

CHARACTERISTICS OF AUSTRALIAN EXPORTERS

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Total Number of Exporters



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

KEY FIGURES

	2007-08	2008-09	2009-10	2008-09 to 2009-10 % change
Number of Exporters (No.)				
Total goods exporters	43 098	43 259	42 652	-1.4
Total services exporters	3 558	3 400	3 613	6.3
Total exporters(a)	45 604	45 559	45 057	-1.1
Value of Exports (\$m)				
Total goods exports	180 857	230 829	200 720	-13.0
Total services exports	50 028	52 619	52 017	-1.1
Total value of exports	230 885	283 448	252 737	-10.8

(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 decreased in 2009-10 to 45,057, a decrease of 1% from 2008-09 (45,559).
- Less than 1% (241) of the total number of goods exporters had a total value of exports worth '\$100m or more'. This is a decrease from 2008-09 by 15 exporters (6%). In 2009-10, these exporters contributed \$164b (82%) by value to total goods exports.
- 1% (33) of the total number of services exporters had a total value of services exports worth '\$100m or more'. These exporters contributed 16% of the total value of services exports.
- 68% (28,816) of the total number of goods exporters had a total value of exports less than \$100,000, contributing \$660m (less than 1%) of the total value of goods exports.
- There were 536 goods exporters in the Mining industry. Although these business represented 1% of the total number of goods exporters, they contributed \$97b (48%) of the total value of goods exports.
- There were 12,027 goods exporters in the Wholesale trade industry. Although these businesses represented 28% of the total number of goods exporters, they contributed \$24b (12%) of the total value of goods exports.
- The total value of Travel services exports was \$33b (63%) of total services exports.

INQUIRIES

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

NOTES

ABOUT THIS ISSUE

This publication presents an analysis of the characteristics and international trading activities of Australian exporters in 2009–10. 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. These tables are available for free from the "Downloads" tab of this publication on the ABS website.

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ABBREVIATIONS

\$b	billion (thousand million) dollars
\$m	million dollars
A\$	Australian dollars
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
BPM6	<i>Balance of Payments and International Investment Position Manual, Sixth Edition</i>
CCID	Customs Client Identifier
GST	goods and services tax
n.i.e.	not included elsewhere
no.	number
SAR	Special Administrative Region
SITS	Survey of International Trade in Services
SNA	System of National Accounts
US\$	United States dollars

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TIME SERIES DATA

TIME SERIES DATA

The following time series data cubes are available for free via the Downloads tab of this publication on the ABS website <<http://www.abs.gov.au>>. Tables 1 to 11 contain financial year data commencing with 2006–07. Tables 1 to 10 present the time series information for tables 1 to 10 in the publication tables.

Tables with more detailed breakdowns:

- 1 Goods and Services Exporters, by Value Range of Exports
- 2 Goods Exporters, by Value Range of Exports and Number of Export Transactions
- 3 Goods Exporters, by Industry of Exporter
- 4 Value of Goods Exports, by Industry of Exporter and Industry of Origin of Exported Commodity
- 5 Goods Exporters, by Industry of Exporter and Business Size
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- 7 Value of Goods Exports, by Industry of Exporter and State of Origin of Exported Commodity
- 8 Number of Goods Exporters, by Industry of Exporter, by Main State of Location of Exporter
- 9 Number of Small Goods Exporters, by Industry of Exporter, by Main State of Location of Exporter
- 10 Services Exporters, by Type of Service

Additional table:

- 11 Goods Exporters, by Country of Destination

ANALYSIS AND COMMENTS

OVERVIEW

There were 45,057 Australian exporters in 2009–10, a decrease of 502 exporters from 2008–09. Of these Australian exporters, 42,652 were exporters of merchandise goods and 3,613 were exporters of services. Of those businesses engaged in exporting services, an estimated 1,208 (33%) were also exporters of merchandise goods.

The value of total goods and services exports fell by 11% from 2008–09 to 2009–10. The total value of goods exports decreased by 13%, and the value of total services exports fell 1%.

