

**MOTION PICTURE EXHIBITION AUSTRALIA**

EMBARGO: 11.30AM (CANBERRA TIME) FRI 18 MAY 2001

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- For further information about these and related statistics, contact the National Information Service on 1300 135 070 or Ann Santo on Melbourne 03 9615 7910.

# NOTES

## INTRODUCTION

This publication presents results, in respect of the 1999–2000 financial year, from an Australian Bureau of Statistics (ABS) census of businesses in the motion picture exhibition industry. It is the fifth ABS collection of the industry with the previous collections being conducted in respect of 1979–80, 1986–87, 1993–94 and 1996–97.

This publication is one of a series to be issued in respect of 1999–2000 for a range of cultural services industries. Other publications in this series, are:

- *Botanic Gardens, Australia, 1999–2000* (Cat. no. 8563.0) — issued 23 April 2001
- *Public Libraries, Australia, 1999–2000* (Cat. no. 8561.0)
- *Museums, Australia, 1999–2000* (Cat. no. 8560.0)
- *Video Hire Industry, Australia, 1999–2000* (Cat. no. 8562.0)
- *Television Industry, Australia, 1999–2000* (Cat. no. 8559.0)
- *Performing Arts, Australia, 1999–2000* (Cat. no. 8697.0)
- *Commercial Art Galleries, Australia, 1999–2000* (Cat. no. 8651.0)
- *Film and Video Production and Distribution, Australia, 1999–2000* (Cat. no. 8679.0)

## COMMENTS ON THIS PUBLICATION

The ABS welcomes comments and suggestions from users recommending industries and data items for inclusion in future surveys. These comments should be addressed to the Director, Service Industries Surveys, Australian Bureau of Statistics, PO Box 10, Belconnen, ACT, 2616.

## ROUNDING

Where figures have been rounded, discrepancies may occur between the sum of component items and the total.



## ABBREVIATIONS

- ABS Australian Bureau of Statistics
- ANZSIC Australian and New Zealand Standard Industrial Classification

Dennis Trewin  
Australian Statistician

## SUMMARY OF FINDINGS

### INTRODUCTION

This publication presents results, in respect of the 1999–2000 financial year, from an Australian Bureau of Statistics (ABS) census of businesses mainly engaged in screening motion pictures in cinemas and drive-in theatres. These businesses are classified to Class 9113 of the Australian and New Zealand Standard Industrial Classification (ANZSIC). The census did not include businesses or social clubs owning theatrettes who receive a minor part of their income from screening motion pictures, or businesses operating cinemas or drive-in theatres which receive the majority of their income from sources other than box office takings, such as the sale of take-away food.

### SIZE OF INDUSTRY

At the end of June 2000, there were 173 businesses in the motion picture exhibition industry, which was a reduction from 188 businesses at the end of June 1997 and 224 businesses at the end of June 1994.

These businesses operated 326 cinema sites and 17 drive-in sites. While the number of cinema sites have remained virtually unchanged since June 1994, the number of drive-in sites has reduced from 41 sites in June 1994 and 28 sites in June 1997. At the end of June 2000, the cinema sites comprised 129 single or double screen sites and 197 multiplex or megaplex sites

Despite the reduction in the number of businesses, the number of cinema screens and the number of available cinema seats have increased by 44% and 16% respectively since June 1997. Since June 1994, the average number of cinema screens per site has doubled from 2.3 to 4.6 at June 2000. The emergence of multiplex and megaplex cinemas has affected this overall average with multiplex and megaplex sites having an average of 6.9 screens per site at the end of June 2000.

The industry value added of the motion picture exhibition industry in 1999–2000 was \$348 million.

### NUMBER OF PAID ADMISSIONS

During 1999–2000, there were 79.4 million paid cinema admissions to cinemas which was an 8% increase since 1996–97. There were 8 large motion picture exhibition businesses in the industry (i.e. each with income of \$8 million or more) and the cinemas operated by these businesses accounted for 74% of the paid admissions.

Based on the Australian estimated residential population at June 2000, the 79.4 million paid admissions represented 4.1 visits per person during 1999–2000 compared to 4.0 visits per person in 1996–97.

