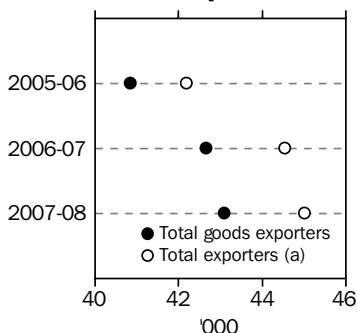


CHARACTERISTICS OF AUSTRALIAN EXPORTERS

EMBARGO: 11.30AM (CANBERRA TIME) THURS 26 MAR 2009

Total Number of Exporters



(a) Total exporters only counts once those businesses which export both goods and services.

KEY FIGURES

	2005-06	2006-07	2007-08	2006-07 to 2007-08 % change
Number of Exporters (No.)				
Total goods exporters	40 849	42 654	43 098	1.0
Total services exporters	2 513	2 867	2 927	2.1
Total exporters(a)	42 194	44 548	45 018	1.1
Value of Exports (\$m)				
Total goods exports	152 492	168 099	180 857	7.6
Total services exports	41 849	46 181	51 345	11.2
Total value of exports	194 341	214 280	232 202	8.4

(a) Total exporters only counts once those businesses which export both goods and services.

KEY POINTS

KEY POINTS

- The total number of exporters of goods and services in 2007-08 was 45,018, a 1% increase on 2006-07.
- In 2007-08, less than 1% of goods exporters had aggregate exports of \$100m or more, but these exporters contributed 79% by value to total goods exports, the same proportion as the previous financial year.
- 1% of services exporters had aggregate exports of \$100m or more and contributed 22% by value to total services exports.
- A large majority of exporters had aggregate exports of less than \$1m. 90% of goods exporters had exports of less than \$1m and contributed 2% to total goods exports. 67% of services exporters had exports less than \$1m and contributed 1% to total services exports.
- 28% of all goods exporters were in the Wholesale trade industry.
- 79% of Mining commodities were exported by businesses in the Mining industry.
- Only 7% of Agriculture, forestry and fishing commodities were exported by businesses in the Agriculture, forestry and fishing industry in 2007-08.

INQUIRIES

For further information about these and related statistics, contact Andrew Gibbs on Canberra (02) 6252 5409.

ABOUT THIS ISSUE

This publication presents an analysis of the characteristics and international trading activities of Australian exporters in 2007–08. The information is compiled as a by-product of producing regular monthly and quarterly statistics on Australia's merchandise trade and international trade in services. The first table presents an overview covering exporters of both goods and services. Tables 2 to 9 present more detailed information on goods exporters and table 10 presents additional information on services exporters.

The Explanatory Notes provide important information relating to the methodology used and the limitations in the resulting data. In particular, it is important to note that a business that considers itself part of an export market may not necessarily be included as an exporter in this article. For example, many agricultural products are exported by wholesalers rather than the producers of the good. If the wholesaler owns the goods at the time of export, the wholesaler is included as the exporter.

USER REVIEW

A review to determine the best strategy for providing information on the characteristics of exporters was announced in the previous issue of this publication. A limited review was conducted with input sought from the main known users. These users confirmed that the information presented in this publication is required for the administration and analysis of a range of government policies. As a result of this review no changes have been made in this issue. The future of this release will be reassessed once the ABS' business longitudinal database is available. This database will potentially provide a better basis for analysing information about the characteristics of exporting businesses.

CHANGES IN THIS ISSUE

The title of the publication has been changed from '*Number and characteristics of Australian exporters*' to '*Characteristics of Australian exporters*'.

As announced in the previous issue of this publication, the timing of this release was changed to allow the incorporation of final 2007–08 goods data. Final goods data for 2005–06 and 2006–07 have also been included, as has revised services data.

Business characteristics obtained from the Australian Business Register (ABR), such as business location, industry and number of employees are extracted about a month after each reference period. As a result, characteristics for the same business may differ between the financial years. For example, the size category to which an exporting business is allocated may have changed due to an increase or decrease in the business' annual GST turnover.

FUTURE RELEASES

Industry data in this issue are based on Australian and New Zealand Standard Industrial Classification (ANZSIC) 1993. The next issue will be based on ANZSIC 2006 which will result in a revised classification of data from 2005–06. Details of the change will be advised in the next issue. For more information about ANZSIC 2006, see *Information paper: Changes to International Trade in Goods Industry Statistics, July 2009* (cat. no. 5368.0.55.011).

Brian Pink
Australian Statistician

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ADDITIONAL DATA

ADDITIONAL DATA

The following data cube is available for free via the Downloads tab of this publication on the ABS web site <<http://www.abs.gov.au>>.

11 Goods Exporters, by Country of Destination, 2007–08

TIME SERIES DATA

Tables 12, 13 and 14 contain financial year data commencing with 2005–06. These tables present the same information as publication tables 1, 3 and 10, respectively. They are available for free via the Downloads tab of this publication on the ABS web site <<http://www.abs.gov.au>>.

12 Goods and Services Exporters, by Value Range of Exports

13 Goods Exporters, by Industry of Exporter

14 Services Exporters, by Type of Service

ANALYSIS AND COMMENTS

OVERVIEW

There were 45,018 Australian exporters in 2007–08. This is a 1% increase from 2006–07. Of the Australian exporters, 43,098 were exporters of merchandise goods and 2,927 were exporters of services.

Of the businesses engaged in exporting services an estimated 1,007 (34%) were also exporters of merchandise goods.

The total count of all actively trading businesses (whether exporting or not) can be obtained from *Counts of Australian businesses, including entries and exits* (cat. no. 8165.0) scheduled for release in April 2009.

