

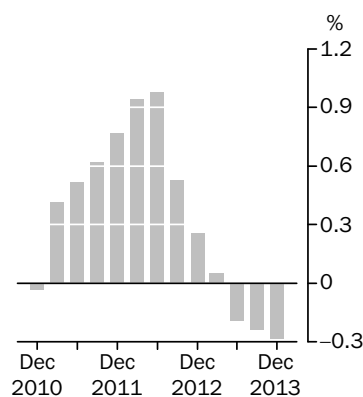
# BUSINESS INDICATORS

AUSTRALIA

EMBARGO: 11.30AM (CANBERRA TIME) MON 3 MAR 2014

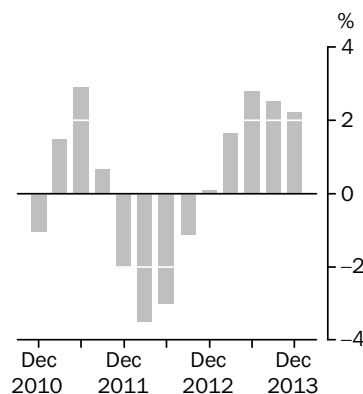
## Inventories (volume terms)

Trend estimates



## Company gross operating profits

Trend estimates



## INQUIRIES

For further information about these and related statistics, contact the National Information and Referral Service on 1300 135 070 or Didier Rivet on Sydney (02) 9268 4900.

## KEY FIGURES

|  | Sep Qtr 13 to<br>Dec Qtr 13<br>% | Dec Qtr 12 to<br>Dec Qtr 13<br>% |
|--|----------------------------------|----------------------------------|
| <b>Sales of goods and services (Chain volume measures)</b> |                                  |                                  |
| Manufacturing  |                                  |                                  |
| Trend  | 0.2                              | -0.9                             |
| Seasonally Adjusted  | 0.7                              | -1.0                             |
| Wholesale trade  |                                  |                                  |
| Trend  | -0.5                             | -3.3                             |
| Seasonally Adjusted  | 0.5                              | -3.3                             |
| <b>Inventories (Chain volume measures)</b>                 |                                  |                                  |
| Trend  | -0.3                             | -0.7                             |
| Seasonally Adjusted  | -0.5                             | -1.0                             |
| <b>Company gross operating profits</b>                     |                                  |                                  |
| Trend  | 2.2                              | 9.5                              |
| Seasonally Adjusted  | 1.7                              | 10.7                             |
| <b>Wages and salaries</b>                                  |                                  |                                  |
| Seasonally Adjusted  | 1.1                              | 2.8                              |

## KEY POINTS

### CHAIN VOLUME ESTIMATES

- The trend estimate for inventories fell 0.3% in the December quarter 2013. The seasonally adjusted estimate fell 0.5% this quarter.
- The trend estimate for Manufacturing sales of goods and services rose 0.2% this quarter. The seasonally adjusted estimate rose 0.7%.
- The trend estimate for Wholesale trade sales of goods and services fell 0.5% this quarter. The seasonally adjusted estimate rose 0.5%.

### CURRENT PRICE ESTIMATES

- The seasonally adjusted estimate for company gross operating profits rose 1.7% in the December quarter 2013.
- The seasonally adjusted estimate for wages and salaries rose 1.1% in the December quarter 2013.

## NOTES

### FORTHCOMING ISSUES

#### ISSUE (Quarter)

#### RELEASE DATE

|                |                  |
|----------------|------------------|
| March 2014     | 2 June 2014      |
| June 2014      | 1 September 2014 |
| September 2014 | 1 December 2014  |
| December 2014  | 2 March 2015     |

### COMPARISON BETWEEN COMPANY GROSS OPERATING PROFITS AND GROSS OPERATING SURPLUS

Valuation changes have had an impact on the value of inventories held by Australian businesses this quarter. An inventories valuation adjustment (IVA) is applied in the calculation of the gross operating surplus of private non-financial corporations (GOS) estimate in the Australian National Accounts. The IVA for the December quarter 2013 is \$220m which is \$2,688m lower than the September quarter 2013 IVA of \$2,908m.

No adjustment is made to the company gross operating profits (CGOP) estimate in this publication and, as a result, users should exercise caution when comparing CGOP and GOS. It should be noted that there are other differences between the two series. In particular, changes are made to GOS when annual benchmarks are applied and slightly different seasonal factors apply to the two series. Given this, while CGOP movements are an appropriate indicator for GOS, the two series will not have equivalent seasonally adjusted movements from quarter to quarter.

### ABBREVIATIONS

|        |   |
|--------|---|
| ABN    | Australian Business Number                                    |
| ABS    | Australian Bureau of Statistics                               |
| ANZSIC | Australian and New Zealand Standard Industrial Classification |
| CGOP   | company gross operating profits                               |
| GOS    | gross operating surplus                                       |
| PAYGW  | pay-as-you-go withholding                                     |
| QBIS   | Quarterly Business Indicators Survey                          |
| SISCA  | Standard Institutional Sector Classification of Australia     |
| TAU    | type of activity unit   |

Jonathan Palmer  
Acting Australian Statistician

# CONTENTS

page

## COMMENTARY

|                      |   |
|----------------------|---|
| Analysis by Industry | 5 |
|----------------------|---|

## TABLES

### INVENTORIES

|  |    |
|--|----|
| 1 Chain volume measures  | 23 |
| 2 Chain volume measures, Percentage change from previous quarter | 24 |
| 3 Current prices   | 25 |

### SALES OF GOODS AND SERVICES

|   |    |
|---|----|
| 4 Chain volume measures   | 26 |
| 5 Chain volume measures, Percentage change from previous quarter        | 28 |
| 6 Current prices  | 30 |
| 7 By state, Current prices  | 32 |
| 8 By state, Current prices, Percentage change from the previous quarter | 33 |

### COMPANY PROFITS BEFORE INCOME TAX

|  |    |
|--|----|
| 9 Current prices   | 34 |
| 10 Current prices, Percentage change from previous quarter | 36 |

### COMPANY GROSS OPERATING PROFITS

|  |    |
|--|----|
| 11 Current prices  | 38 |
| 12 Current prices, Percentage change from previous quarter | 40 |

### UNINCORPORATED GROSS OPERATING PROFITS

|  |    |
|--|----|
| 13 Current prices  | 42 |
| 14 Current prices, Percentage change from previous quarter | 44 |

### BUSINESS GROSS OPERATING PROFITS

|  |    |
|--|----|
| 15 Current prices  | 46 |
| 16 Current prices, Percentage change from previous quarter | 48 |

### WAGES AND SALARIES

|  |    |
|--|----|
| 17 Current prices  | 50 |
| 18 Current prices, Percentage change from previous quarter               | 52 |
| 19 By state, Current prices  | 54 |
| 20 By state, Current prices, Percentage change from the previous quarter | 55 |

### SELECTED OPERATING RATIOS

|   |    |
|---|----|
| 21 Sales of goods and services/Wages and salaries, Current prices, Original               | 56 |
| 22 Business gross operating profits/Sales of goods and services, Current prices, Original | 57 |
| 23 Inventories/Sales of goods and services, Current prices, Original                      | 58 |

**CONTENTS** *continued*

page

ADDITIONAL INFORMATION

What if...? Revisions to trend estimates . . . . . 59

Explanatory Notes . . . . . 60

Technical Notes . . . . . 66

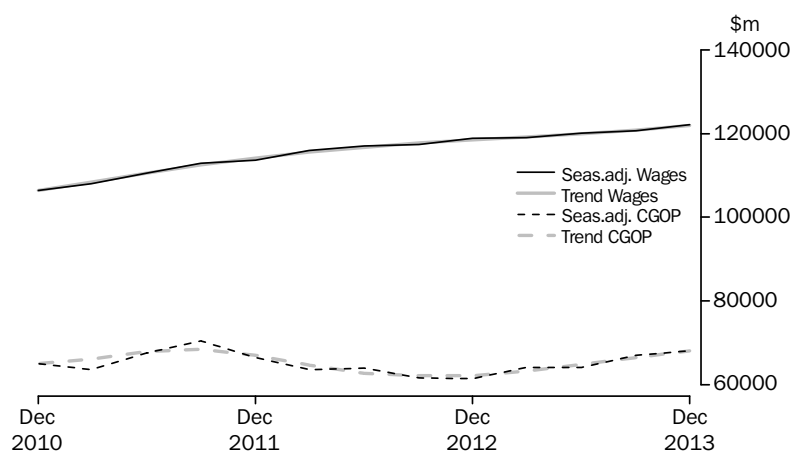
## ANALYSIS BY INDUSTRY

### FEATURED SERIES

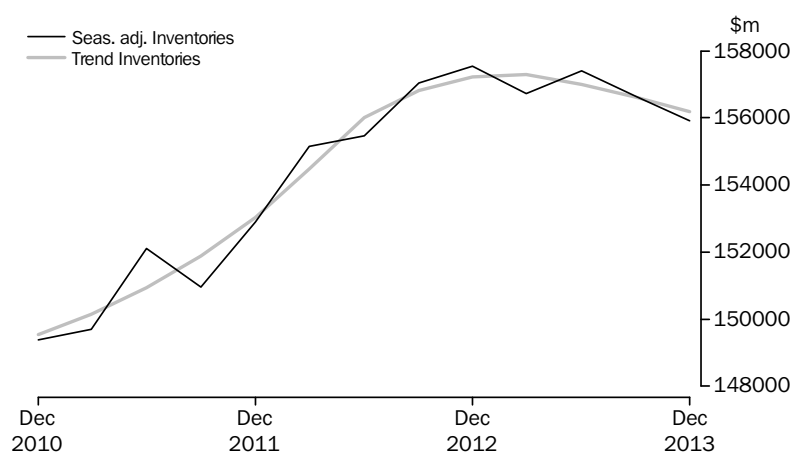
The following graphs and commentary refer to seasonally adjusted and trend estimates for sales of goods and services and inventories in volume terms, and wages and salaries and company gross operating profits in current price terms.

### TOTAL ALL INDUSTRIES

In current prices, the trend estimate for company gross operating profits rose 2.2% this quarter. The seasonally adjusted estimate rose 1.7%. In current price terms, the trend estimate for wages and salaries rose 0.8%. The seasonally adjusted estimate rose 1.1%.



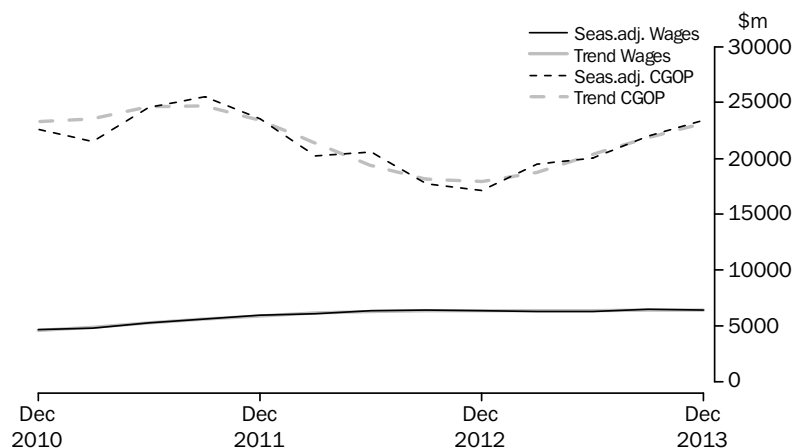
In volume terms, the trend estimate for total inventories fell 0.3% this quarter. The seasonally adjusted estimate fell 0.5%.