A number of factors have impacted the number of exporters and value of Australian exports, including movements in the exchange rate, changes in commodity prices and the Global Financial Crisis. The average A\$ exchange rate during 2009–10 was \$0.88 against the US\$ compared to \$0.75 during 2008–09. The majority of Australia's trade is contracted in US dollars and an increase in the value of the A\$ relative to the US\$ effectively raises the cost of Australia's exports. The average Trade Weighted Index for 2009–10 was 68.9, compared to 60.2 for 2008–09.

In 2009–10 there were 241 goods exporters with aggregate goods exports worth \$100m or higher. This was a decrease of 15 from 2008–09 compared to an increase of 22 from 2007–08 to 2008–09. Although these 241 goods exporters represented less than 1% of the total goods exporter population, they contributed 82% of value of goods exports in 2009–10.

There were 28,816 (68%) goods exporters with aggregate goods exports worth less than \$100,000 that contributed less than 1% of the value of total goods exports in 2009–10. 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.

There were 3,613 service exporters in 2009–10, an increase of 213 (6%) from 2008–09. The increase in the number of service exporters was driven by businesses with services exports of 'less than \$1m', which increased by 386 (16%) to 2,759.

The value of services exported in 2009–10 decreased by \$602m (1%), to \$52,017m when compared to 2008–09. The decrease in the value of services exported was mainly driven by businesses with services exports of '\$100m or more', where the value decreased by \$1,847m (19%) to \$8,083m from 2008–09. The value of services exports by 'Other Services Exporters' increased by \$1,788m (5%) to \$34,912m. This category covers service types including travel, insurance and government services.

EXPORT ACTIVITY

(Table 2)

During 2009–10, 19,901 (47%) of goods exporters lodged only 1 or 2 export transactions. The total value of their goods exports was \$824m (less than 1% of total goods exports). 11,432 goods exporters lodged only 1 or 2 export transactions and had total exports worth less than \$10,000. There were 4,200 (10%) goods exporters lodging more than 50 transactions, and the total value of their exports was \$174b (87% of total goods exports).

INDUSTRY

(Tables 3 and 4)

Industries with the most significant contribution by exporting businesses to the total value of goods exports in 2009–10 were Mining (48%), Manufacturing (22%) and Wholesale trade (12%). These three industries accounted for \$165b (82%) of the value of goods exports in 2009–10 compared to \$195b (85%) in 2008–09.

ANALYSIS AND COMMENTS *continued*

(Tables 3 and 4) continued

The industries with the highest number of goods exporters in 2009–10 were Wholesale trade (12,027 or 28%) and Manufacturing (9,454 or 22%).

The 'Other' category had the largest decrease in number of exporters (227) followed by Manufacturing (202). The most significant decreases in the value of goods exports between 2008–09 and 2009–10 were in Mining, down \$15b (14%) to \$97b, and Manufacturing, down \$13b (23%) to \$44b.

The average value of exports per business in 2009–10 was \$5m, the same as 2008–09. In 2009–10, the Mining industry had the highest average value of exports per exporter (\$180m). The lowest average value of total exports per exporter was in Construction services (\$0.3m per exporter).

Mining had the highest correlation (84%) between the industry that produced the commodity and the industry which exported the final product.

BUSINESS SIZE

(Table 5)

There were 4,274 large businesses exporting goods in 2009–10, representing 10% of all businesses exporting goods. These businesses exported goods worth \$188b (94%) of all exports. (See paragraphs 24–26 of the Explanatory notes for a definition of business size.) The industry with the highest percentage of large businesses was Mining (39%). The 211 large mining businesses represented less than 1% of all goods exporting businesses but were responsible for 48% of the total value of goods exports. The industries with the largest number of large businesses were Manufacturing (1,152 goods exporters with \$40b of goods exports) and Wholesale trade (1,021 goods exporters with \$20b of goods exports).

Medium sized businesses represented 49% of all goods exporters in 2009–10. These businesses exported 6% of the total value of goods exports. The Manufacturing and Wholesale trade industries had the highest proportion of medium sized businesses. Of the medium sized businesses, those in the Manufacturing and Wholesale trade industries had the largest value of goods exports.

In 2009–10, small businesses made up 41% of all goods exporters by number and contributed less than 1% of the total value of goods exports. The industry with the highest number of small goods exporters in 2009–10 was Wholesale trade with 4,394. Of the small businesses, those in the Wholesale trade and Manufacturing industries had the largest value of goods exports.