The value of total goods and services exports grew 8% from 2006–07 to 2007–08. Goods exports increased by 8% and services by 11%. This continued growth from 2005–06 to 2006–07 when total goods and services exports increased by 10%.

The average exchange rate for 2007–08 was higher than in either of the previous two financial years. The average Trade weighted index for 2007–08 was 69.7 compared to 64.8 for 2006–07 and 63.3 for 2005–06. During 2007–08 the majority of Australia's exports were traded using United States Dollars (77%). The average \$US exchange rate over 2007–08 was 0.90 against the \$AUS compared to 0.79 over 2006–07.

In 2007–08 there were 234 goods exporters with aggregate goods exports of '\$100m or more' (an increase of 1% from 2006–07, compared to an increase of 7% from 2005–06 to 2006–07). Although these businesses represented less than 1% of the total goods exporter population they contributed 79% by value to total goods exports. The value of goods exported by these exporters increased by 8% on 2006–07, but the percentage contribution to total goods exports did not change.

In contrast, the 28,981 (67%) goods exporters that had exports of 'less than \$100,000' contributed less than 1% of the value of total goods exports in 2007–08. Businesses with aggregate goods exports of '\$10,000 and less than \$100,000' represented 38% of goods exporters and businesses exporting goods valued at 'less than \$10,000' represented 29% of goods exporters.

The number of services exporters in 2007–08 increased by 60 (2%) to 2,927, when compared to 2006–07. The increase in the number of exporters was most evident for businesses with services exports of 'less than \$1m', where the number of services exporters increased by 73 (4%) to 1,968.

The value of services exported in 2007–08 increased by \$5,164m (11%) to \$51,345m, when compared to 2006–07. The increase in the value of services exporters was most evident for the Other services exporters category which increased by \$3,321m (12%) from 2006–07, to \$31,038m. This category includes service types for which the number of exporters can not be estimated. During the same period, the value of services exports in the category '\$100m or more' rose by \$1,809m (19%) to \$11,465m.

EXPORT ACTIVITY

(Table 2)

During 2007–08, 19,892 (46%) of goods exporters lodged only 1 or 2 export transactions. The majority of these exporters (11,589) were businesses with aggregate exports of 'less than \$10,000'. 11,582 (27%) businesses exported on between 3 and 10 occasions in 2007–08.

ANALYSIS AND COMMENTS *continued*

INDUSTRY

(Tables 3 and 4)

Exporting businesses in the Mining (40%), Manufacturing (29%) and Wholesale trade (17%) industries were the most significant contributors to the total value of goods exports in 2007–08. These three industries accounted for \$156b (86%) of the value of goods exports in 2007–08 compared to \$146b (87%) in 2006–07.

The industries with the highest number of goods exporters in 2007–08 were Wholesale trade (12,203 or 28%) and Manufacturing (10,334 or 24%).

The largest growth in the number of exporters between 2006–07 and 2007–08 was in the Other category with an increase of 658 exporters. The wholesale trade industry had the largest decrease in the number of exporters (167) closely followed by the Manufacturing industry down (159). The most significant increase in the value of goods exported over this period was in the Mining industry, which rose by 11% to \$72,266m.

The average value of exports per business in 2007–08 was \$4.2m compared to \$3.9m in 2006–07. In 2007–08, the Mining industry had the highest average value of aggregate exports (\$134m per exporter), followed by the Finance and insurance industry (\$7m per exporter) and the Manufacturing industry (\$5m per exporter). The lowest average value of aggregate exports per exporter occurred in the Cultural and recreational services and Health and community services industries both with \$0.2m per business.

Comparing 2006–07 to 2007–08, the highest growth industry based on average value of exports per business was the Mining industry, with average exports increasing by \$2.1m. The Finance and insurance industry increased average exports per exporter by \$1.9m and Other increased by \$1.1m.

Mining had the highest correlation (79%) between the industry that produced the commodity and the industry which exported the final product. In contrast, only 7% of Australia's agriculture, forestry and fishing commodity exports were exported by the Agriculture, forestry and fishing industry.

BUSINESS SIZE

(Table 5)

There were 4,411 large goods exporting businesses in 2007–08 representing 10% of all goods exporting businesses. These businesses exported goods worth \$168b or 93% of all exports. See paragraphs 23–25 of the Explanatory Notes for a definition of business size. The industry with the highest percentage of large businesses was Mining (39%). The 208 large Mining businesses represented less than half a percent of all goods exporting businesses but were responsible for 40% of the total value of goods exports. The industries with the largest number of large businesses were Manufacturing (1,311 goods exporters with \$49b of exports) and Wholesale trade (1,025 goods exporters with \$26b of goods exports).

50% of goods exporters in 2007–08 were medium sized, the same proportion as in 2006–07. These businesses exported 6% of the total value of exports. The Finance and insurance, Manufacturing and Wholesale trade industries had the highest proportion of medium sized businesses. The Construction and Retail trade industries had the highest proportion of their industry's value of exports exported by medium sized businesses. The Wholesale trade and Manufacturing industries had the highest value of goods exports by medium sized businesses.

ANALYSIS AND COMMENTS *continued*

(Table 5) continued

Small businesses made up 39% of goods exporters by number and contributed 1% of the total value of goods exports. This contribution was the same as recorded in 2006–07. Businesses without an ABN were most likely to be small businesses (99%) but caution should be taken in interpreting this as no number of payee or GST turnover data is available for these businesses. For businesses with an ABN, the highest proportion of small businesses were in the Retail trade and Property and business services industries. Small businesses in the Wholesale trade, Manufacturing and Property and business services industries had the largest value of goods exports.