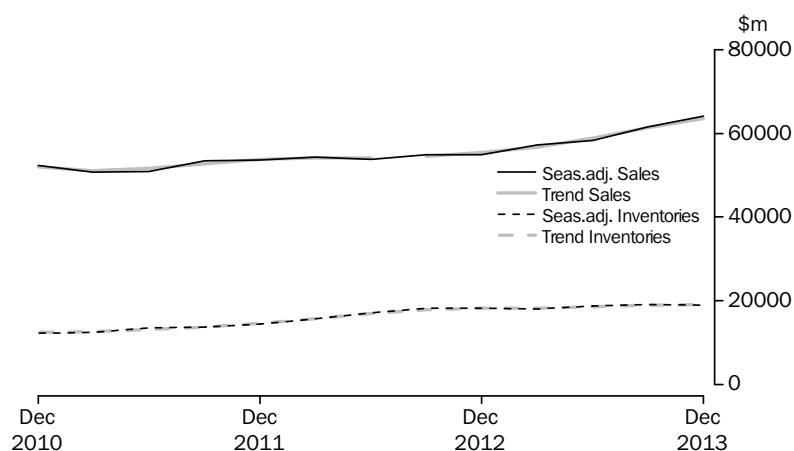
## ANALYSIS BY INDUSTRY *continued*

### MINING

In current prices, the trend estimate for company gross operating profits rose 5.6% this quarter. The seasonally adjusted estimate rose 6.2%. In current price terms, the trend estimate for wages and salaries rose 0.5% this quarter. The seasonally adjusted estimate fell 1.0%.



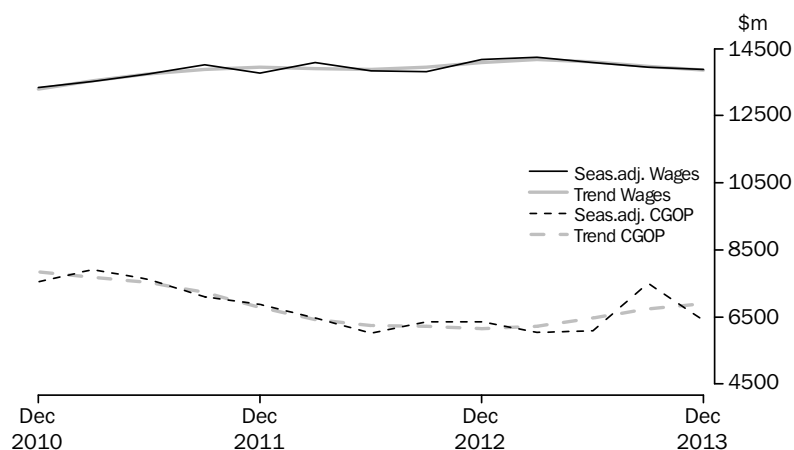
In volume terms, the trend estimate for sales of goods and services rose 3.6% this quarter. The seasonally adjusted estimate rose 4.0%. In volume terms, the trend estimate for inventories rose 1.4% this quarter. The seasonally adjusted estimate fell 0.7%.



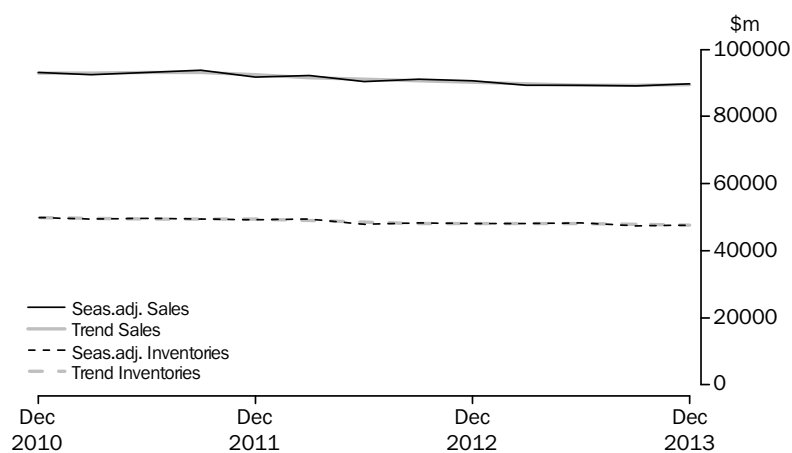
## ANALYSIS BY INDUSTRY *continued*

### MANUFACTURING

In current prices, the trend estimate for company gross operating profits rose 2.4% this quarter. The seasonally adjusted estimate fell 14.6%. In current price terms, the trend estimate for wages and salaries fell 0.8% this quarter. The seasonally adjusted estimate fell 0.4%.



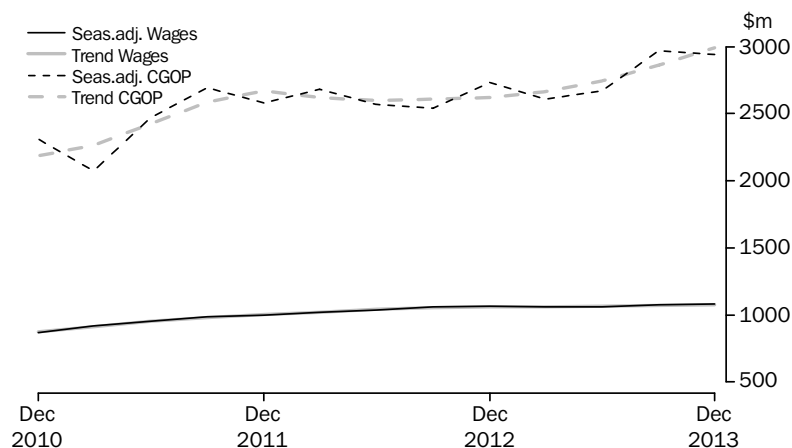
In volume terms, the trend estimate for sales of goods and services rose 0.2% this quarter. The seasonally adjusted estimate rose 0.7%. In volume terms, the trend estimate for inventories fell 0.5% this quarter. The seasonally adjusted estimate rose 0.5%.



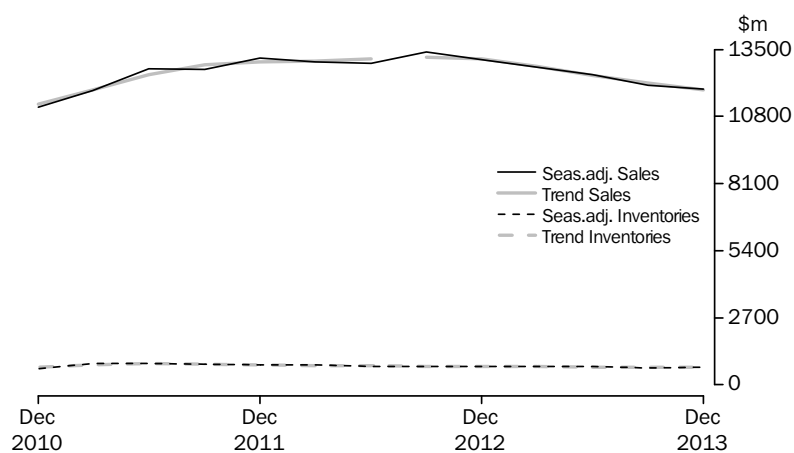
## ANALYSIS BY INDUSTRY *continued*

### ELECTRICITY, GAS, WATER AND WASTE SERVICES

In current prices, the trend estimate for company gross operating profits rose 4.5% this quarter. The seasonally adjusted estimate fell 0.9%. In current price terms, the trend estimate for wages and salaries rose 0.6% this quarter. The seasonally adjusted estimate rose 0.7%.



In volume terms, the trend estimate for sales of goods and services fell 2.2% this quarter. The seasonally adjusted estimate fell 1.1%. In volume terms, the trend estimate for inventories fell 0.8% this quarter. The seasonally adjusted estimate rose 6.7%.

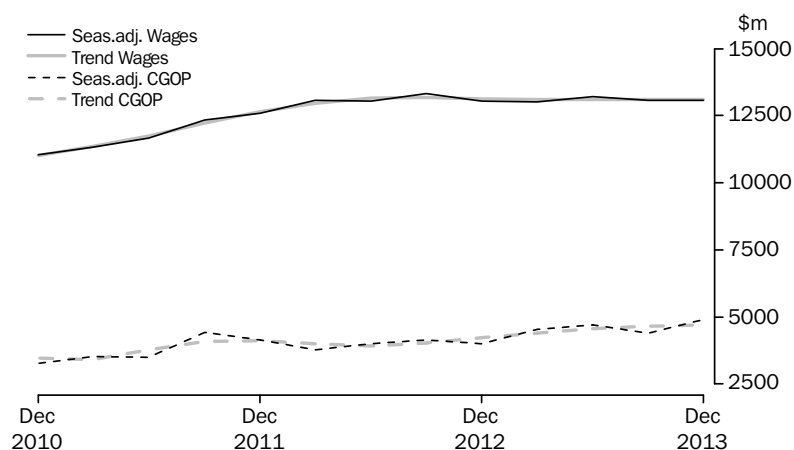




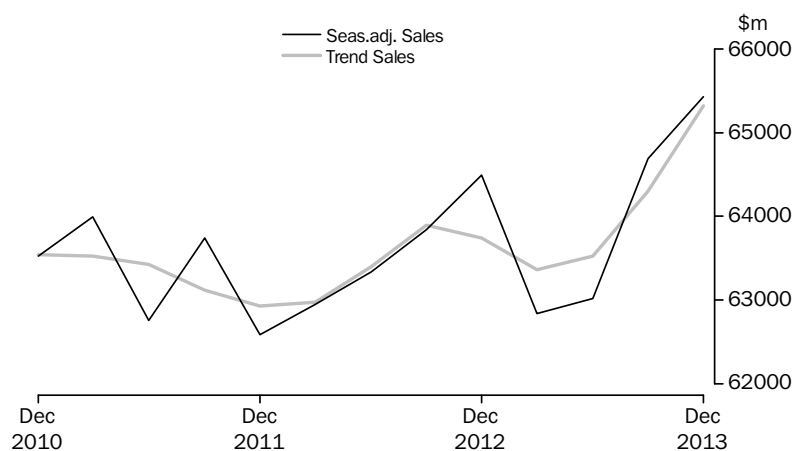
## ANALYSIS BY INDUSTRY *continued*

### CONSTRUCTION

In current prices, the trend estimate for company gross operating profits rose 1.0% this quarter. The seasonally adjusted estimate rose 11.2%. In current price terms, the trend estimate for wages and salaries fell 0.2% this quarter. The seasonally adjusted estimate fell 0.1%.