The Australian Business Number (ABN) is used to obtain selected information on exporting businesses from the Australian Business Register (ABR). In 2009–10, 9% of goods exporting businesses did not have an ABN. These businesses were allocated a business size based on the value of their exports. The business size of exporters with an ABN was based on several factors and caution should be exercised in interpreting these data (see paragraphs 24–26 of the Explanatory Notes). 99% of goods exporting businesses without an ABN were classified as small businesses. For businesses with an ABN, the highest proportion of small businesses were in the Retail trade (41%), Construction (38%) and the Agriculture, forestry and fishing (38%) industries.

STATE DATA

(Tables 6, 7 and 8)

42% of Australia's total value of goods exports in 2009–10 came from Western Australia, followed by Queensland (22%), New South Wales (16%), and Victoria (9%).

ANALYSIS AND COMMENTS *continued*

(Tables 6, 7 and 8)
continued

Western Australia (\$55b) and Queensland (\$26b) have combined mining exports of \$81b, representing 84% of total exports by exporters in the Mining industry in 2009–10. Western Australia (\$13b) and New South Wales (\$11b) have combined manufacturing exports of \$24b, contributing 55% of total exports by exporters in the Manufacturing industry.

LOCATION OF SMALL
GOODS EXPORTERS
(Table 9)

Of the small businesses with an ABN exporting goods, 36% had their main State of business operations in New South Wales, 27% in Victoria, 19% in Queensland, 10% in Western Australia, 6% in South Australia and less than 1% in Tasmania.

The total count of small businesses with an ABN exporting goods increased for all states from 2008–09 to 2009–10. The states with the largest increase in the number of small exporters were Queensland (262), Victoria (235) and New South Wales (151).

SERVICES EXPORTERS
(Table 10)

The number of businesses exporting services increased by 213 (6%) to 3,613 in 2009–10. This increase was driven by:

- Other business services, up 234 (11%)
- Charges for the use of intellectual property n.i.e., up 191 (19%)
- Personal, cultural and recreational services, up 177 (21%)
- Telecommunication, computer and information services, up 163 (16%).

These increases were offset by Construction services, down 85 (16%), and Maintenance and repair services n.i.e., down 28 (5%).

The value of services exported decreased \$602m (1%) to \$52,071m in 2009–10 with:

- Transport, down \$1,153m (16%)
- Other business services, down \$882m (11%)
- Telecommunication, computer and information services, down \$333m (16%)
- Financial services, down \$224m (18%).

These decreases were offset by the value of services exports for Travel increasing \$1,926m (6%) and Charges for the use of intellectual property n.i.e. increasing \$115m (13%).

GOODS AND SERVICES EXPORTERS, by Value Range of Exports

	2007-08	2008-09	2009-10	Percent of total 2009-10	2008-09 to 2009-10 % change
NUMBER OF EXPORTERS (NO.)					
Goods					
\$100m or more	234	256	241	0.6	-5.9
\$1m and less than \$100m	4 111	4 208	4 006	9.4	-4.8
\$100,000 and less than \$1m	9 772	9 911	9 589	22.5	-3.2
\$10,000 and less than \$100,000	16 412	16 563	16 360	38.4	-1.2
Less than \$10,000	12 569	12 321	12 456	29.2	1.1
Total goods exporters	43 098	43 259	42 652	100.0	-1.4
Services(a)					
\$100m or more	39	39	33	0.9	-15.4
\$1m and less than \$100m	923	988	820	22.7	-17.0
Less than \$1m	2 596	2 373	2 759	76.4	16.3
Other services exporters(b)	na	na	na	na	na
Total services exporters	3 558	3 400	3 613	100.0	6.3
Total exporters(c)	45 604	45 559	45 057	—	-1.1