STATE DATA

(Tables 6, 7 and 8)

39% of Australia's total value of goods exports in 2007–08 came from Western Australia, followed by Queensland (20%), New South Wales (17%) and Victoria (11%).

Western Australia (\$39b) and Queensland (\$19b) have combined mining exports of \$58b, representing 80% of total exports by the exporters in the Mining industry in 2007–08.

Western Australia (\$15b) and New South Wales (\$13b) have combined Manufacturing industry exports of \$28b, contributing 54% of total exports by exporters in the Manufacturing industry.

SMALL GOODS EXPORTERS

(Table 9)

Of the small goods exporting businesses with an ABN, 37% had their main state of business operations in New South Wales, 27% in Victoria, 18% in Queensland, 9% in Western Australia, 6% in South Australia and 1% in Tasmania.

The industry with the highest number of small goods exporters in 2007–08 was Wholesale Trade with 4,271 (up by 124 from 2006–07).

New South Wales had the largest increase in the number of small goods exporters between 2006–07 and 2007–08, rising by 182, followed by Victoria (113) and Queensland (64).

SERVICES EXPORTERS

(Table 10)

The number of businesses exporting Other business services increased by 265 (13%) and the number of businesses exporting Computer and information services increased by 39 (4%) when compared to 2006–07. The number of businesses exporting Personal, cultural and recreational services fell by 266 (40%) and Royalties and license fees fell by 109 (9%) during the same period.

The value of Travel services, Other business services and Transportation services exported increased during the year by \$3,271m (13%), \$1,057m (18%) and \$788m (9%), respectively. The value of Royalties and licence fees decreased by \$120m (14%).

GOODS AND SERVICES EXPORTERS, by Value Range of Exports

	2005-06	2006-07	2007-08	Percent of total 2007-08	2006-07 to 2007-08 % change
NUMBER OF EXPORTERS (NO.)					
Goods					
\$100m or more	216	231	234	0.5	1.3
\$1m and less than \$100m	3 903	4 053	4 111	9.5	1.4
\$100,000 and less than \$1m	9 331	9 531	9 772	22.7	2.5
\$10,000 and less than \$100,000	15 552	16 286	16 412	38.1	0.8
Less than \$10,000	11 847	12 553	12 569	29.2	0.1
Total goods exporters	40 849	42 654	43 098	100.0	1.0
Services					
\$100m or more	26	28	36	1.2	28.6
\$1m and less than \$100m	838	944	923	31.5	-2.2
Less than \$1m	1 649	1 895	1 968	67.2	3.9
Other services exporters(a)	na	na	na	na	na
Total services exporters	2 513	2 867	2 927	100.0	2.1
Total exporters(b)	42 194	44 548	45 018	—	1.1

	2005-06	2006-07	2007-08	Percent of total 2007-08	2006-07 to 2007-08 % change
VALUE OF EXPORTS (\$M)					
Goods					
\$100m or more	117 034	131 960	142 401	78.7	7.9
\$1m and less than \$100m	31 704	32 310	34 525	19.1	6.9
\$100,000 and less than \$1m	3 119	3 159	3 265	1.8	3.4
\$10,000 and less than \$100,000	577	608	606	0.3	-0.3
Less than \$10,000	59	61	61	—	—
Total goods exporters	152 492	168 099	180 857	100.0	7.6
Services					
\$100m or more	8 563	9 656	11 465	22.3	18.7
\$1m and less than \$100m	7 692	8 354	8 295	16.2	-0.7
Less than \$1m	322	455	548	1.1	20.4
Other services exporters(a)	25 272	27 717	31 038	60.4	12.0
Total services exporters	41 849	46 181	51 345	100.0	11.2
Total value of exports	194 341	214 280	232 202	—	8.4

— nil or rounded to zero (including null cells)

na not available

(a) Includes value of exports of the travel, insurance, financial and government service types. Number of exporters cannot be estimated for these service types as the Survey of International Trade in Services is not used to measure these exports.

(b) The count of total exporters includes once only those businesses which export both goods and services.

GOODS EXPORTERS, by Value Range of Exports and Number of Export Transactions—2007–08

NUMBER OF EXPORT TRANSACTIONS						
<i>Value of each business' exports</i>	<i>1 to 2</i>	<i>3 to 10</i>	<i>11 to 20</i>	<i>21 to 50</i>	<i>51 or more</i>	<i>Total</i>
NUMBER OF EXPORTERS (NO.)						
\$100m or more	—	8	12	37	177	234
\$1m and less than \$100m	82	230	246	682	2 871	4 111
\$100,000 and less than \$1m	1 025	2 748	2 235	2 555	1 209	9 772
\$10,000 and less than \$100,000	7 196	7 659	1 237	272	48	16 412
Less than \$10,000	11 589	937	33	10	—	12 569
Total goods exporters	19 892	11 582	3 763	3 556	4 305	43 098
VALUE OF EXPORTS (\$M)						
\$100m or more	—	1 731	3 217	10 250	127 202	142 401
\$1m and less than \$100m	711	1 842	1 907	2 978	27 087	34 525
\$100,000 and less than \$1m	253	708	669	974	662	3 265
\$10,000 and less than \$100,000	209	299	76	18	3	606
Less than \$10,000	54	6	—	—	—	61
Total goods exporters	1 226	4 587	5 869	14 221	154 954	180 857

— nil or rounded to zero (including null cells)

