

NUMBER AND CHARACTERISTICS OF AUSTRALIAN EXPORTERS

EMBARGO: 11.30AM (CANBERRA TIME) TUES 13 NOV 2007

Total Number of Exporters



KEY FIGURES

	2005-06	2006-07	2005-06 to 2006-07 % change
Number of Exporters (No.)			
Total goods exporters	40 849	42 645	4.4
Total services exporters	2 513	2 638	5.0
Total exporters(a)	42 194	44 310	5.0
Value of Exports (\$m)			
Total goods exporters	152 492	168 139	10.3
Total services exporters	41 849	46 245	10.5
Total value of exports	194 341	214 384	10.3

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

KEY POINTS

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- The total number of exporters of goods and services in 2006-07 was 44,310, a 5% increase on 2005-06.
- In 2006-07, less than 1% of goods exporters had aggregate exports of \$100m or more, but these exporters contributed 79% by value to total goods exports.
- 1% of services exporters had aggregate exports of \$100m or more and contributed 21% 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. 63% of services exporters had exports of 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 9% of agriculture, forestry and fishing commodities were exported by businesses in the Agriculture, forestry and fishing industry in 2006-07.

INQUIRIES

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

ABOUT THIS ISSUE

This publication presents an analysis of the characteristics and international trading activities of Australian exporters in 2006–07. 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.

CHANGES IN THIS ISSUE

Business characteristics obtained from the Australian Business Register (ABR), such as business location, industry and number of employees are used in the compilation of this publication. These characteristics have been updated from the ABR for exporters in 2006-07 but characteristics have not been revised for exporters in 2005-06. As a result, characteristics for the same business may differ between the two years. For example, the size category allocated to an exporting business may have changed due to an increase or decrease in the business' annual GST turnover.

The value of exports for 2005-06 in tables 1, 3 and 10 and spreadsheets 12 to 14 (available from the Details tab of this publication) include revised merchandise trade and services data.

Table 6 presents information on the state of origin of exported commodities (obtained from Customs declarations) and the state of location(s) of the exporter (obtained from the ABR). The table has been modified from the previous issue to show if the main location of the exporter is in the same state as the origin of the exported goods; the main location of the exporter is not the same as the state of origin of the exported goods but the exporter has a location in that state; or, the exporter does not have a location in the state of origin of the exported goods.

FUTURE RELEASES

The ABS is developing a business longitudinal database which should provide a better basis for analysing information about the characteristics of businesses including exporters. Due to the caveats applied to this publication, the ABS plans to undertake a review to determine the best strategy for providing information on exporters and their characteristics. The results of this review should be announced in mid to late 2008.

Subject to the above review, it is planned to release the next *Number and Characteristics of Australian Exporters, 2007–08* (cat.no.5368.0.55.006) in March 2009. This will ensure final merchandise trade data for 2007-08 are incorporated and will provide time to implement any changes resulting from the review.

Brian Pink
Australian Statistician

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ADDITIONAL DATA

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The following additional data cubes are available for free via the Details tab of this publication on the ABS web site <<http://www.abs.gov.au>>.

Data cubes available are:

11 Number of Goods Exporters, by Country of Destination, 2006-07

12 Number of Goods and Services Exporters, by Value of Exports, 2005-06 and 2006-07

13 Number of Goods Exporters and Value of Exports, by Industry, 2005-06 and 2006-07

14 Number of Services Exporters and Value of Exports, by Type of Service, 2005-06 and 2006-07

ANALYSIS AND COMMENTS

OVERVIEW

There were 44,310 Australian exporters in 2006-07. This is an increase from 2005-06 of 5%. Of the Australian exporters, 42,645 were exporters of merchandise goods, and 2,638 were exporters of services.

Of the businesses engaged in exporting services an estimated 973 (37%) were also exporters of merchandise goods.

The total count of all actively trading Australian 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 mid December 2007.

In 2006-07 there were 231 goods exporters with aggregate exports of '\$100m or more' (an increase of 7% from 2005-06 to 2006-07). Although these businesses were less than 1% of the total goods exporter population they contributed 79% by value to total goods exports. This is an increase of 13% on the 2005-06 value for exporters with exports of '\$100m or more'.