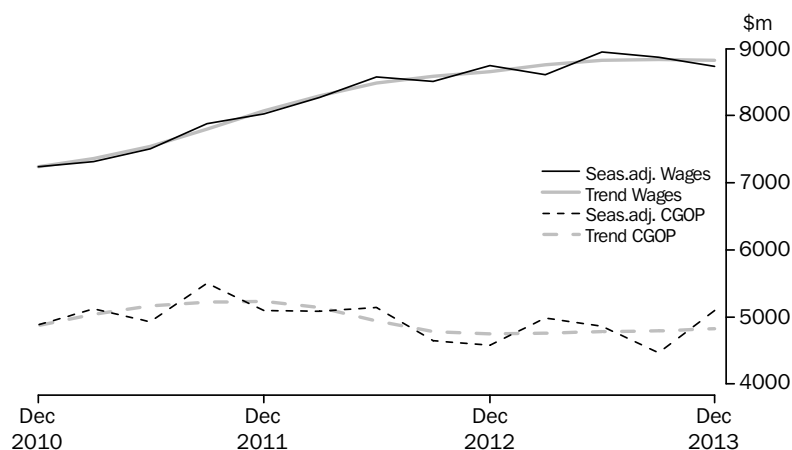
In volume terms, the trend estimate for sales of goods and services rose 1.6% this quarter. The seasonally adjusted estimate rose 1.1%.



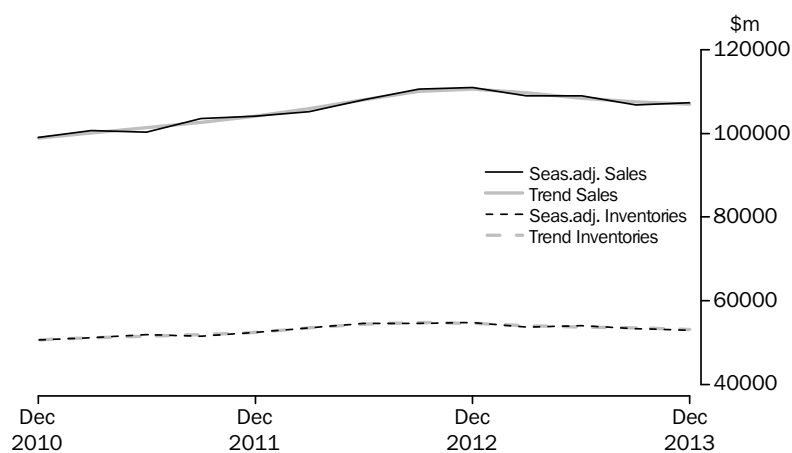
## ANALYSIS BY INDUSTRY *continued*

### WHOLESALE TRADE

In current prices, the trend estimate for company gross operating profits rose 0.9% this quarter. The seasonally adjusted estimate rose 14.2%. In current price terms, the trend estimate for wages and salaries fell 0.2% this quarter. The seasonally adjusted estimate fell 1.5%.



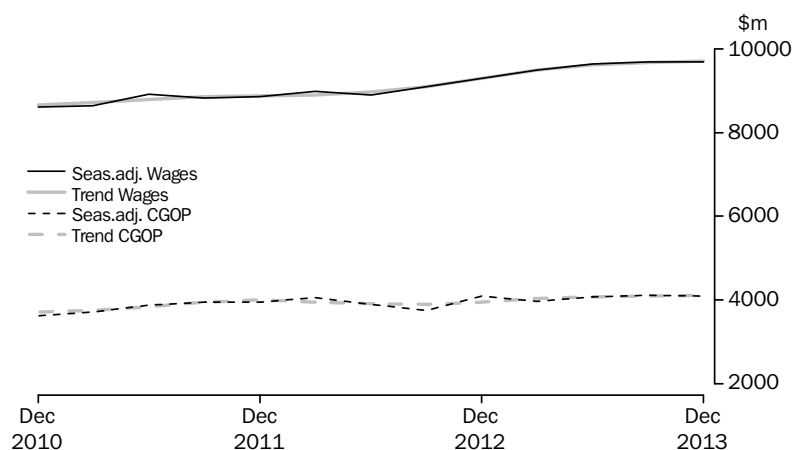
In volume terms, the trend estimate for sales of goods and services fell 0.5% this quarter. The seasonally adjusted estimate rose 0.5%. In volume terms, the trend estimate for inventories fell 0.5% this quarter. The seasonally adjusted estimate fell 0.7%.



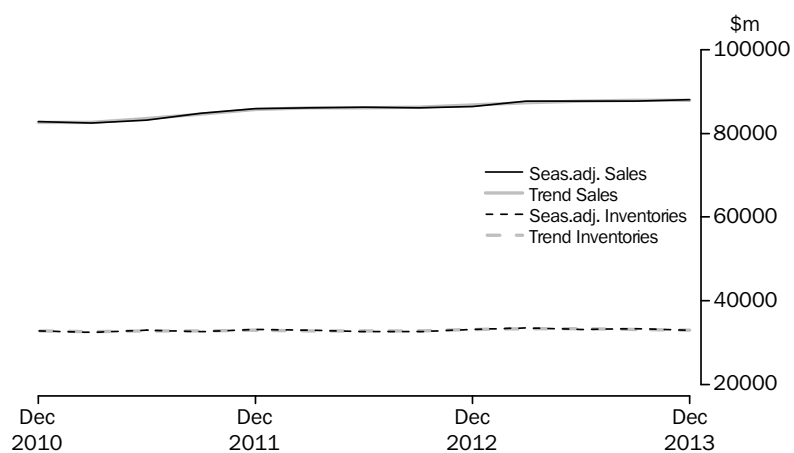
## ANALYSIS BY INDUSTRY *continued*

### RETAIL TRADE

In current prices, the trend estimate for company gross operating profits rose 0.7% this quarter. The seasonally adjusted estimate fell 0.3%. In current price terms, the trend estimate for wages and salaries rose 0.3% this quarter. The seasonally adjusted estimate remained relatively unchanged.



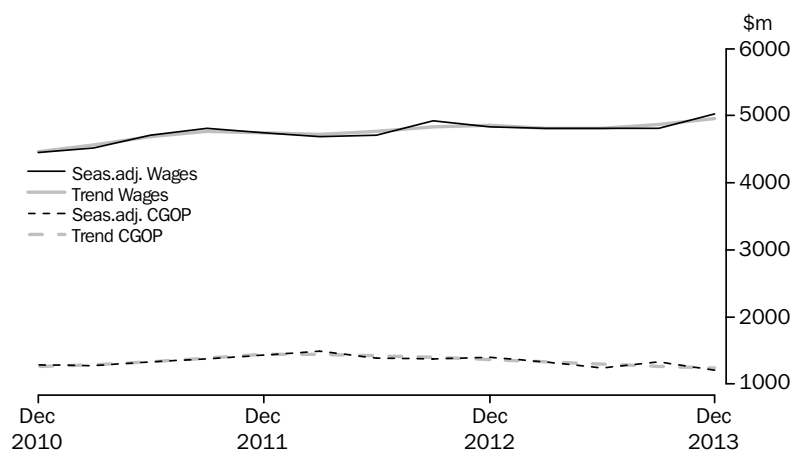
In volume terms, the trend estimate for sales of goods and services rose 0.1% this quarter. The seasonally adjusted estimate rose 0.3%. In volume terms, the trend estimate for inventories fell 0.4% this quarter. The seasonally adjusted estimate fell 0.9%.



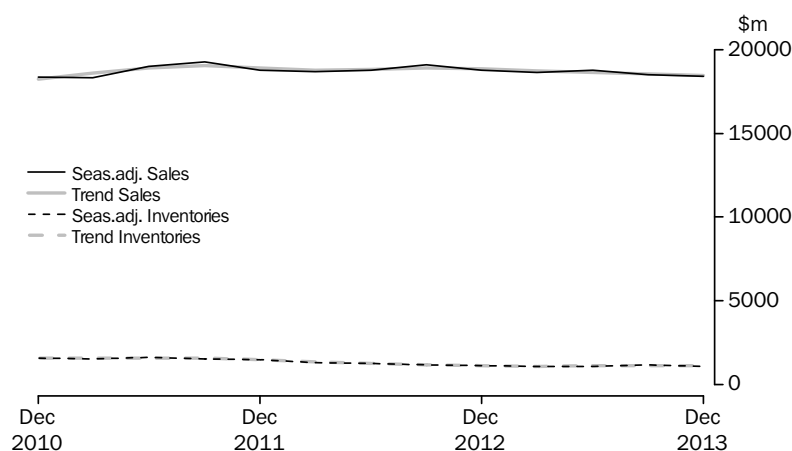
## ANALYSIS BY INDUSTRY *continued*

### ACCOMMODATION AND FOOD SERVICES

In current prices, the trend estimate for company gross operating profits fell 1.4% this quarter. The seasonally adjusted estimate fell 8.9%. In current price terms, the trend estimate for wages and salaries rose 1.7% this quarter. The seasonally adjusted estimate rose 4.6%.



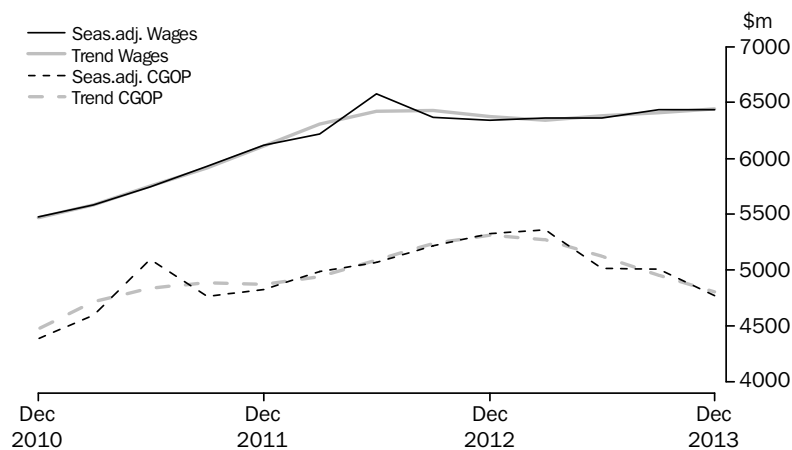
In volume terms, the trend estimate for sales of goods and services fell 0.6% this quarter. The seasonally adjusted estimate fell 0.4%. In volume terms, the trend estimate for inventories rose 0.7% this quarter. The seasonally adjusted estimate fell 6.3%.