### SOURCES OF INCOME

The total income of businesses in the motion picture exhibition industry was \$1,046 million during 1999–2000. The two main sources of this income were gross box office receipts of \$679 million and sales of food and beverages from owner operated refreshment bars of \$176 million. These two income items represented 65% and 17% respectively of total income and the proportions are virtually unchanged since 1996–97.

The average box office takings per paid admission was \$8.60 in 1999–2000 compared to \$7.50 in 1996–97. Similarly, the sale of food and beverages from owner operated refreshment bars has increased from \$1.90 per paid admission in 1996–97 to \$2.20 per paid admission in 1999–2000.

## SUMMARY OF FINDINGS *continued*

### EXPENSES

Businesses in the motion picture exhibition industry had total expenses of \$934 million during 1999–2000. The two major expense items were film hire and rental costs of \$268 million (29% of total expenses) and labour costs of \$149 million (16% of total expenses).

Film hire per paid admission was \$3.40. This ratio was generally higher for larger businesses with film hire being \$3.50 per paid admission for the 8 businesses with income of \$8 million or more compared to \$2.90 per paid admission for businesses with income less than \$100,000.

The high incidence of casual employees in the industry was reflected in the average labour cost per employee of \$16,100. This average labour cost increased by size of businesses with the labour cost per employee of the 8 largest businesses being \$17,000.

Other major expense items of the industry included the rent of buildings (\$116 million), depreciation and amortisation (\$72 million), purchases of goods for resale (\$49 million), advertising, marketing and promotion expenses (\$43 million) and interest expenses (\$34 million). Based on the income from the sale of food and beverages of \$176 million, the mark-up on the purchases of food and beverages was 258%.

### PROFITABILITY

The industry recorded an operating profit before tax of \$113 million, which was a 6% decrease since 1996–97. This operating profit represented an operating profit margin of 11.4% during 1999–2000.

The eight largest businesses in the industry contributed significantly to the profitability of the industry, with the operating profit before tax of these businesses being \$97 million (86% of the industry operating profit before tax) which represented an operating profit margin of 12.2%, compared with the industry average of 11.4%.

### EMPLOYMENT

There were 9,282 persons working for businesses in the motion picture exhibition industry at the end of June 2000, which was a 20% increase since June 1997. Casual employees totalled 7,492 persons and accounted for 81% of this employment. The remaining employment comprised 60 working proprietors and partners, 1,196 permanent full-time employees and 534 permanent part-time employees.

Females accounted for 56% (5,162 persons) of the persons working in the industry, of which 84% worked as casuals. In comparison 77% of males worked as casuals.

The concentration of casuals was even greater in the 8 largest businesses in the industry with 84% of employees working on a casual basis compared to 60% for businesses with income less than \$100,000.

### STATE AND TERRITORY DIMENSION

Businesses in New South Wales and Victoria accounted for 36% and 26% respectively of gross box office receipts. This compares with New South Wales' share of the Australian estimated residential population of 34% and Victoria's of 25%. Businesses in South Australia accounted for 6% of gross box office receipts compared with their share of the Australian estimated residential population of 8%.

The distribution of cinema screens by State and Territory was different with businesses in New South Wales accounting for 30%, Victoria 29% and Queensland 21% of screens. Businesses in the Australian Capital Territory accounted for 2% of cinema screens and

## SUMMARY OF FINDINGS *continued*

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### STATE AND TERRITORY DIMENSION *continued*

box office receipts compared to the Territory's share of the Australian estimated residential population of 1.6%.

### BUSINESS SIZE

At the end of June 2000, there were 8 businesses with income of \$8 million or more. These businesses dominated the industry in that they accounted for 70% of the cinema and drive-in screens, 74% of the paid admissions, 68% of the employment, 80% of the industry income and 86% of the operating profit before tax.

The overall reduction in the number of businesses in the motion picture exhibition industry is particularly highlighted in the small businesses. Since June 1997, the number of businesses with income less than \$1 million has decreased from 126 to 99 businesses with the biggest reduction being in those businesses with income less than \$100,000, which have decreased from 33 at June 1997 to 13 at June 2000. The contribution of these small businesses to the industry was minor with their total income being only \$600,000 with an operating profit before tax of \$100,000.

