PERSONAL AND OTHER SERVICES rose by 15% in 2003–04, and average IVA went up by 8%.

2.1 BUSINESS TYPE AND SIZE, Industry division(a)

<i>Business type / Size</i>	<i>Operating businesses</i>	<i>Sales and service income(b)</i>	<i>Wages and salaries(c)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>	<i>Industry value added</i>
	no.	\$m	\$m	\$m	\$m	\$m	\$m
AGRICULTURE, FORESTRY AND FISHING							
Employing businesses							
Small							
2001–02	na	na	na	na	na	na	na
2002–03	79 181	28 825	2 885	29 742	26 596	3 128	10 206
2003–04	74 483	28 120	2 786	28 785	25 954	2 886	10 119
Medium							
2001–02	na	na	na	na	na	na	na
2002–03	1 254	7 847	1 338	8 093	7 649	241	2 393
2003–04	1 386	7 880	1 405	8 160	7 793	308	2 539
Large							
2001–02	na	na	na	na	na	na	na
2002–03	24	1 797	316	2 178	1 944	272	484
2003–04	28	1 691	354	1 814	1 876	46	528
Non-employing businesses							
Total							
2001–02	na	na	na	na	na	na	na
2002–03	150 477	11 685	140	12 318	11 096	1 196	3 216
2003–04	159 541	14 740	233	15 145	13 818	^ 1 516	4 266
Total selected businesses							
Total							
2001–02	na	na	na	na	na	na	na
2002–03	230 936	50 153	4 680	52 331	47 286	4 838	16 299
2003–04	235 438	52 432	4 778	53 904	49 441	4 756	17 452

MINING

Employing businesses							
Small							
2001–02	2 502	12 124	402	11 161	6 561	4 741	9 137
2002–03	2 394	11 181	414	12 589	6 405	6 241	8 371
2003–04	2 502	11 567	530	13 475	7 095	6 394	7 949
Medium							
2001–02	249	7 246	865	8 308	6 688	1 635	3 471
2002–03	289	10 696	1 255	11 958	9 145	3 011	6 218
2003–04	209	10 266	1 099	12 460	8 950	3 563	6 102
Large							
2001–02	83	38 717	4 712	39 514	32 868	7 199	22 238
2002–03	80	39 201	4 884	40 862	33 353	7 340	21 960
2003–04	83	36 899	5 251	39 562	34 154	5 552	19 378
Non-employing businesses							
Total							
2001–02	4 448	1 508	113	925	1 465	-544	519
2002–03	4 381	1 747	99	1 989	1 800	200	342
2003–04	5 100	1 682	103	1 813	1 443	377	607
Total selected businesses							
Total							
2001–02	7 283	59 596	6 092	59 907	47 581	13 032	35 365
2002–03	7 144	62 824	6 651	67 398	50 703	16 791	36 892
2003–04	7 894	60 414	6 984	67 309	51 642	15 886	34 036

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

na not available

(a) For scope details, see Explanatory Notes paragraphs 8–15.

(b) Includes rent, leasing and hiring income.

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

2.1 BUSINESS TYPE AND SIZE, Industry division(a) *continued*

<i>Business type / Size</i>	<i>Operating businesses</i>	<i>Sales and service income(b)</i>	<i>Wages and salaries(c)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>	<i>Industry value added</i>
<i>no.</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>
MANUFACTURING							
Employing businesses							
Small							
2001-02	54 198	46 118	7 742	46 380	42 356	4 071	15 176
2002-03	55 628	49 378	7 925	50 308	45 297	5 003	15 364
2003-04	56 055	52 576	8 571	53 386	48 315	5 095	16 714
Medium							
2001-02	6 345	68 178	11 831	69 144	65 932	3 698	20 412
2002-03	6 918	72 480	12 818	73 487	69 617	4 138	22 002
2003-04	6 608	72 866	12 629	73 496	69 791	3 902	22 020
Large							
2001-02	646	166 837	22 262	169 839	160 508	9 472	42 893
2002-03	630	172 908	23 440	175 864	166 467	10 576	47 070
2003-04	635	180 377	24 420	184 832	171 341	13 819	49 650
Non-employed businesses							
Total							
2001-02	68 775	11 074	671	11 238	9 924	1 435	*2 648
2002-03	66 942	10 236	636	10 401	9 177	1 353	2 461
2003-04	68 424	10 222	602	10 673	9 349	1 298	2 185
Total selected businesses							
Total							
2001-02	129 964	292 208	42 506	296 601	278 720	18 675	81 128
2002-03	130 117	305 002	44 820	310 060	290 558	21 070	86 897
2003-04	131 723	316 042	46 222	322 388	298 796	24 115	90 569
ELECTRICITY, GAS AND WATER SUPPLY							
Employing businesses							
Small							
2001-02	681	3 914	113	4 555	3 607	952	1 432
2002-03	702	4 004	149	4 423	3 681	741	1 550
2003-04	732	4 063	160	4 704	3 837	880	1 521
Medium							
2001-02	155	7 936	518	8 724	7 862	869	2 072
2002-03	134	8 379	489	9 282	8 187	1 127	2 202
2003-04	132	8 374	506	9 312	8 484	813	1 889
Large							
2001-02	51	29 751	2 955	31 631	26 976	4 701	14 327
2002-03	55	32 375	3 194	33 765	30 395	3 412	14 723
2003-04	53	32 438	3 281	34 308	29 549	4 748	15 236
Non-employed businesses							
Total							
2001-02	1 029	612	41	679	576	102	286
2002-03	1 339	687	31	769	666	103	324
2003-04	1 667	540	15	709	787	-74	156
Total selected businesses							
Total							
2001-02	1 916	42 214	3 627	45 590	39 021	6 624	18 117
2002-03	2 230	45 446	3 863	48 238	42 930	5 384	18 800
2003-04	2 584	45 415	3 962	49 033	42 657	6 367	18 802

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

(a) For scope details, see Explanatory Notes paragraphs 8-15.

(b) Includes rent, leasing and hiring income.

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

2.1 BUSINESS TYPE AND SIZE, Industry division(a) *continued*

<i>Business type / Size</i>	<i>Operating businesses no.</i>	<i>Sales and service income(b) \$m</i>	<i>Wages and salaries(c) \$m</i>	<i>Total income \$m</i>	<i>Total expenses \$m</i>	<i>Operating profit before tax \$m</i>	<i>Industry value added \$m</i>
CONSTRUCTION							
Employing businesses							
Small							
2001–02	93 944	51 573	7 660	52 264	49 093	3 293	14 088
2002–03	99 632	59 243	8 289	59 886	55 990	4 155	16 042
2003–04	108 437	67 702	9 464	68 520	63 795	5 104	19 460
Medium							
2001–02	2 128	23 659	4 105	23 873	23 388	557	6 111
2002–03	2 236	26 298	4 525	26 651	25 792	1 048	7 091
2003–04	2 498	30 081	5 174	30 441	28 859	1 554	8 590
Large							
2001–02	90	21 513	3 687	22 157	21 447	952	5 250
2002–03	98	25 225	4 192	25 890	24 931	1 019	6 576
2003–04	118	28 756	4 898	29 309	28 539	1 205	7 640
Non-employing businesses							
Total							
2001–02	248 398	24 464	632	25 034	18 668	6 429	7 931
2002–03	238 016	27 236	525	28 557	22 247	6 854	8 208
2003–04	254 728	30 690	495	30 895	23 765	7 872	10 252
Total selected businesses							
Total							
2001–02	344 561	121 209	16 083	123 328	112 596	11 232	33 381
2002–03	339 982	138 002	17 532	140 984	128 960	13 078	37 917
2003–04	365 781	157 230	20 030	159 166	144 958	15 735	45 942
WHOLESALE TRADE							
Employing businesses							
Small							
2001–02	37 671	66 570	5 409	66 945	64 728	2 652	10 227
2002–03	39 981	73 415	5 768	73 989	71 602	3 095	11 023
2003–04	42 648	78 321	6 367	78 737	75 848	3 250	12 171
Medium							
2001–02	3 294	98 651	6 707	99 522	96 833	2 956	12 198
2002–03	3 130	101 298	6 873	102 157	99 756	3 492	12 903
2003–04	3 292	107 231	7 589	108 081	103 744	3 863	14 240
Large							
2001–02	247	92 460	6 612	94 223	91 158	2 727	11 355
2002–03	244	103 058	7 260	104 394	101 539	3 444	13 242
2003–04	232	108 097	7 902	110 685	105 325	5 304	14 863
Non-employing businesses							
Total							
2001–02	41 370	14 096	^ 387	14 264	13 441	926	^ 1 627
2002–03	40 501	14 318	319	14 421	13 237	1 256	1 950
2003–04	43 465	16 747	392	16 762	15 577	1 262	2 161
Total selected businesses							
Total							
2001–02	82 582	271 776	19 115	274 953	266 161	9 261	35 406
2002–03	83 855	292 088	20 219	294 961	286 134	11 286	39 117
2003–04	89 637	310 397	22 250	314 265	300 494	13 679	43 435

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution
 (a) For scope details, see Explanatory Notes paragraphs 8–15.

(b) Includes rent, leasing and hiring income.
 (c) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

2.1 BUSINESS TYPE AND SIZE, Industry division(a) *continued*

<i>Business type / Size</i>	<i>Operating businesses no.</i>	<i>Sales and service income(b) \$m</i>	<i>Wages and salaries(c) \$m</i>	<i>Total income \$m</i>	<i>Total expenses \$m</i>	<i>Operating profit before tax \$m</i>	<i>Industry value added \$m</i>
RETAIL TRADE							
Employing businesses							
Small							
2001–02	105 796	76 609	8 666	77 330	74 010	3 761	15 226
2002–03	109 303	78 605	8 784	79 073	76 697	2 892	14 968
2003–04	115 704	86 236	9 639	86 612	83 783	3 254	16 606
Medium							
2001–02	7 729	63 778	6 518	64 326	63 423	1 579	9 773
2002–03	8 059	74 365	7 548	74 854	73 633	1 870	11 692
2003–04	8 036	78 501	8 023	78 887	76 896	2 425	12 885
Large							
2001–02	275	90 517	10 015	91 508	89 941	2 019	14 785
2002–03	296	96 881	10 911	97 785	95 135	3 051	16 838
2003–04	289	104 118	11 019	104 784	102 424	3 651	18 198
Non-employing businesses							
Total							
2001–02	112 115	22 663	638	22 948	21 281	1 925	3 378
2002–03	105 789	21 944	452	22 108	20 555	1 696	3 003
2003–04	111 226	22 434	487	22 599	20 731	1 948	3 190
Total selected businesses							
Total							
2001–02	225 915	253 568	25 837	256 111	248 654	9 284	43 163
2002–03	223 447	271 795	27 694	273 820	266 021	9 508	46 502
2003–04	235 254	291 289	29 168	292 883	283 835	11 278	50 880
ACCOMMODATION, CAFES AND RESTAURANTS							
Employing businesses							
Small							
2001–02	30 725	14 202	2 938	14 534	13 735	785	4 990
2002–03	32 415	13 569	2 758	13 887	13 160	716	4 813
2003–04	34 819	14 688	2 923	14 924	14 256	727	5 311
Medium							
2001–02	4 150	15 680	4 133	16 194	15 494	762	6 383
2002–03	4 127	17 725	4 334	18 103	17 276	829	6 833
2003–04	4 309	19 556	4 678	19 713	18 703	1 076	7 854
Large							
2001–02	159	7 208	2 157	7 461	7 200	259	3 174
2002–03	128	8 009	2 297	8 222	7 959	249	3 447
2003–04	133	8 090	2 386	8 219	7 713	496	3 841
Non-employing businesses							
Total							
2001–02	19 353	^ 3 030	^ 272	^ 3 105	2 906	216	^ 874
2002–03	18 734	2 703	193	2 843	2 537	321	759
2003–04	21 175	3 636	232	3 974	3 561	450	978
Total selected businesses							
Total							
2001–02	54 386	40 119	9 500	41 294	39 335	2 022	^ 15 421
2002–03	55 404	42 005	9 582	43 054	40 932	2 115	15 852
2003–04	60 436	45 970	10 219	46 831	44 233	2 749	17 983

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution
 (a) For scope details, see Explanatory Notes paragraphs 8–15.

(b) Includes rent, leasing and hiring income.
 (c) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

2.1 BUSINESS TYPE AND SIZE, Industry division(a) *continued*

<i>Business type / Size</i>	<i>Operating businesses no.</i>	<i>Sales and service income(b) \$m</i>	<i>Wages and salaries(c) \$m</i>	<i>Total income \$m</i>	<i>Total expenses \$m</i>	<i>Operating profit before tax \$m</i>	<i>Industry value added \$m</i>
TRANSPORT AND STORAGE							
Employing businesses							
Small							
2001–02	30 954	19 006	2 908	19 784	18 735	1 053	6 145
2002–03	32 561	19 921	2 927	20 515	19 478	1 046	7 095
2003–04	34 898	22 530	3 215	23 205	21 925	1 281	7 909
Medium							
2001–02	1 418	11 948	2 936	12 421	11 854	546	5 411
2002–03	1 565	14 032	3 213	14 608	13 916	696	6 526
2003–04	1 680	15 861	3 479	16 517	15 630	875	7 006
Large							
2001–02	147	31 991	8 826	35 385	33 787	1 647	14 145
2002–03	150	32 017	9 037	35 964	34 858	1 107	15 453
2003–04	159	35 229	9 771	36 803	37 350	-586	17 765
Non-employing businesses							
Total							
2001–02	85 107	7 908	340	8 336	6 633	1 705	2 865
2002–03	81 453	8 318	280	8 527	6 831	1 698	3 130
2003–04	86 334	9 279	371	9 691	7 724	1 965	3 670
Total selected businesses							
Total							
2001–02	117 627	70 853	15 010	75 926	71 010	4 951	28 566
2002–03	115 729	74 288	15 458	79 614	75 082	4 547	32 204
2003–04	123 071	82 900	16 836	86 217	82 628	3 535	36 349

COMMUNICATION SERVICES

Employing businesses							
Small							
2001–02	5 571	2 198	461	2 315	2 289	26	591
2002–03	6 512	2 824	475	2 845	2 718	134	947
2003–04	7 690	3 075	487	3 107	2 936	174	1 182
Medium							
2001–02	157	2 443	469	2 498	2 566	-70	625
2002–03	118	2 346	434	2 367	2 304	59	726
2003–04	161	2 342	432	2 356	2 233	118	853
Large							
2001–02	22	30 615	5 738	30 947	26 024	4 733	17 726
2002–03	20	31 726	5 570	32 404	26 739	5 602	17 805
2003–04	18	33 302	5 541	33 858	27 601	6 221	18 881
Non-employing businesses							
Total							
2001–02	21 104	^ 1 372	^ 94	^ 1 717	1 457	^ 272	^ 266
2002–03	19 592	1 714	55	1 735	1 280	454	645
2003–04	20 295	2 175	^ 86	2 206	1 655	554	916
Total selected businesses							
Total							
2001–02	26 854	36 627	6 763	37 478	32 336	^ 4 961	19 208
2002–03	26 243	38 610	6 534	39 350	33 041	6 248	20 123
2003–04	28 164	40 893	6 545	41 527	34 425	7 067	21 832

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution
 (a) For scope details, see Explanatory Notes paragraphs 8–15.

(b) Includes rent, leasing and hiring income.
 (c) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

2.1 BUSINESS TYPE AND SIZE, Industry division(a) *continued*

<i>Business type / Size</i>	<i>Operating businesses no.</i>	<i>Sales and service income(b) \$m</i>	<i>Wages and salaries(c) \$m</i>	<i>Total income \$m</i>	<i>Total expenses \$m</i>	<i>Operating profit before tax \$m</i>	<i>Industry value added \$m</i>
PROPERTY AND BUSINESS SERVICES							
Employing businesses							
Small							
2001-02	146 777	55 026	16 032	59 236	52 706	6 403	27 299
2002-03	153 642	61 112	16 605	64 111	56 136	8 151	30 837
2003-04	159 361	64 962	17 129	68 631	60 703	8 119	32 437
Medium							
2001-02	6 494	35 768	13 719	41 010	37 861	3 253	19 582
2002-03	6 392	40 473	13 406	46 069	42 955	3 071	20 189
2003-04	7 893	48 262	15 962	53 082	46 860	6 214	24 595
Large							
2001-02	287	32 491	13 696	36 905	35 165	1 812	19 245
2002-03	424	39 912	16 060	46 861	42 066	4 904	24 376
2003-04	478	43 538	17 140	58 417	44 257	14 221	26 407
Non-employing businesses							
Total							
2001-02	405 670	44 168	1 989	49 945	33 827	**15 699	*20 447
2002-03	434 890	43 864	^ 1 711	51 739	38 091	14 181	16 851
2003-04	468 943	52 458	2 243	61 557	48 133	14 484	22 487
Total selected businesses							
Total							
2001-02	559 228	167 453	45 437	187 097	159 559	27 167	86 574
2002-03	595 349	185 361	47 782	208 780	179 248	30 308	92 253
2003-04	636 674	209 220	52 474	241 687	199 953	43 038	105 926

EDUCATION (PRIVATE)

Employing businesses							
Small							
2001-02	8 222	1 525	876	2 240	2 086	146	1 101
2002-03	8 854	1 612	968	2 438	2 256	^ 183	1 274
2003-04	8 674	1 764	790	2 205	2 036	174	1 110
Medium							
2001-02	1 875	2 872	3 619	6 424	5 895	526	4 638
2002-03	1 745	3 220	3 663	6 546	6 349	^ 201	4 270
2003-04	1 904	3 796	3 948	7 654	7 061	600	5 068
Large							
2001-02	109	1 522	2 117	3 338	3 135	204	2 565
2002-03	116	1 920	2 352	3 924	3 757	167	2 858
2003-04	96	1 581	2 172	3 457	3 300	158	2 705
Non-employing businesses							
Total							
2001-02	18 557	^ 632	*76	^ 773	^ 560	**213	**318
2002-03	20 106	1 055	**363	^ 1 549	^ 1 257	^ 291	*734
2003-04	22 050	^ 1 242	*388	^ 1 424	^ 1 081	^ 347	*721
Total selected businesses							
Total							
2001-02	28 763	6 552	6 689	12 774	11 676	^ 1 089	8 622
2002-03	30 820	7 807	7 346	14 457	13 619	^ 843	9 136
2003-04	32 725	8 383	7 298	14 741	13 479	1 278	9 603

^ 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 details, see Explanatory Notes paragraphs 8-15.

(b) Includes rent, leasing and hiring income.

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

2.1 BUSINESS TYPE AND SIZE, Industry division(a) *continued*

<i>Business type / Size</i>	<i>Operating businesses no.</i>	<i>Sales and service income(b) \$m</i>	<i>Wages and salaries(c) \$m</i>	<i>Total income \$m</i>	<i>Total expenses \$m</i>	<i>Operating profit before tax \$m</i>	<i>Industry value added \$m</i>
HEALTH AND COMMUNITY SERVICES (PRIVATE)							
Employing businesses							
Small							
2001–02	47 774	14 339	5 433	16 198	14 193	2 004	9 068
2002–03	47 997	14 302	5 305	16 641	14 272	2 393	9 346
2003–04	48 900	15 351	5 882	18 329	15 680	2 629	10 530
Medium							
2001–02	4 312	4 689	4 474	8 925	8 417	508	5 508
2002–03	4 307	7 460	5 556	11 381	10 596	794	7 212
2003–04	4 669	7 482	5 651	11 763	11 040	720	7 265
Large							
2001–02	398	8 573	6 172	12 974	12 379	612	7 981
2002–03	333	9 115	6 857	14 313	13 807	518	8 859
2003–04	345	9 603	7 452	15 909	15 136	809	9 557
Non-employing businesses							
Total							
2001–02	56 333	^ 6 503	^ 436	^ 7 279	4 885	2 402	3 183
2002–03	57 727	7 230	^ 442	8 299	5 487	2 796	3 447
2003–04	63 564	8 122	^ 398	9 069	5 896	3 201	3 778
Total selected businesses							
Total							
2001–02	108 816	34 104	16 515	45 375	39 874	5 525	25 741
2002–03	110 363	38 108	18 160	50 634	44 162	6 501	28 863
2003–04	117 478	40 558	19 384	55 070	47 752	7 359	31 128

CULTURAL AND RECREATIONAL SERVICES

Employing businesses							
Small							
2001–02	17 418	5 373	1 203	5 781	6 068	–308	1 772
2002–03	18 300	6 448	1 350	6 885	6 936	13	2 168
2003–04	18 836	7 067	1 511	7 369	7 346	36	2 422
Medium							
2001–02	980	6 121	1 384	6 922	6 252	687	2 214
2002–03	896	7 670	1 789	8 579	8 083	473	2 402
2003–04	815	8 369	1 791	9 068	7 874	1 160	3 339
Large							
2001–02	86	12 843	2 006	13 459	12 560	897	4 112
2002–03	81	12 657	1 957	13 133	11 415	1 738	5 099
2003–04	62	13 134	2 042	13 675	11 540	2 166	5 620
Non-employing businesses							
Total							
2001–02	55 427	^ 3 477	^ 250	^ 3 810	*3 002	*811	*1 194
2002–03	58 232	3 283	145	3 500	2 818	697	1 026
2003–04	61 103	3 336	153	4 019	3 226	810	944
Total selected businesses							
Total							
2001–02	73 912	27 815	4 843	29 972	27 883	^ 2 087	**9 293
2002–03	77 509	30 058	5 242	32 097	29 252	2 921	10 694
2003–04	80 817	31 906	5 497	34 132	29 986	4 173	12 325

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

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

(a) For scope details, see Explanatory Notes paragraphs 8–15.

(b) Includes rent, leasing and hiring income.