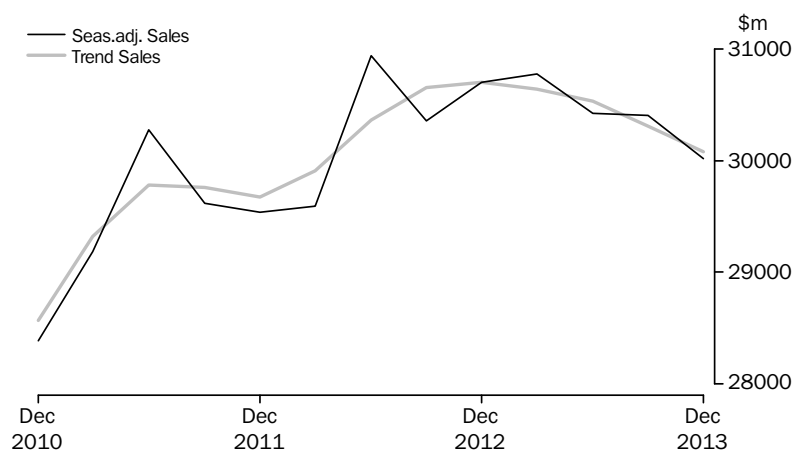
## ANALYSIS BY INDUSTRY *continued*

### TRANSPORT, POSTAL AND WAREHOUSING

In current prices, the trend estimate for company gross operating profits fell 3.0% this quarter. The seasonally adjusted estimate fell 4.7%. In current price terms, the trend estimate for wages and salaries rose 0.5% this quarter. The seasonally adjusted estimate remained relatively unchanged.



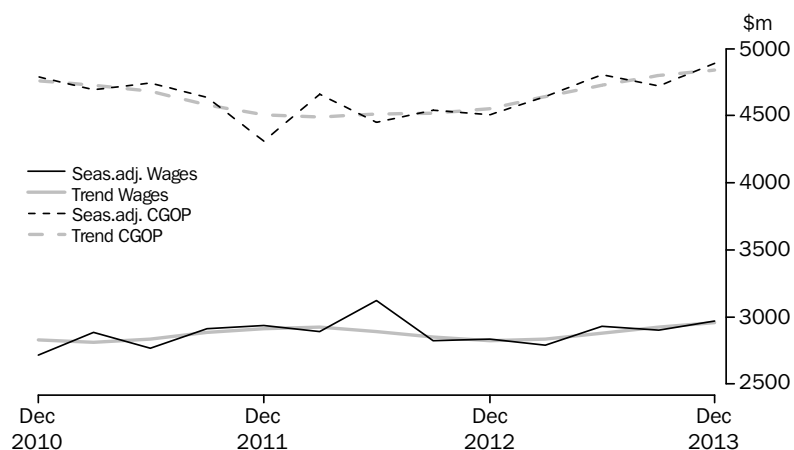
In volume terms, the trend estimate for sales of goods and services fell 0.8% this quarter. The seasonally adjusted estimate fell 1.3%.



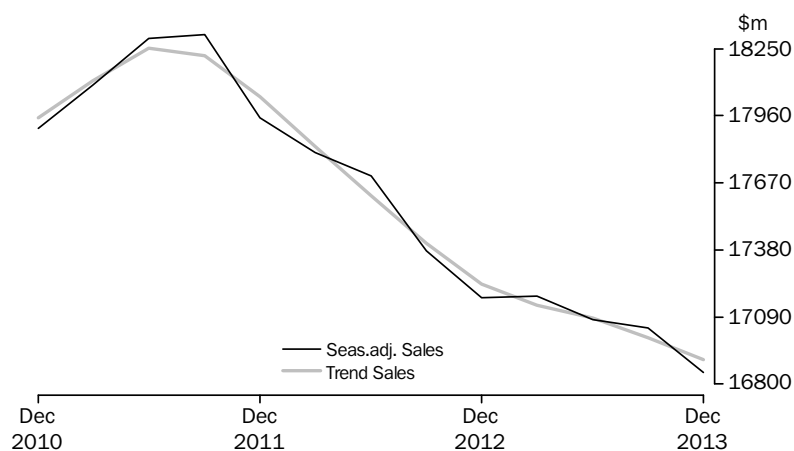
## ANALYSIS BY INDUSTRY *continued*

### INFORMATION MEDIA AND TELECOMMUNICATIONS

In current prices, the trend estimate for company gross operating profits rose 0.9% this quarter. The seasonally adjusted estimate rose 3.6%. In current price terms, the trend estimate for wages and salaries rose 1.2% this quarter. The seasonally adjusted estimate rose 2.3%.



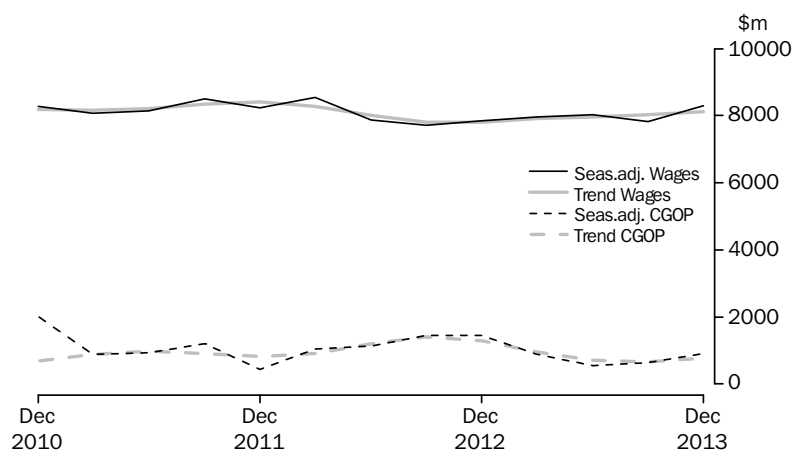
In volume terms, the trend estimate for sales of goods and services fell 0.6% this quarter. The seasonally adjusted estimate fell 1.1%.



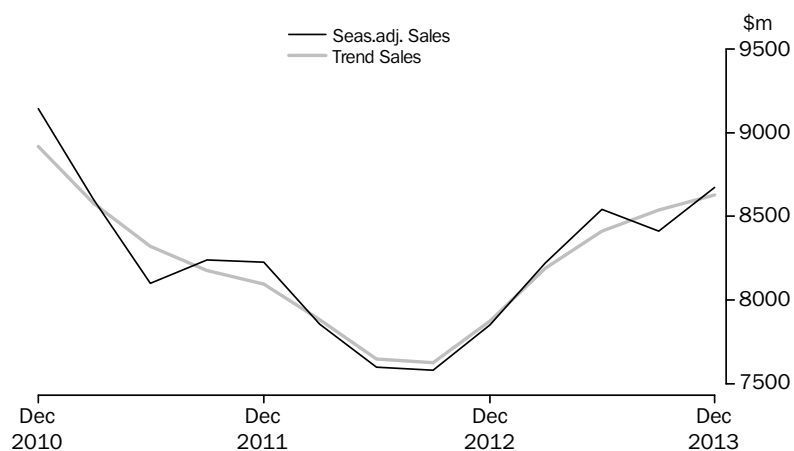
## ANALYSIS BY INDUSTRY *continued*

### FINANCIAL AND INSURANCE SERVICES

In current prices, the trend estimate for company gross operating profits rose 14.8% this quarter. The seasonally adjusted estimate rose 40.0%. In current price terms, the trend estimate for wages and salaries rose 1.2% this quarter. The seasonally adjusted estimate rose 5.8%.



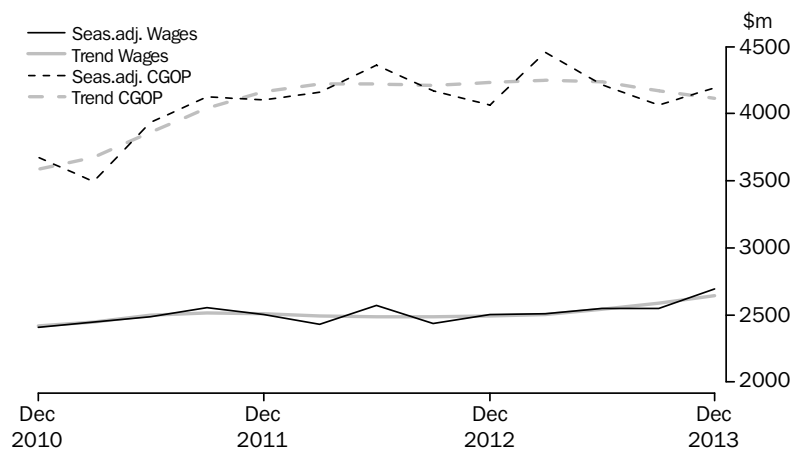
In volume terms, the trend estimate for sales of goods and services rose 1.0% this quarter. The seasonally adjusted estimate rose 3.1%.



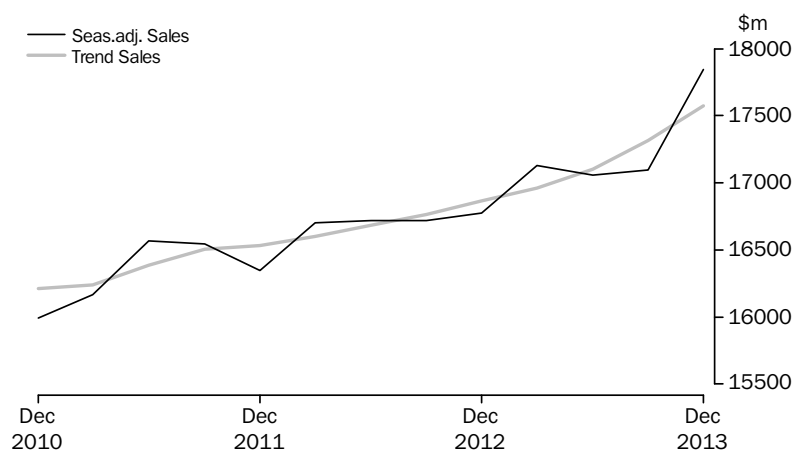
## ANALYSIS BY INDUSTRY *continued*

### RENTAL, HIRING AND REAL ESTATE SERVICES

In current prices, the trend estimate for company gross operating profits fell 1.4% this quarter. The seasonally adjusted estimate rose 3.1%. In current price terms, the trend estimate for wages and salaries rose 2.2% this quarter. The seasonally adjusted estimate rose 5.8%.



In volume terms, the trend estimate for sales of goods and services rose 1.5% this quarter. The seasonally adjusted estimate rose 4.4%.