# 1

## KEY FIGURES

		1993-94	1996-97	1999-00	% change 1996-97 to 1999-00
Businesses at end June	no.	224	188	173	-8.0
<b>Cinemas</b>					
Cinema sites	no.	329	325	326	0.3
Cinema screens	no.	754	1 050	1 513	44.1
Cinema seats at end June	'000	227	323	373.5	15.6
Paid admissions	'000	60 047	73 262	79 384.3	8.4
<b>Drive-in theatres</b>					
Sites	no.	41	28	17	-39.5
Screens	no.	52	36	27	-24.9
<i>Total employment at end June</i>	no.	5 729	7 739	9 282	19.9
<b>Income</b>					
Gross box office receipts	\$m	447.5	551.8	678.9	23.0
Other income	\$m	187.7	280.5	367.2	30.9
<i>Total</i>	\$m	635.3	832.2	1 046.1	25.7
<b>Expenses</b>					
Wages and salaries	\$m	92.0	114.1	129.9	13.8
Film hire/rental	\$m	168.1	211.2	268.2	27.0
Other expenses	\$m	293.0	378.9	536.1	41.5
<i>Total</i>	\$m	560.1	713.2	934.3	31.0
Operating profit before tax	\$m	75.1	119.9	113.3	-5.5
Operating profit margin	%	12.0	14.9	11.4	..
Industry value added	\$m	na	na	347.7	na

.. not applicable  
na not available

# 2

## CINEMA DETAILS

		Single/double screen cinemas	Multiplex/megaplex cinemas	Total
Cinema sites at end June	no.	129	197	326
Cinema screens at end June	no.	159	1 354	1 513
Cinema seats at end June	'000	55.2	318.3	373.5
Paid admissions	'000	7 701.0	71 683.3	79 384.3

# 3

## SOURCES OF INCOME

	1996-97 . . . .		1999-2000 . . . .	
	<i>Value</i>	<i>Percentage contribution</i>	<i>Value</i>	<i>Percentage contribution</i>
	\$m	%	\$m	%
Gross box office receipts	551.8	66.3	678.9	64.9
Sales of food and beverages from owner operated refreshment bars	142.1	17.1	175.9	16.8
Screen advertising income	16.1	1.9	32.5	3.1
Rent, leasing and hiring income	20.6	2.5	np	np
Other operating income	76.4	9.2	93.2	8.9
Interest income	na	na	3.3	0.3
Other non-operating income	na	na	np	np
<b>Total</b>	<b>832.2</b>	<b>100.0</b>	<b>1 046.1</b>	<b>100.0</b>

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

## ITEMS OF EXPENDITURE

	1996-97 (a) . .		1999-2000 . .	
	Value	Percentage contribution	Value	Percentage contribution
	\$m	%	\$m	%
.....				
Labour costs				
Wages and salaries	114.1	16.0	129.9	13.9
Employer contributions to superannuation funds	7.4	1.0	9.0	1.0
Workers' compensation costs	1.6	0.2	1.2	0.1
Payroll tax	na	na	7.4	0.8
Fringe benefits tax	na	na	1.0	0.1
Total	123.1	17.3	148.5	15.9
Selected expenses				
Rent, leasing and hiring expenses				
Film hire/rental	211.2	29.6	268.2	28.7
Land, buildings and other structures	na	na	115.7	12.4
Other	70.6	9.9	3.1	0.3
Total	281.8	39.5	387.0	41.4
Advertising, marketing and promotion expenses	38.9	5.5	43.3	4.6
Travelling, accommodation and entertainment expenses	na	na	3.5	0.4
Land tax and land rates	na	na	6.5	0.7
Electricity and gas charges	15.1	2.1	15.0	1.6
Telecommunication services	na	na	4.5	0.5
Repair and maintenance expenses	18.1	2.5	13.2	1.4
Cleaning services	12.5	1.8	16.3	1.7
Freight and cartage expenses	na	na	1.8	0.2
Motor vehicle running expenses	na	na	1.4	0.1
Payments to employment agencies for staff	na	na	0.9	0.1
Other	128.2	18.0	133.2	14.3
Total	494.6	69.3	626.6	67.1
Other costs				
Purchases of goods for resale at owner operated refreshment bars	40.1	5.6	49.1	5.3
Insurance premiums	na	na	4.1	0.4
Interest expenses	23.3	3.3	33.8	3.6
Depreciation and amortisation	32.1	4.5	72.3	7.7
Total	95.5	13.4	159.3	17.1
<b>Total</b>	<b>713.2</b>	<b>100.0</b>	<b>934.3</b>	<b>100.0</b>