In contrast, 28,830 (68%) of goods exporters contributed less than 1% of value of total goods exports in 2006-07. Businesses exporting goods valued at '\$10,000 and less than \$100,000' represented 38% of goods exporters with businesses exporting goods valued at 'less than \$10,000' representing 29% of goods exporters.

The number of services exporters in 2006-07 increased by 125 (5%) to 2,638, when compared to 2005-06. The increase in the number of exporters was most evident for businesses with services exports of '\$1m and less than \$100m', where the number of services exporters increased by 100 (12%) to 938.

The value of services exported in 2006-07 increased by \$4,396m (11%) to \$46,245m, when compared to 2005-06. The increase in the value of services exports was most evident for businesses with services exports of '\$100m or more' which increased by \$1,051m (12%) from 2005-06 to 2006-07, to \$9,614m. During the same period services exports in the category '\$1m and less than \$100m' rose by \$669m (9%) to \$8,361m.

EXPORT ACTIVITY

(Table 2)

During 2006-07, 19,755 (46%) of goods exporters lodged 1 or 2 export transactions. The majority of these exporters (11,524) were businesses with aggregate exports of 'less than \$10,000'. 31,214 (73%) of businesses exported on 10 or fewer occasions in 2006-07.

4,206 (10%) of goods exporters had 51 or more export transactions in 2006-07. In value terms, 172 of these exporters each recorded exports transactions of '\$100m or more', totalling \$116,669m. This represented 69% of the total value of goods exports in 2006-07.

INDUSTRY

(Tables 3 and 4)

Exporting businesses in the Mining (39%), Manufacturing (30%) and Wholesale trade (17%) industries were the most significant contributors to the total value of goods exports in 2006-07. These three industries accounted for \$145b (86%) of the value of goods exports in 2006-07 compared to \$136b (89%) in 2005-06.

The industries with the highest number of goods exporters in 2006-07 were Wholesale trade (11,877 or 28%) and Manufacturing (10,282 or 24%).

ANALYSIS AND COMMENTS *continued*

(Tables 3 and 4) continued

The largest growth in the number of exporters between 2005-06 and 2006-07 was in the Property and business services industry with an increase of 68 exporters. The Manufacturing industry had the largest decrease in the number of exporters (76) but increased the value of goods exported by 10% over this period.

The average value of exports per business in 2006-07 was \$3.9m compared to \$3.7m in 2005-06. In 2006-07, the Mining industry had the highest average value of aggregate exports (\$134.4m per exporter), followed by the Manufacturing industry (\$5.0m per exporter), Finance and insurance industry (\$4.7m per exporter) and Wholesale trade industry (\$2.5m per exporter). The lowest average value of aggregate exports per exporter occurred in the Health and community services and Cultural and recreational services industries, with \$0.2m and \$0.1m per business, respectively.

Comparing 2005-06 to 2006-07, the highest growth industry based on average value of exports per business was the Mining industry, with average exports increasing by \$10.4m. The Finance and insurance industry increased average exports per exporter by \$1.8m and Property and business services increased by \$1.0m from 2005-06 to 2006-07.

Mining had the highest correlation (79%) between the industry that produced the commodity and the industry which exported the final product. In contrast, only 9% of Australia's agriculture, forestry and fishing commodity exports were exported by the Agriculture, forestry and fishing industry.

Exports of goods originating from the Manufacturing industry were worth \$94b in 2006-07, of which \$48.9b (52%) were exported by the Manufacturing industry, \$28.3b (30%) by 'Other' industries and \$15.1b (16%) by the Mining industry.

BUSINESS SIZE

(Table 5)

There were 4,425 large goods exporting businesses in 2006-07 representing 10% of all goods exporting businesses with \$155.9b of goods exports (or 93% of the value of total goods exports). The industries with the most large goods exporters were Manufacturing (1,380) and Wholesale trade (1,041). In terms of exports value, the Mining (\$64.8b), Manufacturing (\$46.9b) and Wholesale trade (\$24.7b) industries were the most significant contributors to the large business category.

There were 21,665 medium goods exporting businesses in 2006-07 representing 51% of all goods exporting businesses with \$11b (7%) of the value of total goods exports. The number of medium exporters increased by 29% from 2005-06, while the value contribution remained relatively unchanged. The industries with the most medium goods exporting businesses were Wholesale trade (6,930) and Manufacturing (5,930).