	2007-08	2008-09	2009-10	Percent of total 2009-10	2008-09 to 2009-10 % change
VALUE OF EXPORTS (\$M)					
Goods					
\$100m or more	142 401	192 002	164 478	81.9	-14.3
\$1m and less than \$100m	34 525	34 868	32 393	16.1	-7.1
\$100,000 and less than \$1m	3 265	3 292	3 189	1.6	-3.1
\$10,000 and less than \$100,000	606	606	600	0.3	-1.0
Less than \$10,000	61	60	60	—	—
Total goods exporters	180 857	230 829	200 720	100.0	-13.0
Services(a)					
\$100m or more	11 110	9 930	8 083	15.5	-18.6
\$1m and less than \$100m	8 294	9 088	8 525	16.4	-6.2
Less than \$1m	531	477	497	1.0	4.2
Other services exporters(b)	30 093	33 124	34 912	67.1	5.4
Total services exporters	50 028	52 619	52 017	100.0	-1.1
Total value of exports	230 885	283 448	252 737	—	-10.8

— nil or rounded to zero (including null cells)

na not available

(a) The number of services exporters and the value of services exports excludes the component Manufacturing services on physical input owned by others. See paragraph 9 of the Explanatory Notes.

(b) 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.

(c) 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—2009–10

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	15	40	178	241
\$1m and less than \$100m	74	226	272	660	2 774	4 006
\$100,000 and less than \$1m	1 043	2 744	2 151	2 453	1 198	9 589
\$10,000 and less than \$100,000	7 352	7 482	1 210	np	np	16 360
Less than \$10,000	11 432	994	23	np	np	12 456
Total goods exporters	19 901	11 454	3 671	3 426	4 200	42 652
VALUE OF EXPORTS (\$M)						
\$100m or more	—	1 742	3 900	11 133	147 704	164 478
\$1m and less than \$100m	307	1 563	1 502	3 106	25 915	32 393
\$100,000 and less than \$1m	249	711	637	937	656	3 189
\$10,000 and less than \$100,000	215	290	75	17	3	600
Less than \$10,000	53	7	—	—	—	60
Total goods exporters	824	4 313	6 113	15 193	174 278	200 720
<p>— nil or rounded to zero (including null cells) np not available for publication but included in totals where applicable, unless otherwise indicated</p>						

GOODS EXPORTERS, by Industry of Exporter

<i>Industry of exporter</i>	2007-08	2008-09	2009-10	Percent of total 2009-10	2008-09 to 2009-10 % change
NUMBER OF EXPORTERS (NO.)					
Goods exporters with an ABN					
Agriculture, forestry and fishing	1 005	1 017	946	2.2	-7.0
Mining	579	544	536	1.3	-1.5
Manufacturing	9 935	9 656	9 454	22.2	-2.1
Construction	1 243	1 277	1 284	3.0	0.5
Wholesale trade	12 233	12 155	12 027	28.2	-1.1
Retail trade	3 727	3 739	3 644	8.5	-2.5
Transport, postal and warehousing	1 180	1 249	1 235	2.9	-1.1
Other(a)	9 562	9 788	9 561	22.4	-2.3
All goods exporters with an ABN	39 464	39 425	38 687	90.7	-1.9
Goods exporters without an ABN					
All industries(b)	3 634	3 834	3 965	9.3	3.4
Total goods exporters	43 098	43 259	42 652	100.0	-1.4

VALUE OF EXPORTS (\$M)					
Goods exporters with an ABN					
Agriculture, forestry and fishing	2 275	4 405	4 558	2.3	3.5
Mining	75 381	111 783	96 587	48.1	-13.6
Manufacturing	50 987	57 007	43 834	21.8	-23.1
Construction	443	536	436	0.2	-18.7
Wholesale trade	24 905	26 673	24 223	12.1	-9.2
Retail trade	3 845	4 732	4 028	2.0	-14.9
Transport, postal and warehousing	1 699	1 892	1 905	0.9	0.7
Other(a)	20 358	21 764	23 271	11.6	6.9
All goods exporters with an ABN	179 893	228 792	198 843	99.1	-13.1
Goods exporters without an ABN					
All industries(b)	964	2 037	1 877	0.9	-7.9
Total goods exporters	180 857	230 829	200 720	100.0	-13.0

- (a) Includes goods exporters in Electricity, gas, water and waste services; Accommodation and food services; Information media and telecommunications; Financial and insurance services; Rental, hiring and real estate services; Professional, scientific and technical services; Administrative and support services; Public administration and safety; Education and training; Health care and social assistance; Arts and recreation services; as well as businesses that lack a classification under ANZSIC 2006 and 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—2009–10