na not available

(a) The values for a number of separate expense items with 'na' are included in Other operating expenses for 1996-1997.



## 5

## CHARACTERISTICS OF EMPLOYMENT

	MALES . . . . .		FEMALES . . . . .		TOTAL . . . . .	
	no.	%	no.	%	no.	%
Working proprietors and partners of unincorporated businesses	41	1.0	20	0.4	60	0.6
Employees						
Permanent full-time	681	16.5	515	10.0	1 196	12.9
Permanent part-time	237	5.7	297	5.8	534	5.8
<i>Total permanent employees</i>	<i>918</i>	<i>22.3</i>	<i>812</i>	<i>15.7</i>	<i>1 730</i>	<i>18.6</i>
Casual employees	3 161	76.7	4 330	83.9	7 492	80.7
<i>Total Employees</i>	<i>4 079</i>	<i>99.0</i>	<i>5 143</i>	<i>99.6</i>	<i>9 222</i>	<i>99.4</i>
<b>Total employment at end June 2000</b>	<b>4 120</b>	<b>100.0</b>	<b>5 162</b>	<b>100.0</b>	<b>9 282</b>	<b>100.0</b>

## 6

## STATES AND TERRITORIES

	<i>Businesses at end June(a)</i>	CINEMA SCREENS . . . . .		TOTAL EMPLOYMENT AT END JUNE . . . . .		WAGES AND SALARIES . . . . .		GROSS BOX OFFICE RECEIPTS . . . . .	
		no.	%	no.	%	\$m	%	\$m	%
New South Wales	67	456	30.1	3 172	34.2	45.1	34.7	243.7	35.9
Victoria	35	438	29.0	2 616	28.2	37.1	28.6	176.7	26.0
Queensland	35	310	20.5	1 475	15.9	20.2	15.6	120.0	17.7
South Australia	22	99	6.5	691	7.4	10.1	7.8	40.5	6.0
Western Australia	22	150	9.9	876	9.4	12.8	9.9	71.9	10.6
Tasmania	2	np	np	np	np	np	np	np	np
Northern Territory	5	np	np	np	np	np	np	np	np
Australian Capital Territory	4	29	1.9	212	2.3	2.2	1.7	14.3	2.1
<b>Australia</b>	<b>173</b>	<b>1 513</b>	<b>100.0</b>	<b>9 282</b>	<b>100.0</b>	<b>129.0</b>	<b>100.0</b>	<b>678.9</b>	<b>100.0</b>

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

(a) Multi-State organisations are counted in each State in which they operate. Hence the counts of businesses for State and Territories do not sum to the total for Australia.

## 7

## CHARACTERISTICS OF BUSINESSES BY INCOME SIZE

		\$0- \$99,999	\$100,000- \$499,000	\$500,000- \$999,999	\$1,000,000- \$7,999,999	\$8,000,000 or more	Total
Businesses at end June	no.	13	51	35	66	8	173
	%	7.5	29.5	20.2	38.2	4.6	100.0
Total cinema/drive-in screens	no.	13	73	72	298	1 083	1 540
	%	0.8	4.7	4.7	19.4	70.3	100.0
Paid admissions	'000	59.5	1 327.8	2 214.2	16 856.2	58 926.6	79 384.3
	%	0.1	1.7	2.8	21.2	74.2	100.0
Employment at end June	no.	63	331	434	2 133	6 321	9 282
	%	0.7	3.6	4.7	23.0	68.1	100.0
Wages and salaries	\$m	0.1	2.8	5.9	28.3	92.9	129.9
	%	0.1	2.2	4.5	21.8	71.5	100.0
Total income	\$m	0.6	14.1	25.1	168.8	837.5	1 046.1
	%	0.1	1.3	2.4	16.1	80.1	100.0
Operating profit before tax	\$m	0.1	1.2	0.4	14.6	97.0	113.3
	%	0.1	1.1	0.4	12.9	85.6	100.0