There were 16,555 small goods exporters in 2006-07 representing 39% of total goods exporters. In 2005-06 they represented 49% of total goods exporters. In 2006-07 they contributed \$1.1b (1%) to the value of total goods exports.

The number of businesses in the small exporter category decreased by 3,343 (17%) from 2005-06 to 2006-07. This may have been impacted by two factors. First, the same sizing criteria has been applied to 2005-06 and 2006-07 (refer to paragraphs 22 to 24 in the Explanatory Notes), ie it has not been adjusted to reflect the impact of any increase in the price of exported goods. Second, as mentioned in Changes In This Issue, business characteristics obtained from the ABR have been updated for exporters in 2006-07.

ANALYSIS AND COMMENTS *continued*

STATE DATA

(Tables 6, 7, 8 and 9)

From 2005-06 to 2006-07, Victoria had the largest increase in number of exporters, increasing by 567 to 11,229, followed by New South Wales which increased exporters by 340 to 14,271, and South Australia by 176 to 2,385. However, in percentage terms, Tasmania (10%) had the highest growth in the number of exporters, followed by South Australia (8%) and Victoria (5%).

Over half the businesses exporting goods originating in either the Northern Territory or Tasmania had no presence in that state. By contrast, 75% or more of the businesses exporting goods originating in New South Wales, Victoria and Western Australia had a business location in that particular state.

36% of Australia's total value of goods exports in 2006-07 came from Western Australia, followed by Queensland (21%), New South Wales (17%) and Victoria (12%).

Western Australia (\$32.8b) and Queensland (\$18.9b) have combined mining exports of \$51.7b, representing 79% of total exports by the exporters in the Mining industry in 2006-07.

Western Australia (\$13.6b) and New South Wales (\$13.4b) have combined Manufacturing industry exports of \$27b, contributing 53% of total exports by exporters in the Manufacturing industry.

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, 10% in Western Australia, 6% in South Australia and 1% in Tasmania.

The industry with the highest number of small goods exporters in 2006-07 was Wholesale trade with 3,906 (down by 1,283 from 2005-06).

In relation to the number of small goods exporters, New South Wales had the largest decrease between 2005-06 and 2006-07, declining by 1,321, followed by Victoria (923) and Queensland (781).

SERVICES EXPORTERS

(Table 10)

The number of businesses exporting Other business services increased by 311 (18%) and the number of businesses exporting Communications services increased by 277 (58%) when compared to 2005-06. The number of businesses exporting Personal, cultural and recreational services fell by 263 (38%), Construction services fell by 119 (46%) and Transportation services fell by 11 (13%) during the same period.

The value of Other business services and Computer and information services exported increased during the year by \$1,049m (22%) and \$282m (24%), respectively. The value of Personal, cultural and recreational services exported decreased by \$46m (7%).

NUMBER OF GOODS AND SERVICES EXPORTERS, by Value of Exports

	2005-06	2006-07	Percent of total 2006-07	2005-06 to 2006-07 % change
NUMBER OF EXPORTERS (No.)				
Goods				
\$100m or more	216	231	0.5	6.9
\$1m and less than \$100m	3 903	4 053	9.5	3.8
\$100,000 and less than \$1m	9 331	9 531	22.3	2.1
\$10,000 and less than \$100,000	15 552	16 285	38.2	4.7
Less than \$10,000	11 847	12 545	29.4	5.9
Total goods exporters	40 849	42 645	100.0	4.4
Services				
\$100m or more	26	28	1.1	7.7
\$1m and less than \$100m	838	938	35.6	11.9
Less than \$1m	1 649	1 672	63.4	1.4
Other services exporters(a)	na	na	na	na
Total services exporters	2 513	2 638	100.0	5.0
Total exporters(b)	42 194	44 310	—	5.0

	2005-06	2006-07	Percent of total 2006-07	2005-06 to 2006-07 % change
VALUE OF EXPORTS (\$m)				
Goods				
\$100m or more	116 978	132 000	78.5	12.8
\$1m and less than \$100m	31 755	32 311	19.2	1.8
\$100,000 and less than \$1m	3 127	3 159	1.9	1.0
\$10,000 and less than \$100,000	574	608	0.4	5.9
Less than \$10,000	57	61	—	7.0
Total goods exporters	152 492	168 139	100.0	10.3
Services				
\$100m or more	8 563	9 614	20.8	12.3
\$1m and less than \$100m	7 692	8 361	18.1	8.7
Less than \$1m	322	434	0.9	34.8
Other services exporters(a)	25 272	27 836	60.2	10.1
Total services exporters	41 849	46 245	100.0	10.5
Total value of exports	194 341	214 384	—	10.3

— 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.