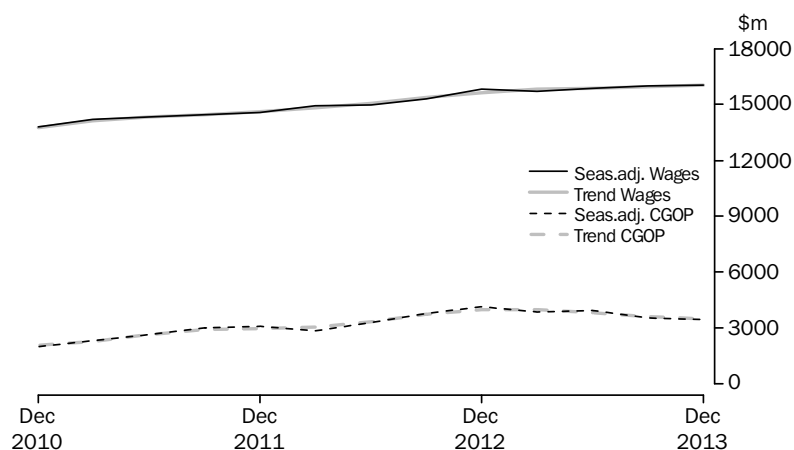




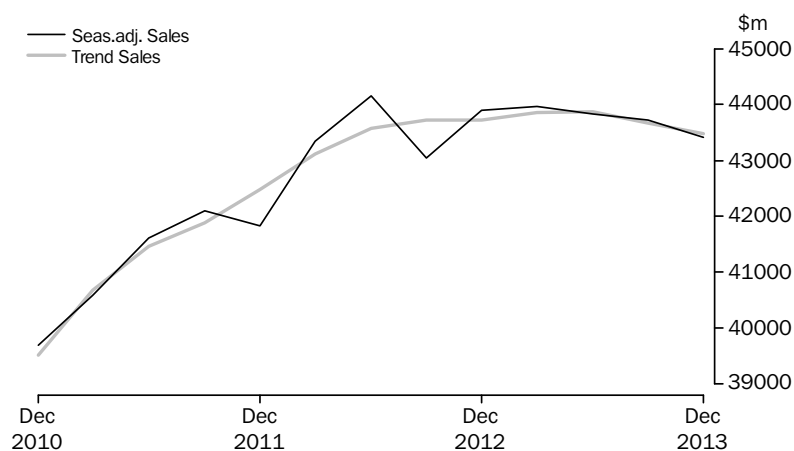
## ANALYSIS BY INDUSTRY *continued*

### PROFESSIONAL, SCIENTIFIC AND TECHNICAL SERVICES

In current prices, the trend estimate for company gross operating profits fell 4.3% this quarter. The seasonally adjusted estimate fell 2.7%. In current price terms, the trend estimate for wages and salaries rose 0.5% this quarter. The seasonally adjusted estimate rose 0.2%.



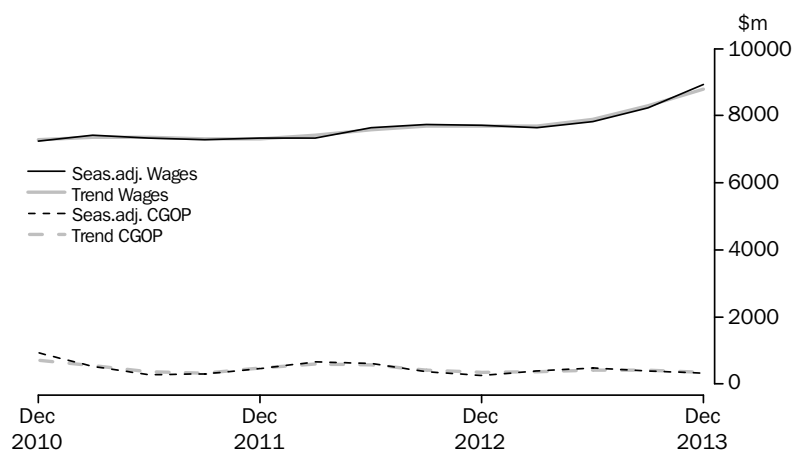
In volume terms, the trend estimate for sales of goods and services fell 0.4% this quarter. The seasonally adjusted estimate fell 0.7%.



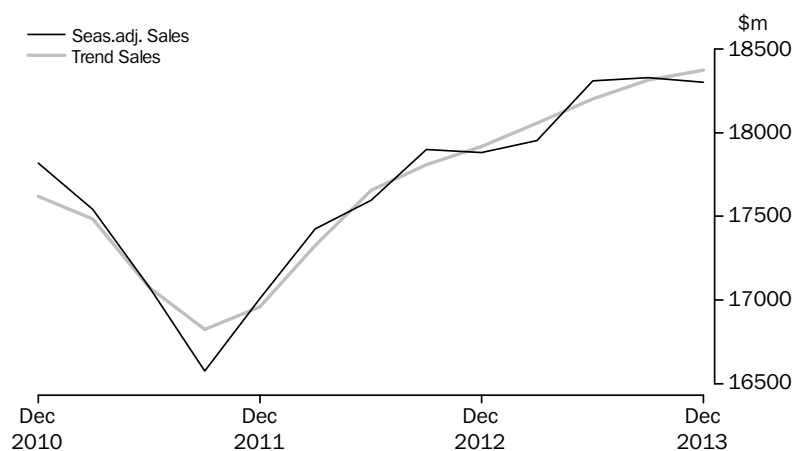
## ANALYSIS BY INDUSTRY *continued*

### ADMINISTRATIVE AND SUPPORT SERVICES

In current prices, the trend estimate for company gross operating profits fell 13.1% this quarter. The seasonally adjusted estimate fell 20.9%. In current price terms, the trend estimate for wages and salaries rose 5.9% this quarter. The seasonally adjusted estimate rose 8.3%.



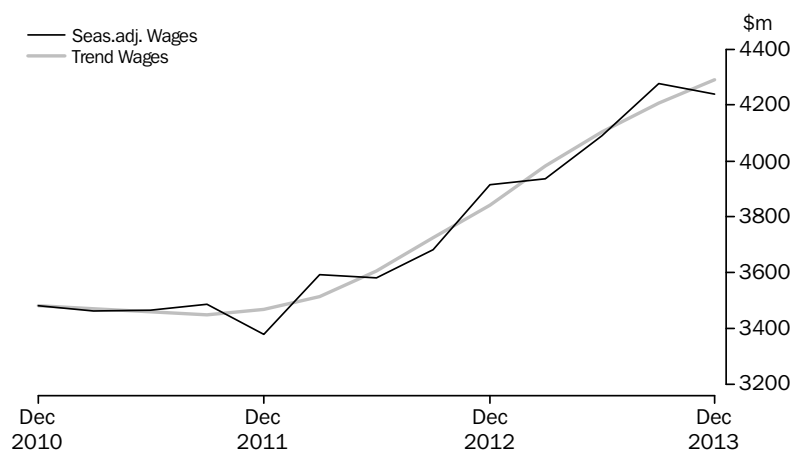
In volume terms, the trend estimate for sales of goods and services rose 0.3% this quarter. The seasonally adjusted estimate fell 0.1%.



## ANALYSIS BY INDUSTRY *continued*

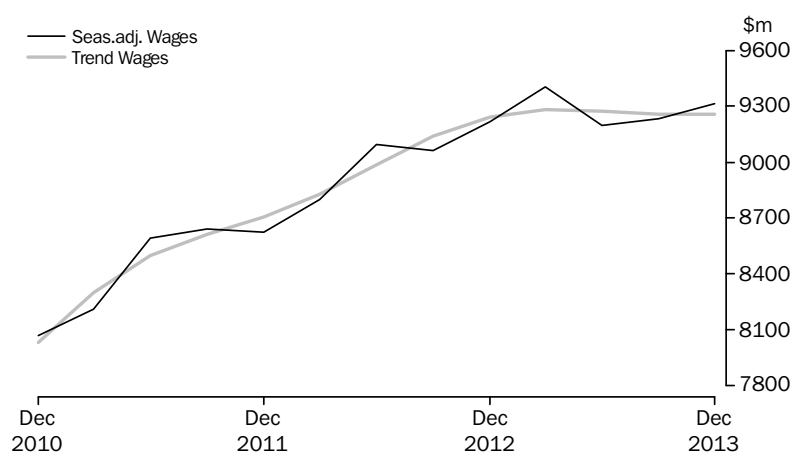
### EDUCATION AND TRAINING

In current price terms, the trend estimate for wages and salaries rose 2.0% this quarter. The seasonally adjusted estimate fell 0.9%.



### HEALTH CARE AND SOCIAL ASSISTANCE

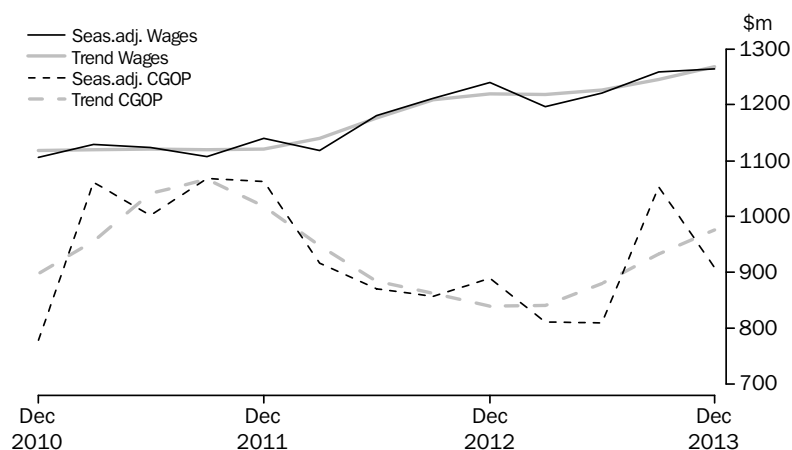
In current price terms, the trend estimate for wages and salaries remained relatively unchanged this quarter. The seasonally adjusted estimate rose 0.9%.



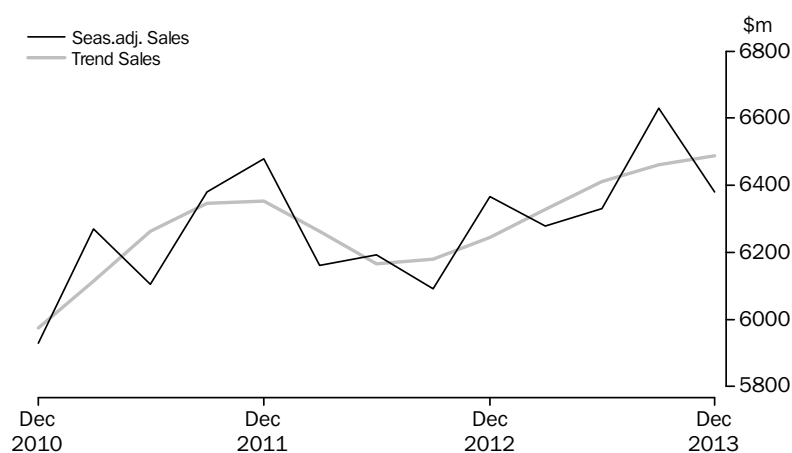
## ANALYSIS BY INDUSTRY *continued*

### ARTS AND RECREATION SERVICES

In current prices, the trend estimate for company gross operating profits rose 4.6% this quarter. The seasonally adjusted estimate fell 13.7%. In current price terms, the trend estimate for wages and salaries rose 1.8%. The seasonally adjusted estimate rose 0.4%.