## 8

## SELECTED RATIOS BY INCOME SIZE

		\$0- \$99,999	\$100,000- \$499,000	\$500,000- \$999,999	\$1,000,000- \$7,999,999	\$8,000,000 or more	Total
Total income per person employed	\$'000	10.0	42.5	57.7	79.1	132.5	112.7
Labour costs per employee	\$'000	1.9	10.3	15.1	14.9	17.0	16.1
Labour costs to total expenses	%	18.2	24.3	26.3	20.5	14.5	15.9
Casual employment to total employment	%	59.8	68.0	68.4	75.7	84.1	80.7
Paid cinema admissions per person employed	'000	0.9	4.0	5.1	7.9	9.3	8.6
Number of seats per cinema screen	no.	258.9	274.1	286.2	258.5	239.6	246.9
Box office takings per paid cinema admission	\$	7.2	7.3	8.1	7.4	8.9	8.6
Box office takings to total income	%	67.9	69.2	71.5	73.8	62.8	64.9
Film hire per paid admission	\$	2.9	2.8	3.3	3.0	3.5	3.4
Film hire to total expenses	%	31.4	29.0	29.4	32.2	28.0	28.7
Operating profit margin	%	15.7	8.9	1.7	8.7	12.2	11.4

## EXPLANATORY NOTES

- INTRODUCTION**
- 1** This publication presents results in respect of the 1999–2000 financial year from a census of employing organisations engaged in the motion picture exhibition industry.
- SCOPE**
- 2** The collection was a census of all businesses classified to Class 9113, Motion Picture Exhibition, of the 1993 edition of the *Australian and New Zealand Standard Industrial Classification* (ANZSIC). This class includes all units mainly engaged in screening motion pictures on film or video tape. It does not include businesses or social clubs owning theatrettes who receive a minor portion of their income from screening motion pictures, or businesses operating cinema or drive-in businesses which receive the majority of their income from sources other than box office receipts, such as the sale of takeaway food.
- IMPROVEMENTS TO COVERAGE**
- 3** Data in this publication have been adjusted to allow for lags in processing new businesses to the ABS business register, and the omission of some businesses from the business register. The majority of businesses affected and to which the adjustments apply, are small in size.
- 4** Adjustments have been made to include new businesses in the estimates in the periods in which they commenced operations, rather than when they were processed to the business register. Adjustments of this type will continue to be applied in future periods.
- 5** Further adjustments have been made for businesses which had been in existence for several years, but, for various reasons, were not previously added to the ABS register. The ABS is remedying these omissions.
- 6** For more information on these adjustments, please refer to the ABS publication *Information Paper: Improvements to ABS Economic Statistics, 1997* (Cat. no. 1357.0).
- STATISTICAL UNIT**
- 7** The unit for which statistics were reported in the census was the management unit. The management unit is the highest-level accounting unit within a business, having regard for industry homogeneity, for which accounts are maintained. In nearly all cases it coincides with the legal entity owning the business (i.e. company, partnership trust, sole operator, etc.). In the case of large diversified businesses, however, there may be more than one management unit, each coinciding with a 'division' or 'line of business'. A division or line of business is recognised where separate and comprehensive accounts are compiled for it.
- 8** The motion picture exhibition industry contains a number of unincorporated joint ventures for the operation of cinemas. Businesses involved in these unincorporated joint ventures reported data relating to their share of the joint venture operations. Care has been taken to ensure that there has been no duplication in data.
- STATE DATA**
- 9** Data were collected from the Australia-wide operations of each business. Businesses which operated in more than one State or Territory were asked to provide a dissection of the number of cinema screens, total box office receipts, employment, and wages and salaries to enable State and Territory statistics to be compiled and comparisons undertaken.
- REFERENCE PERIOD**
- 10** Data contained in the tables of this publication relate to all businesses which operated in Australia at any time during the year ended 30 June 2000. Counts of businesses include only those businesses that were operating at 30 June 2000.