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

2.1 BUSINESS TYPE AND SIZE, Industry division(a) *continued*

<i>Business type / Size</i>	<i>Operating businesses</i>	<i>Sales and service income(b)</i>	<i>Wages and salaries(c)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>	<i>Industry value added</i>
<i>no.</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>	<i>\$m</i>
PERSONAL AND OTHER SERVICES							
Employing businesses							
Small							
2001–02	36 330	7 005	2 460	8 759	7 821	959	3 599
2002–03	38 163	7 300	2 435	9 150	8 201	^ 973	3 583
2003–04	38 955	7 751	2 581	9 477	8 683	822	4 022
Medium							
2001–02	1 063	3 593	1 512	4 558	4 318	239	1 927
2002–03	1 083	3 886	1 579	5 150	4 840	311	2 051
2003–04	1 296	4 422	1 789	5 621	5 023	^ 613	2 489
Large							
2001–02	87	4 175	1 436	4 585	4 442	147	1 997
2002–03	72	3 821	1 359	4 150	4 021	119	1 953
2003–04	72	4 019	1 334	4 396	4 127	267	1 987
Non-employing businesses							
Total							
2001–02	69 437	3 602	^ 208	4 655	3 618	^ 1 058	^ 1 079
2002–03	71 301	3 496	^ 168	4 262	3 184	1 113	1 151
2003–04	77 562	3 818	^ 162	4 674	3 356	1 369	1 523
Total selected businesses							
Total							
2001–02	106 917	18 375	5 616	22 557	20 199	2 404	8 602
2002–03	110 619	18 503	5 541	22 712	20 246	2 517	8 738
2003–04	117 885	20 010	5 866	24 167	21 188	3 071	10 022

SELECTED INDUSTRIES (EXCLUDING AGRICULTURE, FORESTRY AND FISHING)

Employing businesses							
Small							
2001–02	618 564	375 582	62 303	387 482	357 988	30 537	119 851
2002–03	646 083	402 912	64 152	416 740	382 829	35 735	127 380
2003–04	678 212	437 653	69 250	452 683	416 238	37 940	139 344
Medium							
2001–02	40 348	352 562	62 789	372 850	356 784	17 745	100 327
2002–03	40 999	390 329	67 483	411 192	392 450	21 122	112 317
2003–04	43 503	417 410	72 749	438 452	411 149	27 495	124 195
Large							
2001–02	2 688	569 214	92 393	593 926	557 590	37 382	181 793
2002–03	2 726	608 825	99 371	637 531	596 442	43 247	200 259
2003–04	2 772	639 181	104 608	678 215	622 355	58 030	211 728
Non-employing businesses							
Total							
2001–02	1 207 124	145 110	6 148	154 707	122 244	32 650	^ 46 615
2002–03	1 219 003	147 831	5 420	160 698	129 167	33 012	44 031
2003–04	1 305 637	166 382	6 127	180 067	146 283	35 864	53 567
Total selected businesses							
Total							
2001–02	1 868 724	1 442 468	223 633	1 508 964	1 394 606	118 315	448 586
2002–03	1 908 811	1 549 897	236 426	1 626 161	1 500 888	133 116	483 986
2003–04	2 030 124	1 660 626	252 735	1 749 417	1 596 025	159 329	528 833

^ estimate has a relative standard error of 10% to less than 25% and should be used with caution
 (a) For scope details, see Explanatory Notes paragraphs 8–15.

(b) Includes rent, leasing and hiring income.
 (c) Includes capitalised wages and salaries; excludes the drawings of working proprietors.

2.1 BUSINESS TYPE AND SIZE, Industry division(a) *continued*

<i>Business type / Size</i>	<i>Operating businesses</i>	<i>Sales and service income(b)</i>	<i>Wages and salaries(c)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>	<i>Industry value added</i>
	no.	\$m	\$m	\$m	\$m	\$m	\$m
TOTAL SELECTED INDUSTRIES (d)							
Employing businesses							
Small							
2001–02	na	na	na	na	na	na	na
2002–03	725 264	431 737	67 037	446 482	409 425	38 864	137 587
2003–04	752 695	465 773	72 036	481 468	442 192	40 827	149 463
Medium							
2001–02	na	na	na	na	na	na	na
2002–03	42 254	398 176	68 821	419 286	400 099	21 363	114 709
2003–04	44 890	425 290	74 155	446 612	418 942	27 803	126 734
Large							
2001–02	na	na	na	na	na	na	na
2002–03	2 749	610 621	99 687	639 708	598 386	43 519	200 742
2003–04	2 799	640 873	104 962	680 029	624 231	58 075	212 257
Non-employed businesses							
Total							
2001–02	na	na	na	na	na	na	na
2002–03	1 369 480	159 516	5 561	173 016	140 264	34 208	47 247
2003–04	1 465 178	181 122	6 360	195 212	160 101	37 380	57 832
Total selected businesses							
Total							
2001–02	na	na	na	na	na	na	na
2002–03	2 139 746	1 600 050	241 106	1 678 492	1 548 174	137 954	500 285
2003–04	2 265 562	1 713 058	257 513	1 803 321	1 645 466	164 085	546 285

na not available

(a) For scope details, see Explanatory Notes paragraphs 8–15.

(b) Includes rent, leasing and hiring income.

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

(d) Excludes Division K FINANCE AND INSURANCE and Division M GOVERNMENT ADMINISTRATION AND DEFENCE. See the Glossary for the full definition.

2.2 INDUSTRY PERFORMANCE, Industry division(a)

			2001-02	2002-03	2003-04
AGRICULTURE, FORESTRY AND FISHING					
Industry structure					
Operating businesses	no.	na	230 936	235 438	
Financial performance					
Sales of goods	\$m	na	44 410	46 726	
Income from services	\$m	na	5 040	4 682	
Rent, leasing and hiring income	\$m	na	703	1 023	
Interest income	\$m	na	242	295	
Other selected income	\$m	na	1 936	1 177	
<i>Total income</i>	\$m	na	52 331	53 904	
Selected labour costs	\$m	na	5 547	5 627	
Cost of sales(b)	\$m	na	35 076	36 003	
Depreciation and amortisation	\$m	na	3 728	4 039	
Interest expenses	\$m	na	2 510	2 821	
Other operating expenses	\$m	na	632	659	
<i>Total expenses(b)</i>	\$m	na	47 286	49 441	
Change in inventories	\$m	na	*-208	*293	
Operating profit before tax	\$m	na	4 838	4 756	
Economic values					
Gross fixed capital formation	\$m	na	1 340	1 564	
Capital expenditure	\$m	na	4 325	4 388	
Disposals of assets	\$m	na	2 532	2 418	
Net capital expenditure	\$m	na	1 793	1 970	
Industry value added	\$m	na	16 299	17 452	
Business averages					
Average values of					
Sales and service income	\$'000	na	217	223	
Total income	\$'000	na	227	229	
Total expenses	\$'000	na	205	210	
Operating profit before tax	\$'000	na	21	20	
Industry value added	\$'000	na	71	74	
Industry ratios					
Profit margin	%	na	9.2	8.8	
Interest coverage	times	na	2.9	2.7	
Investment rate value added	%	na	26.5	25.1	
Wages and salaries to sales and service income	ratio	na	0.09	0.09	
Operating profit before tax to sales and service income	ratio	na	0.10	0.09	
Business profitability					
Percentage of businesses that					
Made a profit	%	na	54.8	56.0	
Broke even	%	na	0.6	0.5	
Made a loss	%	na	44.6	43.6	

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

na not available

(a) For scope details, see Explanatory Notes paragraphs 8–15.

(b) Total expenses includes the value of the change in inventories, whereas cost of sales includes this value with its sign (positive or negative) reversed. See the Glossary entries.

2.2INDUSTRY PERFORMANCE, Industry division(a) *continued*

		2001-02	2002-03	2003-04
MINING				
Industry structure				
Operating businesses	no.	7 283	7 144	7 894
Financial performance				
Sales of goods	\$m	53 211	55 915	52 805
Income from services	\$m	6 072	6 502	7 095
Rent, leasing and hiring income	\$m	313	407	515
Interest income	\$m	1 169	1 260	1 242
Other selected income	\$m	-858	3 314	5 653
<i>Total income</i>	\$m	59 907	67 398	67 309
Selected labour costs	\$m	6 625	7 156	7 450
Cost of sales(b)	\$m	26 396	28 852	29 144
Depreciation and amortisation	\$m	6 699	7 270	7 688
Interest expenses	\$m	2 624	2 751	2 730
Other operating expenses	\$m	4 532	4 577	4 411
<i>Total expenses(b)</i>	\$m	47 581	50 703	51 642
Change in inventories	\$m	706	96	218
Operating profit before tax	\$m	13 032	16 791	15 886
Economic values				
Gross fixed capital formation	\$m	5 941	9 370	10 264
Capital expenditure	\$m	9 851	13 623	13 403
Disposals of assets	\$m	1 307	1 433	1 324
Net capital expenditure	\$m	8 544	12 190	12 079
Industry value added	\$m	35 365	36 892	34 036
Business averages				
Average values of				
Sales and service income	\$'000	8 183	8 794	7 653
Total income	\$'000	8 225	9 435	8 526
Total expenses	\$'000	6 533	7 098	6 542
Operating profit before tax	\$'000	1 789	2 351	2 012
Industry value added	\$'000	4 856	5 164	4 311
Industry ratios				
Profit margin	%	21.8	24.9	23.6
Interest coverage	times	6.0	7.1	6.8
Investment rate value added	%	27.9	36.9	39.4
Wages and salaries to sales and service income	ratio	0.10	0.11	0.12
Operating profit before tax to sales and service income	ratio	0.22	0.27	0.26
Business profitability				
Percentage of businesses that				
Made a profit	%	51.3	52.7	57.4
Broke even	%	11.0	9.5	15.2
Made a loss	%	37.7	37.8	27.4

(a) For scope details, see Explanatory Notes paragraphs 8–15.

(b) Total expenses includes the value of the change in inventories, whereas cost of sales includes this value with its sign (positive or negative) reversed. See the Glossary entries.

2.2INDUSTRY PERFORMANCE, Industry division(a) *continued*

		2001-02	2002-03	2003-04
MANUFACTURING				
Industry structure				
Operating businesses	no.	129 964	130 117	131 723
Financial performance				
Sales of goods	\$m	270 079	281 779	291 335
Income from services	\$m	21 191	22 246	23 624
Rent, leasing and hiring income	\$m	938	977	1 083
Interest income	\$m	1 356	1 171	1 127
Other selected income	\$m	3 037	3 887	5 219
<i>Total income</i>	\$m	296 601	310 060	322 388
Selected labour costs	\$m	47 091	49 842	51 830
Cost of sales(b)	\$m	214 769	222 056	229 721
Depreciation and amortisation	\$m	9 161	10 479	9 868
Interest expenses	\$m	4 833	4 234	4 145
Other operating expenses	\$m	2 073	2 379	2 709
<i>Total expenses(b)</i>	\$m	278 720	290 558	298 796
Change in inventories	\$m	794	1 568	523
Operating profit before tax	\$m	18 675	21 070	24 115
Economic values				
Gross fixed capital formation	\$m	8 548	8 850	9 836
Capital expenditure	\$m	11 780	12 819	13 260
Disposals of assets	\$m	1 858	2 914	2 379
Net capital expenditure	\$m	9 921	9 905	10 881
Industry value added	\$m	81 128	86 897	90 569
Business averages				
Average values of				
Sales and service income	\$'000	2 248	2 344	2 399
Total income	\$'000	2 282	2 383	2 447
Total expenses	\$'000	2 145	2 233	2 268
Operating profit before tax	\$'000	144	162	183
Industry value added	\$'000	624	668	688
Industry ratios				
Profit margin	%	6.3	6.8	7.5
Interest coverage	times	4.9	6.0	6.8
Investment rate value added	%	14.5	14.8	14.6
Wages and salaries to sales and service income	ratio	0.15	0.15	0.15
Operating profit before tax to sales and service income	ratio	0.06	0.07	0.08
Business profitability				
Percentage of businesses that				
Made a profit	%	72.8	73.3	70.3
Broke even	%	1.2	1.1	1.3
Made a loss	%	26.0	25.6	28.4

(a) For scope details, see Explanatory Notes paragraphs 8–15.

(b) Total expenses includes the value of the change in inventories, whereas cost of sales includes this value with its sign (positive or negative) reversed. See the Glossary entries.

2.2INDUSTRY PERFORMANCE, Industry division(a) *continued*

		2001-02	2002-03	2003-04
ELECTRICITY, GAS AND WATER SUPPLY				
Industry structure				
Operating businesses	no.	1 916	2 230	2 584
Financial performance				
Sales of goods	\$m	35 619	37 504	36 761
Income from services	\$m	6 512	7 848	8 561
Rent, leasing and hiring income	\$m	83	94	93
Interest income	\$m	435	532	719
Other selected income	\$m	2 941	2 260	2 899
<i>Total income</i>	\$m	45 590	48 238	49 033
Selected labour costs	\$m	3 566	3 725	3 667
Cost of sales(b)	\$m	26 010	28 768	28 812
Depreciation and amortisation	\$m	4 623	4 845	4 913
Interest expenses	\$m	4 481	5 113	4 853
Other operating expenses	\$m	285	404	422
<i>Total expenses(b)</i>	\$m	39 021	42 930	42 657
Change in inventories	\$m	56	76	-10
Operating profit before tax	\$m	6 624	5 384	6 367
Economic values				
Gross fixed capital formation	\$m	6 649	6 741	7 092
Capital expenditure	\$m	8 066	8 172	7 695
Disposals of assets	\$m	387	462	570
Net capital expenditure	\$m	7 679	7 710	7 125
Industry value added	\$m	18 117	18 800	18 802
Business averages				
Average values of				
Sales and service income	\$'000	22 034	20 376	17 575
Total income	\$'000	23 796	21 628	18 975
Total expenses	\$'000	20 368	19 248	16 508
Operating profit before tax	\$'000	3 458	2 414	2 464
Industry value added	\$'000	9 457	8 429	7 276
Industry ratios				
Profit margin	%	14.5	11.2	13.0
Interest coverage	times	2.5	2.1	2.3
Investment rate value added	%	44.5	43.5	40.9
Wages and salaries to sales and service income	ratio	0.09	0.08	0.09
Operating profit before tax to sales and service income	ratio	0.16	0.12	0.14
Business profitability				
Percentage of businesses that				
Made a profit	%	71.5	73.2	71.0
Broke even	%	3.5	4.2	5.1
Made a loss	%	25.0	22.6	23.9

(a) For scope details, see Explanatory Notes paragraphs 8–15.

(b) Total expenses includes the value of the change in inventories, whereas cost of sales includes this value with its sign (positive or negative) reversed. See the Glossary entries.

2.2INDUSTRY PERFORMANCE, Industry division(a) *continued*

		2001-02	2002-03	2003-04
CONSTRUCTION				
Industry structure				
Operating businesses	no.	344 561	339 982	365 781
Financial performance				
Sales of goods	\$m	11 750	14 031	14 901
Income from services	\$m	108 794	123 246	141 504
Rent, leasing and hiring income	\$m	^ 665	726	824
Interest income	\$m	467	1 019	635
Other selected income	\$m	1 652	1 963	1 301
<i>Total income</i>	\$m	123 328	140 984	159 166
Selected labour costs	\$m	18 422	20 387	23 634
Cost of sales(b)	\$m	88 933	101 783	112 914
Depreciation and amortisation	\$m	2 313	2 774	3 131
Interest expenses	\$m	1 376	1 827	1 944
Other operating expenses	\$m	1 053	1 136	1 808
<i>Total expenses(b)</i>	\$m	112 596	128 960	144 958
Change in inventories	\$m	*499	^ 1 053	^ 1 526
Operating profit before tax	\$m	11 232	13 078	15 735
Economic values				
Gross fixed capital formation	\$m	** 1 539	1 074	2 415
Capital expenditure	\$m	* 4 081	3 096	4 113
Disposals of assets	\$m	2 186	1 644	1 615
Net capital expenditure	\$m	** 1 895	1 452	2 498
Industry value added	\$m	33 381	37 917	45 942
Business averages				
Average values of				
Sales and service income	\$'000	352	406	430
Total income	\$'000	358	415	435
Total expenses	\$'000	327	379	396
Operating profit before tax	\$'000	33	38	43
Industry value added	\$'000	97	112	126
Industry ratios				
Profit margin	%	9.1	9.3	9.9
Interest coverage	times	9.2	8.2	9.1
Investment rate value added	%	12.2	8.2	9.0
Wages and salaries to sales and service income	ratio	0.13	0.13	0.13
Operating profit before tax to sales and service income	ratio	0.09	0.09	0.10
Business profitability				
Percentage of businesses that				
Made a profit	%	84.4	84.0	84.2
Broke even	%	0.8	0.9	0.9
Made a loss	%	14.8	15.1	14.9

^ 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 details, see Explanatory Notes paragraphs 8–15.

(b) Total expenses includes the value of the change in inventories, whereas cost of sales includes this value with its sign (positive or negative) reversed. See the Glossary entries.

2.2INDUSTRY PERFORMANCE, Industry division(a) *continued*

		2001-02	2002-03	2003-04
WHOLESALE TRADE				
Industry structure				
Operating businesses	no.	82 582	83 855	89 637
Financial performance				
Sales of goods	\$m	259 740	280 730	301 580
Income from services	\$m	11 180	10 010	8 117
Rent, leasing and hiring income	\$m	856	^ 1 348	700
Interest income	\$m	958	1 046	1 010
Other selected income	\$m	2 220	1 827	2 859
<i>Total income</i>	\$m	274 953	294 961	314 265
Selected labour costs	\$m	21 477	22 784	25 135
Cost of sales(b)	\$m	238 441	254 989	268 970
Depreciation and amortisation	\$m	2 646	2 858	3 012
Interest expenses	\$m	2 101	2 035	2 490
Other operating expenses	\$m	1 026	1 009	979
<i>Total expenses(b)</i>	\$m	266 161	286 134	300 494
Change in inventories	\$m	**468	2 458	**−92
Operating profit before tax	\$m	9 261	11 286	13 679
Economic values				
Gross fixed capital formation	\$m	1 816	1 820	2 258
Capital expenditure	\$m	3 912	3 885	4 068
Disposals of assets	\$m	1 477	1 561	1 409
Net capital expenditure	\$m	2 435	2 324	2 659
Industry value added	\$m	35 406	39 117	43 435
Business averages				
Average values of				
Sales and service income	\$'000	3 291	3 483	3 463
Total income	\$'000	3 329	3 518	3 506
Total expenses	\$'000	3 223	3 412	3 352
Operating profit before tax	\$'000	112	135	153
Industry value added	\$'000	429	466	485
Industry ratios				
Profit margin	%	3.4	3.8	4.4
Interest coverage	times	5.4	6.6	6.5
Investment rate value added	%	11.1	9.9	9.4
Wages and salaries to sales and service income	ratio	0.07	0.07	0.07
Operating profit before tax to sales and service income	ratio	0.03	0.04	0.04
Business profitability				
Percentage of businesses that				
Made a profit	%	65.8	65.6	66.0
Broke even	%	2.9	2.3	2.2
Made a loss	%	31.4	32.1	31.8

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(b) Total expenses includes the value of the change in inventories, whereas cost of sales includes this value with its sign (positive or negative) reversed. See the Glossary entries.

2.2INDUSTRY PERFORMANCE, Industry division(a) *continued*

		2001-02	2002-03	2003-04
RETAIL TRADE				
Industry structure				
Operating businesses	no.	225 915	223 447	235 254
Financial performance				
Sales of goods	\$m	238 955	258 592	277 310
Income from services	\$m	^ 13 646	12 248	13 358
Rent, leasing and hiring income	\$m	^ 966	955	621
Interest income	\$m	372	296	256
Other selected income	\$m	2 172	1 729	1 338
<i>Total income</i>	\$m	256 111	273 820	292 883
Selected labour costs	\$m	28 819	31 010	32 767
Cost of sales(b)	\$m	212 691	227 510	242 511
Depreciation and amortisation	\$m	2 974	3 160	3 490
Interest expenses	\$m	*1 545	1 710	1 839
Other operating expenses	\$m	798	921	998
<i>Total expenses(b)</i>	\$m	248 654	266 021	283 835
Change in inventories	\$m	^ 1 827	1 709	2 229
Operating profit before tax	\$m	9 284	9 508	11 278
Economic values				
Gross fixed capital formation	\$m	*1 719	3 257	2 444
Capital expenditure	\$m	4 814	5 238	4 747
Disposals of assets	\$m	2 101	1 689	1 582
Net capital expenditure	\$m	^ 2 713	3 549	3 165
Industry value added	\$m	43 163	46 502	50 880
Business averages				
Average values of				
Sales and service income	\$'000	1 122	1 216	1 238
Total income	\$'000	1 134	1 225	1 245
Total expenses	\$'000	1 101	1 191	1 207
Operating profit before tax	\$'000	41	43	48
Industry value added	\$'000	191	208	216
Industry ratios				
Profit margin	%	3.6	3.5	3.9
Interest coverage	times	7.0	6.6	7.1
Investment rate value added	%	11.2	11.3	9.3
Wages and salaries to sales and service income	ratio	0.10	0.10	0.10
Operating profit before tax to sales and service income	ratio	0.04	0.03	0.04
Business profitability				
Percentage of businesses that				
Made a profit	%	72.4	70.3	69.7
Broke even	%	1.1	1.1	1.1
Made a loss	%	26.6	28.7	29.3

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2.2INDUSTRY PERFORMANCE, Industry division(a) *continued*

		2001-02	2002-03	2003-04
ACCOMMODATION, CAFES AND RESTAURANTS				
Industry structure				
Operating businesses	no.	54 386	55 404	60 436
Financial performance				
Sales of goods	\$m	23 845	22 477	24 092
Income from services	\$m	15 770	19 282	21 469
Rent, leasing and hiring income	\$m	*504	246	409
Interest income	\$m	*237	310	246
Other selected income	\$m	^ 937	739	615
<i>Total income</i>	\$m	41 294	43 054	46 831
Selected labour costs	\$m	10 545	10 746	11 550
Cost of sales(b)	\$m	25 518	27 134	29 027
Depreciation and amortisation	\$m	1 798	1 599	1 687
Interest expenses	\$m	953	968	1 165
Other operating expenses	\$m	458	491	652
<i>Total expenses(b)</i>	\$m	39 335	40 932	44 233
Change in inventories	\$m	**62	**−7	*152
Operating profit before tax	\$m	2 022	2 115	2 749
Economic values				
Gross fixed capital formation	\$m	**909	*444	^ 956
Capital expenditure	\$m	^ 2 377	2 455	2 729
Disposals of assets	\$m	^ 1 290	1 578	1 364
Net capital expenditure	\$m	**1 087	^ 878	^ 1 365
Industry value added	\$m	^ 15 421	15 852	17 983
Business averages				
Average values of				
Sales and service income	\$'000	738	758	761
Total income	\$'000	759	777	775
Total expenses	\$'000	723	739	732
Operating profit before tax	\$'000	37	38	45
Industry value added	\$'000	284	286	298
Industry ratios				
Profit margin	%	4.9	4.9	5.9
Interest coverage	times	3.1	3.2	3.4
Investment rate value added	%	15.4	15.5	15.2
Wages and salaries to sales and service income	ratio	0.24	0.23	0.22
Operating profit before tax to sales and service income	ratio	0.05	0.05	0.06
Business profitability				
Percentage of businesses that				
Made a profit	%	64.8	61.2	62.3
Broke even	%	2.0	1.7	1.5
Made a loss	%	33.2	37.2	36.2

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2.2INDUSTRY PERFORMANCE, Industry division(a) *continued*