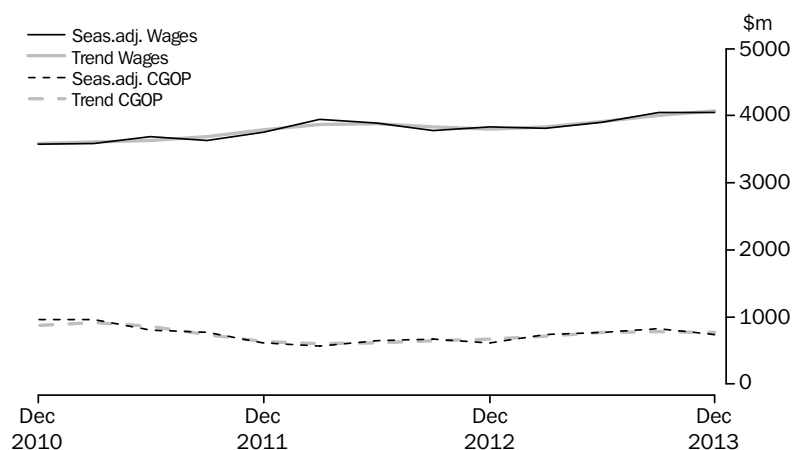
In volume terms, the trend estimate for sales of goods and services rose 0.4% this quarter. The seasonally adjusted estimate fell 3.8%.



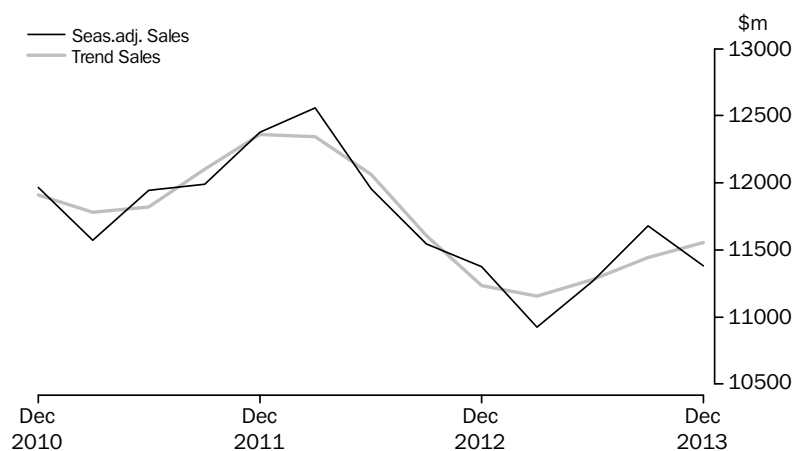
## ANALYSIS BY INDUSTRY *continued*

### OTHER SERVICES

In current prices, the trend estimate for company gross operating profits fell 1.7% this quarter. The seasonally adjusted estimate fell 10.9%. In current price terms, the trend estimate for wages and salaries rose 1.8% this quarter. The seasonally adjusted estimate fell 0.2%.



In volume terms, the trend estimate for sales of goods and services rose 1.0% this quarter. The seasonally adjusted estimate fell 2.6%.





## INVENTORIES, Chain volume measures(a)

|                     | Mining | Manufacturing | Electricity,<br>gas, water and<br>waste services | Wholesale<br>trade | Retail<br>trade | Accommodation<br>and food<br>services | Total   |
|---------------------|--------|---------------|--|--------------------|-----------------|---------------------------------------|---------|
|                     | \$m    | \$m           | \$m  | \$m                | \$m             | \$m                                   | \$m     |
| ORIGINAL            |        |               |  |                    |                 |                                       |         |
| <b>2011-12</b>      |        |               |  |                    |                 |                                       |         |
| December            | 14 177 | 48 645        | 787  | 53 808             | 33 668          | 1 586                                 | 154 030 |
| March               | 15 924 | 50 001        | 788  | 53 919             | 32 907          | 1 318                                 | 156 020 |
| June                | 16 886 | 47 992        | 748  | 54 651             | 31 842          | 1 285                                 | 154 528 |
| <b>2012-13</b>      |        |               |  |                    |                 |                                       |         |
| September           | 18 453 | 48 335        | 770  | 55 223             | 33 250          | 1 165                                 | 158 387 |
| December            | 17 849 | 47 405        | 733  | 56 256             | 33 740          | 1 188                                 | 158 464 |
| March               | 18 296 | 48 696        | 744  | 53 944             | 33 457          | 1 094                                 | 157 543 |
| June                | 18 531 | 48 421        | 728  | 54 102             | 32 287          | 1 092                                 | 156 455 |
| <b>2013-14</b>      |        |               |  |                    |                 |                                       |         |
| September           | 19 453 | 47 419        | 696  | 54 049             | 33 891          | 1 178                                 | 157 929 |
| December            | 18 651 | 47 015        | 706  | 54 435             | 33 579          | 1 169                                 | 156 857 |
| SEASONALLY ADJUSTED |        |               |  |                    |                 |                                       |         |
| <b>2011-12</b>      |        |               |  |                    |                 |                                       |         |
| December            | 14 428 | 49 236        | 805  | 52 418             | 33 220          | 1 527                                 | 152 906 |
| March               | 15 683 | 49 533        | 789  | 53 548             | 33 094          | 1 343                                 | 155 147 |
| June                | 17 096 | 47 789        | 751  | 54 742             | 32 654          | 1 290                                 | 155 472 |
| <b>2012-13</b>      |        |               |  |                    |                 |                                       |         |
| September           | 18 176 | 48 373        | 749  | 54 630             | 32 728          | 1 185                                 | 157 045 |
| December            | 18 189 | 48 058        | 751  | 54 895             | 33 241          | 1 140                                 | 157 538 |
| March               | 18 031 | 48 167        | 745  | 53 733             | 33 635          | 1 118                                 | 156 740 |
| June                | 18 730 | 48 246        | 731  | 54 093             | 33 151          | 1 098                                 | 157 400 |
| <b>2013-14</b>      |        |               |  |                    |                 |                                       |         |
| September           | 19 165 | 47 450        | 678  | 53 493             | 33 368          | 1 195                                 | 156 635 |
| December            | 19 023 | 47 684        | 723  | 53 092             | 33 051          | 1 120                                 | 155 923 |
| TREND               |        |               |  |                    |                 |                                       |         |
| <b>2011-12</b>      |        |               |  |                    |                 |                                       |         |
| December            | 14 591 | 49 336        | 810  | 52 538             | 33 043          | 1 497                                 | 153 044 |
| March               | 15 733 | 48 938        | 781  | 53 525             | 32 947          | 1 379                                 | 154 488 |
| June                | 17 049 | 48 459        | 760  | 54 479             | 32 815          | 1 273                                 | 155 999 |
| <b>2012-13</b>      |        |               |  |                    |                 |                                       |         |
| September           | 17 895 | 48 122        | 750  | 54 786             | 32 878          | 1 193                                 | 156 820 |
| December            | 18 196 | 48 127        | 749  | 54 581             | 33 168          | 1 138                                 | 157 223 |
| March               | 18 355 | 48 179        | 740  | 54 197             | 33 400          | 1 117                                 | 157 302 |
| June                | 18 636 | 47 982        | 721  | 53 841             | 33 370          | 1 129                                 | 156 999 |
| <b>2013-14</b>      |        |               |  |                    |                 |                                       |         |
| September           | 18 971 | 47 767        | 707  | 53 506             | 33 238          | 1 143                                 | 156 623 |
| December            | 19 231 | 47 541        | 701  | 53 215             | 33 095          | 1 151                                 | 156 180 |

(a) Reference year for chain volume estimates is 2011-12

## INVENTORIES, Chain volume measures - Percentage change from previous quarter(a)

|                     | Mining | Manufacturing | Electricity,<br>gas, water and<br>waste services | Wholesale<br>trade | Retail<br>trade | Accommodation<br>and food<br>services | Total |
|---------------------|--------|---------------|--|--------------------|-----------------|---------------------------------------|-------|
|                     | %      | %             | %  | %                  | %               | %                                     | %     |
| ORIGINAL            |        |               |  |                    |                 |                                       |       |
| <b>2011-12</b>      |        |               |  |                    |                 |                                       |       |
| December            | 1.7    | -1.5          | -8.4   | 3.4                | 1.4             | 3.0                                   | 1.2   |
| March               | 12.3   | 2.8           | 0.0  | 0.2                | -2.3            | -16.9                                 | 1.3   |
| June                | 6.0    | -4.0          | -5.0   | 1.4                | -3.2            | -2.5                                  | -1.0  |
| <b>2012-13</b>      |        |               |  |                    |                 |                                       |       |
| September           | 9.3    | 0.7           | 2.9  | 1.0                | 4.4             | -9.4                                  | 2.5   |
| December            | -3.3   | -1.9          | -4.7   | 1.9                | 1.5             | 2.0                                   | 0.0   |
| March               | 2.5    | 2.7           | 1.5  | -4.1               | -0.8            | -7.9                                  | -0.6  |
| June                | 1.3    | -0.6          | -2.2   | 0.3                | -3.5            | -0.2                                  | -0.7  |
| <b>2013-14</b>      |        |               |  |                    |                 |                                       |       |
| September           | 5.0    | -2.1          | -4.4   | -0.1               | 5.0             | 7.9                                   | 0.9   |
| December            | -4.1   | -0.9          | 1.5  | 0.7                | -0.9            | -0.8                                  | -0.7  |
| SEASONALLY ADJUSTED |        |               |  |                    |                 |                                       |       |
| <b>2011-12</b>      |        |               |  |                    |                 |                                       |       |
| December            | 5.2    | -0.3          | -3.6   | 1.7                | 1.8             | -2.7                                  | 1.3   |
| March               | 8.7    | 0.6           | -2.0   | 2.2                | -0.4            | -12.1                                 | 1.5   |
| June                | 9.0    | -3.5          | -4.9   | 2.2                | -1.3            | -4.0                                  | 0.2   |
| <b>2012-13</b>      |        |               |  |                    |                 |                                       |       |
| September           | 6.3    | 1.2           | -0.2   | -0.2               | 0.2             | -8.1                                  | 1.0   |
| December            | 0.1    | -0.7          | 0.2  | 0.5                | 1.6             | -3.8                                  | 0.3   |
| March               | -0.9   | 0.2           | -0.7   | -2.1               | 1.2             | -1.9                                  | -0.5  |
| June                | 3.9    | 0.2           | -2.0   | 0.7                | -1.4            | -1.9                                  | 0.4   |
| <b>2013-14</b>      |        |               |  |                    |                 |                                       |       |
| September           | 2.3    | -1.7          | -7.2   | -1.1               | 0.7             | 8.9                                   | -0.5  |
| December            | -0.7   | 0.5           | 6.7  | -0.7               | -0.9            | -6.3                                  | -0.5  |
| TREND               |        |               |  |                    |                 |                                       |       |
| <b>2011-12</b>      |        |               |  |                    |                 |                                       |       |
| December            | 5.4    | -0.3          | -4.5   | 1.2                | 0.3             | -5.4                                  | 0.8   |
| March               | 7.8    | -0.8          | -3.5   | 1.9                | -0.3            | -7.9                                  | 0.9   |
| June                | 8.4    | -1.0          | -2.7   | 1.8                | -0.4            | -7.6                                  | 1.0   |
| <b>2012-13</b>      |        |               |  |                    |                 |                                       |       |
| September           | 5.0    | -0.7          | -1.3   | 0.6                | 0.2             | -6.3                                  | 0.5   |
| December            | 1.7    | 0.0           | -0.1   | -0.4               | 0.9             | -4.6                                  | 0.3   |
| March               | 0.9    | 0.1           | -1.3   | -0.7               | 0.7             | -1.9                                  | 0.1   |
| June                | 1.5    | -0.4          | -2.5   | -0.7               | -0.1            | 1.1                                   | -0.2  |
| <b>2013-14</b>      |        |               |  |                    |                 |                                       |       |
| September           | 1.8    | -0.4          | -2.0   | -0.6               | -0.4            | 1.2                                   | -0.2  |
| December            | 1.4    | -0.5          | -0.8   | -0.5               | -0.4            | 0.7                                   | -0.3  |