GOODS EXPORTERS, by Industry of Exporter

<i>Industry of exporter</i>	2005-06	2006-07	2007-08	Percent of total 2007-08	2006-07 to 2007-08 % change
NUMBER OF EXPORTERS (NO.)					
Goods exporters with an ABN					
Agriculture, forestry and fishing	1 123	1 127	1 129	2.6	0.2
Mining	483	493	538	1.2	9.1
Manufacturing	10 358	10 493	10 334	24.0	-1.5
Electricity, gas and water supply	84	101	109	0.3	7.9
Construction	1 042	1 099	1 136	2.6	3.4
Wholesale trade	11 834	12 370	12 203	28.3	-1.4
Retail trade	4 205	4 352	4 283	9.9	-1.6
Transport and storage	1 173	1 179	1 152	2.7	-2.3
Communication services	286	290	284	0.7	-2.1
Finance and insurance	827	828	849	2.0	2.5
Property and business services	3 886	4 033	4 122	9.6	2.2
Health and community services	341	357	327	0.8	-8.4
Cultural and recreational services	630	690	685	1.6	-0.7
Personal and other services	497	530	506	1.2	-4.5
Other(a)	981	1 149	1 807	4.2	57.3
All goods exporters with an ABN	37 749	39 091	39 464	91.6	1.0
Goods exporters without an ABN					
All industries(b)	3 100	3 563	3 634	8.4	2.0
Total goods exporters	40 849	42 654	43 098	100.0	1.0

VALUE OF EXPORTS (\$M)

Goods exporters with an ABN					
Agriculture, forestry and fishing	1 847	1 804	1 717	0.9	-4.8
Mining	58 104	65 202	72 266	40.0	10.8
Manufacturing	46 136	51 018	52 936	29.3	3.8
Electricity, gas and water supply	159	190	194	0.1	2.1
Construction	326	381	441	0.2	15.7
Wholesale trade	29 458	29 946	30 321	16.8	1.3
Retail trade	2 184	1 806	1 747	1.0	-3.3
Transport and storage	1 757	1 533	1 605	0.9	4.7
Communication services	77	95	127	0.1	33.7
Finance and insurance	4 360	3 851	5 594	3.1	45.3
Property and business services	5 039	9 104	7 789	4.3	-14.4
Health and community services	66	80	77	—	-3.8
Cultural and recreational services	110	92	107	0.1	16.3
Personal and other services	558	534	636	0.4	19.1
Other(a)	985	1 457	4 336	2.4	197.6
All goods exporters with an ABN	151 167	167 091	179 893	99.5	7.7
Goods exporters without an ABN					
All industries(b)	1 327	1 007	964	0.5	-4.3
Total goods exporters	152 492	168 099	180 857	100.0	7.6

— nil or rounded to zero (including null cells)

(a) Includes goods exporters in the Accommodation, cafes and restaurants; Government administration and defence; and Education industries; as well as those newly established businesses yet to confirm their main industry of activity with the Australian Taxation Office.

(b) Industry of exporter cannot be determined for exporters without an ABN.

VALUE OF GOODS EXPORTS, by Industry of Exporter and Industry of Origin of Exported Commodity—2007–08

Industry of exporter	INDUSTRY OF ORIGIN OF EXPORTED COMMODITY				Total goods exports
	Agriculture, forestry and fishing	Mining	Manufacturing	Other	
.....					
VALUE OF EXPORTS (\$M)					
Goods exporters with an ABN					
Agriculture, forestry and fishing	684	—	1 031	3	1 717
Mining	—	58 968	13 253	44	72 266
Manufacturing	372	2 192	50 152	220	52 936
Wholesale trade	7 332	6 872	15 737	381	30 321
Other	1 133	6 177	14 666	676	22 653
Goods exporters without an ABN					
All industries(a)	72	98	779	16	964
Total goods exporters	9 592	74 307	95 617	1 340	180 857
.....					
CONTRIBUTION TO EACH INDUSTRY OF ORIGIN (%)					
Goods exporters with an ABN					
Agriculture, forestry and fishing	7.1	—	1.1	0.2	0.9
Mining	—	79.4	13.9	3.3	40.0
Manufacturing	3.9	2.9	52.5	16.4	29.3
Wholesale trade	76.4	9.2	16.5	28.4	16.8
Other	11.8	8.3	15.3	50.5	12.5
Goods exporters without an ABN					
All industries(a)	0.8	0.1	0.8	1.2	0.5
Total goods exporters	100.0	100.0	100.0	100.0	100.0

— nil or rounded to zero (including null cells)

(a) Industry of exporter cannot be determined for exporters without an ABN.

GOODS EXPORTERS, by Industry of Exporter and Business Size—2007–08

Industry of exporter	SIZE OF EXPORTER(a)				CONTRIBUTION TO EACH INDUSTRY (%)			
	Large	Medium	Small	Total	Large	Medium	Small	Total
NUMBER OF EXPORTERS (NO.)								
Goods exporters with an ABN								
Agriculture, forestry and fishing	74	626	429	1 129	6.6	55.4	38.0	100.0
Mining	208	228	102	538	38.7	42.4	19.0	100.0
Manufacturing	1 311	5 950	3 073	10 334	12.7	57.6	29.7	100.0
Construction	106	610	420	1 136	9.3	53.7	37.0	100.0
Wholesale trade	1 025	6 907	4 271	12 203	8.4	56.6	35.0	100.0
Retail trade	359	2 203	1 721	4 283	8.4	51.4	40.2	100.0
Transport and storage	190	632	330	1 152	16.5	54.9	28.6	100.0
Finance and insurance	148	524	177	849	17.4	61.7	20.8	100.0
Property and business services	368	2 098	1 656	4 122	8.9	50.9	40.2	100.0
Other(b)	616	1 855	1 247	3 718	16.6	49.9	33.5	100.0
All goods exporters with an ABN	4 405	21 633	13 426	39 464	11.2	54.8	34.0	100.0
Goods exporters without an ABN								
All industries(c)	6	37	3 591	3 634	0.2	1.0	98.8	100.0
Total goods exporters	4 411	21 670	17 017	43 098	10.2	50.3	39.5	100.0
VALUE OF EXPORTS (\$M)								
Goods exporters with an ABN								
Agriculture, forestry and fishing	1 218	459	41	1 717	70.9	26.7	2.4	100.0
Mining	72 003	252	11	72 266	99.6	0.3	—	100.0
Manufacturing	48 806	3 881	249	52 936	92.2	7.3	0.5	100.0
Construction	235	181	25	441	53.3	41.0	5.7	100.0
Wholesale trade	25 896	4 026	398	30 321	85.4	13.3	1.3	100.0
Retail trade	1 108	542	98	1 747	63.4	31.0	5.6	100.0
Transport and storage	1 109	460	35	1 605	69.1	28.7	2.2	100.0
Finance and insurance	5 403	178	13	5 594	96.6	3.2	0.2	100.0
Property and business services	6 968	699	122	7 789	89.5	9.0	1.6	100.0
Other(b)	4 844	554	80	5 477	88.4	10.1	1.5	100.0
All goods exporters with an ABN	167 588	11 232	1 073	179 893	93.2	6.2	0.6	100.0
Goods exporters without an ABN								
All industries(c)	704	132	129	964	73.0	13.7	13.4	100.0
Total goods exporters	168 292	11 363	1 201	180 857	93.1	6.3	0.7	100.0