		2001-02	2002-03	2003-04
TRANSPORT AND STORAGE				
Industry structure				
Operating businesses	no.	117 627	115 729	123 071
Financial performance				
Sales of goods	\$m	^ 2 802	2 261	2 571
Income from services	\$m	66 225	69 175	77 059
Rent, leasing and hiring income	\$m	1 827	2 852	3 269
Interest income	\$m	510	560	696
Other selected income	\$m	4 563	4 766	2 621
<i>Total income</i>	\$m	75 926	79 614	86 217
Selected labour costs	\$m	16 601	17 917	19 570
Cost of sales(b)	\$m	46 645	47 093	52 224
Depreciation and amortisation	\$m	4 313	5 241	5 815
Interest expenses	\$m	2 040	2 735	2 764
Other operating expenses	\$m	1 374	2 082	2 309
<i>Total expenses(b)</i>	\$m	71 010	75 082	82 628
Change in inventories	\$m	**36	*15	^-54
Operating profit before tax	\$m	4 951	4 547	3 535
Economic values				
Gross fixed capital formation	\$m	** 4 746	7 462	6 610
Capital expenditure	\$m	6 340	9 284	8 942
Disposals of assets	\$m	* 1 368	1 642	^ 2 201
Net capital expenditure	\$m	** 4 972	7 642	6 741
Industry value added	\$m	28 566	32 204	36 349
Business averages				
Average values of				
Sales and service income	\$'000	602	642	674
Total income	\$'000	645	688	701
Total expenses	\$'000	604	649	671
Operating profit before tax	\$'000	42	39	29
Industry value added	\$'000	243	278	295
Industry ratios				
Profit margin	%	6.5	5.7	4.1
Interest coverage	times	3.4	2.7	2.3
Investment rate value added	%	22.2	28.8	24.6
Wages and salaries to sales and service income	ratio	0.21	0.21	0.20
Operating profit before tax to sales and service income	ratio	0.07	0.06	0.04
Business profitability				
Percentage of businesses that				
Made a profit	%	81.4	79.6	80.2
Broke even	%	1.5	0.8	1.0
Made a loss	%	17.1	19.5	18.8

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2.2INDUSTRY PERFORMANCE, Industry division(a) *continued*

		2001-02	2002-03	2003-04
COMMUNICATION SERVICES				
Industry structure				
Operating businesses	no.	26 854	26 243	28 164
Financial performance				
Sales of goods	\$m	1 664	1 430	1 514
Income from services	\$m	34 706	36 973	39 138
Rent, leasing and hiring income	\$m	257	208	242
Interest income	\$m	356	233	197
Other selected income	\$m	**495	507	437
<i>Total income</i>	\$m	37 478	39 350	41 527
Selected labour costs	\$m	6 599	6 409	6 597
Cost of sales(b)	\$m	18 608	19 654	20 509
Depreciation and amortisation	\$m	5 392	5 287	5 564
Interest expenses	\$m	1 432	1 323	1 354
Other operating expenses	\$m	486	430	435
<i>Total expenses(b)</i>	\$m	32 336	33 041	34 425
Change in inventories	\$m	-180	-61	^-34
Operating profit before tax	\$m	^4 961	6 248	7 067
Economic values				
Gross fixed capital formation	\$m	5 561	4 830	4 635
Capital expenditure	\$m	6 570	5 603	4 833
Disposals of assets	\$m	^603	1 001	304
Net capital expenditure	\$m	5 967	4 602	4 529
Industry value added	\$m	19 208	20 123	21 832
Business averages				
Average values of				
Sales and service income	\$'000	1 364	1 471	1 452
Total income	\$'000	1 396	1 499	1 474
Total expenses	\$'000	1 204	1 259	1 222
Operating profit before tax	\$'000	185	238	251
Industry value added	\$'000	715	767	775
Industry ratios				
Profit margin	%	13.2	15.9	17.0
Interest coverage	times	4.5	5.7	6.2
Investment rate value added	%	34.2	27.8	22.1
Wages and salaries to sales and service income	ratio	0.18	0.17	0.16
Operating profit before tax to sales and service income	ratio	0.14	0.16	0.17
Business profitability				
Percentage of businesses that				
Made a profit	%	82.4	80.0	78.7
Broke even	%	1.5	1.8	1.2
Made a loss	%	16.1	18.2	20.1

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2.2INDUSTRY PERFORMANCE, Industry division(a) *continued*

		2001-02	2002-03	2003-04
PROPERTY AND BUSINESS SERVICES				
Industry structure				
Operating businesses	no.	559 228	595 349	636 674
Financial performance				
Sales of goods	\$m	^ 13 802	17 203	^ 17 764
Income from services	\$m	125 724	139 521	160 060
Rent, leasing and hiring income	\$m	27 927	28 638	31 396
Interest income	\$m	6 274	8 640	7 721
Other selected income	\$m	13 370	14 779	24 746
<i>Total income</i>	\$m	187 097	208 780	241 687
Selected labour costs	\$m	51 090	54 334	59 632
Cost of sales(b)	\$m	87 909	101 470	114 961
Depreciation and amortisation	\$m	7 560	7 032	7 180
Interest expenses	\$m	10 542	12 609	12 637
Other operating expenses	\$m	2 829	3 026	4 239
<i>Total expenses(b)</i>	\$m	159 559	179 248	199 953
Change in inventories	\$m	** -370	* 776	^ 1 304
Operating profit before tax	\$m	27 167	30 308	43 038
Economic values				
Gross fixed capital formation	\$m	** 945	^ 7 802	^ 14 277
Capital expenditure	\$m	13 757	21 838	25 927
Disposals of assets	\$m	^ 9 325	^ 11 742	^ 10 462
Net capital expenditure	\$m	** 4 432	^ 10 096	^ 15 465
Industry value added	\$m	86 574	92 253	105 926
Business averages				
Average values of				
Sales and service income	\$'000	299	311	329
Total income	\$'000	335	351	380
Total expenses	\$'000	285	301	314
Operating profit before tax	\$'000	49	51	68
Industry value added	\$'000	155	155	166
Industry ratios				
Profit margin	%	14.5	14.5	17.6
Interest coverage	times	3.6	3.4	4.4
Investment rate value added	%	15.9	23.7	24.5
Wages and salaries to sales and service income	ratio	0.27	0.26	0.25
Operating profit before tax to sales and service income	ratio	0.16	0.16	0.21
Business profitability				
Percentage of businesses that				
Made a profit	%	71.5	68.8	68.7
Broke even	%	4.3	2.8	3.1
Made a loss	%	24.3	28.5	28.2

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2.2INDUSTRY PERFORMANCE, Industry division(a) *continued*

		2001-02	2002-03	2003-04
EDUCATION (PRIVATE)				
Industry structure				
Operating businesses	no.	28 763	30 820	32 725
Financial performance				
Sales of goods	\$m	*354	^ 180	215
Income from services	\$m	6 134	7 551	8 126
Rent, leasing and hiring income	\$m	*63	*76	^ 43
Interest income	\$m	120	130	135
Other selected income	\$m	6 103	6 521	6 223
<i>Total income</i>	\$m	12 774	14 457	14 741
Selected labour costs	\$m	7 365	8 146	8 108
Cost of sales(b)	\$m	3 584	4 643	4 494
Depreciation and amortisation	\$m	371	446	439
Interest expenses	\$m	205	202	^ 249
Other operating expenses	\$m	160	177	174
<i>Total expenses(b)</i>	\$m	11 676	13 619	13 479
Change in inventories	\$m	**_9	*5	*15
Operating profit before tax	\$m	^ 1 089	^ 843	1 278
Economic values				
Gross fixed capital formation	\$m	^ 1 114	1 285	1 431
Capital expenditure	\$m	^ 1 246	1 503	^ 1 650
Disposals of assets	\$m	^ 68	84	76
Net capital expenditure	\$m	^ 1 178	1 420	^ 1 574
Industry value added	\$m	8 622	9 136	9 603
Business averages				
Average values of				
Sales and service income	\$'000	228	253	256
Total income	\$'000	444	469	450
Total expenses	\$'000	406	442	412
Operating profit before tax	\$'000	38	27	39
Industry value added	\$'000	300	296	293
Industry ratios				
Profit margin	%	8.5	5.8	8.7
Interest coverage	times	6.3	5.2	6.1
Investment rate value added	%	14.5	16.5	17.2
Wages and salaries to sales and service income	ratio	1.02	0.94	0.87
Operating profit before tax to sales and service income	ratio	0.17	0.11	0.15
Business profitability				
Percentage of businesses that				
Made a profit	%	73.4	76.9	76.9
Broke even	%	9.5	2.1	0.9
Made a loss	%	17.1	21.0	22.2

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2.2INDUSTRY PERFORMANCE, Industry division(a) *continued*

		2001-02	2002-03	2003-04
HEALTH AND COMMUNITY SERVICES (PRIVATE)				
Industry structure				
Operating businesses	no.	108 816	110 363	117 478
Financial performance				
Sales of goods	\$m	^ 2 024	^ 2 175	^ 1 799
Income from services	\$m	31 353	35 497	38 225
Rent, leasing and hiring income	\$m	^ 727	435	534
Interest income	\$m	^ 336	360	333
Other selected income	\$m	10 936	12 166	14 179
<i>Total income</i>	\$m	45 375	50 634	55 070
Selected labour costs	\$m	18 629	20 687	22 149
Cost of sales(b)	\$m	18 598	20 586	22 412
Depreciation and amortisation	\$m	1 289	1 488	1 508
Interest expenses	\$m	535	618	741
Other operating expenses	\$m	799	754	900
<i>Total expenses(b)</i>	\$m	39 874	44 162	47 752
Change in inventories	\$m	*24	*29	*41
Operating profit before tax	\$m	5 525	6 501	7 359
Economic values				
Gross fixed capital formation	\$m	^ 2 372	2 445	^ 2 200
Capital expenditure	\$m	^ 3 484	3 825	3 626
Disposals of assets	\$m	644	699	*1 023
Net capital expenditure	\$m	^ 2 840	3 126	^ 2 603
Industry value added	\$m	25 741	28 863	31 128
Business averages				
Average values of				
Sales and service income	\$'000	313	345	345
Total income	\$'000	417	459	469
Total expenses	\$'000	366	400	406
Operating profit before tax	\$'000	51	59	63
Industry value added	\$'000	237	262	265
Industry ratios				
Profit margin	%	12.2	12.8	13.4
Interest coverage	times	11.3	11.5	10.9
Investment rate value added	%	13.5	13.3	11.7
Wages and salaries to sales and service income	ratio	0.48	0.48	0.48
Operating profit before tax to sales and service income	ratio	0.16	0.17	0.18
Business profitability				
Percentage of businesses that				
Made a profit	%	76.6	79.7	79.5
Broke even	%	3.1	1.9	2.2
Made a loss	%	20.4	18.5	18.4

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2.2INDUSTRY PERFORMANCE, Industry division(a) *continued*

		2001-02	2002-03	2003-04
CULTURAL AND RECREATIONAL SERVICES				
Industry structure				
Operating businesses	no.	73 912	77 509	80 817
Financial performance				
Sales of goods	\$m	3 954	4 635	4 625
Income from services	\$m	22 805	24 823	26 404
Rent, leasing and hiring income	\$m	1 056	600	877
Interest income	\$m	^ 206	238	^ 312
Other selected income	\$m	^ 1 951	1 802	1 914
<i>Total income</i>	\$m	29 972	32 097	34 132
Selected labour costs	\$m	5 321	5 928	6 135
Cost of sales(b)	\$m	19 526	20 285	20 726
Depreciation and amortisation	\$m	1 883	1 804	1 975
Interest expenses	\$m	^ 699	682	622
Other operating expenses	\$m	*456	477	501
<i>Total expenses(b)</i>	\$m	27 883	29 252	29 986
Change in inventories	\$m	**_2	*76	**27
Operating profit before tax	\$m	^ 2 087	2 921	4 173
Economic values				
Gross fixed capital formation	\$m	1 417	1 040	1 212
Capital expenditure	\$m	2 080	1 532	1 525
Disposals of assets	\$m	326	465	336
Net capital expenditure	\$m	1 754	1 067	1 189
Industry value added	\$m	**9 293	10 694	12 325
Business averages				
Average values of				
Sales and service income	\$'000	376	388	395
Total income	\$'000	406	414	422
Total expenses	\$'000	377	377	371
Operating profit before tax	\$'000	28	38	52
Industry value added	\$'000	126	138	153
Industry ratios				
Profit margin	%	7.0	9.1	12.2
Interest coverage	times	4.0	5.3	7.7
Investment rate value added	%	22.4	14.3	12.4
Wages and salaries to sales and service income	ratio	0.17	0.17	0.17
Operating profit before tax to sales and service income	ratio	0.08	0.10	0.13
Business profitability				
Percentage of businesses that				
Made a profit	%	66.4	68.1	68.7
Broke even	%	2.3	1.3	2.0
Made a loss	%	31.4	30.7	29.4

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2.2INDUSTRY PERFORMANCE, Industry division(a) *continued*

		2001-02	2002-03	2003-04
PERSONAL AND OTHER SERVICES				
Industry structure				
Operating businesses	no.	106 917	110 619	117 885
Financial performance				
Sales of goods	\$m	2 320	2 394	2 125
Income from services	\$m	14 235	14 718	16 052
Rent, leasing and hiring income	\$m	^ 1 820	1 390	1 833
Interest income	\$m	386	^ 360	^ 345
Other selected income	\$m	3 796	3 850	3 813
<i>Total income</i>	\$m	22 557	22 712	24 167
Selected labour costs	\$m	6 270	6 228	6 655
Cost of sales(b)	\$m	12 054	12 249	12 582
Depreciation and amortisation	\$m	1 068	973	1 062
Interest expenses	\$m	360	^ 399	374
Other operating expenses	\$m	401	347	424
<i>Total expenses(b)</i>	\$m	20 199	20 246	21 188
Change in inventories	\$m	**46	^ 51	^ 91
Operating profit before tax	\$m	2 404	2 517	3 071
Economic values				
Gross fixed capital formation	\$m	^ 954	^ 939	^ 1 199
Capital expenditure	\$m	^ 2 112	1 959	2 118
Disposals of assets	\$m	^ 493	592	^ 524
Net capital expenditure	\$m	^ 1 619	^ 1 367	^ 1 593
Industry value added	\$m	8 602	8 738	10 022
Business averages				
Average values of				
Sales and service income	\$'000	172	167	170
Total income	\$'000	211	205	205
Total expenses	\$'000	189	183	180
Operating profit before tax	\$'000	22	23	26
Industry value added	\$'000	80	79	85
Industry ratios				
Profit margin	%	10.7	11.1	12.7
Interest coverage	times	7.7	7.3	9.2
Investment rate value added	%	24.6	22.4	21.1
Wages and salaries to sales and service income	ratio	0.31	0.30	0.29
Operating profit before tax to sales and service income	ratio	0.13	0.14	0.15
Business profitability				
Percentage of businesses that				
Made a profit	%	76.1	73.0	73.7
Broke even	%	3.0	1.9	2.0
Made a loss	%	20.9	25.1	24.3

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

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

(a) For scope details, see Explanatory Notes paragraphs 8–15.

(b) Total expenses includes the value of the change in inventories, whereas cost of sales includes this value with its sign (positive or negative) reversed. See the Glossary entries.

2.2INDUSTRY PERFORMANCE, Industry division(a) *continued*

		2001-02	2002-03	2003-04
SELECTED INDUSTRIES (EXCLUDING AGRICULTURE, FORESTRY AND FISHING)				
Industry structure				
Operating businesses	no.	1 868 724	1 908 811	2 030 124
Financial performance				
Sales of goods	\$m	920 119	981 306	1 029 396
Income from services	\$m	484 348	529 639	588 792
Rent, leasing and hiring income	\$m	38 001	38 952	42 438
Interest income	\$m	13 181	16 154	14 974
Other selected income	\$m	53 316	60 110	73 817
<i>Total income</i>	\$m	1 508 964	1 626 161	1 749 417
Selected labour costs	\$m	248 421	265 298	284 878
Cost of sales(b)	\$m	1 039 684	1 117 072	1 189 008
Depreciation and amortisation	\$m	52 089	55 256	57 331
Interest expenses	\$m	33 726	37 208	37 909
Other operating expenses	\$m	16 729	18 211	20 962
<i>Total expenses(b)</i>	\$m	1 394 606	1 500 888	1 596 025
Change in inventories	\$m	^ 3 956	7 843	5 937
Operating profit before tax	\$m	118 315	133 116	159 329
Economic values				
Gross fixed capital formation	\$m	^ 44 229	57 361	66 831
Capital expenditure	\$m	80 470	94 834	98 636
Disposals of assets	\$m	23 434	27 506	25 168
Net capital expenditure	\$m	57 036	67 328	73 468
Industry value added	\$m	448 586	483 986	528 833
Business averages				
Average values of				
Sales and service income	\$'000	772	812	818
Total income	\$'000	807	852	862
Total expenses	\$'000	746	786	786
Operating profit before tax	\$'000	63	70	78
Industry value added	\$'000	240	254	260
Industry ratios				
Profit margin	%	7.8	8.2	9.1
Interest coverage	times	4.5	4.6	5.2
Investment rate value added	%	17.9	19.6	18.7
Wages and salaries to sales and service income	ratio	0.16	0.15	0.15
Operating profit before tax to sales and service income	ratio	0.08	0.09	0.10
Business profitability				
Percentage of businesses that				
Made a profit	%	74.7	73.3	73.3
Broke even	%	2.6	1.8	1.9
Made a loss	%	22.7	24.9	24.8

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

(a) For scope details, see Explanatory Notes paragraphs 8–15.

(b) Total expenses includes the value of the change in inventories, whereas cost of sales includes this value with its sign (positive or negative) reversed. See the Glossary entries.

2.2INDUSTRY PERFORMANCE, Industry division(a) *continued*

			2001-02	2002-03	2003-04
TOTAL SELECTED INDUSTRIES (b)					
Industry structure					
Operating businesses	no.	na	2 139 746	2 265 562	
Financial performance					
Sales of goods	\$m	na	1 025 716	1 076 122	
Income from services	\$m	na	534 679	593 474	
Rent, leasing and hiring income	\$m	na	39 654	43 461	
Interest income	\$m	na	16 396	15 269	
Other selected income	\$m	na	62 047	74 994	
<i>Total income</i>	\$m	na	1 678 492	1 803 321	
Selected labour costs	\$m	na	270 845	290 505	
Cost of sales(c)	\$m	na	1 152 147	1 225 011	
Depreciation and amortisation	\$m	na	58 984	61 370	
Interest expenses	\$m	na	39 718	40 729	
Other operating expenses	\$m	na	18 844	21 621	
<i>Total expenses(c)</i>	\$m	na	1 548 174	1 645 466	
Change in inventories	\$m	na	7 635	6 230	
Operating profit before tax	\$m	na	137 954	164 085	
Economic values					
Gross fixed capital formation	\$m	na	58 701	68 396	
Capital expenditure	\$m	na	99 159	103 024	
Disposals of assets	\$m	na	30 038	27 586	
Net capital expenditure	\$m	na	69 121	75 438	
Industry value added	\$m	na	500 285	546 285	
Business averages					
Average values of					
Sales and service income	\$'000	na	748	756	
Total income	\$'000	na	784	796	
Total expenses	\$'000	na	724	726	
Operating profit before tax	\$'000	na	64	72	
Industry value added	\$'000	na	234	241	
Industry ratios					
Profit margin	%	na	8.2	9.1	
Interest coverage	times	na	4.5	5.0	
Investment rate value added	%	na	19.8	18.9	
Wages and salaries to sales and service income	ratio	na	0.15	0.15	
Operating profit before tax to sales and service income	ratio	na	0.09	0.10	
Business profitability					
Percentage of businesses that					
Made a profit	%	na	71.3	71.5	
Broke even	%	na	1.7	1.8	
Made a loss	%	na	27.0	26.8	

na not available

(a) For scope details, see Explanatory Notes paragraphs 8–15.

(b) Excludes Division K FINANCE AND INSURANCE and Division M GOVERNMENT ADMINISTRATION AND DEFENCE. See the Glossary for the full definition.

(c) Total expenses includes the value of the change in inventories, whereas cost of sales includes this value with its sign (positive or negative) reversed. See the Glossary entries.

2.3 INDUSTRY VALUE ADDED

Industry	PLUS				LESS		Industry value added(b)
	Sales and service income(a)	Funding from government for operational costs	Capital work done for own use	Change in inventories	Purchases of goods and materials	Other intermediate input expenses	
	\$m	\$m	\$m	\$m	\$m	\$m	\$m
Agriculture, forestry and fishing	52 432	377	84	*293	14 620	21 114	17 452
Mining	60 414	645	1 205	218	8 919	19 528	34 036
Manufacturing	316 042	633	669	523	169 723	57 575	90 569
Electricity, gas and water supply	45 415	1 039	2 127	-10	18 721	11 048	18 802
Construction	157 230	^ 33	74	^ 1 526	63 074	49 847	45 942
Wholesale trade	310 397	^ 83	79	** -92	236 668	30 356	43 435
Retail trade	291 289	216	^ 54	2 229	209 130	33 774	50 880
Accommodation, cafes and restaurants	45 970	*45	*20	*152	16 529	11 675	17 983
Transport and storage	82 900	3 714	313	^ -54	18 865	31 658	36 349
Communication services	40 893	91	3 264	^ -34	7 872	14 510	21 832
Property and business services	209 220	2 636	^ 121	^ 1 304	40 542	66 803	105 926
Education (private)	8 383	5 505	*23	*15	934	3 369	9 603
Health and community services (private)	40 558	11 034	*13	*41	4 775	16 609	31 128
Cultural and recreational services	31 906	^ 328	76	**27	4 492	15 562	12 325
Personal and other services	20 010	^ 1 137	*9	^ 91	3 959	8 290	10 022
Total selected industries(c)	1 713 058	27 515	8 130	6 230	818 821	391 717	546 285

^ 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) Includes rent, leasing and hiring income.

(b) This table presents the derivation of industry value added (IVA) using the definition that applies to businesses classified as market producers. The components of IVA will not equate to the IVA estimate for those industries to which non-market producers contribute. For further details, see Explanatory Notes paragraphs 26 and 27 and the Glossary.

(c) Excludes Division K FINANCE AND INSURANCE and Division M GOVERNMENT ADMINISTRATION AND DEFENCE. See the Glossary for the full definition.

INTRODUCTION

This Chapter presents experimental estimates of industry performance, in:

- table 3.1, which provides statistics to the ANZSIC class level for selected data items
- table 3.2, which provides a state and territory dissection of these data items at the industry division level.

The data in this Chapter are designated as experimental estimates, as they are based on a relatively new methodology (see Technical Note 1 paragraphs 21–28 for more details).

The experimental status applies to ANZSIC group and class level data, and the state/territory data. Hence caution should be exercised with any analysis of these data. Data in table 3.1 at the industry subdivision level should not be regarded as experimental.

Note that the estimates are also subject to non-sampling error, which is discussed in Technical Note 2. All industry codes shown are from the *Australian and New Zealand Standard Industrial Classification (ANZSIC)* (cat. no. 1292.0), 1993 edition. Definitions of terms used are shown in the Glossary.