(a) Reference year for chain volume estimates is 2011-12



## INVENTORIES, Current prices

|                     | <i>Mining</i> | <i>Manufacturing</i> | <i>Electricity,<br/>gas, water and<br/>waste services</i> | <i>Wholesale<br/>trade</i> | <i>Retail<br/>trade</i> | <i>Accommodation<br/>and food<br/>services</i> | <i>Total</i> |
|---------------------|---------------|----------------------|---|----------------------------|-------------------------|--|--------------|
|                     | \$m           | \$m                  | \$m   | \$m                        | \$m                     | \$m  | \$m          |
| ORIGINAL            |               |                      |   |                            |                         |  |              |
| <b>2011-12</b>      |               |                      |   |                            |                         |  |              |
| December            | 14 092        | 48 518               | 782   | 49 159                     | 33 604                  | 1 589  | 147 744      |
| March               | 14 951        | 49 891               | 785   | 48 883                     | 32 780                  | 1 337  | 148 627      |
| June                | 16 134        | 47 987               | 766   | 49 551                     | 31 943                  | 1 298  | 147 680      |
| <b>2012-13</b>      |               |                      |   |                            |                         |  |              |
| September           | 16 782        | 47 758               | 800   | 49 928                     | 33 412                  | 1 186  | 149 867      |
| December            | 15 939        | 47 100               | 796   | 51 481                     | 33 928                  | 1 227  | 150 472      |
| March               | 16 426        | 48 572               | 824   | 49 548                     | 33 406                  | 1 132  | 149 909      |
| June                | 16 310        | 48 461               | 806   | 49 682                     | 32 316                  | 1 122  | 148 697      |
| <b>2013-14</b>      |               |                      |   |                            |                         |  |              |
| September           | 17 946        | 48 218               | 776   | 51 478                     | 34 381                  | 1 222  | 154 021      |
| December            | 17 090        | 47 901               | 813   | 51 984                     | 34 226                  | 1 232  | 153 246      |
| SEASONALLY ADJUSTED |               |                      |   |                            |                         |  |              |
| <b>2011-12</b>      |               |                      |   |                            |                         |  |              |
| December            | 14 414        | 49 166               | 800   | 48 136                     | 33 157                  | 1 530  | 147 202      |
| March               | 15 131        | 49 424               | 787   | 49 007                     | 32 967                  | 1 362  | 148 678      |
| June                | 16 008        | 47 779               | 769   | 50 372                     | 32 758                  | 1 302  | 148 987      |
| <b>2012-13</b>      |               |                      |   |                            |                         |  |              |
| September           | 16 341        | 47 797               | 779   | 49 874                     | 32 888                  | 1 207  | 148 886      |
| December            | 16 301        | 47 774               | 815   | 50 503                     | 33 426                  | 1 178  | 149 997      |
| March               | 16 648        | 48 012               | 825   | 49 817                     | 33 584                  | 1 157  | 150 043      |
| June                | 16 179        | 48 277               | 808   | 50 398                     | 33 181                  | 1 128  | 149 972      |
| <b>2013-14</b>      |               |                      |   |                            |                         |  |              |
| September           | 17 463        | 48 258               | 755   | 51 453                     | 33 850                  | 1 240  | 153 019      |
| December            | 17 475        | 48 628               | 832   | 50 998                     | 33 688                  | 1 181  | 152 803      |
| TREND               |               |                      |   |                            |                         |  |              |
| <b>2011-12</b>      |               |                      |   |                            |                         |  |              |
| December            | 14 446        | 49 340               | 807   | 48 133                     | 33 006                  | 1 499  | 147 230      |
| March               | 15 214        | 48 843               | 782   | 49 092                     | 32 903                  | 1 391  | 148 226      |
| June                | 15 869        | 48 241               | 775   | 49 930                     | 32 876                  | 1 292  | 148 982      |
| <b>2012-13</b>      |               |                      |   |                            |                         |  |              |
| September           | 16 301        | 47 785               | 787   | 50 222                     | 33 020                  | 1 218  | 149 333      |
| December            | 16 391        | 47 755               | 809   | 50 135                     | 33 263                  | 1 170  | 149 524      |
| March               | 16 427        | 47 999               | 813   | 50 187                     | 33 437                  | 1 152  | 150 015      |
| June                | 16 684        | 48 189               | 801   | 50 552                     | 33 514                  | 1 167  | 150 907      |
| <b>2013-14</b>      |               |                      |   |                            |                         |  |              |
| September           | 17 091        | 48 376               | 794   | 50 955                     | 33 611                  | 1 188  | 152 014      |
| December            | 17 535        | 48 540               | 799   | 51 363                     | 33 744                  | 1 207  | 153 188      |

## SALES OF GOODS AND SERVICES, Chain volume measures(a)

|                     | Mining     | Manufacturing | Electricity,<br>gas, water and<br>waste services | Construction | Wholesale<br>trade | Retail<br>trade | Accommodation<br>and food<br>services | Transport,<br>postal and<br>warehousing |
|---------------------|------------|---------------|--|--------------|--------------------|-----------------|---------------------------------------|---|
|                     | \$m        | \$m           | \$m  | \$m          | \$m                | \$m             | \$m                                   | \$m                                     |
| ORIGINAL            |            |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |            |               |  |              |                    |                 |                                       |   |
| December            | 55 537     | 95 201        | 12 640   | 65 911       | 106 820            | 92 810          | 19 824                                | 30 696                                  |
| March               | 50 600     | 86 864        | 12 418   | 57 111       | 101 366            | 82 162          | 18 314                                | 28 591                                  |
| June                | 55 050     | 90 352        | 13 141   | 65 807       | 107 965            | 84 336          | 18 065                                | 30 584                                  |
| <b>2012-13</b>      |            |               |  |              |                    |                 |                                       |   |
| September           | 55 825     | 92 897        | 14 313   | 63 880       | 111 569            | 84 608          | 19 086                                | 30 514                                  |
| December            | 56 838     | 94 064        | 12 608   | 67 910       | 113 974            | 93 630          | 19 817                                | 31 895                                  |
| March               | 53 214     | 84 254        | 12 190   | 57 037       | 104 209            | 83 701          | 18 252                                | 29 736                                  |
| June                | 59 508     | 89 251        | 12 675   | 65 354       | 109 836            | 85 715          | 18 052                                | 30 121                                  |
| <b>2013-14</b>      |            |               |  |              |                    |                 |                                       |   |
| September           | 62 566     | 90 924        | 12 882   | 64 745       | 107 524            | 86 264          | 18 501                                | 30 520                                  |
| December            | 66 289     | 93 171        | 11 445   | 68 918       | 110 110            | 95 312          | 19 455                                | 31 140                                  |
| SEASONALLY ADJUSTED |            |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |            |               |  |              |                    |                 |                                       |   |
| December            | 53 625     | 91 844        | 13 149   | 62 585       | 103 960            | 85 804          | 18 786                                | 29 539                                  |
| March               | 54 234     | 92 162        | 13 008   | 62 948       | 105 187            | 85 982          | 18 677                                | 29 589                                  |
| June                | 53 867     | 90 406        | 12 936   | 63 338       | 107 955            | 86 184          | 18 753                                | 30 935                                  |
| <b>2012-13</b>      |            |               |  |              |                    |                 |                                       |   |
| September           | 54 844     | 91 035        | 13 393   | 63 844       | 110 616            | 86 031          | 19 080                                | 30 355                                  |
| December            | 54 956     | 90 649        | 13 102   | 64 488       | 110 939            | 86 487          | 18 751                                | 30 701                                  |
| March               | 57 168     | 89 390        | 12 776   | 62 845       | 108 893            | 87 624          | 18 643                                | 30 773                                  |
| June                | 58 258     | 89 358        | 12 485   | 63 022       | 108 921            | 87 588          | 18 743                                | 30 424                                  |
| <b>2013-14</b>      |            |               |  |              |                    |                 |                                       |   |
| September           | 61 550     | 89 166        | 12 049   | 64 694       | 106 701            | 87 707          | 18 485                                | 30 399                                  |
| December            | 63 990     | 89 746        | 11 915   | 65 427       | 107 277            | 87 946          | 18 416                                | 30 014                                  |
| TREND               |            |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |            |               |  |              |                    |                 |                                       |   |
| December            | 53 723     | 92 504        | 12 998   | 62 929       | 104 030            | 85 585          | 18 919                                | 29 676                                  |
| March               | 54 096     | 91 606        | 13 043   | 62 976       | 105 812            | 86 047          | 18 767                                | 29 911                                  |
| June                | 54 138     | 91 069        | 13 137   | 63 401       | 108 066            | 86 078          | 18 804                                | 30 360                                  |
| <b>2012-13</b>      |            |               |  |              |                    |                 |                                       |   |
| September           | (b) 54 562 | 90 758        | (b) 13 182                                       | 63 895       | 110 000            | 86 222          | 18 875                                | 30 650                                  |
| December            | 55 358     | 90 301        | 13 113   | 63 741       | 110 536            | 86 692          | 18 836                                | 30 701                                  |
| March               | 56 753     | 89 753        | 12 821   | 63 366       | 109 625            | 87 256          | 18 727                                | 30 638                                  |
| June                | 58 869     | 89 342        | 12 446   | 63 532       | 108 353            | 87 627          | 18 625                                | 30 531                                  |
| <b>2013-14</b>      |            |               |  |              |                    |                 |                                       |   |
| September           | 61 311     | 89 330        | 12 136   | 64 302       | 107 455            | 87 792          | 18 539                                | 30 307                                  |
| December            | 63 545     | 89 531        | 11 867   | 65 321       | 106 872            | 87 873          | 18 436                                | 30 079                                  |

(a) Reference year for chain volume estimates is 2011-12

(b) Break in series between this quarter and preceding quarter.