— nil or rounded to zero (including null cells)

(a) Refer to paragraphs 23-25 of the Explanatory Notes for the business size criteria.

(b) Includes goods exporters engaged in the Electricity, gas and water supply; Communication services; Accommodation, cafes and restaurants; Health and community services; Cultural and recreational services; Personal and other services; Education; and Government administration and defence industries; as well as those newly established businesses yet to confirm their main industry of activity with the Australian Taxation Office.

(c) Industry of exporter cannot be determined for exporters without an ABN.

NUMBER OF LOCATIONS OF GOODS EXPORTERS, by State of Origin of the Exported Commodity, by State of Locations of Exporter—2007–08

State of origin of the exported commodity(a)	PRESENCE IN STATE OF ORIGIN(b)		
	Main Location in State	Location in State not Main Location	No Location(s) in State of Origin(c)
NUMBER OF LOCATIONS (NO.)			
New South Wales	11 840	785	3 498
Victoria	9 349	804	3 006
Queensland	5 659	946	2 532
South Australia	2 041	243	1 202
Western Australia	3 346	511	1 375
Tasmania	286	49	359
Northern Territory	143	46	266
Other goods exporters(d)	1 561	np	13 955

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

(a) State of origin as specified on the Customs Declaration.

(b) Information obtained from the ABR showing exporter has a location(s) within the State where the exported good originated.

(c) Information obtained from the ABR showing exporter has no ownership or offices within the State where the exported good originated.

(d) Includes Australian Capital Territory and State not specified.

VALUE OF GOODS EXPORTS, by Industry of Exporter and State of Origin of the Exported Commodity—2007–08

Industry of exporter	STATE OF ORIGIN OF THE EXPORTED COMMODITY							Total goods exports(a)
	NSW	Vic.	Qld	SA	WA	Tas.	NT	
VALUE OF EXPORTS (\$M)								
Goods exporters with an ABN								
Agriculture, forestry and fishing	269	274	400	249	361	92	63	1 717
Mining	7 240	1 589	18 814	543	39 001	785	4 067	72 266
Manufacturing	13 449	10 527	5 716	4 166	15 045	1 695	np	52 936
Construction	119	67	61	14	69	1	4	441
Wholesale trade	6 073	5 777	5 845	2 299	7 283	581	np	30 321
Retail trade	465	233	592	48	38	2	np	1 747
Transport and storage	258	373	172	232	226	40	7	1 605
Finance and insurance	477	587	np	np	np	np	np	5 594
Property and business services	1 058	394	np	np	np	np	np	7 789
Other(b)	599	652	579	1 143	1 398	406	111	5 477
All goods exporters with an ABN	30 006	20 474	np	10 320	69 363	3 631	4 548	179 893
Goods exporters without an ABN								
All industries(c)	85	65	np	17	366	4	4	964
Total goods exporters	30 091	20 539	35 318	10 338	69 729	3 635	4 552	180 857

CONTRIBUTION TO EACH INDUSTRY (%)

Goods exporters with an ABN								
Agriculture, forestry and fishing	15.7	16.0	23.3	14.5	21.0	5.4	3.7	100.0
Mining	10.0	2.2	26.0	0.8	54.0	1.1	5.6	100.0
Manufacturing	25.4	19.9	10.8	7.9	28.4	3.2	np	100.0
Construction	27.0	15.2	13.8	3.2	15.6	0.2	0.9	100.0
Wholesale trade	20.0	19.1	19.3	7.6	24.0	1.9	np	100.0
Retail trade	26.6	13.3	33.9	2.7	2.2	0.1	np	100.0
Transport and storage	16.1	23.2	10.7	14.5	14.1	2.5	0.4	100.0
Finance and insurance	8.5	10.5	np	np	np	np	np	100.0
Property and business services	13.6	5.1	np	np	np	np	np	100.0
Other(b)	10.9	11.9	10.6	20.9	25.5	7.4	2.0	100.0
All goods exporters with an ABN	16.7	11.4	np	5.7	38.6	2.0	2.5	100.0
Goods exporters without an ABN								
All industries(c)	8.8	6.7	np	1.8	38.0	0.4	0.4	100.0
Total goods exporters	16.6	11.4	19.5	5.7	38.6	2.0	2.5	100.0

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

(a) Total goods exports includes ACT, re-exports and the value of exports for which state details are confidential.