INDUSTRY SUBDIVISIONS

The largest industry subdivision in terms of total income in 2003–04 was BUSINESS SERVICES (Subdivision 78), which earned \$167b, or 9% of total income of the TOTAL SELECTED INDUSTRIES. All of the three next largest are in the WHOLESALE TRADE OR RETAIL TRADE ANZSIC divisions:

- PERSONAL AND HOUSEHOLD GOOD RETAILING (Subdivision 52) (\$118b, or 7%)
- PERSONAL AND HOUSEHOLD GOOD WHOLESALING (Subdivision 47) (\$114b, or 6%)
- MACHINERY AND MOTOR VEHICLE WHOLESALING (Subdivision 46) (\$110b, or 6%).

The largest industry subdivisions that ranked highest in OPBT in 2003–04 were:

- BUSINESS SERVICES (Subdivision 78), with \$28.6b, or 17% of total OPBT for the TOTAL SELECTED INDUSTRIES
- PROPERTY SERVICES (Subdivision 77) (\$14.4b, or 9%)
- CONSTRUCTION TRADE SERVICES (Subdivision 42) (\$10.2b, or 6%)
- OIL AND GAS EXTRACTION (Subdivision 12) (\$8.8b, or 5%).

BUSINESS SERVICES (Subdivision 78) was also the industry subdivision which paid the highest amount in wages and salaries in 2003–04 (\$45.0b), accounting for 17% of wages and salaries of the TOTAL SELECTED INDUSTRIES. The next three largest in terms of wages and salaries paid were:

- PERSONAL AND HOUSEHOLD GOOD RETAILING (Subdivision 52) (\$14.1b, or 5%)
- (Private) HEALTH SERVICES (Subdivision 86) (\$13.7b, or 5%)
- CONSTRUCTION TRADE SERVICES (Subdivision 42) (\$11.8b, or 5%).

INDUSTRY CLASSES

As measured by total income, the largest industry classes, of those available for publication, in 2003–04 were:

INDUSTRY CLASSES

continued

- SUPERMARKET AND GROCERY STORES (Class 5110) (\$53.7b, or 3% of total income for TOTAL SELECTED INDUSTRIES)
- CAR RETAILING (Class 5311) (\$45.1b, or 2%)
- COMMERCIAL PROPERTY OPERATORS AND DEVELOPERS (Class 7712) (\$35.1b, or 2%)
- ELECTRICITY SUPPLY (Class 3610) (\$34.1b, or 2%).

The industry classes available for publication which were the major sources of OPBT for the TOTAL SELECTED INDUSTRIES in 2003–04 were:

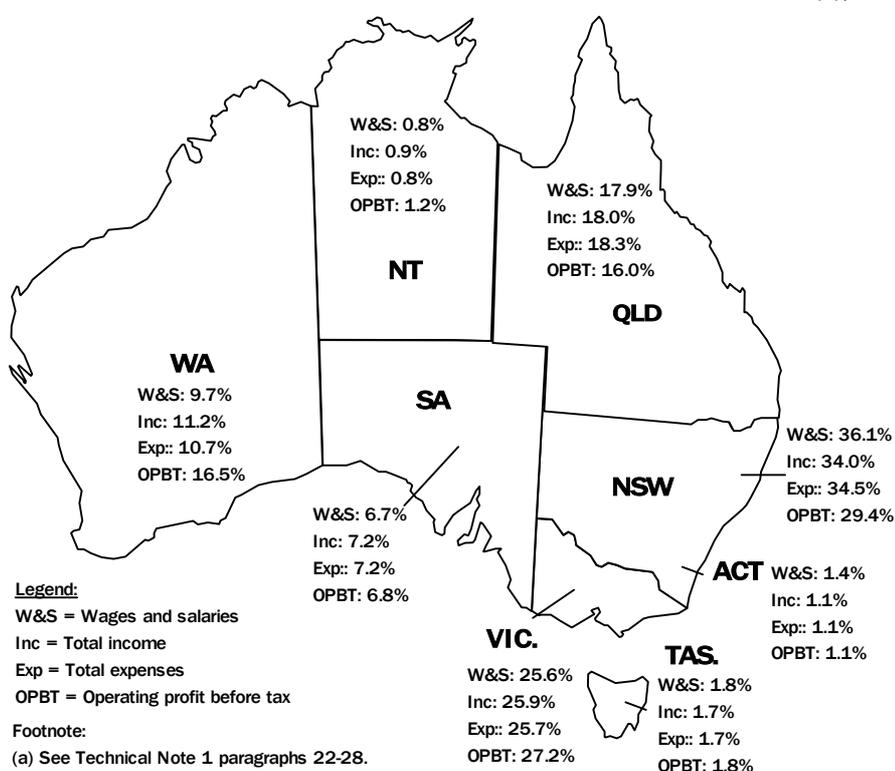
- BUSINESS ADMINISTRATIVE SERVICES (Class 7854) (\$9.6b, or 6%)
- OIL AND GAS EXTRACTION (Subdivision 1200) (\$8.8b, or 5%)
- COMMERCIAL PROPERTY OPERATORS AND DEVELOPERS (Class 7712) (\$6.7b, or 4%)
- TELECOMMUNICATION SERVICES (Class 7120) (\$6.0b, or 4%).

In terms of wages and salaries paid, the four largest industry classes available for publication in 2003–04 each contributed 2% of the estimate for the TOTAL SELECTED INDUSTRIES. They were:

- BUSINESS MANAGEMENT SERVICES (Class 7855) (\$5.3b)
- COMPUTER CONSULTANCY SERVICES (Class 7834) (\$5.2b)
- SUPERMARKET AND GROCERY STORES (Class 5110) (\$4.9b)
- ROAD FREIGHT TRANSPORT (Class 6110) (\$4.7b).

STATE AND TERRITORY ESTIMATES

CONTRIBUTION OF STATES / TERRITORIES TO TOTAL SELECTED INDUSTRIES(a), 2003–04



STATE AND TERRITORY
ESTIMATES *continued*

The above graphic illustrates each state or territory's share of economic aggregates relating to the TOTAL SELECTED INDUSTRIES in 2003–04. The distribution is similar across all variables presented, apart from OPBT. New South Wales contributes less to OPBT than to the other variables shown, whereas the opposite is the case for Western Australia.

The following summary relates to the states and the Australian Capital Territory. The Northern Territory is excluded, because of the limited availability of its data for publication.

Measured by share of total income, MANUFACTURING was the largest of the TOTAL SELECTED INDUSTRIES in 2003–04 in four of the states (Victoria, South Australia, Western Australia, and Tasmania). In Victoria, MANUFACTURING's total income barely exceeded that of WHOLESALE TRADE. In New South Wales WHOLESALE TRADE was the major source of total income, as was PROPERTY AND BUSINESS SERVICES in the Australian Capital Territory. RETAIL TRADE predominated in Queensland.

The PROPERTY AND BUSINESS SERVICES industry was the major source of OPBT in four states and territories (New South Wales, Victoria, Queensland and the Australian Capital Territory), and MANUFACTURING in two (South Australia and Tasmania). MINING was the major source of OPBT in Western Australia.

Each state or territory was dominated by its major industry to a different degree. In terms of total income, the predominance of a particular industry was greatest in the Australian Capital Territory, where PROPERTY AND BUSINESS SERVICES contributed 24%. In comparison, Queensland's major industry (RETAIL TRADE) provided 18% of the state's total income.

In 2003–04 Western Australia was the most industrially concentrated state or territory in terms of industries' shares of OPBT, its major industry (MINING) generating 39% of the state's OPBT. Similarly, PROPERTY AND BUSINESS SERVICES contributed 35% of OPBT in Victoria. By contrast, the main sources of OPBT in Tasmania and South Australia each contributed 23% and 20% of OPBT for their respective states.

3.1 INDUSTRY CLASS (a)

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
AGRICULTURE, FORESTRY AND FISHING				
01 Agriculture				
011 Horticulture and fruit growing				
0111 Plant nurseries	^ 269	1 265	1 155	^ 108
0112 Cut flower and flower seed growing	^ 65	333	316	*17
0113 Vegetable growing	^ 342	2 607	2 295	319
0114 Grape growing	210	^ 1 894	^ 1 847	^ 61
0115 Apple and pear growing	79	498	445	52
0116 Stone fruit growing	34	215	199	16
0117 Kiwi fruit growing	^ —	^ 2	^ 3	*—
0119 Fruit growing n.e.c.	^ 362	2 083	2 012	**75
<i>Total</i>	1 360	8 897	8 272	647
012 Grain, sheep and beef cattle farming				
0121 Grain growing	198	4 968	4 353	667
0122 Grain-sheep and grain-beef cattle farming	312	6 998	6 264	^ 798
0123 Sheep-beef cattle farming	139	2 323	2 086	^ 266
0124 Sheep farming	178	2 467	2 172	317
0125 Beef cattle farming	340	6 489	6 260	^ 329
<i>Total</i>	1 166	23 245	21 135	2 377
013 Dairy cattle farming	191	3 948	3 573	374
014 Poultry farming				
0141 Poultry farming (meat)	33	394	347	43
0142 Poultry farming (eggs)	*59	^ 538	^ 536	**6
<i>Total</i>	^ 92	^ 932	^ 882	*50
015 Other livestock farming				
0151 Pig farming	79	754	943	^ -192
0152 Horse farming	^ 42	480	581	^ -78
0153 Deer farming	^ 1	^ 17	^ 21	^ -5
0159 Livestock farming n.e.c.	34	563	515	56
<i>Total</i>	156	1 814	2 061	-219
016 Other crop growing				
0161 Sugar cane growing	^ 72	1 125	1 025	^ 106
0162 Cotton growing	^ 103	^ 1 711	^ 1 461	**222
0169 Crop and plant growing n.e.c.	123	890	867	**20
<i>Total</i>	298	3 727	3 353	**348
Total 01 Agriculture	3 263	42 564	39 276	3 575
02 Services to agriculture; hunting and trapping				
021 Services to agriculture				
0211 Cotton ginning	np	np	np	np
0212 Shearing services	146	357	327	31
0213 Aerial agricultural services	np	np	np	np
0219 Services to agriculture n.e.c.	490	3 996	3 648	353
<i>Total</i>	700	5 336	4 894	439
022 Hunting and trapping	^ 2	48	36	12
Total 02 Services to agriculture; hunting and trapping	702	5 384	4 930	452

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

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

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

— nil or rounded to zero (including null cells)

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

(a) For scope details, see Explanatory Notes paragraphs 8-15.

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

3.1 INDUSTRY CLASS(a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
AGRICULTURE, FORESTRY AND FISHING <i>cont.</i>				
03 Forestry and logging				
030 Forestry and logging				
0301 Forestry	^ 122	1 191	^ 1 087	^ 106
0302 Logging	192	1 028	953	77
0303 Services to forestry	182	877	815	^ 76
<i>Total</i>	495	3 096	2 855	259
Total 03 Forestry and logging	495	3 096	2 855	259
04 Commercial fishing				
041 Marine fishing				
0411 Rock lobster fishing	52	532	423	128
0412 Prawn fishing	32	317	283	^ 32
0413 Finfish trawling	32	294	246	^ 49
0414 Squid jigging	np	np	np	np
0415 Line fishing	np	np	np	np
0419 Marine fishing n.e.c.	64	702	564	126
<i>Total</i>	193	1 990	1 641	354
042 Aquaculture	125	870	738	^ 115
Total 04 Commercial fishing	317	2 860	2 379	470
Total agriculture, forestry and fishing	4 778	53 904	49 441	4 756
MINING				
11 Coal mining				
110 Coal mining				
1101 Black coal mining	1 921	16 003	14 287	1 690
1102 Brown coal mining	5	67	67	**—
<i>Total</i>	1 926	16 070	14 354	1 690
Total 11 Coal mining	1 926	16 070	14 354	1 690
12 Oil and gas extraction	844	17 906	9 069	8 789
13 Metal ore mining				
131 Metal ore mining				
1311 Iron ore mining	519	6 364	4 152	2 237
1312 Bauxite mining	np	np	np	np
1313 Copper ore mining	205	2 081	2 380	-254
1314 Gold ore mining	663	6 043	5 649	434
1315 Mineral sand mining	107	1 030	944	98
1316 Nickel ore mining	np	np	np	np
1317 Silver-lead-zinc ore mining	190	2 085	2 203	-87
1319 Metal ore mining n.e.c.	np	np	np	np
<i>Total</i>	1 931	21 889	17 810	4 292
Total 13 Metal ore mining	1 931	21 889	17 810	4 292

^ 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

— nil or rounded to zero (including null cells)

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

(a) For scope details, see Explanatory Notes paragraphs 8-15.

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

3.1 INDUSTRY CLASS (a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
MINING cont.				
14 Other mining				
141 Construction material mining				
1411 Gravel and sand quarrying	107	701	582	115
1419 Construction material mining n.e.c.	239	1 878	1 612	261
<i>Total</i>	346	2 579	2 193	376
142 Other mining	210	1 680	1 452	252
Total 14 Other mining	556	4 258	3 646	627
15 Services to mining				
151 Exploration				
1511 Petroleum exploration (own account)	62	136	195	-58
1512 Petroleum exploration services	26	148	163	-15
1513 Mineral exploration (own account)	137	794	671	131
1514 Mineral exploration services	14	106	80	28
<i>Total</i>	239	1 183	1 108	87
152 Other mining services	1 489	6 002	5 655	401
Total 15 Services to mining	1 728	7 185	6 764	488
Total mining	6 984	67 309	51 642	15 886
MANUFACTURING				
21 Food, beverage and tobacco mfg				
211 Meat and meat product mfg				
2111 Meat processing	1 033	10 220	10 023	240
2112 Poultry processing	654	3 917	3 609	274
2113 Bacon, ham and smallgood mfg	317	2 139	2 104	39
<i>Total</i>	2 005	16 276	15 737	553
212 Dairy product mfg				
2121 Milk and cream processing	312	2 944	2 796	162
2122 Ice cream mfg	66	564	546	23
2129 Dairy product mfg n.e.c.	521	5 684	5 579	39
<i>Total</i>	899	9 192	8 920	223
213 Fruit and vegetable processing	612	4 652	4 421	277
214 Oil and fat mfg	168	1 708	1 541	154
215 Flour mill and cereal food mfg				
2151 Flour mill product mfg	120	1 553	1 458	54
2152 Cereal food and baking mix mfg	278	2 043	1 810	177
<i>Total</i>	398	3 595	3 269	231
216 Bakery product mfg				
2161 Bread mfg	460	1 830	1 728	101
2162 Cake and pastry mfg	269	1 115	1 074	45
2163 Biscuit mfg	212	1 068	802	275
<i>Total</i>	941	4 012	3 604	420
217 Other food mfg				
2171 Sugar mfg	232	2 106	2 123	-10
2172 Confectionery mfg	558	3 796	3 369	428
2173 Seafood processing	137	1 511	1 465	52
2174 Prepared animal and bird feed mfg	222	2 676	2 589	85
2179 Food mfg n.e.c.	754	5 470	5 199	239
<i>Total</i>	1 902	15 559	14 744	793

(a) For scope details, see Explanatory Notes paragraphs 8-15.

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

3.1 INDUSTRY CLASS (a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
MANUFACTURING <i>cont.</i>				
21 Food, beverage and tobacco mfg <i>cont.</i>				
218 Beverage and malt mfg				
2181 Soft drink, cordial and syrup mfg	350	3 360	2 958	454
2182 Beer and malt mfg	303	4 085	2 786	1 303
2183 Wine mfg	706	6 320	5 615	1 018
2184 Spirit mfg	np	np	np	np
<i>Total</i>	np	np	np	np
219 Tobacco product mfg	np	np	np	np
Total 21 Food, beverage and tobacco mfg	8 502	70 979	65 217	5 998
22 Textile, clothing, footwear and leather mfg				
221 Textile fibre, yarn and woven fabric mfg				
2211 Wool scouring	41	263	271	-44
2212 Synthetic fibre textile mfg	79	420	370	47
2213 Cotton textile mfg	73	345	319	24
2214 Wool textile mfg	32	187	178	6
2215 Textile finishing	41	219	204	12
<i>Total</i>	266	1 433	1 342	45
222 Textile product mfg				
2221 Made-up textile product mfg	256	1 254	1 168	79
2222 Textile floor covering mfg	180	1 156	1 086	92
2223 Rope, cordage and twine mfg	17	116	109	9
2229 Textile product mfg n.e.c.	106	567	523	40
<i>Total</i>	559	3 093	2 886	220
223 Knitting mills				
2231 Hosiery mfg	38	132	118	[^] 13
2232 Cardigan and pullover mfg	16	78	73	4
2239 Knitting mill product mfg n.e.c.	28	171	160	[^] 7
<i>Total</i>	82	380	351	25
224 Clothing mfg				
2241 Men's and boys' wear mfg	116	595	551	43
2242 Women's and girls' wear mfg	134	932	829	94
2243 Sleepwear, underwear and infant clothing mfg	46	360	324	31
2249 Clothing mfg n.e.c.	375	2 263	2 078	217
<i>Total</i>	671	4 150	3 782	386
225 Footwear mfg	104	572	518	45
226 Leather and leather product mfg				
2261 Leather tanning and fur dressing	86	645	604	13
2262 Leather and leather substitute product mfg	34	218	196	25
<i>Total</i>	121	863	799	38
Total 22 Textile, clothing, footwear and leather mfg	1 803	10 491	9 678	758
23 Wood and paper product mfg				
231 Log sawmilling and timber dressing				
2311 Log sawmilling	292	1 585	1 477	138
2312 Wood chipping	42	675	564	120
2313 Timber resawing and dressing	306	2 050	1 884	189
<i>Total</i>	640	4 310	3 926	447

[^] 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) For scope details, see Explanatory Notes paragraphs 8-15.

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

3.1 INDUSTRY CLASS (a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
MANUFACTURING <i>cont.</i>				
23 Wood and paper product mfg <i>cont.</i>				
232 Other wood product mfg				
2321 Plywood and veneer mfg	60	367	352	17
2322 Fabricated wood mfg	226	1 470	1 354	113
2323 Wooden structural component mfg	595	3 370	3 092	278
2329 Wood product mfg n.e.c.	200	1 145	1 039	108
<i>Total</i>	1 080	6 353	5 837	516
233 Paper and paper product mfg				
2331 Pulp, paper and paperboard mfg	238	1 861	1 775	98
2332 Solid paperboard container mfg	138	519	485	36
2333 Corrugated paperboard container mfg	404	3 327	2 962	359
2334 Paper bag and sack mfg	62	359	330	25
2339 Paper product mfg n.e.c.	327	2 144	1 943	223
<i>Total</i>	1 168	8 210	7 495	741
Total 23 Wood and paper product mfg	2 888	18 873	17 257	1 704
24 Printing, publishing and recorded media				
241 Printing and services to printing				
2411 Paper stationery mfg	227	1 222	1 184	35
2412 Printing	1 782	7 388	7 040	345
2413 Services to printing	211	782	752	32
<i>Total</i>	2 220	9 392	8 976	412
242 Publishing				
2421 Newspaper printing or publishing	1 389	5 994	4 673	1 326
2422 Other periodical publishing	425	1 824	1 638	184
2423 Book and other publishing	502	2 997	2 180	810
<i>Total</i>	2 316	10 814	8 491	2 320
243 Recorded media mfg and publishing	192	821	753	67
Total 24 Printing, publishing and recorded media	4 727	21 027	18 220	2 799
25 Petroleum, coal, chemical and associated product mfg				
251 Petroleum refining	548	18 581	18 184	207
252 Petroleum and coal product mfg n.e.c.	56	557	496	55
253 Basic chemical mfg				
2531 Fertiliser mfg	np	np	np	np
2532 Industrial gas mfg	np	np	np	np
2533 Synthetic resin mfg	352	3 333	3 177	150
2534 Organic industrial chemical mfg n.e.c.	122	1 011	989	^ 10
2535 Inorganic industrial chemical mfg n.e.c.	278	2 801	2 649	231
<i>Total</i>	1 063	10 426	9 748	779
254 Other chemical product mfg				
2541 Explosive mfg	np	np	np	np
2542 Paint mfg	341	1 993	1 918	91
2543 Medicinal and pharmaceutical product mfg	814	6 169	5 637	425
2544 Pesticide mfg	75	738	752	^ 35
2545 Soap and other detergent mfg	211	1 698	1 561	139
2546 Cosmetic and toiletry preparation mfg	98	598	558	43
2547 Ink mfg	np	np	np	np
2549 Chemical product mfg n.e.c.	195	1 420	1 328	97
<i>Total</i>	1 897	13 807	12 869	911

^ 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) For scope details, see Explanatory Notes paragraphs 8-15.

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

3.1 INDUSTRY CLASS (a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
MANUFACTURING <i>cont.</i>				
25 Petroleum, coal, chemical and associated product mfg <i>cont.</i>				
255 Rubber product mfg				
2551 Rubber tyre mfg	170	967	946	^ 26
2559 Rubber product mfg n.e.c.	219	1 084	1 019	75
<i>Total</i>	389	2 051	1 966	101
256 Plastic product mfg				
2561 Plastic blow moulded product mfg	182	957	961	^ 7
2562 Plastic extruded product mfg	186	1 267	1 187	93
2563 Plastic bag and film mfg	300	1 825	1 711	113
2564 Plastic product rigid fibre reinforced mfg	231	1 094	1 050	65
2565 Plastic foam product mfg	90	480	440	47
2566 Plastic injection moulded product mfg	520	2 718	2 548	189
<i>Total</i>	1 509	8 342	7 896	514
Total 25 Petroleum, coal, chemical and associated product mfg	5 462	53 764	51 159	2 567
26 Non-metallic mineral product mfg				
261 Glass and glass product mfg	319	1 888	1 700	181
262 Ceramic product mfg				
2621 Clay brick mfg	167	969	799	178
2622 Ceramic product mfg	71	258	254	8
2623 Ceramic tile and pipe mfg	26	113	112	7
2629 Ceramic product mfg n.e.c.	85	449	369	68
<i>Total</i>	349	1 789	1 534	260
263 Cement, lime, plaster and concrete product mfg				
2631 Cement and lime mfg	192	1 732	1 422	327
2632 Plaster product mfg	221	1 654	1 457	200
2633 Concrete slurry mfg	390	3 465	3 212	271
2634 Concrete pipe and box culvert mfg	50	237	214	26
2635 Concrete product mfg n.e.c.	270	1 412	1 277	144
<i>Total</i>	1 123	8 500	7 583	968
264 Non-metallic mineral product mfg n.e.c.	313	1 752	1 670	121
Total 26 Non-metallic mineral product mfg	2 103	13 929	12 487	1 529
27 Metal product mfg				
271 Iron and steel mfg				
2711 Basic iron and steel mfg	1 489	11 705	11 015	771
2712 Iron and steel casting and forging	498	2 058	1 863	196
2713 Steel pipe and tube mfg	146	1 079	982	114
<i>Total</i>	2 134	14 842	13 860	1 081
272 Basic non-ferrous metal mfg				
2721 Alumina production	594	5 742	4 414	1 311
2722 Aluminium smelting	380	6 125	5 529	555
2723 Copper, silver, lead and zinc smelting, refining	152	1 946	2 486	-694
2729 Basic non-ferrous metal mfg n.e.c.	150	8 266	8 004	301
<i>Total</i>	1 275	22 078	20 433	1 473
273 Non-ferrous basic metal product mfg				
2731 Aluminium rolling, drawing, extruding	212	1 425	1 357	59
2732 Non-ferrous metal rolling, drawing, extruding n.e.c.	96	884	872	13
2733 Non-ferrous metal casting	56	215	199	13
<i>Total</i>	365	2 523	2 428	85

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(a) For scope details, see Explanatory Notes paragraphs 8-15.