Numbers 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.

NUMBER OF GOODS EXPORTERS AND VALUE OF EXPORTS, by Number of Export Transactions, 2006–07

NUMBER OF EXPORT TRANSACTIONS

Value of each business' exports 1 to 2 3 to 10 11 to 20 21 to 50 51 or more Total

NUMBER OF EXPORTERS (No.)

\$100m or more	np	np	12	35	172	231
\$1m and less than \$100m	np	np	247	682	2 824	4 053
\$100,000 and less than \$1m	982	2 680	2 166	2 538	1 165	9 531
\$10,000 and less than \$100,000	7 182	7 535	1 245	278	45	16 285
Less than \$10,000	11 524	999	15	7	—	12 545
Total goods exporters	19 755	11 459	3 685	3 540	4 206	42 645

VALUE OF EXPORTS (\$m)

\$100m or more	np	np	3 114	9 320	116 669	132 000
\$1m and less than \$100m	np	np	1 686	3 251	25 646	32 311
\$100,000 and less than \$1m	235	681	634	962	648	3 159
\$10,000 and less than \$100,000	211	298	77	19	3	608
Less than \$10,000	54	7	—	—	—	61
Total goods exporters	854	5 257	5 511	13 552	142 966	168 139

— nil or rounded to zero (including null cells)

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

NUMBER OF GOODS EXPORTERS AND VALUE OF EXPORTS, by Industry of Exporter

Industry of exporter	2005-06	2006-07	2005-06 Percent of total 2006-07		2006-07 % change
			2005-06	2006-07	
NUMBER OF EXPORTERS (No.)					
Goods exporters with an ABN					
Agriculture, forestry and fishing	1 123	1 112	2.6		-1.0
Mining	483	484	1.1		0.2
Manufacturing	10 358	10 282	24.1		-0.7
Electricity, gas and water supply	84	101	0.2		20.2
Construction	1 042	1 082	2.5		3.8
Wholesale trade	11 834	11 877	27.9		0.4
Retail trade	4 205	4 229	9.9		0.6
Transport and storage	1 173	1 145	2.7		-2.4
Communication services	286	285	0.7		-0.3
Finance and insurance	827	816	1.9		-1.3
Property and business services	3 886	3 954	9.3		1.7
Health and community services	341	349	0.8		2.3
Cultural and recreational services	630	682	1.6		8.3
Personal and other services	497	522	1.2		5.0
Other(a)	981	2 165	5.1		120.7
All goods exporters with an ABN	37 749	39 085	91.7		3.5
Goods exporters without an ABN					
All industries(b)	3 100	3 560	8.3		14.8
Total goods exporters	40 849	42 645	100.0		4.4

VALUE OF EXPORTS (\$m)					
Goods exporters with an ABN					
Agriculture, forestry and fishing	1 870	1 800	1.1		-3.7
Mining	59 888	65 045	38.7		8.6
Manufacturing	46 295	50 947	30.3		10.0
Electricity, gas and water supply	159	190	0.1		19.5
Construction	328	378	0.2		15.2
Wholesale trade	29 346	29 169	17.3		-0.6
Retail trade	2 202	1 790	1.1		-18.7
Transport and storage	1 765	1 519	0.9		-13.9
Communication services	77	94	0.1		22.1
Finance and insurance	2 404	3 848	2.3		60.1
Property and business services	5 042	9 058	5.4		79.7
Health and community services	66	78	—		18.2
Cultural and recreational services	110	91	0.1		-17.3
Personal and other services	570	534	0.3		-6.3
Other(a)	1 041	2 589	1.5		148.7
All goods exporters with an ABN	151 063	167 132	99.4		10.6
Goods exporters without an ABN					
All industries(b)	1 328	1 007	0.6		-24.2
Total goods exporters	152 492	168 139	100.0		10.3

— nil or rounded to zero (including null cells)

(a) Includes goods exporters in the Accommodation, cafes and restaurants; 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.