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	2 350	np	1 262	np	4 558
Mining	1	85 058	11 487	42	96 587
Manufacturing	676	3 759	39 241	158	43 834
Wholesale trade	5 611	2 877	15 326	409	24 223
Other	1 725	np	18 427	np	29 640
All goods exporters with an ABN	10 363	100 675	85 743	2 063	198 843
Goods exporters without an ABN					
All industries(a)	90	921	850	16	1 877
Total goods exporters	10 453	101 596	86 593	2 078	200 720
CONTRIBUTION TO TOTAL VALUE (%)					
Goods exporters with an ABN					
Agriculture, forestry and fishing	22.5	np	1.5	np	2.3
Mining	—	83.7	13.3	2.0	48.1
Manufacturing	6.5	3.7	45.3	7.6	21.8
Wholesale trade	53.7	2.8	17.7	19.7	12.1
Other	16.5	np	21.3	np	14.8
All goods exporters with an ABN	99.1	99.1	99.0	99.3	99.1
Goods exporters without an ABN					
All industries(a)	0.9	0.9	1.0	0.8	0.9
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.		
np	not available for publication but included in totals where applicable, unless otherwise indicated				

Industry of exporter	SIZE OF EXPORTERS (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	72	518	356	946	7.6	54.8	37.6	100.0
Mining	211	221	104	536	39.4	41.2	19.4	100.0
Manufacturing	1 152	5 428	2 874	9 454	12.2	57.4	30.4	100.0
Construction	133	664	487	1 284	10.4	51.7	37.9	100.0
Wholesale trade	1 021	6 612	4 394	12 027	8.5	55.0	36.5	100.0
Retail trade	333	1 809	1 502	3 644	9.1	49.6	41.2	100.0
Transport, postal and warehousing	179	658	398	1 235	14.5	53.3	32.2	100.0
Other(b)	1 163	4 913	3 485	9 561	12.2	51.4	36.5	100.0
All goods exporters with an ABN	4 264	20 823	13 600	38 687	11.0	53.8	35.2	100.0
Goods exporters without an ABN								
All industries(c)	10	34	3 921	3 965	0.3	0.9	98.9	100.0
Total goods exporters	4 274	20 857	17 521	42 652	10.0	48.9	41.1	100.0
VALUE OF EXPORTS (\$M)								
Goods exporters with an ABN								
Agriculture, forestry and fishing	4 047	467	45	4 558	88.8	10.2	1.0	100.0
Mining	96 310	267	11	96 587	99.7	0.3	—	100.0
Manufacturing	39 990	3 630	214	43 834	91.2	8.3	0.5	100.0
Construction	203	202	31	436	46.6	46.3	7.1	100.0
Wholesale trade	19 796	4 026	401	24 223	81.7	16.6	1.7	100.0
Retail trade	3 514	437	77	4 028	87.2	10.8	1.9	100.0
Transport, postal and warehousing	1 371	495	39	1 905	72.0	26.0	2.0	100.0
Other(b)	21 448	1 584	239	23 271	92.2	6.8	1.0	100.0
All goods exporters with an ABN	186 679	11 107	1 056	198 843	93.9	5.6	0.5	100.0
Goods exporters without an ABN								
All industries(c)	1 628	113	136	1 877	86.7	6.0	7.2	100.0
Total goods exporters	188 307	11 220	1 193	200 720	93.8	5.6	0.6	100.0

— nil or rounded to zero (including null cells)

(a) Refer to paragraphs 24-26 of the Explanatory Notes for business size criteria.

(b) Includes goods exporters in Electricity, gas, water and waste services; Accommodation and food services; Information media and telecommunications; Financial and insurance services; Rental, hiring and real estate services; Professional, scientific and technical services; Administrative and support services; Public administration and safety; Education and training; Health, care and social assistance; Arts and recreation services; as well as businesses that lack a classification under ANZSIC 2006 and 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.