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

3.1 INDUSTRY CLASS (a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
MANUFACTURING <i>cont.</i>				
27 Metal product mfg <i>cont.</i>				
274 Structural metal product mfg				
2741 Structural steel fabricating	673	3 805	3 623	209
2742 Architectural aluminium product mfg	570	2 953	2 627	325
2749 Structural metal product mfg n.e.c.	253	1 355	1 268	102
<i>Total</i>	1 495	8 114	7 518	636
275 Sheet metal product mfg				
2751 Metal container mfg	207	1 402	1 309	98
2759 Sheet metal product mfg n.e.c.	529	2 636	2 402	252
<i>Total</i>	737	4 038	3 711	350
276 Fabricated metal product mfg				
2761 Hand tool and general hardware mfg	71	333	299	38
2762 Spring and wire product mfg	210	1 046	1 002	44
2763 Nut, bolt, screw and rivet mfg	84	446	412	33
2764 Metal coating and finishing	288	964	882	83
2765 Non-ferrous pipe fitting mfg	38	215	184	21
2769 Fabricated metal product mfg n.e.c.	996	4 795	4 285	499
<i>Total</i>	1 687	7 800	7 065	719
Total 27 Metal product mfg	7 693	59 395	55 015	4 344
28 Machinery and equipment mfg				
281 Motor vehicle and part mfg				
2811 Motor vehicle mfg	1 521	14 470	14 091	564
2812 Motor vehicle body mfg	389	2 146	2 012	141
2813 Automotive electrical and instrument mfg	217	1 671	1 623	40
2819 Automotive component mfg n.e.c.	1 198	5 989	5 523	482
<i>Total</i>	3 325	24 277	23 248	1 226
282 Other transport equipment mfg				
2821 Shipbuilding	336	1 721	1 515	168
2822 Boatbuilding	190	1 139	1 074	83
2823 Railway equipment mfg	276	1 284	1 267	34
2824 Aircraft mfg	599	3 235	2 933	172
2829 Transport equipment mfg n.e.c.	21	179	173	^ 6
<i>Total</i>	1 421	7 558	6 962	463
283 Photographic and scientific equipment mfg				
2831 Photographic and optical good mfg	147	1 192	1 149	22
2832 Medical and surgical equipment mfg	356	1 555	1 330	222
2839 Professional and scientific equipment mfg n.e.c.	282	1 328	1 212	115
<i>Total</i>	785	4 075	3 691	358
284 Electronic equipment mfg				
2841 Computer and business machine mfg	180	1 191	1 221	^-15
2842 Telecommunication, broadcasting and transceiving equipment mfg	460	1 601	1 535	94
2849 Electronic equipment mfg n.e.c.	459	1 936	1 861	39
<i>Total</i>	1 100	4 728	4 618	118
285 Electrical equipment and appliance mfg				
2851 Household appliance mfg	539	3 114	2 911	239
2852 Electric cable and wire mfg	141	958	864	91
2853 Battery mfg	48	283	245	13
2854 Electric light and sign mfg	191	879	840	46
2859 Electrical equipment mfg n.e.c.	618	3 042	3 019	29
<i>Total</i>	1 537	8 275	7 879	418

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(a) For scope details, see Explanatory Notes paragraphs 8-15.

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

3.1 INDUSTRY CLASS (a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
MANUFACTURING <i>cont.</i>				
28 Machinery and equipment mfg <i>cont.</i>				
286 Industrial machinery and equipment mfg				
2861 Agricultural machinery mfg	206	1 267	1 209	69
2862 Mining and construction machinery mfg	520	2 326	2 151	163
2863 Food processing machinery mfg	109	572	567	31
2864 Machine tool and part mfg	218	864	798	79
2865 Lifting and material handling equipment mfg	464	1 950	1 867	121
2866 Pump and compressor mfg	169	840	775	73
2867 Commercial space heating and cooling equipment mfg	94	508	487	31
2869 Industrial machinery and equipment mfg n.e.c.	783	4 111	3 879	292
<i>Total</i>	2 563	12 438	11 734	857
Total 28 Machinery and equipment mfg	10 731	61 351	58 132	3 440
29 Other manufacturing				
291 Prefabricated building mfg				
2911 Prefabricated metal building mfg	96	755	700	54
2919 Prefabricated building mfg n.e.c.	46	346	320	32
<i>Total</i>	142	1 101	1 021	87
292 Furniture mfg				
2921 Wooden furniture and upholstered seat mfg	941	4 319	3 977	321
2922 Sheet metal furniture mfg	124	539	508	35
2923 Mattress mfg (except rubber)	109	577	537	44
2929 Furniture mfg n.e.c.	373	2 241	2 110	155
<i>Total</i>	1 546	7 676	7 132	556
294 Other manufacturing				
2941 Jewellery and silverware mfg	95	632	570	69
2942 Toy and sporting good mfg	81	527	490	38
2949 Manufacturing n.e.c.	448	2 641	2 418	227
<i>Total</i>	624	3 801	3 478	333
Total 29 Other manufacturing	2 312	12 577	11 631	976
Total manufacturing	46 222	322 388	298 796	24 115
ELECTRICITY, GAS AND WATER SUPPLY				
36 Electricity and gas supply				
361 Electricity supply	2 600	34 104	30 607	3 493
362 Gas supply	91	5 847	5 339	502
Total 36 Electricity and gas supply	2 691	39 951	35 946	3 995
37 Water supply, sewerage and drainage services				
370 Water supply, sewerage and drainage services				
3701 Water supply	1 158	8 087	6 045	2 040
3702 Sewerage and drainage services	113	996	666	331
<i>Total</i>	1 271	9 083	6 711	2 371
Total 37 Water supply, sewerage and drainage services	1 271	9 083	6 711	2 371
Total electricity, gas and water supply	3 962	49 033	42 657	6 367

(a) For scope details, see Explanatory Notes paragraphs 8–15.

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

3.1 INDUSTRY CLASS (a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
CONSTRUCTION				
41 General construction				
411 Building construction				
4111 House construction	1 875	30 326	29 040	2 050
4112 Residential building construction n.e.c.	503	9 924	9 061	1 063
4113 Non-residential building construction	2 345	24 841	24 048	1 003
<i>Total</i>	4 723	65 091	62 149	4 116
412 Non-building construction				
4121 Road and bridge construction	685	5 716	5 400	^ 313
4122 Non-building construction n.e.c.	2 831	16 860	15 808	^ 1 086
<i>Total</i>	3 516	22 576	21 208	^ 1 399
Total 41 General construction	8 239	87 667	83 357	5 515
42 Construction trade services				
421 Site preparation services	1 568	11 060	9 853	1 330
422 Building structure services				
4221 Concreting services	718	4 673	4 133	550
4222 Bricklaying services	323	2 385	1 659	730
4223 Roofing services	308	1 925	1 709	222
4224 Structural steel erection services	532	2 171	1 932	230
<i>Total</i>	1 881	11 154	9 432	1 732
423 Installation trade services				
4231 Plumbing services	1 167	6 946	6 012	953
4232 Electrical services	2 180	9 603	8 677	978
4233 Air conditioning and heating services	667	3 852	3 594	252
4234 Fire and security system services	496	2 005	1 836	163
<i>Total</i>	4 509	22 405	20 120	2 347
424 Building completion services				
4241 Plastering and ceiling services	426	3 633	2 977	653
4242 Carpentry services	823	6 581	5 221	1 392
4243 Tiling and carpeting services	268	2 329	1 805	537
4244 Painting and decorating services	546	3 325	2 568	773
4245 Glazing services	210	1 008	901	110
<i>Total</i>	2 273	16 877	13 472	3 464
425 Other construction services				
4251 Landscaping services	422	3 122	2 732	401
4259 Construction services n.e.c.	1 138	6 881	5 992	945
<i>Total</i>	1 560	10 003	8 724	1 346
Total 42 Construction trade services	11 792	71 499	61 601	10 220
Total construction	20 030	159 166	144 958	15 735
WHOLESALE TRADE				
45 Basic material wholesaling				
451 Farm produce wholesaling				
4511 Wool wholesaling	*90	**6 328	**6 325	**4
4512 Cereal grain wholesaling	234	7 236	7 022	175
4519 Farm produce and supplies wholesaling n.e.c.	858	12 102	11 711	338
<i>Total</i>	1 181	^ 25 667	^ 25 058	517

^ 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 details, see Explanatory Notes paragraphs 8-15.

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

3.1 INDUSTRY CLASS (a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
WHOLESALE TRADE <i>cont.</i>				
45 Basic material wholesaling <i>cont.</i>				
452 Mineral, metal and chemical wholesaling				
4521 Petroleum product wholesaling	546	21 208	19 941	1 074
4522 Metal and mineral wholesaling	722	^ 19 335	^ 18 739	650
4523 Chemical wholesaling	570	6 084	5 616	347
<i>Total</i>	1 837	46 627	44 296	2 071
453 Builders supplies wholesaling				
4531 Timber wholesaling	331	4 415	4 266	198
4539 Building supplies wholesaling n.e.c.	1 283	13 468	12 765	829
<i>Total</i>	1 614	17 883	17 031	1 027
Total 45 Basic material wholesaling	4 632	90 177	86 385	3 614
46 Machinery and motor vehicle wholesaling				
461 Machinery and equipment wholesaling				
4611 Farm and construction machinery wholesaling	851	11 171	10 508	504
4612 Professional equipment wholesaling	583	4 714	4 410	358
4613 Computer wholesaling	1 721	14 939	14 264	741
4614 Business machine wholesaling n.e.c.	476	3 282	3 121	154
4615 Electrical and electronic equipment wholesaling n.e.c.	^ 2 218	16 387	15 596	^ 856
4619 Machinery and equipment wholesaling n.e.c.	1 919	16 006	14 902	^ 1 019
<i>Total</i>	7 769	66 499	62 801	3 632
462 Motor vehicle wholesaling				
4621 Car wholesaling	^ 550	22 627	22 042	576
4622 Commercial vehicle wholesaling	*414	*10 105	*9 967	^ 386
4623 Motor vehicle new part dealing	928	8 728	8 308	491
4624 Motor vehicle dismantling and used part dealing	197	1 825	1 743	91
<i>Total</i>	2 090	43 285	42 060	1 544
Total 46 Machinery and motor vehicle wholesaling	9 858	109 784	104 861	5 176

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(a) For scope details, see Explanatory Notes paragraphs 8-15.

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

3.1 INDUSTRY CLASS (a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
WHOLESALE TRADE <i>cont.</i>				
47 Personal and household good wholesaling				
471 Food, drink and tobacco wholesaling				
4711 Meat wholesaling	^ 228	*9 851	*9 732	*97
4712 Poultry and smallgood wholesaling	51	767	733	^ 35
4713 Dairy produce wholesaling	^ 67	^ 1 994	^ 1 868	^ 75
4714 Fish wholesaling	147	2 868	2 824	^ 56
4715 Fruit and vegetable wholesaling	500	8 438	8 199	239
4716 Confectionery and soft drink wholesaling	94	1 395	1 345	^ 57
4717 Liquor wholesaling	164	^ 3 347	^ 3 042	*304
4718 Tobacco product wholesaling	34	469	395	69
4719 Grocery wholesaling n.e.c.	1 106	^ 23 113	^ 22 554	*417
<i>Total</i>	2 391	52 241	50 692	^ 1 349
472 Textile, clothing and footwear wholesaling				
4721 Textile product wholesaling	271	2 668	2 421	*233
4722 Clothing wholesaling	596	^ 6 880	^ 6 232	^ 637
4723 Footwear wholesaling	57	841	*1 035	**_-225
<i>Total</i>	924	10 388	9 688	*645
473 Household good wholesaling				
4731 Household appliance wholesaling	256	4 502	4 264	198
4732 Furniture wholesaling	121	1 066	1 018	58
4733 Floor covering wholesaling	64	778	742	^ 44
4739 Household good wholesaling n.e.c.	256	2 172	2 032	^ 180
<i>Total</i>	696	8 518	8 056	479
479 Other wholesaling				
4791 Photographic equipment wholesaling	52	585	592	^ 13
4792 Jewellery and watch wholesaling	111	1 269	1 186	^ 69
4793 Toy and sporting good wholesaling	^ 274	^ 2 825	^ 2 554	^ 213
4794 Book and magazine wholesaling	*211	*1 752	^ 1 592	**163
4795 Paper product wholesaling	508	5 220	5 038	206
4796 Pharmaceutical and toiletry wholesaling	^ 1 513	19 059	18 121	^ 1 026
4799 Wholesaling n.e.c.	1 079	12 447	11 728	726
<i>Total</i>	3 748	43 158	40 812	2 416
Total 47 Personal and household good wholesaling	7 760	114 305	109 248	4 889
Total wholesale trade	22 250	314 265	300 494	13 679
RETAIL TRADE				
51 Food retailing				
511 Supermarket and grocery stores	4 904	53 686	51 846	1 885
512 Specialised food retailing				
5121 Fresh meat, fish and poultry retailing	417	4 292	4 114	183
5122 Fruit and vegetable retailing	255	3 016	2 894	125
5123 Liquor retailing	365	5 108	4 945	184
5124 Bread and cake retailing	681	2 807	2 667	146
5125 Takeaway food retailing	1 729	9 585	9 095	501
5126 Milk vending	49	777	732	45
5129 Specialised food retailing n.e.c.	306	4 159	4 055	126
<i>Total</i>	3 803	29 744	28 502	1 310
Total 51 Food retailing	8 708	83 430	80 349	3 195

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

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

(a) For scope details, see Explanatory Notes paragraphs 8-15.

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

3.1 INDUSTRY CLASS (a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
RETAIL TRADE <i>cont.</i>				
52 Personal and household good retailing				
521 Department stores	1 960	15 452	15 019	535
522 Clothing and soft good retailing				
5221 Clothing retailing	1 558	10 423	10 024	463
5222 Footwear retailing	376	2 445	2 288	155
5223 Fabric and other soft good retailing	^ 312	^ 2 076	^ 1 966	129
<i>Total</i>	2 245	14 944	14 278	747
523 Furniture, houseware and appliance retailing				
5231 Furniture retailing	623	5 453	5 158	310
5232 Floor covering retailing	194	1 993	1 906	101
5233 Domestic hardware and houseware retailing	1 507	11 976	11 459	673
5234 Domestic appliance retailing	1 959	18 268	17 714	746
5235 Recorded music retailing	127	1 099	1 081	31
<i>Total</i>	4 410	38 789	37 318	1 862
524 Recreational good retailing				
5241 Sport and camping equipment retailing	329	2 638	2 504	156
5242 Toy and game retailing	87	662	658	** -4
5243 Newspaper, book and stationery retailing	692	6 885	6 701	197
5244 Photographic equipment retailing	62	523	500	^ 25
5245 Marine equipment retailing	144	1 800	1 730	^ 81
<i>Total</i>	1 314	12 508	12 092	455
525 Other personal and household good retailing				
5251 Pharmaceutical, cosmetic and toiletry retailing	1 222	13 831	13 165	746
5252 Antique and used good retailing	229	1 540	1 460	102
5253 Garden supplies retailing	288	2 071	1 977	110
5254 Flower retailing	92	582	564	^ 20
5255 Watch and jewellery retailing	428	2 671	2 487	197
5259 Retailing n.e.c.	1 535	13 802	13 281	645
<i>Total</i>	3 793	34 497	32 934	1 820
526 Household equipment repair services				
5261 Household equipment repair services (electrical)	224	1 383	1 248	141
5269 Household equipment repair services n.e.c.	109	507	456	56
<i>Total</i>	333	1 890	1 704	197
Total 52 Personal and household good retailing	14 055	118 081	113 345	5 615
53 Motor vehicle retailing and services				
531 Motor vehicle retailing				
5311 Car retailing	2 138	45 062	44 799	^ 628
5312 Motor cycle dealing	166	2 232	2 149	89
5313 Trailer and caravan dealing	51	855	820	48
<i>Total</i>	2 355	48 149	47 769	^ 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 greater than 50% and is considered too unreliable for general use

(a) For scope details, see Explanatory Notes paragraphs 8-15.

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

3.1 INDUSTRY CLASS (a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
RETAIL TRADE <i>cont.</i>				
53 Motor vehicle retailing and services <i>cont.</i>				
532 Motor vehicle services				
5321 Automotive fuel retailing	987	25 800	26 161	444
5322 Automotive electrical services	223	^ 1 529	^ 1 421	139
5323 Smash repairing	937	3 875	3 553	327
5324 Tyre retailing	358	2 813	2 697	99
5329 Automotive repair and services n.e.c.	1 547	9 206	8 540	695
<i>Total</i>	4 051	43 223	42 371	1 704
Total 53 Motor vehicle retailing and services	6 406	91 372	90 140	2 468
Total retail trade	29 168	292 883	283 835	11 278
ACCOMMODATION, CAFES AND RESTAURANTS				
57 Accommodation, cafes and restaurants				
571 Accommodation	2 717	12 645	11 734	953
572 Pubs, taverns and bars	2 193	12 667	11 845	887
573 Cafes and restaurants	3 686	14 453	13 940	550
574 Clubs (hospitality)	1 623	7 065	6 715	^ 359
Total 57 Accommodation, cafes and restaurants	10 219	46 831	44 233	2 749
Total accommodation, cafes and restaurants	10 219	46 831	44 233	2 749
TRANSPORT AND STORAGE				
61 Road transport				
611 Road freight transport	4 719	25 058	23 198	1 868
612 Road passenger transport				
6121 Long distance bus transport	221	778	743	^ 35
6122 Short distance bus transport (including tramway)	1 106	3 074	2 843	236
6123 Taxi and other road passenger transport	150	2 663	2 078	586
<i>Total</i>	1 477	6 515	5 665	857
Total 61 Road transport	6 196	31 573	28 863	2 725
62 Rail transport	2 748	6 332	9 233	-2 910
63 Water transport				
630 Water transport				
6301 International sea transport	116	961	895	65
6302 Coastal water transport	269	1 062	975	88
6303 Inland water transport	^ 114	631	589	^ 44
<i>Total</i>	499	2 654	2 459	197
Total 63 Water transport	499	2 654	2 459	197

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

(a) For scope details, see Explanatory Notes paragraphs 8-15.

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

3.1 INDUSTRY CLASS (a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
TRANSPORT AND STORAGE <i>cont.</i>				
64 Air and space transport				
640 Air and space transport				
6401 Scheduled international air transport	1 946	10 541	9 606	906
6402 Scheduled domestic air transport	373	2 899	2 616	282
6403 Non-scheduled air and space transport	^ 147	^ 953	^ 912	*37
<i>Total</i>	2 466	14 393	13 134	1 225
Total 64 Air and space transport	2 466	14 393	13 134	1 225
65 Other transport				
650 Other transport				
6501 Pipeline transport	32	939	884	55
6509 Transport n.e.c.	107	943	841	101
<i>Total</i>	139	1 882	1 724	157
Total 65 Other transport	139	1 882	1 724	157
66 Services to transport				
661 Services to road transport				
6611 Parking services	80	677	636	*38
6619 Services to road transport n.e.c.	^ 78	^ 910	^ 803	^ 107
<i>Total</i>	158	1 587	1 439	^ 146
662 Services to water transport				
6621 Stevedoring	207	524	458	^ 67
6622 Water transport terminals	446	1 901	1 561	342
6623 Port operators	**188	*991	*755	*244
6629 Services to water transport n.e.c.	^ 290	1 177	^ 1 016	^ 167
<i>Total</i>	1 130	4 593	3 789	^ 819
663 Services to air transport	428	1 954	1 811	**142
664 Other services to transport				
6641 Travel agency services	^ 1 096	^ 8 154	^ 7 743	^ 409
6642 Road freight forwarding	349	1 907	1 813	96
6643 Freight forwarding (except road)	465	3 942	3 815	129
6644 Customs agency services	^ 134	^ 1 452	^ 1 389	61
6649 Services to transport n.e.c.	116	838	782	53
<i>Total</i>	2 161	16 293	15 543	748
Total 66 Services to transport	3 877	24 426	22 581	1 854
67 Storage				
670 Storage				
6701 Grain storage	201	1 956	1 808	128
6709 Storage n.e.c.	711	3 001	2 826	^ 160
<i>Total</i>	912	4 956	4 634	^ 287
Total 67 Storage	912	4 956	4 634	^ 287
Total transport and storage	16 836	86 217	82 628	3 535

^ 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 details, see Explanatory Notes paragraphs 8-15.

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

3.1 INDUSTRY CLASS(a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
COMMUNICATION SERVICES				
71 Communication services				
711 Postal and courier services				
7111 Postal services	1 722	5 231	4 573	669
7112 Courier services	389	2 956	2 545	416
<i>Total</i>	<i>2 111</i>	<i>8 187</i>	<i>7 118</i>	<i>1 085</i>
712 Telecommunication services	4 434	33 340	27 307	5 982
Total 71 Communication services	6 545	41 527	34 425	7 067
Total communication services	6 545	41 527	34 425	7 067
PROPERTY AND BUSINESS SERVICES				
77 Property services				
771 Property operators and developers				
7711 Residential property operators	474	10 992	8 224	2 909
7712 Commercial property operators and developers	1 455	35 079	29 187	^ 6 660
<i>Total</i>	<i>1 929</i>	<i>46 071</i>	<i>37 411</i>	<i>9 568</i>
772 Real estate agents	4 164	16 297	13 721	^ 2 742
773 Non-financial asset investors	^ 227	^ 2 164	^ 1 842	319
774 Machinery and equipment hiring and leasing				
7741 Motor vehicle hiring	177	^ 2 209	^ 2 013	198
7742 Other transport equipment leasing	74	643	526	119
7743 Plant hiring or leasing	^ 905	^ 7 123	^ 5 672	^ 1 456
<i>Total</i>	<i>^ 1 156</i>	<i>9 974</i>	<i>8 211</i>	<i>^ 1 773</i>
Total 77 Property services	7 477	74 506	61 185	14 403
78 Business services				
781 Scientific research	^ 537	^ 1 559	^ 1 678	** -108
782 Technical services				
7821 Architectural services	1 195	3 873	3 182	698
7822 Surveying services	514	1 628	1 377	256
7823 Consulting engineering services	4 114	18 453	16 434	2 027
7829 Technical services n.e.c.	633	2 127	1 837	* 289
<i>Total</i>	<i>6 457</i>	<i>26 081</i>	<i>22 830</i>	<i>3 269</i>
783 Computer services				
7831 Data processing services	717	2 052	1 848	203
7832 Information storage and retrieval services	90	325	288	^ 36
7833 Computer maintenance services	205	1 045	952	98
7834 Computer consultancy services	5 221	16 267	15 532	^ 765
<i>Total</i>	<i>6 232</i>	<i>19 688</i>	<i>18 619</i>	<i>^ 1 103</i>
784 Legal and accounting services				
7841 Legal services	3 109	14 170	10 074	4 098
7842 Accounting services	3 170	10 263	8 406	1 851
<i>Total</i>	<i>6 280</i>	<i>24 433</i>	<i>18 480</i>	<i>5 948</i>

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

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

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

(a) For scope details, see Explanatory Notes paragraphs 8-15.