(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, 2006–07

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	838	—	960	2	1 800
Mining	—	49 887	15 115	43	65 045
Manufacturing	221	1 599	48 911	215	50 947
Other	8 038	11 766	28 318	1 217	49 339
Goods exporters without an ABN					
All industries(a)	62	146	783	16	1 007
Total goods exporters	9 160	63 399	94 086	1 495	168 139
CONTRIBUTION TO EACH INDUSTRY OF ORIGIN (%)					
Goods exporters with an ABN					
Agriculture, forestry and fishing	9.2	—	1.0	0.1	1.1
Mining	—	78.7	16.0	2.9	38.7
Manufacturing	2.4	2.5	52.0	14.4	30.3
Other	87.8	18.6	30.1	81.5	29.3
Goods exporters without an ABN					
All industries(a)	0.7	0.2	0.8	1.1	0.6
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.

NUMBER OF GOODS EXPORTERS AND VALUE OF EXPORTS, by Industry of Exporter and Business Size, 2006–07

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	79	620	413	1 112	7.1	55.8	37.1	100.0
Mining	184	193	107	484	38.0	39.9	22.1	100.0
Manufacturing	1 380	5 930	2 972	10 282	13.4	57.7	28.9	100.0
Construction	101	606	375	1 082	9.3	56.0	34.7	100.0
Wholesale trade	1 041	6 930	3 906	11 877	8.8	58.3	32.9	100.0
Retail trade	338	2 194	1 697	4 229	8.0	51.9	40.1	100.0
Transport and storage	189	626	330	1 145	16.5	54.7	28.8	100.0
Finance and insurance	150	513	153	816	18.4	62.9	18.8	100.0
Property and business services	351	1 993	1 610	3 954	8.9	50.4	40.7	100.0
Other(b)	606	2 031	1 467	4 104	14.8	49.5	35.7	100.0
All goods exporters with an ABN	4 419	21 636	13 030	39 085	11.3	55.4	33.3	100.0
Goods exporters without an ABN								
All industries(c)	6	29	3 525	3 560	0.2	0.8	99.0	100.0
Total goods exporters	4 425	21 665	16 555	42 645	10.4	50.8	38.8	100.0
VALUE OF EXPORTS (\$m)								
Goods exporters with an ABN								
Agriculture, forestry and fishing	1 326	431	43	1 800	73.7	23.9	2.4	100.0
Mining	64 833	198	15	65 045	99.7	0.3	—	100.0
Manufacturing	46 980	3 724	243	50 947	92.2	7.3	0.5	100.0
Construction	197	159	22	378	52.1	42.1	5.8	100.0
Wholesale trade	24 745	4 062	362	29 169	84.8	13.9	1.2	100.0
Retail trade	1 144	558	88	1 790	63.9	31.2	4.9	100.0
Transport and storage	1 082	402	36	1 519	71.2	26.5	2.4	100.0
Finance and insurance	3 618	219	11	3 848	94.0	5.7	0.3	100.0
Property and business services	8 320	622	116	9 058	91.9	6.9	1.3	100.0
Other(b)	2 916	571	90	3 577	81.5	16.0	2.5	100.0
All goods exporters with an ABN	155 161	10 944	1 027	167 132	92.8	6.5	0.6	100.0
Goods exporters without an ABN								
All industries(c)	767	118	123	1 007	76.2	11.7	12.2	100.0
Total goods exporters	155 928	11 062	1 149	168 139	92.7	6.6	0.7	100.0

— nil or rounded to zero (including null cells)

(a) Refer to paragraphs 22-24 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.