## EXPLANATORY NOTES *continued*

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### BUSINESSES CEASED DURING THE YEAR

**11** A small number of businesses ceased business during the 1999–2000 reference period. It is normal ABS procedure to include the contributions of these businesses in the survey output.

### RELIABILITY OF DATA

**12** Because the census does not have a sample component, the data are not subject to sampling variability. However, other inaccuracies collectively referred to as non-sampling error may affect the data. These non-sampling errors may arise from a number of sources, including:

- deficiencies in the register of units from which the census was taken;
- errors in the reporting of data by respondents;
- errors in the capturing or processing of data;
- estimation for missing or mis-reported data; and
- definition and classification errors.

**13** Every effort has been made to reduce non-sampling error to a minimum by careful design and testing of questionnaires, efficient operating procedures and systems, and appropriate methodology.

### ACKNOWLEDGMENT

**14** 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*.

## GLOSSARY

<b>Advertising, marketing and promotion expenses</b>	This item refers to costs incurred by a business for promotional and publicity campaigns aimed at bringing the activities of the business to the attention of consumers for the purpose of increasing sales. This does not include the wages and salaries of employees of the distributor who are engaged in promotional activities. However, it does include commissions paid to advertising agencies and the cost of advertising in the press.
<b>Casual employees</b>	This item refers to employees who are not entitled to take paid holidays or sick leave days.
<b>Cinema sites</b>	This item refers to the number of separate locations operated as cinemas by a particular business at the end of June 2000.
<b>Cleaning services</b>	This item refers to expenses incurred when the business' premises are cleaned by an external business and/or when the business purchases cleaning goods for its own staff.
<b>Depreciation and amortisation</b>	This item refers to financial charges made in the accounts to reflect that part of the value of the asset which may be regarded as having been used up in producing revenue in a particular accounting period. They represent the accounting process of systematically allocating the cost of a non-current asset over its expected useful life.
<b>Drive-in theatre sites</b>	This item refers to the number of separate locations operated as drive-ins by a particular business at the end of June 2000. Some businesses operate multiple drive-in sites.
<b>Employees</b>	This item includes all persons working for this business who receive remuneration in any part of the reference period, excluding working proprietors and partners.
<b>Employer contributions to superannuation funds</b>	This item includes all employer contributions to superannuation schemes (including the employer productivity contribution).
<b>Freight and cartage expenses</b>	This item includes costs charged to a business for the transport and delivery of goods by rail, air, road and/or sea.
<b>Fringe benefits tax</b>	This item includes the tax payable by employers when certain benefits in excess of normal wages or salaries (e.g. free or discounted goods or services) are received by their employees (or associates of employees) in connection with their employment.
<b>Film hire/rental</b>	This item includes the fee paid by an exhibitor to a distributor for the right to exhibit a film.
<b>Full-time employees</b>	This item refers to employees who work 35 hours or more per week.
<b>Gross box office receipts</b>	This item includes money actually paid by the public for admission to cinemas or drive-in theatres. This item excludes revenue from owner-operated refreshment bars.
<b>Industry value added</b>	This item represents the value added of the industry to the economy and is calculated as the sales of goods and services plus government subsidies and changes in levels of trading inventories, minus purchases of goods and selected expenses.
<b>Insurance premiums</b>	This item refers to expenses incurred by a business in respect of different types of insurance policies, but excluding workers' compensation and compulsory third party motor vehicle insurance.
<b>Interest expenses</b>	This item includes outflows of funds related to the cost of borrowing money.
<b>Interest income</b>	Interest income is income earned through the lending out of funds owned by the entity.