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

3.1 INDUSTRY CLASS (a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
PROPERTY AND BUSINESS SERVICES <i>cont.</i>				
78 Business services <i>cont.</i>				
785 Marketing and business management services				
7851 Advertising services	1 482	^ 8 586	^ 7 559	1 005
7852 Commercial art and display services	500	2 357	2 026	330
7853 Market research services	305	1 111	975	137
7854 Business administrative services	^ 2 030	16 605	7 002	9 634
7855 Business management services	5 348	24 159	19 984	4 255
<i>Total</i>	9 664	52 817	37 546	15 361
786 Other business services				
7861 Employment placement services	3 697	7 834	7 597	*241
7862 Contract staff services	4 602	7 759	7 613	*147
7863 Secretarial services	^ 825	2 328	2 063	272
7864 Security and investigative services (except police)	1 262	3 433	3 201	236
7865 Pest control services	158	647	556	91
7866 Cleaning services	1 592	4 990	4 327	666
7867 Contract packing services n.e.c.	^ 111	458	460	**3
7869 Business services n.e.c.	3 580	15 155	13 798	^ 1 405
<i>Total</i>	15 827	42 604	39 614	3 061
Total 78 Business services	44 997	167 182	138 768	28 635
Total property and business services	52 474	241 687	199 953	43 038
EDUCATION (PRIVATE)				
84 Education (private)				
841 Preschool education	^ 265	^ 597	*543	^ 54
842 School education				
8421 Primary education	1 963	2 841	2 720	*123
8422 Secondary education	^ 1 008	^ 1 777	^ 1 623	^ 156
8423 Combined primary and secondary education	2 131	3 882	3 625	^ 258
8424 Special school education	**8	**26	**21	**5
<i>Total</i>	5 110	8 525	7 988	541
843 Post school education				
8431 Higher education	^ 203	^ 704	^ 559	145
8432 Technical and further education	*66	**226	**216	*10
<i>Total</i>	^ 269	^ 930	^ 775	155
844 Other education	^ 1 653	4 689	4 173	527
Total 84 Education (private)	7 298	14 741	13 479	1 278
Total education (private)	7 298	14 741	13 479	1 278
HEALTH AND COMMUNITY SERVICES (PRIVATE)				
86 Health services (private)				
861 Hospitals and nursing homes				
8611 Hospitals (except psychiatric hospitals)	3 185	7 177	6 804	375
8612 Psychiatric hospitals	*93	*181	*163	^ 19
8613 Nursing homes	2 512	5 025	4 691	^ 327
<i>Total</i>	5 790	12 383	11 658	721

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(a) For scope details, see Explanatory Notes paragraphs 8-15.

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

3.1 INDUSTRY CLASS (a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
HEALTH AND COMMUNITY SERVICES (PRIVATE) <i>cont.</i>				
86 Health services (private) <i>cont.</i>				
862 Medical and dental services				
8621 General practice medical services	2 388	9 170	7 184	1 991
8622 Specialist medical services	1 632	6 537	5 068	1 486
8623 Dental services	875	4 258	3 408	850
<i>Total</i>	4 896	19 965	15 660	4 328
863 Other health services				
8631 Pathology services	523	1 574	1 286	289
8632 Optometry and optical dispensing	326	1 388	1 232	161
8633 Ambulance services	np	np	np	np
8634 Community health centres	*382	*817	*780	**38
8635 Physiotherapy services	260	814	667	149
8636 Chiropractic services	np	np	np	np
8639 Health services n.e.c.	^ 1 027	^ 3 837	^ 3 199	647
<i>Total</i>	2 677	9 122	7 744	1 398
864 Veterinary services	370	1 495	1 333	165
Total 86 Health services (private)	13 732	42 965	36 395	6 612
87 Community services (private)				
871 Child care services	1 418	2 849	2 625	^ 225
872 Community care services				
8721 Accommodation for the aged	^ 953	^ 2 028	1 835	^ 191
8722 Residential care services n.e.c.	^ 730	^ 1 393	^ 1 329	*68
8729 Non-residential care services n.e.c.	^ 2 550	5 836	^ 5 568	^ 263
<i>Total</i>	4 233	9 256	8 732	^ 522
Total 87 Community services (private)	5 651	12 105	11 357	^ 747
Total health and community services (private)	19 384	55 070	47 752	7 359
CULTURAL AND RECREATIONAL SERVICES				
91 Motion picture, radio and television services				
911 Film and video services				
9111 Film and video production	^ 395	^ 1 821	^ 1 604	^ 218
9112 Film and video distribution	^ 92	^ 1 852	^ 1 758	^ 101
9113 Motion picture exhibition	157	1 159	1 021	137
<i>Total</i>	^ 643	4 832	4 383	456
912 Radio and television services				
9121 Radio services	^ 340	^ 1 160	^ 965	*195
9122 Television services	659	5 074	4 692	^ 411
<i>Total</i>	998	6 234	5 657	^ 606
Total 91 Motion picture, radio and television services	1 642	11 066	10 040	1 062

^ 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 details, see Explanatory Notes paragraphs 8-15.

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

3.1 INDUSTRY CLASS (a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
CULTURAL AND RECREATIONAL SERVICES <i>cont.</i>				
92 Libraries, museums and the arts				
921 Libraries	*23	^ 75	*74	**1
922 Museums	^ 22	^ 91	*83	**2
923 Parks and gardens				
9231 Zoological and botanic gardens	^ 11	^ 47	^ 47	**—
9239 Recreational parks and gardens	*45	*264	^ 173	*91
<i>Total</i>	^ 56	^ 311	^ 220	*91
924 Arts				
9241 Music and theatre productions	^ 175	979	796	185
9242 Creative arts	65	762	506	262
<i>Total</i>	^ 240	1 741	1 301	447
925 Services to the arts				
9251 Sound recording studios	^ 32	^ 165	^ 142	^ 20
9252 Performing arts venues	^ 76	^ 320	^ 305	**16
9259 Services to the arts n.e.c.	142	908	827	^ 83
<i>Total</i>	250	1 393	1 274	^ 118
Total 92 Libraries, museums and the arts	590	3 610	2 952	660
93 Sport and recreation				
931 Sport				
9311 Horse and dog racing	203	^ 985	^ 966	*25
9312 Sports grounds and facilities n.e.c.	454	1 784	1 684	*105
9319 Sports and services to sports n.e.c.	^ 1 141	^ 4 862	^ 4 338	*478
<i>Total</i>	^ 1 798	7 631	6 988	*608
932 Gambling services				
9321 Lotteries	*104	*2 399	*1 878	**523
9322 Casinos	467	2 120	1 723	396
9329 Gambling services n.e.c.	575	5 408	4 715	701
<i>Total</i>	1 147	9 927	8 316	^ 1 621
933 Other recreation services	320	1 898	1 691	^ 223
Total 93 Sport and recreation	3 265	19 456	16 994	^ 2 451
Total cultural and recreational services	5 497	34 132	29 986	4 173
PERSONAL AND OTHER SERVICES				
95 Personal services				
951 Personal and household goods hiring				
9511 Video hire outlets	141	900	869	^ 34
9519 Personal and household goods hiring n.e.c.	189	1 110	1 001	119
<i>Total</i>	330	2 010	1 871	153

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

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

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

— nil or rounded to zero (including null cells)

(a) For scope details, see Explanatory Notes paragraphs 8-15.

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

3.1 INDUSTRY CLASS (a) *continued*

<i>Industry(a) - ANZSIC code and description</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
PERSONAL AND OTHER SERVICES <i>cont.</i>				
95 Personal services <i>cont.</i>				
952 Other personal services				
9521 Laundries and dry-cleaners	367	1 433	1 276	159
9522 Photographic film processing	136	684	666	^ 16
9523 Photographic studios	117	709	634	77
9524 Funeral directors, crematoria and cemeteries	^ 187	826	741	101
9525 Gardening services	255	1 539	1 192	355
9526 Hairdressing and beauty salons	875	2 888	2 567	329
9529 Personal services n.e.c.	96	807	531	277
<i>Total</i>	2 033	8 885	7 607	1 314
Total 95 Personal services	2 362	10 895	9 477	1 467
96 Other services				
961 Religious organisations	^ 589	^ 1 951	^ 1 794	**158
962 Interest groups				
9621 Business and professional associations	^ 775	^ 3 339	^ 2 833	*531
9622 Labour associations	^ 356	^ 940	^ 900	*39
9629 Interest groups n.e.c.	902	3 139	2 692	^ 460
<i>Total</i>	2 033	7 419	6 426	^ 1 030
963 Public order and safety services				
9632 Corrective centres	129	428	408	20
9633 Fire brigade services	**16	**140	**122	*18
9634 Waste disposal services	737	3 334	2 961	^ 378
<i>Total</i>	882	3 902	3 491	416
Total 96 Other services	3 504	13 273	11 711	^ 1 604
Total personal and other services	5 866	24 167	21 188	3 071
TOTAL SELECTED INDUSTRIES (c)	257 513	1 803 321	1 645 466	164 085

^ 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 details, see Explanatory Notes paragraphs 8-15.

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

(c) Excludes Division K FINANCE AND INSURANCE and Division M GOVERNMENT ADMINISTRATION AND DEFENCE. See the Glossary for the full definition.

3.2 STATES, TERRITORIES AND AUSTRALIA(a)

<i>Industry division</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
NEW SOUTH WALES				
Agriculture, forestry and fishing	1 177	14 153	13 385	^ 936
Mining	1 442	11 812	9 449	2 323
Manufacturing	15 055	100 860	93 685	7 175
Electricity, gas and water supply	1 552	16 255	14 197	2 025
Construction	6 685	53 443	49 001	5 001
Wholesale trade	9 058	114 988	109 821	5 011
Retail trade	9 847	97 017	94 421	3 259
Accommodation, cafes and restaurants	3 925	18 236	17 121	1 182
Transport and storage	6 375	28 728	29 663	^-969
Communication services	2 541	16 862	14 342	2 507
Property and business services	21 416	93 891	80 111	14 378
Education (private)	2 869	5 665	5 284	385
Health and community services (private)	6 321	18 636	16 069	2 576
Cultural and recreational services	2 550	14 222	12 813	^ 1 447
Personal and other services	2 160	9 081	8 110	992
<i>Total selected industries(c)</i>	<i>92 973</i>	<i>613 848</i>	<i>567 474</i>	<i>48 228</i>
VICTORIA				
Agriculture, forestry and fishing	944	10 875	10 043	870
Mining	432	5 749	3 706	2 065
Manufacturing	14 331	92 617	85 976	6 784
Electricity, gas and water supply	681	11 023	9 795	1 236
Construction	4 913	36 767	33 657	3 266
Wholesale trade	6 420	92 567	88 353	4 270
Retail trade	7 359	73 550	71 531	2 748
Accommodation, cafes and restaurants	2 105	8 952	8 565	395
Transport and storage	3 631	21 881	20 460	1 411
Communication services	1 916	11 949	9 723	2 212
Property and business services	14 184	68 959	53 654	15 600
Education (private)	^ 1 549	3 011	2 733	^ 278
Health and community services (private)	4 943	13 834	12 117	1 721
Cultural and recreational services	1 218	9 031	7 827	1 216
Personal and other services	1 382	5 730	5 141	^ 614
<i>Total selected industries(c)</i>	<i>66 008</i>	<i>466 495</i>	<i>423 280</i>	<i>44 685</i>

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

(a) See Technical Note 1, paragraphs 22–28.

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

(c) Excludes Division K FINANCE AND INSURANCE and Division M GOVERNMENT ADMINISTRATION AND DEFENCE. See the Glossary for the full definition.

3.2STATES, TERRITORIES AND AUSTRALIA (a) *continued*

<i>Industry division</i>	<i>Wages and salaries (b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
.....				
QUEENSLAND				
Agriculture, forestry and fishing	1 123	11 222	10 691	651
Mining	1 751	12 963	13 054	^-15
Manufacturing	7 387	54 818	50 993	4 028
Electricity, gas and water supply	848	9 304	8 056	1 267
Construction	4 169	34 423	31 567	3 509
Wholesale trade	3 261	50 526	48 404	^ 1 940
Retail trade	5 654	57 398	55 377	2 496
Accommodation, cafes and restaurants	2 079	10 019	9 506	582
Transport and storage	3 535	17 026	15 608	1 405
Communication services	911	5 416	4 385	1 028
Property and business services	7 816	37 526	31 607	6 165
Education (private)	^ 1 437	^ 2 979	^ 2 743	^ 244
Health and community services (private)	4 116	10 852	9 555	1 303
Cultural and recreational services	966	^ 6 319	^ 5 333	*994
Personal and other services	1 067	4 277	3 709	^ 591
<i>Total selected industries (c)</i>	<i>46 119</i>	<i>325 068</i>	<i>300 590</i>	<i>26 189</i>
.....				
SOUTH AUSTRALIA				
Agriculture, forestry and fishing	553	6 989	5 844	^ 1 122
Mining	334	2 530	2 313	250
Manufacturing	4 226	27 307	25 386	2 259
Electricity, gas and water supply	268	5 847	5 330	518
Construction	1 118	9 376	8 309	1 124
Wholesale trade	1 362	^ 23 438	^ 22 597	^ 925
Retail trade	2 071	20 905	20 153	841
Accommodation, cafes and restaurants	714	3 326	3 133	200
Transport and storage	1 084	6 511	6 035	465
Communication services	400	2 550	2 062	483
Property and business services	2 667	12 250	10 691	1 653
Education (private)	^ 435	^ 955	^ 853	*102
Health and community services (private)	1 253	4 040	3 361	680
Cultural and recreational services	243	1 518	1 357	^ 123
Personal and other services	^ 449	^ 1 784	1 433	*355
<i>Total selected industries (c)</i>	<i>17 177</i>	<i>129 326</i>	<i>118 856</i>	<i>11 099</i>

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

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

(a) See Technical Note 1, paragraphs 22-28.

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

(c) Excludes Division K FINANCE AND INSURANCE and Division M GOVERNMENT ADMINISTRATION AND DEFENCE. See the Glossary for the full definition.

3.2STATES, TERRITORIES AND AUSTRALIA(a) *continued*

<i>Industry division</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
WESTERN AUSTRALIA				
Agriculture, forestry and fishing	637	7 908	6 932	950
Mining	2 680	31 175	20 659	10 604
Manufacturing	3 870	37 207	34 402	2 672
Electricity, gas and water supply	344	3 887	2 883	999
Construction	2 461	18 309	16 449	1 912
Wholesale trade	1 644	26 225	25 097	1 212
Retail trade	2 871	30 713	29 581	1 348
Accommodation, cafes and restaurants	895	4 144	3 877	^ 263
Transport and storage	1 481	8 239	7 318	^ 935
Communication services	497	3 192	2 662	532
Property and business services	4 356	20 526	16 614	3 972
Education (private)	^ 622	^ 1 441	^ 1 232	211
Health and community services (private)	1 650	5 018	4 276	755
Cultural and recreational services	^ 342	2 174	1 814	367
Personal and other services	522	2 213	1 835	^ 396
<i>Total selected industries(c)</i>	<i>24 873</i>	<i>202 371</i>	<i>175 631</i>	<i>27 129</i>
TASMANIA				
Agriculture, forestry and fishing	273	2 173	1 946	217
Mining	93	637	575	75
Manufacturing	909	6 273	5 550	688
Electricity, gas and water supply	148	1 348	1 195	154
Construction	274	2 044	1 786	270
Wholesale trade	250	3 651	3 482	176
Retail trade	614	6 150	5 907	283
Accommodation, cafes and restaurants	172	781	729	55
Transport and storage	439	2 344	2 164	179
Communication services	119	647	^ 506	140
Property and business services	524	2 272	1 834	441
Education (private)	* 135	* 245	* 230	** 15
Health and community services (private)	^ 601	^ 1 378	^ 1 228	159
Cultural and recreational services	^ 84	^ 397	^ 350	^ 43
Personal and other services	^ 116	398	^ 350	^ 47
<i>Total selected industries(c)</i>	<i>4 753</i>	<i>30 738</i>	<i>27 834</i>	<i>2 942</i>

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

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

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

(a) See Technical Note 1, paragraphs 22–28.

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

(c) Excludes Division K FINANCE AND INSURANCE and Division M GOVERNMENT ADMINISTRATION AND DEFENCE. See the Glossary for the full definition.

3.2STATES, TERRITORIES AND AUSTRALIA(a) *continued*

<i>Industry division</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
.....				
NORTHERN TERRITORY				
Agriculture, forestry and fishing	56	437	460	**17
Mining	np	np	np	np
Manufacturing	207	2 075	1 671	407
Electricity, gas and water supply	np	np	np	np
Construction	201	*2 243	*1 874	**343
Wholesale trade	109	1 165	1 105	61
Retail trade	262	2 573	2 458	109
Accommodation, cafes and restaurants	139	592	573	^ 20
Transport and storage	150	991	935	57
Communication services	39	242	184	57
Property and business services	^ 299	^ 1 479	^ 1 282	*209
Education (private)	np	np	np	np
Health and community services (private)	*166	^ 365	^ 325	^ 40
Cultural and recreational services	37	202	175	^ 27
Personal and other services	64	269	227	42
<i>Total selected industries(c)</i>	<i>2 110</i>	<i>15 803</i>	<i>13 807</i>	<i>2 044</i>

.....
AUSTRALIAN CAPITAL TERRITORY

Agriculture, forestry and fishing	16	148	139	^ -8
Mining	np	np	np	np
Manufacturing	236	1 231	1 133	102
Electricity, gas and water supply	np	np	np	np
Construction	210	2 561	2 317	311
Wholesale trade	147	1 706	1 635	85
Retail trade	489	4 576	4 405	195
Accommodation, cafes and restaurants	190	779	729	^ 52
Transport and storage	141	497	444	52
Communication services	122	669	561	107
Property and business services	1 212	4 783	4 162	^ 619
Education (private)	np	np	np	np
Health and community services (private)	333	946	820	124
Cultural and recreational services	57	269	^ 315	** -45
Personal and other services	^ 106	416	384	34
<i>Total selected industries(c)</i>	<i>3 499</i>	<i>19 672</i>	<i>17 995</i>	<i>1 767</i>

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

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

** 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 Technical Note 1, paragraphs 22-28.

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

(c) Excludes Division K FINANCE AND INSURANCE and Division M GOVERNMENT ADMINISTRATION AND DEFENCE. See the Glossary for the full definition.

3.2 STATES, TERRITORIES AND AUSTRALIA(a) *continued*

<i>Industry division</i>	<i>Wages and salaries(b)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>
	\$m	\$m	\$m	\$m
.....				
AUSTRALIA				
Agriculture, forestry and fishing	4 778	53 904	49 441	4 756
Mining	6 984	67 309	51 642	15 886
Manufacturing	46 222	322 388	298 796	24 115
Electricity, gas and water supply	3 962	49 033	42 657	6 367
Construction	20 030	159 166	144 958	15 735
Wholesale trade	22 250	314 265	300 494	13 679
Retail trade	29 168	292 883	283 835	11 278
Accommodation, cafes and restaurants	10 219	46 831	44 233	2 749
Transport and storage	16 836	86 217	82 628	3 535
Communication services	6 545	41 527	34 425	7 067
Property and business services	52 474	241 687	199 953	43 038
Education (private)	7 298	14 741	13 479	1 278
Health and community services (private)	19 384	55 070	47 752	7 359
Cultural and recreational services	5 497	34 132	29 986	4 173
Personal and other services	5 866	24 167	21 188	3 071
<i>Total selected industries(c)</i>	<i>257 513</i>	<i>1 803 321</i>	<i>1 645 466</i>	<i>164 085</i>

(a) See Technical Note 1, paragraphs 22-28.

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

(c) Excludes Division K FINANCE AND INSURANCE and Division M GOVERNMENT ADMINISTRATION AND DEFENCE. See the Glossary for the full definition.

EXPLANATORY NOTES

INTRODUCTION

- 1** This publication, *Australian Industry, 2003–04* (cat. no. 8155.0), presents estimates of the economic and financial performance of Australian industry in 2003–04.
- 2** The estimates presented have been derived using a combination of directly collected data from the annual Economic Activity Survey (EAS), conducted by the Australian Bureau of Statistics (ABS), and business income tax (BIT) data provided by businesses to the Australian Taxation Office (ATO). To produce estimates at the state and territory level, this combined dataset was then matched to a number of other ABS direct collections to obtain further state/territory dissections. These state and territory estimates, as well as the national ANZSIC class estimates (in Chapter 3), are considered to be experimental, and should be used with care. To assist analysis, please refer to Technical Note 2.

STATISTICAL UNITS USED

- 3** Statistical units are those entities from which statistics are collected, or about which statistics are compiled. In ABS economic statistics, the statistical unit is generally the business. All businesses in the EAS are recorded on the ABS Business Register (ABSBR).
- 4** 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 also to define reporting units that can provide data to the ABS at suitable levels of detail.
- 5** This units model allocates businesses to one of two sub-populations:
- The vast majority of businesses are simple in structure and are allocated to the population which is maintained by the ATO. These are termed (by the ABS) ABN units.
 - The remaining businesses are in the ABS maintained population, and are termed type of activity units, or TAUs.
- 6** Together these two sub-populations (of ABN units and TAUs) make up the ABSBR population, from which the EAS samples are taken.
- 7** For details about the ABSBR and how ABN units and TAUs contribute to the industry statistics in this publication, see Technical Note 1.

SCOPE AND COVERAGE

- 8** 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)*, 1993 edition (cat. no. 1292.0).
- 9** The scope of the EAS estimates in this publication consists of all business entities in the Australian economy, except for:

SCOPE AND COVERAGE

continued

- in most industries, entities classified to SISCASector 3 GENERAL GOVERNMENT. This exclusion particularly affects data presented for EDUCATION and HEALTH AND COMMUNITY SERVICES (ANZSIC Divisions N and O, respectively), in that the estimates relate only to private sector businesses. For the same reason, data for ANZSIC Division M GOVERNMENT ADMINISTRATION AND DEFENCE are also excluded. However, SISCASector 3 GENERAL GOVERNMENT businesses classified to MINING, MANUFACTURING and ELECTRICITY, GAS AND WATER SUPPLY (ANZSIC Divisions B, C and D, respectively) are included. The industry most affected is ELECTRICITY, GAS AND WATER SUPPLY (ANZSIC Division D), where the estimates include data for (for example) relevant local government TAUs.
- entities classified to ANZSIC Division K FINANCE AND INSURANCE.