(b) Includes goods exporters engaged in the Electricity, gas and water supply; Communication services; Accommodation, cafes and restaurants; Health and community services; Cultural and recreational services; Personal and other services; Education; and Government administration and defence industries; as well as those newly established businesses yet to confirm their main industry of activity with the Australian Taxation Office.

(c) Industry of exporter cannot be determined for exporters without an ABN.

NUMBER OF GOODS EXPORTERS, by Industry of Exporter, by Main State of Location of Exporter—2007–08

Industry of exporter	MAIN STATE OF BUSINESS LOCATION						Total goods exporters(a)
	NSW	Vic.	Qld	SA	WA	Tas.	
NUMBER OF EXPORTERS (NO.)							
Goods exporters with an ABN							
Agriculture, forestry and fishing	231	285	166	188	188	55	1 129
Mining	95	53	122	30	225	5	538
Manufacturing	3 347	3 292	1 697	805	940	130	10 334
Construction	376	252	262	46	169	6	1 136
Wholesale trade	4 916	3 638	1 897	585	937	64	12 203
Retail trade	1 538	1 152	825	204	420	43	4 283
Transport and storage	461	289	206	54	111	10	1 152
Finance and insurance	389	216	103	42	87	5	849
Property and business services	1 610	1 078	686	211	425	33	4 122
Other(b)	1 418	935	591	231	364	37	3 718
All goods exporters with an ABN	14 381	11 190	6 555	2 396	3 866	388	39 464
Goods exporters without an ABN							
All industries(c)	na	na	na	na	na	na	3 634
Total goods exporters	na	na	na	na	na	na	43 098

na not available

(a) Total includes ACT, NT and State not specified.

(b) Includes goods exporters engaged in the Electricity, gas and water supply; Communication services; Accommodation, cafes and restaurants; Health and community services; Cultural and recreational services; Personal and other services; Education; and Government administration and defence industries; as well as those newly established businesses yet to confirm their main industry of activity with the Australian Taxation Office.

(c) Industry of exporter and state of business location cannot be determined for exporters without an ABN.

NUMBER OF SMALL GOODS EXPORTERS, by Industry of Exporter, by Main State of Location of Exporter(a)—2007–08

Industry of exporter	MAIN STATE OF BUSINESS LOCATION						Total goods exporters(b)
	NSW	Vic.	Qld	SA	WA	Tas.	
NUMBER OF SMALL GOODS EXPORTERS (NO.)							
Goods exporters with an ABN							
Agriculture, forestry and fishing	89	103	61	73	77	17	429
Mining	23	11	23	np	38	np	102
Manufacturing	991	907	573	257	280	34	3 073
Construction	154	102	105	12	42	—	420
Wholesale trade	1 725	1 207	753	200	318	24	4 271
Retail trade	604	468	345	85	153	22	1 721
Transport and storage	132	83	63	14	28	5	330
Finance and insurance	79	48	19	np	22	np	177
Property and business services	664	428	300	80	143	15	1 656
Other(c)	511	308	207	69	111	10	1 247
All small goods exporters with an ABN	4 972	3 665	2 449	797	1 212	131	13 426
Goods exporters without an ABN							
All industries(d)	na	na	na	na	na	na	3 591
Total small goods exporters	na	na	na	na	na	na	17 017

— nil or rounded to zero (including null cells)

na not available

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

(a) Refer to paragraphs 23-25 of the Explanatory Notes for the business size criteria.

(b) Total includes ACT, NT and State not specified.

(c) Includes goods exporters engaged in the Electricity, gas and water supply; Communications services; Accommodation, cafes and restaurants; Health and community services; Cultural and recreational services; Personal and other services; Education; and Government administration and defence industries; as well as those newly established businesses yet to confirm their main industry of activity with the Australian Taxation Office.

(d) Industry of exporter and state of business location cannot be determined for exporters without an ABN.

SERVICES EXPORTERS, by Type of Service

Type of service	2005-06	2006-07	2007-08	2006-07
				to 2007-08 % change
NUMBER OF EXPORTERS (NO.) (a)				
Transportation services	84	71	70	-1.4
Travel services(b)	na	na	na	na
Communication services	480	780	797	2.2
Construction services	259	138	138	—
Insurance services(b)	na	na	na	na
Financial services(b)	na	na	na	na
Computer and information services	854	1 016	1 055	3.8
Royalties and licence fees	991	1 236	1 127	-8.8
Other business services	1 719	1 999	2 264	13.3
Personal, cultural and recreational services	698	672	406	-39.6
Government services n.i.e.(b)	na	na	na	na
Total services exporters(b)	2 513	2 867	2 927	2.1

VALUE OF EXPORTS (\$M)				
Transportation services	8 208	8 617	9 405	9.1
Travel services	22 624	25 161	28 432	13.0
Communication services	834	801	745	-7.0
Construction services	134	135	141	4.4
Insurance services	704	704	723	2.7
Financial services	1 002	1 004	1 035	3.1
Computer and information services	1 198	1 482	1 542	4.0
Royalties and licence fees	772	888	768	-13.5
Other business services	4 840	5 935	6 992	17.8
Personal, cultural and recreational services	659	607	715	17.8
Government services n.i.e.	874	848	848	—
Total services exporters	41 849	46 181	51 345	11.2

— nil or rounded to zero (including null cells)

na not available

(a) Businesses may export more than one type of service.

(b) Numbers of exporters cannot be estimated for travel, insurance, financial and government service types as the Survey of International Trade in Services is not used to measure these exports. The value of exports are shown for these service types.