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NUMBER OF LOCATIONS OF GOODS EXPORTERS, by State of Origin of the Exported Commodity, by State of Locations of Exporter—2009–10

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	11 114	754	3 549
Victoria	9 235	755	2 949
Queensland	5 592	877	2 576
South Australia	1 984	232	1 156
Western Australia	3 345	472	1 382
Tasmania	270	48	348
Northern Territory	153	52	375
Other goods exporters(d)	1 924	np	13 572

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—2009–10

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	1 315	537	853	635	961	np	np	4 558
Mining	7 266	1 485	26 047	1 094	55 207	740	4 449	96 587
Manufacturing	10 871	8 294	5 299	3 466	13 142	1 507	8	43 834
Construction	92	66	104	7	74	—	1	436
Wholesale trade	5 230	5 613	4 697	1 380	4 507	235	216	24 223
Retail trade	2 210	283	135	40	65	5	3	4 028
Transport, postal and warehousing	618	234	297	73	108	np	np	1 905
Other(b)	3 063	1 831	5 344	1 423	9 101	np	np	23 271
All goods exporters with an ABN	30 665	18 343	42 775	8 119	83 166	3 003	5 037	198 843
Goods exporters without an ABN								
All industries(c)	540	84	519	15	598	1	9	1 877
Total goods exporters	31 205	18 427	43 294	8 134	83 765	3 004	5 046	200 720
CONTRIBUTION TO EACH INDUSTRY (%)								
Goods exporters with an ABN								
Agriculture, forestry and fishing	28.9	11.8	18.7	13.9	21.1	np	np	100.0
Mining	7.5	1.5	27.0	1.1	57.2	0.8	4.6	100.0
Manufacturing	24.8	18.9	12.1	7.9	30.0	3.4	—	100.0
Construction	21.1	15.1	23.9	1.6	17.0	—	0.2	100.0
Wholesale trade	21.6	23.2	19.4	5.7	18.6	1.0	0.9	100.0
Retail trade	54.9	7.0	3.4	1.0	1.6	0.1	0.1	100.0
Transport, postal and warehousing	32.4	12.3	15.6	3.8	5.7	np	np	100.0
Other(b)	13.2	7.9	23.0	6.1	39.1	np	np	100.0
All goods exporters with an ABN	15.4	9.2	21.5	4.1	41.8	1.5	2.5	100.0
Goods exporters without an ABN								
All industries(c)	28.8	4.5	27.7	0.8	31.9	0.1	0.5	100.0
Total goods exporters	15.5	9.2	21.6	4.1	41.7	1.5	2.5	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 includes ACT, re-exports, and State not specified.

(b) Includes goods exporters in Electricity, gas, water and waste services; Accommodation and food services; Information media and telecommunications; Financial and insurance services; Rental, hiring and real estate services; Professional, scientific and technical services; Administrative and support services; Public administration and safety; Education and training; Health, care and social assistance; Arts and recreation services; as well as businesses that lack a classification under ANZSIC 2006 and 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—2009–10

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	207	230	139	156	149	52	946
Mining	86	47	123	29	232	5	536
Manufacturing	2 920	3 040	1 576	792	884	130	9 454
Construction	413	282	304	39	198	11	1 284
Wholesale trade	4 773	3 740	1 840	584	869	54	12 027
Retail trade	1 263	945	756	162	391	27	3 644
Transport, postal and warehousing	509	291	202	61	130	14	1 235
Other(b)	3 585	2 510	1 562	563	1 019	82	9 561
All goods exporters with an ABN	13 756	11 085	6 502	2 386	3 872	375	38 687
Goods exporters without an ABN							
All industries(c)	na	na	na	na	na	na	3 965
Total goods exporters	na	na	na	na	na	na	42 652

na not available

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

(b) Includes goods exporters in Electricity, gas, water and waste services; Accommodation and food services; Information media and telecommunications; Financial and insurance services; Rental, hiring and real estate services; Professional, scientific and technical services; Administrative and support services; Public administration and safety; Education and training; Health, care and social assistance; Arts and recreation services; as well as businesses that lack a classification under ANZSIC 2006 and 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(a), by Industry of Exporter, by Main State of Location of Exporter—2009–10