6

NUMBER OF LOCATIONS OF GOODS EXPORTERS, by State of Origin of the Exported Commodity, by State of Locations of Exporter, 2006–07

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	11 773	791	3 476
Victoria	9 354	816	2 960
Queensland	5 595	936	2 480
South Australia	2 001	261	1 235
Western Australia	3 333	477	1 281
Tasmania	300	59	422
Northern Territory	140	53	267
Other goods exporters(d)	1 443	—	14 017

— nil or rounded to zero (including null cells)

- (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, 2006–07

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	315	171	510	186	443	110	47	1 800
Mining	5 637	1 463	18 908	782	32 797	1 593	3 603	65 045
Manufacturing	13 390	10 590	6 018	3 909	13 585	1 407	3	50 947
Construction	93	61	58	12	56	1	3	378
Wholesale trade	5 720	5 570	5 951	1 835	7 268	540	179	29 169
Retail trade	448	224	676	39	42	1	3	1 790
Transport and storage	259	344	146	164	177	11	29	1 519
Finance and insurance	311	678	np	np	np	np	np	3 848
Property and business services	1 169	352	np	np	np	np	np	9 058
Other(b)	655	538	480	676	727	19	137	3 577
All goods exporters with an ABN	27 996	19 991	35 093	902	60 106	3 713	4 010	167 132
Goods exporters without an ABN								
All industries(c)	78	56	347	13	432	1	4	1 007
Total goods exporters	28 073	20 047	35 440	9 015	60 538	3 714	4 014	168 139

CONTRIBUTION TO EACH INDUSTRY (%)								
Goods exporters with an ABN								
Agriculture, forestry and fishing	17.5	9.5	28.3	10.3	24.6	6.1	2.6	100.0
Mining	8.7	2.2	29.1	1.2	50.4	2.4	5.5	100.0
Manufacturing	26.3	20.8	11.8	7.7	26.7	2.8	—	100.0
Construction	24.6	16.1	15.3	3.2	14.8	0.3	0.8	100.0
Wholesale trade	19.6	19.1	20.4	6.3	24.9	1.9	0.6	100.0
Retail trade	25.0	12.5	37.8	2.2	2.3	0.1	0.2	100.0
Transport and storage	17.1	22.6	9.6	10.8	11.7	0.7	1.9	100.0
Finance and insurance	8.1	17.6	np	np	np	np	np	100.0
Property and business services	12.9	3.9	np	np	np	np	np	100.0
Other(b)	18.3	15.0	13.4	18.9	20.3	0.5	3.8	100.0
All goods exporters with an ABN	16.8	12.0	21.0	0.5	36.0	2.2	2.4	100.0
Goods exporters without an ABN								
All industries(c)	7.7	5.6	34.5	1.3	42.9	0.1	0.4	100.0
Total goods exporters	16.7	11.9	21.1	5.4	36.0	2.2	2.4	100.0

— nil or rounded to zero (including null cells)

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, 2006–07

Industry of exporter	MAIN STATE OF BUSINESS LOCATION						Total goods exports (a)
	NSW	Vic.	Qld	SA	WA	Tas.	
NUMBER OF EXPORTERS (No.)							
Goods exporters with an ABN							
Agriculture, forestry and fishing	237	254	168	193	186	54	1 112
Mining	89	45	108	28	204	3	484
Manufacturing	3 324	3 329	1 663	831	897	131	10 282
Construction	375	249	230	41	159	7	1 082
Wholesale trade	4 835	3 555	1 835	550	905	57	11 877
Retail trade	1 506	1 159	798	199	422	37	4 229
Transport and storage	445	302	207	51	109	12	1 145
Finance and insurance	351	220	113	41	82	5	816
Property and business services	1 524	1 065	631	206	412	35	3 954
Other(b)	1 585	1 051	649	245	393	46	4 104
All goods exporters with an ABN	14 271	11 229	6 402	2 385	3 769	387	39 085
Goods exporters without an ABN							
All industries(c)	..	..	..	..	..	..	3 560
Total goods exporters	..	..	..	..	..	..	42 645

.. not applicable

(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, 2006–07(a)