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

11 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 a single industry class irrespective of any diversity of activities undertaken. The industry class allocated is the one which provides the main source of income.

12 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 ABS maintained population, and 'splits' the TAU's reported data between the industries involved. Significance is determined using total income.

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

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

14 The ABS attempts to maintain a current understanding of the structure of the large, complex and diverse business groups that form the ABS maintained 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.

15 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 of them.

SAMPLING

16 A sample of 20,268 businesses was selected for the directly collected part of the 2003–04 EAS collection. Each business was asked to provide data obtained primarily from financial statements, mainly by mail out questionnaires. The survey population (excluding large or otherwise significant businesses) was then matched to ATO BIT files. Key financial data, from these files, representing approximately 2,115,000 businesses were then used to supplement the ABS's directly collected information. For details, see Technical Note 1.

SAMPLING *continued*

17 State/territory of operation is not taken into account in selecting the EAS sample. As a result, sampling error may be greater for some states/territories than for others. To some extent, any increase in sampling error will have been offset by the use of ATO BIT data, which provides an increase in sample size across each state/territory. The sampling error at the state/territory level may become more significant at the ANZSIC division and subdivision levels, depending on the number of businesses that each business in the sample represents in that particular state/territory. For further details, see Technical Notes 2 and 3.

REFERENCE PERIOD

18 The period covered by each 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 that 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.

19 Financial data presented incorporate all units in scope of the EAS collection 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 assets and liabilities and/or incurred some non-operating expenses (e.g. depreciation, administration costs).

RELIABILITY OF ESTIMATES

20 For information about this subject, see Technical Notes 2 and 3.

INDUSTRY PERFORMANCE MEASURES

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

22 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 in the accounting policies and practices that 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.

23 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 income
- 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 and labour costs.

24 A further explanation of each ratio can be found in the Glossary.

25 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

26 Industry value added is the measure of the contribution by businesses in each industry to gross domestic product. This publication presents, for the first time, the components of industry value added (table 2.3) for all industries that are within the scope of the collection.

INDUSTRY VALUE ADDED

continued

27 The presentation of industry value added in this table is relevant to those businesses that are classified as 'market' producers, that is, businesses which sell their output at economically significant prices. Industry value added is derived in a different way for non-market producers. The industries in which non-market producers make the most significant contribution to industry value added are HEALTH AND COMMUNITY SERVICES (PRIVATE) and PERSONAL AND OTHER SERVICES. See the Glossary item for detailed definitions.

STATE AND TERRITORY
EXPERIMENTAL ESTIMATES

28 For details of the process used to derive state/territory proportions from EAS data, refer to Technical Note 1 paragraphs 22–28.

NEW BUSINESSES

29 Data in this publication have been adjusted to allow for lags in processing new businesses to the ABSBR. The effect of these adjustments is generally 1% or less for most ANZSIC industry divisions and for most states and territories.

EMPLOYMENT DATA

30 Employment estimates (and related ratios) have been excluded from this issue, as work continues on the modelling of ATO BIT data intended to provide employment estimates for non-sampled ABN units. Employment estimates for 2003–04 have already been released for the MINING, MANUFACTURING and ELECTRICITY, GAS AND WATER SUPPLY industries in their respective publications, but further investigation is needed in order to improve the reliability of employment estimates from this survey for the remaining industries, for which the sample sizes are much smaller. When these problems are resolved, estimates for all industries will be made available.

31 Businesses are allocated to the employment size categories in table 2.1 based on reported values of employment in the case of those units that are directly collected, and based on a modelled estimate of employment for those units whose contribution is sourced from BIT data. This modelling is regarded as sufficiently reliable to categorise businesses by broad categories of employment size, but requires further development before it can be regarded as sufficiently reliable to generate estimates of employment by industry.

COUNTS OF OPERATING
BUSINESSES

32 The numbers of operating businesses presented in this publication are intended to represent counts of businesses which are operating at 30 June in the relevant year and which satisfy the scope criteria (as set out above) for inclusion in these statistics. The counts of businesses at 30 June 2004 differ from those released in *Australian Bureau of Statistics Register, Counts of Businesses - Summary Tables, June 2004* (cat. no. 8161.0.55.001) due primarily to scope differences. Included in the scope of EAS but not in the Business Register (ABSBR) counts are the following categories of units: GENERAL GOVERNMENT units classified to MINING, MANUFACTURING, or ELECTRICITY, GAS AND WATER SUPPLY; non-profit institutions; charitable institutions; social and sporting clubs; trade unions and other associations; and units classified as other incorporated entities. EAS counts exclude units that were 'live' on the ABSBR at time of selection for the survey but were found to be not operating during the reference period. They are also adjusted for delays in processing new businesses to the ABSBR. The allocation of units to size classifications also differs between the two sources. EAS uses the reported or modelled employment at 30 June 2004. Employment recorded on the ATOMP component of the ABSBR is derived from the "number of payees", which is defined as the estimated number of individuals to which payments are made. This number is likely to be greater than the EAS measure.

ACKNOWLEDGMENT

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

RELATED PUBLICATIONS

- 34** Users may also wish to refer to the following publications:
- Australian Bureau of Statistics Register, Counts of Businesses - Summary Tables, June 2004*, cat. no. 8161.0.55.001, released on 7 October 2005
- Australian Labour Market Statistics*, cat. no. 6105.0 – Quarterly publication
- Australian National Accounts: National Income, Expenditure and Product*, cat. no. 5206.0 – Quarterly publication
- Australian National Accounts: State Accounts, 2004–05*, cat. no. 5220.0, released on 9 November 2005 – Annual publication
- Australian System of National Accounts: Concepts, Sources and Methods, 2000*, cat. no. 5216.0, released on 21 December 2000 – Irregular publication
- Business Indicators, Australia*, cat. no. 5676.0 – Quarterly publication
- Electricity, Gas, Water and Sewerage Operations, Australia, 2003–04*, cat. no. 8226.0, released on 21 December 2005 – Annual publication
- Experimental Estimates: Regional Small Business Statistics, Australia, 1995–96 to 2000–01*, cat. no. 5675.0, released on 2 February 2004 – Irregular publication
- Information Paper: ABS Statistics and The New Tax System*, cat. no. 1358.0, released on 26 April 2000 – Irregular publication
- Information Paper: Improvements in ABS Economic Statistics [Arising from The New Tax System]*, cat. no. 1372.0, released on 6 May 2002 – Irregular publication
- Information Paper: Improvements to Australian Bureau of Statistics Quarterly Business Indicators*, cat. no. 5677.0, released on 6 July 2001 – Irregular publication
- Job Vacancies, Australia*, cat. no. 6354.0 – Quarterly publication
- Labour Costs, Australia, 2002–03*, cat. no. 6348.0.55.001, released on 11 June 2004 – Irregular electronic publication
- Labour Price Index, Australia*, cat. no. 6345.0 – Quarterly publication (renamed from *Wage Cost Index, Australia*)
- Manufacturing Industry, Australia, 2003–04*, cat. no. 8221.0, released on 5 July 2006 – Annual publication
- Mining Operations, Australia, 2003–04*, cat. no. 8415.0, released on 22 June 2006 – Annual publication
- Private New Capital Expenditure and Expected Expenditure, Australia*, cat. no. 5625.0 – Quarterly publication
- Producer Price Indexes, Australia*, cat. no. 6427.0 – Quarterly publication
- Research and Experimental Development, Businesses, Australia, 2003–04*, cat. no. 8104.0, released on 28 September 2005 – Annual publication
- Wage Cost Index, Australia*, cat. no. 6345.0 – renamed, from September Quarter 2004 issue. See *Labour Price Index, Australia*
- Year Book Australia, 2006*, cat. no. 1301.0, released on 20 January 2006 – Annual publication

35 A range of publications presenting detailed results of surveys of selected service industries are also produced by the ABS. In general, these publications contain considerable detail about the employing sector of each industry. The Appendix discusses the comparability between data from these surveys and as included in this publication.

36 Current publications and other products released by the ABS are listed in the *Catalogue of Publications and Products* (cat. no. 1101.0). The Catalogue is available from any ABS office or the ABS web site <<http://www.abs.gov.au>>. The ABS also issues a daily Release Advice on the web site which details products to be released in the week ahead.

ADDITIONAL DATA

37 Further data about Australian industry, derived from the annual Economic Activity Survey, are available in the spreadsheet released in conjunction with this publication. This spreadsheet now includes data previously released in the following electronic products (which are now discontinued):

ADDITIONAL DATA *continued*

- *Australian Industry: States, Territories and Australia, Industry Subdivision – Experimental Estimates, Data Report* (cat. no. 8155.0.003) and
- *Australian Industry: Summary of Industry Performance, Australia, Data Report* (cat. no. 8155.0.55.002).

38 Although data for FINANCE AND INSURANCE (ANZSIC Division K) have been excluded from published outputs, limited data are available on request for the component ANZSIC industry subdivision SERVICES TO FINANCE AND INSURANCE (ANZSIC Subdivision 75). Inquiries should be directed to John Ridley on Sydney (02) 9268 4541.

ABS DATA AVAILABLE ON REQUEST

39 As well as the statistics included in this and related publications, the ABS may have other relevant data available on request and for a charge. Inquiries should be made to the National Information and Referral Service on 1300 135 070.

40 Information is also available online via a selection of industry-specific theme pages. To access these theme pages, go to the ABS web site home page <<http://abs.gov.au>>. Open the *Industry* link shown under THEMES (located in the left-side navigator 'Quick links'), then select one of the links shown under *Industry*.

ROUNDING

41 Where figures have been rounded, discrepancies may occur between totals and the sums of the component items. Due to data being adjusted for lags in processing new businesses to the ABSBR (see Explanatory Notes paragraph 31), this 'rounding rule' also applies to counts of businesses.

42 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.

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
ABSMP	Australian Bureau of Statistics maintained population
ACT	Australian Capital Territory
ANZSIC	Australian and New Zealand Standard Industrial Classification
ATO	Australian Taxation Office
ATOMP	Australian Taxation Office maintained population
Aust.	Australia
BAS	Business Activity Statement
BIT	business income tax
EAS	Economic Activity Survey
EASTAX	combined EAS and ATO business income tax data
f.o.b.	free on board
GFCF	gross fixed capital formation
GST	goods and services tax
IVA	industry value added
mfg	manufacturing
MU	management unit
n.e.c.	not elsewhere classified
no.	number
NSW	New South Wales
NT	Northern Territory
OPBT	operating profit before tax
PAYGW	pay-as-you-go withholding
Qld	Queensland
RSE	relative standard error
SA	South Australia
SIS	Service Industry Survey
SISCA	Standard Institutional Sector Classification of Australia
Tas.	Tasmania
TAU	type of activity unit
TNTS	The New Tax System
Vic.	Victoria
WA	Western Australia

INTRODUCTION

1 This publication presents experimental estimates to the ANZSIC class level in table 3.1. These show the relative performance of each industry class.

2 Other ABS publications also present estimates for specific industries or economic activities for the 2003–04 reference year. These publications can be categorised based on the frequency of the statistical collections that produce them, that is:

Annual:

Electricity, Gas, Water and Sewerage Operations, Australia, 2003–04
(cat. no. 8226.0)

Manufacturing Industry, Australia, 2003–04 (cat. no. 8221.0)

Mining Operations, Australia, 2003–04 (cat. no. 8415.0)

Irregular – service industries survey (SIS):

Accommodation Services, Australia, 2003–04 (cat. no. 8695.0)

Cafes and Restaurants, Australia, 2003–04 (cat. no. 8655.0)

Public Libraries, Australia, 2003–04 (cat. no. 8561.0)

Museums, Australia, 2003–04 (cat no. 8560.0).

3 These publications supplement the *Australian Industry* summary statistics with a detailed examination of the structure and performance of businesses involved in selected economic activities for the 2003–04 reference year.

ANNUAL COLLECTIONS

4 The annual publications listed above present results from statistical collections that also contribute to the estimates shown in this publication. Hence, the estimates in this publication for the MANUFACTURING, MINING and ELECTRICITY, GAS AND WATER SUPPLY industries will closely resemble those presented in the publications specific to those industries. The only difference in methodology used to produce the two sets of estimates is that different versions of the ATO business income tax (BIT) file have been used. Specifically, because of the different processing timetables of the respective surveys, a later version of BIT data has been available for use in compiling the estimates in this publication compared to those in the industry-specific publications listed above. Because the contribution of BIT data to aggregates for these industries is relatively small (1% or less of Australian sales and service income in 2003–04 for MINING and ELECTRICITY, GAS AND WATER SUPPLY, and 3% for MANUFACTURING), the effect of the use of different versions of the BIT file is not significant.

IRREGULAR COLLECTIONS

5 The service industries publications listed above present results of statistical collections conducted as part of the ABS's program of Service Industries Statistics (SIS), which focuses on different industries and economic activities each year. The scope and coverage of these collections differ from those which produce the estimates in this publication, and hence differences in results can arise. These differences are further explained below.

6 One reason that the two sets of estimates vary relates to the use of different industry coding practices. For the *Australian Industry* publication, businesses are coded to ANZSIC industry classes on the basis of the activity reported to the ATO when they registered for an ABN or, for more complex businesses, on the basis of information reported directly to the ABS. On the other hand, the service industries surveys present estimates for industries based on detailed financial data reported in the survey. There are a number of reasons why a business classified to any given ANZSIC industry on the

IRREGULAR COLLECTIONS

continued

ABS Business Register (ABSBR) may not have been mainly engaged in activities associated with that industry during the 2003–04 reference year. This may be because of inaccurate or incomplete information at the time the business was registered, or it may be because the business has changed activity, either temporarily or permanently.

7 Another reason for differences relates to the scope of the respective surveys:

- Non-employed units were included in the scope of *Australian Industry* but generally excluded from the scope of the service industries collections, unless they satisfied significance criteria;
- The population used for the public libraries survey was drawn from external sources rather than from the ABSBR; the population used for the museums survey was drawn from both the ABSBR and external sources. Organisations listed on these external sources included some that are not classified to the relevant industries on the ABSBR;
- The libraries and museums surveys include general government units. Such units are outside the scope of the *Australian Industry* estimates for most industries, including these.

8 The table below gives an approximate indication of the effects of these factors in contributing to differences in estimates. For each industry included in the service industries surveys for 2003–04, set out are the percentage difference for two key variables presented in Table 3.1 compared to their estimates from the SIS surveys, and the major sources of such differences as discussed above. The substantial differences in estimates for LIBRARIES and MUSEUMS are due to the very high proportion of general government units that predominate in these industries, and are therefore out of scope of *Australian Industry*. For the ACCOMMODATION and CAFES AND RESTAURANTS industries, the effect of including non-employed units in the EAS data tends to outweigh the differences attributable to other scope variations and the different industry coding practices between the surveys.

DIFFERENCE BETWEEN EAS AND SIS ESTIMATES (a), 2003–04

ANZSIC industry / Data item	Percentage difference in estimates (a)	ACCOUNTED FOR BY	
		Inclusion of non-employers	Industry coding practices, scope variations, and other sources
	%	%	%
571 Accommodation			
Total income	56	22	34
Wages & salaries	24	5	19
573 Cafes and restaurants			
Total income	43	13	30
Wages & salaries	21	2	19
921 Libraries			
Total income	-74	4	-78
Wages & salaries	-74	—	-74
922 Museums			
Total income	-90	1	-91
Wages & salaries	-99	—	-99

— nil or rounded to zero (including null cells)

(a) The extent to which the estimate in this publication exceeds the service industry survey estimate, expressed as a percentage of the latter.

TECHNICAL NOTE 1 **METHODOLOGY**

INTRODUCTION

1 The estimates in this publication are produced using a combination of ABS directly collected data and Business Income Tax (BIT) data sourced from the Australian Taxation Office (ATO).

2 The directly collected data have been reported by a sample of businesses, as recorded on the ABS Business Register (ABSBR). 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 also to define reporting units that can provide data to the ABS at suitable levels of detail.

STATISTICAL UNITS DEFINED ON THE ABS BUSINESS REGISTER

3 The current economic statistics units model was introduced in mid 2002, to better use the information available as a result of The New Tax System (TNTS). This units model allocates businesses to one of two sub-populations. The vast majority of businesses are in what is called the ATO maintained population, while the remaining businesses are in the ABS maintained population. Together, these two sub-populations make up the ABSBR population.

ATO MAINTAINED POPULATION

4 Most businesses and organisations in Australia need to obtain an Australian Business Number (ABN). They are then included on the whole-of-government register of businesses, the Australian Business Register (ABR), which is maintained by the ATO. Most of these businesses have simple structures; therefore, the unit registered for an ABN will satisfy ABS statistical requirements. For these businesses, the ABS has aligned its statistical units structure with the ABN unit. The businesses with simple structures constitute the ATO maintained population (ATOMP), and the ABN unit is used as the statistical unit for all ABS economic collections.

ABS MAINTAINED POPULATION

5 For the population of businesses where the ABN unit is not suitable for ABS statistical requirements, the ABS maintains its own units structure through direct contact with the business. These businesses constitute the ABS maintained population (ABSMP). This population consists typically of large, complex and diverse businesses. The statistical units model described 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: An institutional unit comprising:

- (i) a single legal entity or business entity, or
- (ii) more than one legal entity or business entity within the same enterprise group and in the same institutional sub-sector (i.e. they are all classified to a single Standard Institutional Sector Classification of Australia (SISCA) sub-sector).

ABS MAINTAINED
POPULATION *continued*

Type of activity unit (TAU): The TAU comprises 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 are 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.

6 For more information about the effects of the introduction of this economic statistics units model, refer to *Information Paper: Improvements in ABS Economic Statistics [Arising from The New Tax System]* (cat. no. 1372.0).

CONTRIBUTION OF THE
STATISTICAL UNITS TO THE
ESTIMATES

7 The ABN and TAU statistical units were introduced from the 2001–02 reference year.

TAUs

8 All units in the ABS maintained population (i.e. TAUs) were eligible to be selected for direct collection. Direct collection of data from these units is necessary because:

- many large and complex employing businesses have more than one legal entity, making it difficult to identify all legal entities for that business in the BIT data
- BIT data do not include all of the detailed information that the ABS requires from large and complex businesses
- 'tax exempt' businesses that are not required to complete business income tax returns would otherwise not contribute to the statistics.

ABN units

9 The balance of units on the ABSBR were ABN units, from the ATO maintained population.

PRODUCING EAS ESTIMATES

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

11 The counts of businesses in the diagram refer to the numbers of businesses on the survey 'frame', or list of business units, from which the sample to produce these estimates is selected. During processing of the survey, units no longer in operation can be detected, and the counts of the numbers of businesses adjusted accordingly. Hence the total number of businesses shown in the diagram is higher than the count of operating businesses presented in the tables.

PRODUCING EAS ESTIMATES

continued

Summary of Data Sources, 2003–04

	Total Selected Industries		
Type of business	Stream D	Stream B	Stream T
The source used to identify businesses of each type	ABS Business Register	ABS Business Register	ABS Business Register
The number of each type of business	162,884	452,822	2,026,766
Sources of data	ABS survey	ATO business income tax returns (a)	ATO business income tax returns
The number of businesses that are selected to provide data	15,358	452,822	2,026,766
Contribution to total income for total selected industries	56.9%	30.8%	12.3%

(a) 4,910 of these businesses also received an EAS survey form.

TYPES OF BUSINESS, AND DATA STREAMING

Stream D: direct collection of data

12 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.

13 STREAM D, consisting of directly collected survey data, comprises data for:

- those businesses from the Australian Taxation Office maintained population of the ABSBR that are either:
 - tax-exempt, or
 - completely enumerated in the Economic Activity Survey (EAS) – a business may be completely enumerated when it is significant in employment and/or assets and/or turnover
- businesses from the ABS maintained population of the ABSBR.

14 Information for these businesses was sourced from the ABS EAS collection, for the reasons outlined in paragraph 8 above.

Stream B: Both direct collection and BIT data

15 STREAM B, comprises data for ATOMP businesses not selected in STREAM D and which are above the cut-off for inclusion in STREAM T. This cut-off is usually set so that businesses in STREAM T contribute 15% of industry turnover, as determined from ATO Business Activity Statement (BAS) data.

Stream B: Both direct collection and BIT data continued

Stream T: BIT data only

16 Data for businesses in *STREAM B* are sourced from the BIT files. However, a sample of these businesses were also included in the direct EAS collection, for the purpose of calculating 'proration' factors. These factors were applied to the *STREAM B* BIT data in order to produce estimates of items not available from the BIT files.

17 *STREAM T* comprises data for ATOMP businesses not selected in *STREAM D* and which are below the *STREAM T* cut-off. Data for businesses in *STREAM T* are sourced from the BIT files. Directly collected survey data were used to prorate the *STREAM T* BIT data, in order to produce estimates of items not available from the BIT files.

18 For businesses in *STREAMS B* and *T*, the more detailed information presented in this publication is derived by using a two phase estimation technique. Firstly, a set of key data items are sourced from the BIT files. Then these data items are 'prorated' to generate a set of detailed financial information for each business. The proration factors are sourced from businesses in the EAS in the appropriate industry.

19 The sampling and estimation methods used by the ABS take into account those selected businesses that are not able to be identified on the BIT files. The ABS was unable to match all of the selected ABSBR businesses to records on the BIT files, as:

- not all businesses have completed their business income tax return by the time the ABS receives the snapshot of the BIT file, and
- a proportion of businesses that are included on the ABSBR would not have traded for the reference year.

20 Estimates for each of the selected industries were produced by aggregating the contributing data streams. An indication of the importance of these populations to the data can be gained from their contribution to the estimate of total income for *TOTAL SELECTED INDUSTRIES*. The following table shows their proportional contributions to total income.

CONTRIBUTION TO TOTAL INCOME

	DIRECT COLLECTION		ATO BIT DATA		Total
	<i>Stream D</i>		<i>Stream B</i>	<i>Stream T</i>	
<i>ABSBR units</i>	%		%	%	%
ABN units	10.8		30.8	12.3	53.9
TAUs	46.1		—	—	46.1
Total	56.9		30.8	12.3	100.0

— nil or rounded to zero (including null cells)

AUSTRALIAN INDUSTRY ESTIMATES
Income contribution by unit type

INDUSTRY CLASS
EXPERIMENTAL ESTIMATES

21 All business units that contribute to the data carry an industry code at the ANZSIC industry class (four digit) level. The sample survey used for the ABS-collected component of these estimates, however, is designed mainly at the ANZSIC industry subdivision (two digit) level. Industry subdivision is also the level at which proration, and adjustments to take account of new and likely ceased businesses, are performed. Some loss of precision will therefore arise in apportionment of directly-collected data to individual industry groups and classes.