Industry of exporter	MAIN STATE OF BUSINESS LOCATION						Total small goods exporters(b)
	NSW	Vic.	Qld	SA	WA	Tas.	
NUMBER OF SMALL GOODS EXPORTERS (NO.)							
Goods exporters with an ABN							
Agriculture, forestry and fishing	81	84	51	65	53	17	356
Mining	24	7	21	4	44	np	104
Manufacturing	865	858	527	255	302	37	2 874
Construction	168	111	125	15	57	4	487
Wholesale trade	1 714	1 300	773	219	323	16	4 394
Retail trade	538	379	339	72	123	14	1 502
Transport, postal and warehousing	168	99	69	16	34	np	398
Other(c)	1 312	894	646	179	380	17	3 485
All small goods exporters with an ABN	4 870	3 732	2 551	825	1 316	112	13 600
Goods exporters without an ABN							
All industries(d)	na	na	na	na	na	na	3 921
Total small goods exporters	na	na	na	na	na	na	17 521

na not available

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

(a) Refer to paragraphs 24-26 of the Explanatory Notes for the business size criteria.

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

(c) Includes goods exporters in Electricity, gas, water and waste services; Accommodation and food services; Information media and telecommunications; Financial and insurance services; Rental, hiring and real estate services; Professional, scientific and technical services; Administrative and support services; Public administration and safety; Education and training; Health, care and social assistance; Arts and recreation services; as well as businesses that lack a classification under ANZSIC 2006 and 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(a)

Type of service	2007-08	2008-09	2009-10	2008-09
				to 2009-10 % change
NUMBER OF EXPORTERS (NO.) (b)				
Maintenance and repair services n.i.e.	695	610	582	-4.6
Transport	87	66	66	—
Travel(c)	na	na	na	na
Construction services	143	538	453	-15.8
Insurance and pension services(c)	na	na	na	na
Financial services	np	np	np	np
Charges for the use of intellectual property n.i.e	1 230	999	1 190	19.1
Telecommunication, computer and information services	885	1 015	1 178	16.1
Other business services	2 108	2 119	2 353	11.0
Personal, cultural and recreational services	479	852	1 029	20.8
Government goods and services n.i.e.(c)	na	na	na	na
Total services exporters(c)	3 558	3 400	3 613	6.3

VALUE OF EXPORTS (\$M)				
Maintenance and repair services n.i.e.	103	86	57	-33.7
Transport	8 510	7 342	6 189	-15.7
Travel	28 250	31 096	33 022	6.2
Construction services	22	103	128	24.3
Insurance and pension services	363	354	327	-7.6
Financial services	1 072	1 266	1 042	-17.7
Charges for the use of intellectual property n.i.e	779	872	987	13.2
Telecommunication, computer and information services	1 869	2 076	1 743	-16.0
Other business services	7 486	7 779	6 897	-11.3
Personal, cultural and recreational services	726	797	773	-3.0
Government goods and services n.i.e.	848	848	852	0.5
Total services exporters	50 028	52 619	52 017	-1.1

— 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) The number of services exporters and the value of services exports excludes the component Manufacturing services on physical input owned by others. See paragraph 9 of the Explanatory Notes.

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

(c) Numbers of exporters cannot be estimated for travel, insurance and pension, 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 commencing with 2006–07. The ABS has released information on the number and characteristics of Australian exporters since 2000–01 but care should be exercised when comparing these earlier estimates because:

- estimates from 2005–06 onwards, use the Australian Business Number (ABN)
- the coverage of the *Survey of International Trade in Services* (SITS) was improved during 2005–06 with the identified frame of businesses exporting and/or importing services increasing from 3,299 to 4,615
- estimates from 2006–07 onwards uses the Australian and New Zealand Standard Industrial Classification (ANZSIC) 2006 classification.

2 Estimates relating to exporters of merchandise goods are compiled from data sourced from the *Australian Customs and Borders Protection Service* (Customs) and from the *Australian Taxation Office* (ATO) Australian Business Register (ABR). 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). The methodology used to derive numbers of goods exporters was changed in 2006. Further 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 SITS.

WHAT IS AN EXPORTER?