Industry of exporter	MAIN STATE OF BUSINESS LOCATION						Total goods exports(b)
	NSW	Vic.	Qld	SA	WA	Tas.	
NUMBER OF SMALL GOODS EXPORTERS (No.)							
Goods exporters with an ABN							
Agriculture, forestry and fishing	103	85	55	77	72	17	413
Mining	29	8	22	np	44	—	107
Manufacturing	953	896	527	257	283	34	2 972
Construction	145	90	82	9	40	np	375
Wholesale trade	1 557	1 103	694	183	317	18	3 906
Retail trade	591	461	344	71	171	14	1 697
Transport and storage	133	89	62	14	25	np	330
Finance and insurance	63	40	22	np	25	np	153
Property and business services	623	411	300	79	157	15	1 610
Other(c)	564	367	268	77	141	15	1 467
All small goods exporters with an ABN	4 761	3 550	2 376	771	1 275	117	13 030
Goods exporters without an ABN							
All industries(d)	..	..	..	..	..	..	3 525
Total small goods exporters	..	..	..	..	..	..	16 555

.. not applicable

— nil or rounded to zero (including null cells)

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

(a) Refer to paragraphs 22-24 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.

Type of service	2005-06 to 2006-07 % change		
	2005-06	2006-07	% change
NUMBER OF EXPORTERS (No.) (a)			
Transportation services	84	73	-13.1
Travel services	na	na	na
Communication services	480	757	57.7
Construction services	259	140	-45.9
Insurance services	na	na	na
Financial services	na	na	na
Computer and information services	854	933	9.3
Royalties and licence fees	991	1 083	9.3
Other business services	1 719	2 030	18.1
Personal, cultural and recreational services	698	435	-37.7
Government services n.i.e.	na	na	na
Total services exporters(b)	2 513	2 638	5.0

VALUE OF EXPORTS (\$m)			
Transportation services	8 208	8 615	5.0
Travel services	22 624	25 280	11.7
Communication services	834	812	-2.6
Construction services	134	132	-1.5
Insurance services	704	704	—
Financial services	1 002	1 004	0.2
Computer and information services	1 198	1 480	23.5
Royalties and licence fees	772	868	12.4
Other business services	4 840	5 889	21.7
Personal, cultural and recreational services	659	613	-7.0
Government services n.i.e.	874	848	-3.0
Total services exporters(b)	41 849	46 245	10.5

— nil or rounded to zero (including null cells)

na not available

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

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

EXPLANATORY NOTES

INTRODUCTION

1 This publication provides an analysis of the characteristics and international trading activities of Australian exporters in 2006-07. Although the ABS has released a series of articles on the number and characteristics of Australian exporters covering the 2001-02, 2002-03 and 2003-04 reference periods care should be exercised when comparing these earlier estimates with 2005-06 and 2006-07 data. 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 and 2006-07 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. 5368.3) 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).

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 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.

6 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. Prior to July 2002 exports of goods excluded individual transaction lines (within an export consignment) with a value of less than \$500
- 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;
 - 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

EXPLANATORY NOTES *continued*

WHAT IS AN EXPORTER?

continued

- 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.

7 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

8 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.

9 The information obtained from the ABR includes:

- Industry of the business based on the AUSTRALIAN AND NEW ZEALAND STANDARD INDUSTRY 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.

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

- The latest available information was obtained from the ABR for businesses exporting in 2006–07. This means that the location, industry and size information for some businesses may differ between 2005–06 and 2006–07. 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 (eg. 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.

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

12 The ABS is developing a business longitudinal database which should provide a better basis for analysing information about the characteristics of businesses including exporters. Due to the caveats applied to this publication, the ABS plans to undertake a review to determine the best strategy for providing information on exporters and their characteristics. The results of this review should be announced in mid to late 2008.

EXPLANATORY NOTES *continued*

CHARACTERISTICS OBTAINED FROM THE ACS

13 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.

14 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.

15 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 businesses 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

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

17 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.

18 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.

19 Table 6 shows the comparison of the two different concepts, State of origin of commodities and State of location on the ABR. The State of 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.

20 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 8-11).

INDUSTRY DATA

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

EXPLANATORY NOTES *continued*

BUSINESS SIZE

22 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. 8161.0). The size classification recommended in that information paper only used number of payees. Despite this, additional criteria have been added for the purpose of the exporter data, 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 articles 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.

23 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).

24 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

25 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".

26 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.

27 Although in regular published statistics such as the international merchandise exports by commodity tables released each month in *International Trade in Goods and Services, Australia* (cat. no. 5368.0) the value of exports for some commodities is suppressed to preserve exporter confidentiality, total exports by country can be released for the majority of countries.

28 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 in 2006-07 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

29 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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