STATE AND TERRITORY
EXPERIMENTAL ESTIMATES

22 The methodology for producing the state and territory experimental estimates separates businesses entities into two groups:

- those businesses identified as operating in only one state or territory ('single state' businesses) and
- those businesses identified as operating across more than one state and/or territory ('multi-state' businesses).

STATE AND TERRITORY
EXPERIMENTAL ESTIMATES
continued

23 For businesses in STREAMS B and D, the EAS collection uses information collected by other ABS surveys that share similar concepts but ask a variety of state/territory based questions. Where the EAS collection finds data from one of these 'donor' surveys for a business, the state/territory proportions collected from the donor survey are used to allocate the business's data across the states/territories.

24 It is from these donor surveys that the majority of state/territory proportions are produced. In descending order of relevance, the ABS collections used to obtain state/territory proportions for sales and wages and salaries were the following:
Manufacturing survey
Mining survey
Quarterly business indicator survey.

25 The EAS attempts to match businesses to these ABS donor collections. If matched to more than one collection, the most relevant collection as per the list above takes precedence. Sales-based proportions obtained for each multi-state/territory business were used to allocate EAS total income, total expenses and OPBT data across the states/territories for that business. Similarly, wages and salaries proportions were used to apportion EAS wages and salaries data. Some bias may arise from obtaining state/territory dissections from various ABS collections with different reporting periods, definitions, coverage, business classifications, and scope. In some cases, employment has been used as a proxy for obtaining state/territory proportions. As well, ABS collections used to obtain state/territory proportions for multi-state/territory businesses are not always consistent in the wording of the state/territory-based questions. These different treatments are necessary depending on the industries in scope of each collection. To understand these differences more clearly, please refer to the relevant publications' Explanatory Notes.

26 Owing to the nature of their activity, some businesses find it difficult to respond to state/territory-based questions. Examples include businesses in the COMMUNICATION SERVICES industry and, to a lesser extent, the TRANSPORT AND STORAGE industry, where the activity of the business is not necessarily confined by state/territory boundaries. As much available state/territory information as possible has been utilised for each selected business; however, it is recognised that some identified single state/territory businesses may actually operate across more than one state/territory. In most cases, the effect on the estimates due to this factor is minimal.

27 The remaining businesses in STREAMS B and D are classified as single state, and are actively assigned to the state/territory in which they are based. Businesses in STREAM T are assumed to operate in a single state/territory, and are treated accordingly. Although STREAM T units comprise the majority of single state/territory units, they contribute only 16% of the estimate of total income of such units.

28 The ABSBR includes a 'States of operation' field to identify the states/territories in which each business operates. For businesses in STREAMS B and D for which no donor information is available, this field is used to apportion the data. Where a unit is classified as multi-state, the state/territory proportions are assigned based on an industry average.

SAMPLE ERROR

1 The Economic Activity Survey is, in part, a sample survey designed primarily to deliver national estimates for all industry divisions within the scope of the collection. Experimental estimates at the national level for industry classes and at the state and territory level for industry divisions are also produced, but the survey was not specifically designed for these purposes.

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. The measure of the likely difference as used by the ABS 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 the data had been obtained from all units, and about 19 chances in 20 that the difference will be less than two standard errors.

3 The standard error can also be expressed as a percentage of the estimate, and this is known as the relative standard error (RSE). RSEs at the industry division level for Australia for selected data items representing the full range of data contained in this publication are shown in Technical Note 3. Detailed relative standard errors can be made available on request.

4 The size of the RSE may be a misleading indicator of the reliability of some of the estimates for industry value added (IVA) and operating profit before tax (OPBT). This situation may occur where an estimate may legitimately include positive and negative values, reflecting the financial performance of individual businesses. In these cases, 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.

5 Some estimates presented in this publication rely on techniques in which proportions and relationships from data collected by the Australian Bureau of Statistics (ABS) are applied to business income tax (BIT) data sourced from the Australian Taxation Office (ATO), in order to provide estimates of items not available from the ATO BIT files. This technique, known as proration, has implications for reliability of the relevant RSEs as a measure of quality. Items appearing in this publication and which are derived by proration are:

- Average industry value added
- Average sales and service income
- Cost of sales
- Gross fixed capital formation
- Income from services
- Industry value added
- Interest income
- Investment rate value added
- Other operating expenses
- Other selected income
- Rent, leasing and hiring income

SAMPLE ERROR *continued*

Sales and service income
Sales of goods.

6 In general, if RSEs of data items derived from proration are calculated in the same way as for items that are not prorated (i.e. directly collected in the economic activity survey (EAS) or available from BIT files), they will be less reliable as quality measures than for items that are not prorated. Specifically, RSEs calculated for prorated items will tend to understate the level of sampling variability in the estimates to which they relate.

7 The RSEs presented or annotated in this publication are based on calculations that do not distinguish between prorated and non-prorated items. The ABS is investigating methodologies that will allow more reliable RSEs to be derived for prorated items for future editions of this publication. This work is examining the effects on RSEs for four key variables: sales of goods, income from services, sales and service income, and IVA. Indications to date are that the effects are greatest on sales of goods and IVA. In other words, for some industries shown, the calculated RSEs of estimates of these two variables are more likely to be higher if a proration-based RSE methodology were used than would be the case for income from services and sales and service income. Please note that this alternative methodology is not suitable for some industries (for 2003–04, MINING, MANUFACTURING, and ELECTRICITY, GAS AND WATER SUPPLY), because of the design of the surveys that relate to them.

ANZSIC class experimental estimates

8 Experimental estimates at the ANZSIC class level are shown in Chapter 3 of this publication. This is the finest level of classification in the ANZSIC. It is only the incorporation of ATO BIT data that has made it feasible to produce estimates to this degree of industry detail, as the relatively small size of the directly collected EAS sample does not allow for the compilation of reliable estimates generally below the ANZSIC subdivision level. A broad general indication of the reliability of estimates at the ANZSIC class level is provided by the RSEs shown in Technical Note 3 for the industry division to which the class belongs.

9 Approximately 96% of the ANZSIC class level estimates for total income have RSEs of less than 25%. As annotated in table 3.1, some of the RSEs are relatively large and, therefore, the estimates to which they relate should be used with extreme caution.

State/territory experimental estimates

10 The design of the EAS sample does not take into account state/territory, and this could affect the size of the sample error at the state/territory level. To some extent, this is offset by the use of BIT data, which effectively increases the sample size, resulting in a broader coverage of units for each state/territory.

NON-SAMPLE ERROR

11 The imprecision due to sampling variability, which is measured by the standard error, should not be confused with inaccuracies that may occur because of inadequacies in available sources from which the population frame was compiled, imperfections in reporting by providers, errors made in collection such as in recording and coding data, and errors made in processing data. Inaccuracies of this kind are referred to collectively as non-sampling error and they may occur in any enumeration, whether a full census or a sample.

12 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.

NON-SAMPLE ERROR *continued*

13 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.

14 The class level estimates in this publication can sometimes differ from those produced by the ABS's Service Industries program of surveys, which deliver detailed data of industry structure and performance for individual ANZSIC classes. For details, see the Appendix.

15 Because direct collection has not been used to apportion EAS estimates to states and territories, some non-sample error will result from the techniques used to produce state/territory experimental estimates. For full details of the methodology used to allocate estimates to states and territories, please refer to Technical Note 1 paragraphs 22–28.

16 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.

TECHNICAL NOTE 3 **RELATIVE STANDARD ERRORS**

SELECTED DATA ITEMS

<i>Industry division(a)</i>	<i>Total income</i>	<i>Total expenses</i>	<i>Operating profit before tax</i>	<i>Industry value added(a)</i>
	%	%	%	%
Agriculture, forestry and fishing	1.0	0.9	5.2	1.9
Mining	—	0.1	0.1	—
Manufacturing	—	—	0.1	—
Electricity, gas and water supply	—	—	—	—
Construction	0.8	0.8	1.5	0.7
Wholesale trade	2.3	2.4	3.5	1.6
Retail trade	0.6	0.6	1.2	0.4
Accommodation, cafes and restaurants	1.4	1.4	4.1	1.3
Transport and storage	1.3	1.3	4.6	0.9
Communication services	0.8	0.9	0.7	0.7
Property and business services	1.3	1.4	2.6	1.1
Education (private)	3.1	3.3	5.4	3.6
Health and community services (private)	1.2	1.3	1.8	1.2
Cultural and recreational services	2.4	2.1	7.6	3.4
Personal and other services	2.2	2.2	7.1	2.2
Total selected industries(b)	0.5	0.5	0.9	0.3

— nil or rounded to zero (including null cells)

(a) RSEs for industry value added may be understated. For details, see Technical Note 2 paragraphs 5–7.

(b) Excludes Division K FINANCE AND INSURANCE and Division M GOVERNMENT ADMINISTRATION AND DEFENCE. See the Glossary for the full definition.

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. Definitions of particular terms, as used in this publication, are also included.

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).
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	<p>A business is generally considered to be a person, partnership, or corporation engaged in business or commerce.</p> <p>In this publication, the term represents the ABN unit or type of activity unit (TAU), which are the two standard statistical units for the 2003–04 EAS collections (these two units are explained under separate entries). For details, see Explanatory Notes paragraphs 3–7.</p>
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 averages	The relevant item divided by the number of operating businesses.
Business profitability	Business profitability refers to the proportion of businesses operating at the end of June that made a profit or loss, or broke even. Broke even is defined as those businesses incurring a profit or loss of less than \$500, including zero.
Business size	<p>For the purposes of table 2.1, businesses are categorised as:</p> <ul style="list-style-type: none">■ employing businesses, which are shown in three groups:<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■ non-employing businesses. <p>Employing businesses are identified on the survey frame based on registrations to the ATO's pay-as-you-go withholding (PAYGW) tax scheme. The frame is updated each year to take account of new businesses, businesses which have ceased employing, changes in employment levels, changes in industry and other general business changes. Businesses which have ceased employing are identified when the ATO cancels their PAYGW registration. In addition, businesses which did not remit under the PAYGW scheme for five quarters prior to the end of the reference period are treated as non-employing.</p>

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 or installing assets, mineral and petroleum exploration activities or in developing computer software in-house for use by the business or for rental or lease.
Chain volume measures	<p>Annually-reweighted chain Laspeyres volume indexes referenced to the current price values in a chosen reference year (i.e. the year when the quarterly chain volume measures sum to the current price annual values). Chain Laspeyres volume measures are compiled by linking together (compounding) movements in volumes, calculated using the average prices of the previous financial year, and applying the compounded movements to the current price estimates of the reference year. Quarterly chain volume estimates are benchmarked to annual chain volume estimates, so that the quarterly estimates for a financial year sum to the corresponding annual estimate.</p> <p>Generally, chain volume measures are not additive. In other words, component chain volume measures do not sum to a total in the way original current price components do. In order to minimize the impact of this property, the ABS uses the latest base year as the reference year. A change in reference year changes levels but not growth rates, although some revision to recent growth rates can be expected because of the introduction of a more recent base year (and revisions to the current price estimates underlying the chain volume measures).</p> <p>For details, see <i>Australian National Accounts: National Income, Expenditure and Product, December Quarter 2005</i> (cat. no. 5206.0).</p>
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.
Contract, subcontract and commission expenses	Payments to other businesses and self-employed persons for work done or sales made on a contract or commission basis. Payments to persons paid by commission without a retainer are also included. Excludes commissions paid to persons who receive a retainer and commissions paid to the business' own employees.
Cost of sales	The sum of purchases, selected expenses and opening inventories less closing inventories. Any capitalised purchases or capitalised wages and salaries are excluded.
Current prices	Estimates at current prices are valued at the prices of the period to which the observation relates. For example, estimates for 2003–04 are valued using 2003–04 prices. This contrasts to chain volume measures, where the prices used in valuation refer to the prices of a previous period.
Depreciation and amortisation	Depreciation/amortisation allowed on tangible and intangible assets. Includes, for lessees only, depreciation/amortisation in respect of finance leases.

Disposal of assets	Proceeds from the sale of tangible assets (plant, machinery, equipment, land, dwellings, other buildings and structures), and intangible assets (such as patents, licences and goodwill).
Earnings before interest and tax (EBIT)	Profit prior to the deduction of interest expenses and income tax.
Employer contributions into superannuation	Includes salary sacrifice. Also includes all employer contributions to superannuation funds (including the employer productivity contribution) and provisions for employer contributions to superannuation funds. Employee contributions are excluded.
Employing business	See the entry for business size.
Enterprise	An institutional unit comprising: <ul style="list-style-type: none"> ■ 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 sub-sector (i.e. they are all classified to a single Standard Institutional Sector Classification of Australia (SISCA) sub-sector).
Enterprise group	A unit covering all the operations in Australia of one or more legal entities under common ownership and/or control. It covers all the operations in Australia of legal entities which are related in terms of the current Corporations Law (as amended by the <i>Corporations Legislation Amendment Act 1991</i>), including legal entities such as companies, trusts and partnerships. Majority ownership is not required for control to be exercised.
Expenses	See total expenses.
Freight and cartage expenses	Excludes the cost of delivery by own vehicles and employees, as well as overseas freight and cartage on goods exported.
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.
Funding from government for specific capital items	As reported by providers.
Gross fixed capital formation (GFCF)	Gross fixed capital formation is measured by the total value of a producer's acquisitions, less disposals, of fixed assets during the reference period, plus certain additions to the value of non-produced assets realised by the productive activity of institutional units. 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.

Gross fixed capital formation (GFCF) <i>continued</i>	<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></p> <p style="padding-left: 20px;">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 expensed</p> <p style="padding-left: 20px;">Mining exploration expenditure written-off</p> <p><i>less</i></p> <p style="padding-left: 20px;">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></p> <p style="padding-left: 20px;">GFCF</p>
Gross value added	<p>The value of output at basic prices minus the value of intermediate consumption at purchasers' prices. The term is used to describe gross product by industry and by institutional sector. Basic prices valuation of output removes the distortion caused by variations in the incidence of commodity taxes and subsidies across the output of individual industries. For details, please refer to <i>Australian National Accounts: National Income, Expenditure and Product, December Quarter 2005</i> (cat. no. 5206.0).</p>
Income	<p>See the entries for sales and service income, interest income, and other selected income.</p>
Income from services	<p>See the entry for sales and service income.</p>
Industry class	<p>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 2331 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.</p>
Industry division	<p>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 17 divisions within ANZSIC, each identified by an alphabetical letter, that is, 'A' for AGRICULTURE, FORESTRY AND FISHING, 'B' for MINING, 'C' for MANUFACTURING, etc.</p>
Industry group	<p>This is the intermediate level within each industry division of ANZSIC and is identified by a three-digit code, e.g. Industry Group 233 for PAPER AND PAPER PRODUCT MANUFACTURING. It gives more detail than the industry subdivision, and is created in a way that groups like industry classes together.</p>
Industry subdivision	<p>This is the broadest level category within each industry division of ANZSIC and is identified by a two-digit code, e.g. Industry Subdivision 23 for WOOD AND PAPER PRODUCT MANUFACTURING. Industry subdivisions are built up from industry groups which, in turn, are built up from industry classes.</p>
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</p>

Industry value added (IVA) or services being provided. Conversely, market producers provide goods and services at prices that are economically significant.

continued

For market producers, the derivation of IVA is as follows:

	Sales and service income
<i>plus</i>	Funding from federal, state and/or local government for operational costs
<i>plus</i>	Capital work done for own use
<i>plus</i>	Closing inventories
<i>less</i>	Opening inventories
<i>less</i>	Purchases of goods and materials
<i>less</i>	Other intermediate input expenses (for details, see the entry for total expenses)
<i>equals</i>	IVA

However, it should be noted that IVA is a measure of economic activity and 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 most insurance premiums, interest expenses or depreciation and a number of lesser expenses (see the entry for total expenses for further details).

As a principle, the output of non-market production is valued at cost, including intermediate input expenses. As shown in the above derivation, intermediate input expenses are deducted from output in order to arrive at IVA. Accordingly, the derivation of IVA for non-market producers can be described as follows:

	Selected labour costs
<i>plus</i>	Depreciation and amortisation
<i>plus</i>	Indirect taxes
<i>equals</i>	IVA

Estimates of industry value added are obtained by summing the contributions of businesses classified to that industry, both market and (if any) non-market producers. Market producers predominate in most industries.

Industry value added is related to, but different from, the national accounting variable gross value added. For national accounts purposes, gross value added is calculated by adjusting industry value added to include GENERAL GOVERNMENT units and also to account for some other effects.

Insurance premiums 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 motor vehicle running expenses).

Interest coverage The number of times that businesses can meet their interest expenses from their earnings before interest and tax, i.e. earnings before interest and tax / 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, and charges between companies in the same TAU.

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.
	Intermediate input expenses (for details, see the entry for total expenses)
	<i>plus</i> Opening inventories
	<i>less</i> Closing inventories
	<i>equals</i> Intermediate inputs
Inventories – opening/closing	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 and end of the reporting period, respectively.
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, and workers' compensation premiums/costs. Provisions for employee entitlements are also included. For details, see these Glossary terms.
Large business	See the entry for business size.
Medium business	See the entry for business size.
Motor vehicle running expenses	Includes expenditure on registration fees, compulsory third-party insurance premiums, fuel and repair and maintenance expenses. Excludes expenses for off-road motor vehicles (e.g. fork lifts, mobile plant), and lease payments, optional third party and comprehensive motor vehicle insurance premiums, and depreciation.
Natural resource royalties expenses	Includes payments under mineral lease arrangements, and resource rent taxes and royalties. Excludes payments for royalties from intellectual property (e.g. patents, copyrights, etc.) and computer software licence fees, both of which are included under other operating expenses. 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-employing 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 business	Any ABN unit / TAU which is still in existence at the end of the reference 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.
Operating profit before tax (OPBT) to sales and service income ratio	Operating profit before tax as a proportion of sales and service income.
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 natural resource royalties income, 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 both operational costs and 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.

Payroll tax	Excludes pay-as-you-go withholding tax.
Production volumes	See the entry for chain volume measures.
Profit margin	The percentage of total income available as operating profit before tax (OPBT), i.e. (OPBT / total income) x 100.
Proration	See Technical Note 1 paragraphs 16–18 and Technical Note 2 paragraphs 5–7.
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. Excludes purchases of parts and fuels for motor vehicles, but includes fuels for off-road vehicles, such as forklifts and mobile plant.
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 the 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 2003–04 collection, a business may have reported data for the year ended 31 December 2003.
Rent, leasing and hiring expenses	Operating lease payments for 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.
Repair and maintenance expenses	Includes computer and communication software and hardware maintenance, 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	Includes: <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 (f.o.b.) (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, copyrights, etc.). Excludes natural resource royalties income, interest income, and delivery charges not separately invoiced to customers. Under current international standards, rent, leasing and hiring income (except from finance leases) is also classified as service income, but is published separately in table 2.2. <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.

Sales and service income <i>continued</i>	These are valued net of discounts given and exclusive of goods and services tax (GST). Extraordinary items are also excluded.
Sales of goods	See the entry for sales and service income.
Selected industries	SELECTED INDUSTRIES comprises data for all ANZSIC divisions, excluding ANZSIC Divisions A AGRICULTURE, FORESTRY AND FISHING, K FINANCE AND INSURANCE and M GOVERNMENT ADMINISTRATION AND DEFENCE. Because data are available for Division A for 2002–03 and 2003–04 but not for 2001–02, estimates are provided at the SELECTED INDUSTRIES level to enable comparison over the entire three-year period. For a detailed discussion of the scope of the estimates, see Explanatory Notes paragraphs 8–15.
Selected labour costs	See the entry for total expenses.
Small business	See the entry for business size.
Standard Institutional Sector Classification of Australia (SISCA)	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, non-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 <i>Standard Economic Sector Classifications of Australia (SESCA)</i> (cat. no. 1218.0).
Statistical infrastructure	See Explanatory Notes paragraphs 5–10.
Stream	For the purpose of compiling the estimates in this publication, data for businesses as recorded on the ABS Business Register (ABSBR) contribute via one of three categories (or 'streams') in accordance with significance and collection-related characteristics. For definitions of STREAMS D, B and T, see Technical Note 1 paragraphs 12–20.
Superannuation	See the entry for employer contributions into superannuation.
Total...	For most <i>total</i> items, see the particular Glossary entry; e.g. for total capital expenditure, see capital expenditure.
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>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) ■ motor vehicle running expenses ■ freight and cartage expenses ■ repair and maintenance expenses ■ rent, leasing and hiring expenses (excluding finance lease payments) ■ contract, subcontract and commission expenses. <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

- Total expenses *continued***
- 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.

Excluded from intermediate input expenses are selected labour costs and other operating expenses as detailed below.

Selected labour costs

- wages and salaries (excluding any capitalised component; including provisions for employee entitlements)
- employer contributions into superannuation (including salary sacrifice)
- workers' compensation premiums/costs.

Other operating expenses

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).

These expense items are included in table 2.2 as:

- individually listed items:
 - depreciation and amortisation
 - interest expenses
- part of *cost of sales*:
 - 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
- part of *other operating expenses*:
 - insurance premiums (except workers' compensation and compulsory third party motor vehicle insurance premiums)
 - natural resource royalties expenses
 - bad and doubtful debts.

Total factor income That part of the cost of producing the gross domestic product which consists of gross payments to factors of production (labour and capital). It represents the value added by these factors in the process of production, and is equivalent to gross domestic product less taxes plus subsidies on production and imports. For details, please refer to *Australian National Accounts: State Accounts, 2003–04* (cat. no. 5220).

Total income Comprises sales and service income, interest income and other selected income (for details, see the entries for these items).

Total selected industries TOTAL SELECTED INDUSTRIES comprises data for all ANZSIC divisions, excluding ANZSIC Divisions K FINANCE AND INSURANCE and M GOVERNMENT ADMINISTRATION AND DEFENCE.. For a detailed discussion of the scope of the estimates, see Explanatory Notes paragraphs 8–15. Units classified to the GENERAL GOVERNMENT institutional sector are excluded from the scope of estimates for most industries that comprise TOTAL SELECTED INDUSTRIES. This can result in the exclusion of an entire ANZSIC division (GOVERNMENT ADMINISTRATION AND DEFENCE) or limit coverage to private sector entities only (in the EDUCATION and HEALTH AND COMMUNITY SERVICES divisions).

Type of activity unit (TAU)	<p>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.</p> <p>The TAU comprises 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 are 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.</p>
Wages and salaries	<p>The gross wages and salaries (including capitalised wages and salaries) of all employees of the business. The item includes severance, termination and redundancy payments, salaries and fees of directors and executives, retainers and commissions of persons who received a retainer, bonuses, and annual and other types of leave. Provision expenses for employee entitlements (e.g. provisions for annual leave and leave bonus, long service leave, sick leave, and severance, termination and redundancy payments) are also included. Payments related to salary sacrifice and payments 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. (Note that wages and salaries excluding any capitalised component is a component of selected labour costs; for details, see the entry for total expenses.)</p>
Wages and salaries to sales and service income ratio	<p>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.</p>
Workers' compensation premiums/costs	<p>As reported by providers.</p>

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