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

5 Exporters are identified by their ABN or, for some goods exporters, by their 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. The ABN or CCID of a goods exporter is that of the owner of goods as provided on Customs documentation for each export. 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 consistent with balance of payments principles. In a small number of cases a non-resident may own the goods at the time of departure. Generally, there would have been a transaction occurring between an Australian resident and a non-resident prior to the goods physically leaving Australia. Therefore, it is assumed for the purpose of these statistics that all owners of goods at the time of export of the goods are Australian residents and are 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:

- exports of goods excludes export consignments with a value of less than \$2,000
- Australian businesses, which sell goods or services to other Australian businesses that undertake the exporting function, are excluded. For instance:
 - 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 that comprises the work of a number of Australian sub-consultants
 - a business may export a product that is assembled from components made by a number of Australian businesses

EXPLANATORY NOTES *continued*

WHAT IS AN EXPORTER?

continued

- some analysts include the individual businesses providing commodities, components, or 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 significant in the totality of service exports. The ABS continues to try to identify these businesses and incorporate them into its estimates
- the number of 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 businesses, tourist facilities, transport businesses, 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 the businesses providing the services
- goods and services exporters exclude Australian-owned businesses located overseas supplying goods or services to or from the country in which they are located (supply mode 3 – usually called foreign affiliates trade), because their trade does not directly contribute to Australia's exports of goods and services
- the count of services exporters is derived from a sample survey. Changes in units selected in the sample can impact annual counts of businesses, especially at the type of service level.

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. Tables 1 and 2 in this publication present the number of exporters by a range of export values. In addition, table 2 presents counts of goods exporters by the frequency of export transactions. This information may be analysed when considering issues such as the identification of businesses with an export focus.

9 Estimates for the value of services exports are compiled according to the *Balance of Payments and International Investment Position Manual, Sixth Edition* (BPM6). However, the item 'Manufacturing services on physical inputs owned by others' has been excluded from the estimated of total services exports to prevent double counting, as exports of goods include goods exported after they have been processed.

CHARACTERISTICS OBTAINED FROM THE ABR

10 To help readers interpret data on the number and characteristics of exporters, the ABR is used to obtain selected information on businesses from the ABR.

11 The information obtained from the ABR includes:

- industry of the business based on ANZSIC 2006
- main State of business location, based on main business address
- states in which the business is located.

12 The ABS also receives information on the number of payees and Goods and Services Tax (GST) turnover range from the ATO. These indicators are used in determining the size of the business. The characteristics listed above can not be obtained for exporting businesses without an ABN.

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

EXPLANATORY NOTES *continued*

CHARACTERISTICS OBTAINED FROM THE ABR *continued*

- information obtained from the ABR for businesses is relevant to the point in time approximately 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.

CHARACTERISTICS OBTAINED FROM CUSTOMS

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 2006 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 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 as supplied to the ATO at the time the business initially registered with the ABR, or subsequently went through 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
- the exporter has multiple 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 the exported commodity' 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 the number of goods exporters because an exporter may export goods which originate from more than one State.

EXPLANATORY NOTES *continued*

STATE INFORMATION *continued*

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 (see Explanatory Notes paragraphs 10–13).

INDUSTRY DATA

22 In addition to the industry of origin of the commodity, a number of tables show the industry of the exporter. This is based on the ANZSIC 2006 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.

23 ANZSIC 2006 provides a more contemporary and internationally comparable industrial classification system than its predecessor, ANZSIC 1993. One of the impacts of the redevelopment of ANZSIC is an increase in the number of industries at each level of the classification. ANZSIC 2006 separately identifies 19 divisions compared with 17 in ANZSIC 1993. ANZSIC 2006 was introduced to International Trade in Goods data with the release of July 2009 data. 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).

BUSINESS SIZE

24 Exporter counts are presented by business size. The ABS discussed the size classification to be used for counts of businesses in *Information paper: A Statistical View of Counts of Businesses in Australia, Jun 2005* (cat. no. 8162.0). The size classification recommended in that information paper only used the 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.

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

26 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

27 Data cube 11 shows country data by the number of goods exporters, number of transactions, and the value of exports. 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. 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 'fewer than 5' and the corresponding number of export transactions cell is not available and is annotated np (not available for publication).

EXPLANATORY NOTES *continued*

COUNTRY DATA *continued*

29 For some countries, exports of alumina comprise almost all of the confidential 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).

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