## GLOSSARY *continued*

<b>Labour costs</b>	This item includes those expenses involved in the production of goods and services and include such items as wages, salaries, employer contributions to superannuation funds, workers' compensation costs, fringe benefits tax and payroll tax.
<b>Land tax and land rates</b>	This item refers to an annual tax assessed to the owner of the land.
<b>Megaplex cinema sites</b>	This item refers to the number of cinema sites with fourteen or more screens operated by a particular business.
<b>Multiplex cinema sites</b>	This item refers to the number of cinema sites with three to thirteen screens operated by a particular business.
<b>Motor vehicle running expenses</b>	This item includes the cost incurred using 'on-road' motor vehicles owned or leased by the business.
<b>Operating profit before tax</b>	This item refers to earnings before interest and tax minus interest expenses. Operating profit before tax excludes any extraordinary items and income tax expenses.
<b>Operating profit margin</b>	Operating profit margin of a business represents that percentage of its sales of goods and services which becomes profit after all operating expenses have been deducted. It is derived by expressing total operating profit before tax (OPBT) as a percentage of total sales of goods and services (i.e. $OPBT \times 100 / \text{Sales of goods and services}$ ).
<b>Other income</b>	This item includes sales of food and beverages from owner operated refreshment bars, income from screen advertising, rent, leasing and hiring, interest, royalties, government subsidies, dividends and other operating and non-operating income.
<b>Other non-operating income</b>	This includes any income, other than interest, derived from sources other than the ordinary operations of the business.
<b>Other operating expenses</b>	This includes any other operating expenses not elsewhere specified. This includes legal expenses, security services, training expenses and stationery expenses.
<b>Other operating income</b>	This item includes revenue from amusement machines, merchandising fees, and other revenue not included elsewhere. Excludes extraordinary profit (loss).
<b>Other rent, leasing and hiring expenses</b>	This item includes income derived from leasing and hiring, other than from film hire and rent, leasing and hiring of land, buildings and other structures.
<b>Paid admissions</b>	This item refers to the total number of paid admissions to cinemas, during 1999–2000, of businesses in-scope of this collection.
<b>Part-time employees</b>	This item refers to employees who work less than 35 hours per week.
<b>Payments to employment agencies for staff</b>	This item includes payment to employment agencies for procuring the services of staff. This is commonly a temporary contract between the client and the employment agency.
<b>Payroll tax</b>	This item refers to a tax levied by State and Territory governments upon the amount of wages and salaries paid by a business.
<b>Purchases of goods for resale at owner operated refreshment bars</b>	This item includes purchases of foodstuffs for resale at owner-operated refreshment bars, including for use in prepared meals and purchases of beverages, where such services are provided by the exhibitor.
<b>Rent, leasing and hiring income</b>	This item includes income derived from the renting, leasing or hiring of assets such as land, buildings, vehicles, or equipment to other businesses or individuals.
<b>Repair and maintenance expenses</b>	This item includes costs associated with work undertaken on plant and machinery etc. to maintain normal business operations.

## GLOSSARY *continued*

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<b>Sales of food and beverages from owner operated refreshment bars</b>	This item includes income derived from the provision of bistro/restaurant services, licensed bars, and snack bars owned and operated by the motion picture exhibition business. Sales of food and beverages from bars not owned by the motion picture exhibition business, e.g. concessions, are not included although rent, leasing and hiring income obtained from these businesses are included in the rent, leasing and hiring income data item.
<b>Sales of goods and services</b>	This item includes gross box office receipts, sales of food and beverages from owner-operated refreshment bars, income from screen advertising, income from rent, leasing and hiring, and other operating income.
<b>Screen advertising income</b>	This item includes income derived from the display of advertising on cinema screens.
<b>Telecommunication services</b>	This item includes all payments (of a non-capital nature) for telecommunication services which engage wire, cable or radio transmission.
<b>Travelling, accommodation and entertaining expenses</b>	This item includes costs incurred for transportation and accommodation services relating to business activities which occur away from the normal place of business. Entertainment costs are included if they are incurred in connection with business activities.
<b>Wages and salaries</b>	This item refers to payments accruing to all employees during the financial year including provisions for employee entitlements, severance, termination and redundancy payments. It excludes drawings of working principals and partners of unincorporated businesses.
<b>Workers' compensation costs</b>	This item refers to the compulsory insurance cover to be taken out by all employers, except for self-insured workers, according to legislative schemes to cover employees suffering injury or disease in the course of or arising out of employment.

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