EXPLANATORY NOTES

INTRODUCTION

1 This publication provides an analysis of the characteristics and international trading activities of Australian exporters in 2007–08 with limited comparisons to previous years. Although the ABS released a series of articles on the number and characteristics of Australian exporters covering 2001–02, 2002–03 and 2003–04, care should be exercised when comparing these earlier estimates with estimates from 2005–06. The reasons for this break in series are outlined in paragraphs 2 and 3.

2 Estimates relating to exporters of merchandise goods are compiled from data sourced from the Australian Customs Service (Customs) and from the Australian Taxation Office (ATO) Australian Business Register (ABR). The methodology used to derive numbers of goods exporters was changed in 2006, and estimates for 2005–06 onwards cannot be compared to previous years. More details about this revised methodology are contained in the feature article *New Methodology for Deriving Counts of Australian Exporters* (cat. no. 5368.0) issued on 7 April 2006.

3 Estimates relating to exporters of services are derived from the *ABS Survey of International Trade in Services* (SITS). The coverage of SITS was improved during 2005–06 with the identified population of businesses exporting and/or importing services increasing from 3,299 to 4,615. For more information about these changes please refer to *Changes to International Trade in Services Statistics, August 2006* released with the August 2006 issue of *International Trade in Goods and Services* (cat. no. 5368.0). There has been minimal change to this population in the ensuing years.

WHAT IS AN EXPORTER?

4 An exporter is defined as the owner of the exported good or the provider of the exported service. Using balance of payments principles, if an export takes place, it must involve a resident selling something to a non-resident (i.e. it involves a change of ownership from an Australian resident to a non-resident). International trade in services statistics are compiled on balance of payments principles and only cover transactions between Australian residents and non-residents.

5 Exporters are identified by Australian Business Number (ABN) or, for some goods exporters, Customs Client Identifier (CCID). The CCID is an identifier provided by Customs to exporting businesses that do not have or do not report an ABN. For goods exporters the ABN or CCID is that of the owner of goods as provided on Customs documentation for each export. Note that a company that trades under multiple ABNs and/or CCIDs during a financial year will be counted for each ABN/CCID used. Joint ventures that represent multiple companies but trade under a single ABN/CCID will be identified as a single exporter.

6 Information on exporters of goods is compiled from merchandise trade statistics and is usually, but not always, consistent with balance of payments principles. In a small number of cases a non-resident may own the goods at the time of departure. As there would usually have been a transaction between an Australian resident and a non-resident prior to the goods physically leaving Australia, it is assumed, for the purpose of these statistics, that all owners of goods at the time of their export are Australian residents and are therefore included in the counts of exporters.

7 There are a number of situations that impact on the interpretation of the count and characteristics of exporters including:

- Exports of goods excludes export consignments with a value of less than \$2,000.
- Australian businesses that sell goods or services to other Australian businesses which undertake the exporting function are excluded, for example:
 - Many agricultural products are exported from Australia by wholesalers (such as commodity marketing boards) rather than by the producer;
 - A principal consultant may export a consultancy service which comprises the work of a number of Australian sub-consultants;

EXPLANATORY NOTES *continued*

WHAT IS AN EXPORTER?

continued

- A business may export a product which is assembled from components made by a number of Australian businesses.
- Some analysts include the individual businesses providing commodities, components, other goods or services for export in their definition of 'exporters' or at least consider them to be involved in export-related activity. However, unless the businesses actually own the goods or provide the service at the time of export, they are not included in the ABS count of exporters.
- Service exporters include businesses which provide services from their Australian base to consumers offshore, i.e. supply modes 1 and 4 in the classification used by the World Trade Organisation. However, smaller and/or occasional exporters are unlikely to come to ABS notice and are therefore not included in the estimates. The number of excluded businesses may be significant, but the value of their exports is not thought to be appreciable in the totality of service exports. The ABS continues to try to identify these businesses and incorporate them into its estimates.
- Service exporters exclude businesses that only supply goods or services to foreign tourists or students in Australia (supply mode 2), such as hotels, restaurants, retail, tourist facilities, transport, theatres, educational institutions, etc. In concept these businesses should be included in counts of exporters. However, estimates of these services are compiled from information obtained from the consumers of these services rather than from the businesses providing the services.
- Goods and services exporters exclude Australian-owned businesses located overseas supplying goods or services in or from the country in which they are located (supply mode 3 and usually called foreign affiliates trade), because their trade does not directly contribute to Australia's exports of goods and services.

8 Apart from the exclusions mentioned above, businesses which export goods or services in a particular year are counted as exporters regardless of the value or frequency of their exports. Table 1 and table 2 in this publication present the number of exporters by a range of export values, and table 2 presents counts of goods exporters by the frequency of export transactions. This information could be analysed when considering issues such as the identification of businesses with an export focus.

CHARACTERISTICS OBTAINED FROM THE ABR

9 To help readers interpret data on the number and characteristics of exporters, the Australian Business Number (ABN) is used to obtain selected information on businesses from the ABR.

10 The information obtained from the ABR includes:

- Industry of the business based on the Australian and New Zealand Standard Industrial Classification (ANZSIC)
- Main state of business location, based on main business address
- States in which the business is located
- Number of payees and Goods and Services Tax (GST) turnover range. These indicators are used in determining the size of the business.

11 The following issues should be considered when interpreting information from the ABR about exporters:

- Information obtained from the ABR for businesses is relevant to the point in time about a month after the finish of each financial year. This means that the location, industry and size information for some businesses may differ between the financial years. For example the size category allocated to exporting businesses may be impacted by an increase in GST turnover.
- A business may have more than one ABN and the ABN quoted on export documentation may be the ABN of a part of the business not actually producing the exports. As a result, characteristics obtained from the ABR (e.g. the main state or the industry of the business) could relate to a corporate head office.
- A business located in a state may export goods produced in different states.

EXPLANATORY NOTES *continued*

CHARACTERISTICS OBTAINED FROM THE ABR *continued*

12 The characteristics listed above can not be obtained for exporting businesses without an ABN.

13 The ABS is developing a business longitudinal database which should provide a better basis for analysing information about the characteristics of businesses including exporters.

CHARACTERISTICS OBTAINED FROM THE ACS

14 The following information can be obtained or derived from export documentation for all goods exporters including those without an ABN:

- Value of exports
- State of origin of the commodity
- Industry of origin of the commodity.

15 The state of origin of the commodity recorded on export documentation can be used to identify the state from which the exported goods were sourced. State of origin is the state, in which the final stage of production or manufacture occurs. Determining a single state of origin is difficult when there may be several stages in the manufacturing process, each of which may take place in a different state. For example, fruit may be grown in one state, canned in another, and exported from another.

16 The industry of origin of the commodity is derived by linking each statistical code in the Australian Harmonised Export Commodity Classification (AHECC) to an ANZSIC industry based on the primary activities of the industries with which they are most commonly associated. These are the industries most likely to have produced the exported goods. Industry of origin of the commodity is a different concept from the industry of business recorded on the ABR. While each AHECC statistical code is allocated to one primary industry of origin, commodities can be produced and/or exported by businesses classified to a number of industries.

STATE INFORMATION

17 Two different concepts are used to measure the state distribution of goods exporters in this article.

18 The first measure is a count of the number of businesses which export goods that were produced in a given state based on information supplied to Customs with export documentation. The second measure is a count of the number of businesses engaged in exporting activities within a given state based on state of business location data as supplied to the ATO when the business initially registered with the ABR or subsequently underwent a change in business structure.

19 An exporter is defined as having locations within the state of origin of the exported commodity if

- The postcode of the exporter is in the same state as the state of origin of the export, or
- The exporter has multi-state locations, one of which matches the state of origin of the export.

20 Table 6 shows the comparison of the two different concepts, State of origin of commodities and State of business location on the ABR. The State of business location is then broken down by 'main location in the state' and 'location in state not main location'. The sum of the location numbers in this table exceeds number of total goods exporters because an exporter may export goods which originate from more than one state.

21 Table 8 shows the distribution of goods exporting businesses by industry of exporter and the exporter's main state of business location as listed on the ABR (please see Explanatory Notes paragraphs 9–12).

INDUSTRY DATA

22 In addition to industry of origin of the commodity, a number of tables show industry of the exporter. This is based on ANZSIC industry of the exporting business as registered on the ABR. The exporting business as defined in this analysis is the owner of

EXPLANATORY NOTES *continued*

the good at the time of export and not necessarily the producer of the exported commodity.

BUSINESS SIZE

23 Exporter counts are presented by business size. The ABS discussed the size classification to be used for counts of businesses in the information paper, *A Statistical View of Counts of Businesses in Australia, 2005* (cat. no. 8162.0). The size classification recommended in that information paper only used number of payees. Despite this, additional criteria have been added for the purpose of this article, to cover businesses with large value domestic and/or export sales but relatively few employees. This non-standard definition has been retained to maintain consistency with previous issues of this article and because it caters for exporters that do not have an ABN or have more complex structures, e.g. the ABN reported on the export documentation may not be the same as the ABN used for employment purposes.

24 For the purposes of this analysis, the size of the business has been determined in terms of three variables - its employment and estimated annual turnover (both derived from the ABR) and the value of exports (reported to Customs).

25 The criteria are:

- Small exporters – having fewer than 20 payees and estimated annual GST turnover range less than \$1m and exports of less than \$1m during the reference period
- Large exporters – having 200 or more payees or estimated annual GST turnover range of \$20m or more or exports of \$20m or more during the reference period
- Medium exporters – all businesses other than those defined as small or large.

COUNTRY DATA

26 Data cube 11 shows country data by the number of goods exporters, number of transactions and the value of exports. Exporter counts are suppressed for those countries with fewer than five exporters to preserve exporter confidentiality. In these instances the number of exporters cell is annotated 'less than five' and the corresponding number of export transactions cell is not available and is annotated 'na'.

27 All countries with total exports under \$1 million have 'less than \$1m' recorded in the value of exports cell. This diverges from the usual ABS practice of 'rounding' values of \$500,000 or more up to \$1 million and 'rounding' values of \$499,999 or less down to zero. Total exports for all countries includes the actual value of exports for Australia's less significant export partners.

28 The value of exports for some commodities is suppressed to preserve exporter confidentiality but total exports by country can be released for the majority of countries.

29 However, for some countries exports of alumina comprise almost all of the confidential commodities item and it is necessary to apply a secondary embargo on the country of final export destination in addition to the commodity restriction. The countries affected by this secondary embargo are Bahrain, Egypt and Iceland. As a consequence, the number of exporters, number of export transactions and the total value of exports for all alumina for these countries are excluded from each of these countries and combined in 'Country confidential'.

ROUNDING

30 Where figures have been rounded, discrepancies may occur between sums of the component items and totals. Percentage movements are calculated from data at the level of precision presented in this publication (i.e. \$m).

EXPLANATORY NOTES *continued*

ABBREVIATIONS

ABN	Australian Business Number
ABR	Australian Business Register
ABS	Australian Bureau of Statistics
AHECC	Australian Harmonised Export Commodity Classification
ANZSIC	Australian and New Zealand Standard Industrial Classification
ATO	Australian Taxation Office
b	billion (one thousand million)
GST	goods and services tax
m	million
n.e.s.	not elsewhere specified
n.i.e.	not included elsewhere
SAR	Special Administrative Region

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