SALES OF GOODS AND SERVICES, Chain volume measures(a) *continued*

| <i>Information<br/>media and tele-<br/>communications</i> | <i>Financial and<br/>insurance<br/>services(b)</i> | <i>Rental, hiring<br/>and real<br/>estate services</i> | <i>Professional,<br/>scientific and<br/>technical services</i> | <i>Administrative<br/>and support<br/>services</i> | <i>Arts and<br/>recreation<br/>services</i> | <i>Other<br/>services</i> |
|---|--|--|--|--|---|---------------------------|
| \$m   | \$m  | \$m  | \$m  | \$m  | \$m   | \$m                       |

## ORIGINAL

|                |        |       |        |        |        |       |        |
|----------------|--------|-------|--------|--------|--------|-------|--------|
| <b>2011-12</b> |        |       |        |        |        |       |        |
| December       | 18 415 | 8 778 | 16 934 | 43 747 | 17 611 | 6 724 | 12 493 |
| March          | 17 214 | 7 211 | 16 091 | 40 033 | 17 014 | 5 983 | 12 268 |
| June           | 17 935 | 7 737 | 16 592 | 44 971 | 17 388 | 6 169 | 11 961 |
| <b>2012-13</b> |        |       |        |        |        |       |        |
| September      | 17 273 | 7 543 | 16 844 | 43 470 | 17 863 | 6 072 | 11 711 |
| December       | 17 600 | 8 419 | 17 383 | 46 000 | 18 547 | 6 604 | 11 468 |
| March          | 16 627 | 7 534 | 16 523 | 40 659 | 17 534 | 6 095 | 10 672 |
| June           | 17 308 | 8 690 | 16 973 | 44 629 | 18 092 | 6 290 | 11 269 |
| <b>2013-14</b> |        |       |        |        |        |       |        |
| September      | 16 939 | 8 352 | 17 166 | 44 116 | 18 283 | 6 614 | 11 856 |
| December       | 17 269 | 9 319 | 18 486 | 45 454 | 18 993 | 6 623 | 11 463 |

## SEASONALLY ADJUSTED

|                |        |       |        |        |        |       |        |
|----------------|--------|-------|--------|--------|--------|-------|--------|
| <b>2011-12</b> |        |       |        |        |        |       |        |
| December       | 17 952 | 8 228 | 16 349 | 41 829 | 17 013 | 6 480 | 12 376 |
| March          | 17 801 | 7 856 | 16 701 | 43 344 | 17 425 | 6 161 | 12 561 |
| June           | 17 701 | 7 601 | 16 719 | 44 156 | 17 596 | 6 192 | 11 957 |
| <b>2012-13</b> |        |       |        |        |        |       |        |
| September      | 17 376 | 7 585 | 16 721 | 43 055 | 17 900 | 6 092 | 11 546 |
| December       | 17 172 | 7 854 | 16 778 | 43 900 | 17 882 | 6 367 | 11 375 |
| March          | 17 182 | 8 221 | 17 132 | 43 972 | 17 954 | 6 279 | 10 928 |
| June           | 17 078 | 8 544 | 17 058 | 43 828 | 18 311 | 6 331 | 11 269 |
| <b>2013-14</b> |        |       |        |        |        |       |        |
| September      | 17 043 | 8 411 | 17 094 | 43 720 | 18 328 | 6 630 | 11 680 |
| December       | 16 851 | 8 672 | 17 846 | 43 406 | 18 302 | 6 380 | 11 380 |

## TREND

|                |        |       |        |        |        |       |        |
|----------------|--------|-------|--------|--------|--------|-------|--------|
| <b>2011-12</b> |        |       |        |        |        |       |        |
| December       | 18 044 | 8 095 | 16 533 | 42 478 | 16 961 | 6 353 | 12 363 |
| March          | 17 829 | 7 883 | 16 598 | 43 117 | 17 325 | 6 264 | 12 342 |
| June           | 17 613 | 7 649 | 16 682 | 43 574 | 17 656 | 6 165 | 12 063 |
| <b>2012-13</b> |        |       |        |        |        |       |        |
| September      | 17 409 | 7 628 | 16 762 | 43 724 | 17 809 | 6 181 | 11 607 |
| December       | 17 231 | 7 876 | 16 864 | 43 727 | 17 917 | 6 245 | 11 234 |
| March          | 17 141 | 8 192 | 16 962 | 43 862 | 18 057 | 6 329 | 11 153 |
| June           | 17 087 | 8 410 | 17 102 | 43 868 | 18 200 | 6 410 | 11 278 |
| <b>2013-14</b> |        |       |        |        |        |       |        |
| September      | 17 001 | 8 538 | 17 314 | 43 671 | 18 312 | 6 462 | 11 441 |
| December       | 16 907 | 8 627 | 17 575 | 43 474 | 18 372 | 6 489 | 11 554 |

(a) Reference year for chain volume estimates is 2011-12

(b) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

# SALES OF GOODS AND SERVICES, Chain volume measures - Percentage change from previous quarter(a)

|                     | Mining | Manufacturing | Electricity,<br>gas, water<br>and waste<br>services | Construction | Wholesale<br>trade | Retail<br>trade | Accommodation<br>and food<br>services | Transport,<br>postal and<br>warehousing |
|---------------------|--------|---------------|---|--------------|--------------------|-----------------|---------------------------------------|---|
|                     | %      | %             | %   | %            | %                  | %               | %                                     | %                                       |
| ORIGINAL            |        |               |   |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |   |              |                    |                 |                                       |   |
| December            | 2.2    | -0.6          | -6.7  | 3.2          | 2.1                | 11.4            | 2.9                                   | 2.9                                     |
| March               | -8.9   | -8.8          | -1.8  | -13.4        | -5.1               | -11.5           | -7.6                                  | -6.9                                    |
| June                | 8.8    | 4.0           | 5.8   | 15.2         | 6.5                | 2.6             | -1.4                                  | 7.0                                     |
| <b>2012-13</b>      |        |               |   |              |                    |                 |                                       |   |
| September           | 1.4    | 2.8           | 8.9   | -2.9         | 3.3                | 0.3             | 5.6                                   | -0.2                                    |
| December            | 1.8    | 1.3           | -11.9   | 6.3          | 2.2                | 10.7            | 3.8                                   | 4.5                                     |
| March               | -6.4   | -10.4         | -3.3  | -16.0        | -8.6               | -10.6           | -7.9                                  | -6.8                                    |
| June                | 11.8   | 5.9           | 4.0   | 14.6         | 5.4                | 2.4             | -1.1                                  | 1.3                                     |
| <b>2013-14</b>      |        |               |   |              |                    |                 |                                       |   |
| September           | 5.1    | 1.9           | 1.6   | -0.9         | -2.1               | 0.6             | 2.5                                   | 1.3                                     |
| December            | 6.0    | 2.5           | -11.2   | 6.4          | 2.4                | 10.5            | 5.2                                   | 2.0                                     |
| SEASONALLY ADJUSTED |        |               |   |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |   |              |                    |                 |                                       |   |
| December            | 0.2    | -2.0          | 3.6   | -1.8         | 0.4                | 1.3             | -2.5                                  | -0.3                                    |
| March               | 1.1    | 0.3           | -1.1  | 0.6          | 1.2                | 0.2             | -0.6                                  | 0.2                                     |
| June                | -0.7   | -1.9          | -0.6  | 0.6          | 2.6                | 0.2             | 0.4                                   | 4.6                                     |
| <b>2012-13</b>      |        |               |   |              |                    |                 |                                       |   |
| September           | 1.8    | 0.7           | 3.5   | 0.8          | 2.5                | -0.2            | 1.7                                   | -1.9                                    |
| December            | 0.2    | -0.4          | -2.2  | 1.0          | 0.3                | 0.5             | -1.7                                  | 1.1                                     |
| March               | 4.0    | -1.4          | -2.5  | -2.5         | -1.8               | 1.3             | -0.6                                  | 0.2                                     |
| June                | 1.9    | 0.0           | -2.3  | 0.3          | 0.0                | 0.0             | 0.5                                   | -1.1                                    |
| <b>2013-14</b>      |        |               |   |              |                    |                 |                                       |   |
| September           | 5.6    | -0.2          | -3.5  | 2.7          | -2.0               | 0.1             | -1.4                                  | -0.1                                    |
| December            | 4.0    | 0.7           | -1.1  | 1.1          | 0.5                | 0.3             | -0.4                                  | -1.3                                    |
| TREND               |        |               |   |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |   |              |                    |                 |                                       |   |
| December            | 1.9    | -0.6          | 0.9   | -0.3         | 1.3                | 1.2             | -0.7                                  | -0.3                                    |
| March               | 0.7    | -1.0          | 0.3   | 0.1          | 1.7                | 0.5             | -0.8                                  | 0.8                                     |
| June                | 0.1    | -0.6          | 0.7   | 0.7          | 2.1                | 0.0             | 0.2                                   | 1.5                                     |
| <b>2012-13</b>      |        |               |   |              |                    |                 |                                       |   |
| September           | (b)na  | -0.3          | (b)na   | 0.8          | 1.8                | 0.2             | 0.4                                   | 1.0                                     |
| December            | 1.5    | -0.5          | -0.5  | -0.2         | 0.5                | 0.5             | -0.2                                  | 0.2                                     |
| March               | 2.5    | -0.6          | -2.2  | -0.6         | -0.8               | 0.7             | -0.6                                  | -0.2                                    |
| June                | 3.7    | -0.5          | -2.9  | 0.3          | -1.2               | 0.4             | -0.5                                  | -0.3                                    |
| <b>2013-14</b>      |        |               |   |              |                    |                 |                                       |   |
| September           | 4.1    | 0.0           | -2.5  | 1.2          | -0.8               | 0.2             | -0.5                                  | -0.7                                    |
| December            | 3.6    | 0.2           | -2.2  | 1.6          | -0.5               | 0.1             | -0.6                                  | -0.8                                    |

na not available

(b) Break in series between this quarter and preceeding quarter.

(a) Reference year for chain volume estimates is 2011-12

# SALES OF GOODS AND SERVICES, Chain volume measures - Percentage change from previous quarter(a) *continued*

|                     | Information<br>media and tele-<br>communications | Financial<br>and<br>insurance<br>services(b) | Rental,<br>hiring and<br>real estate<br>services | Professional,<br>scientific and<br>technical<br>services | Administrative<br>and support<br>services | Arts and<br>recreation<br>services | Other<br>services |
|---------------------|--|--|--|--|---|------------------------------------|-------------------|
|                     | %  | %  | %  | %  | %   | %                                  | %                 |
| ORIGINAL            |  |  |  |  |   |                                    |                   |
| <b>2011-12</b>      |  |  |  |  |   |                                    |                   |
| December            | 1.1  | 6.8  | 1.2  | 2.8  | 6.3                                       | 6.0                                | 2.9               |
| March               | -6.5   | -17.9  | -5.0   | -8.5   | -3.4                                      | -11.0                              | -1.8              |
| June                | 4.2  | 7.3  | 3.1  | 12.3   | 2.2                                       | 3.1                                | -2.5              |
| <b>2012-13</b>      |  |  |  |  |   |                                    |                   |
| September           | -3.7   | -2.5   | 1.5  | -3.3   | 2.7                                       | -1.6                               | -2.1              |
| December            | 1.9  | 11.6   | 3.2  | 5.8  | 3.8                                       | 8.8                                | -2.1              |
| March               | -5.5   | -10.5  | -4.9   | -11.6  | -5.5                                      | -7.7                               | -6.9              |
| June                | 4.1  | 15.3   | 2.7  | 9.8  | 3.2                                       | 3.2                                | 5.6               |
| <b>2013-14</b>      |  |  |  |  |   |                                    |                   |
| September           | -2.1   | -3.9   | 1.1  | -1.2   | 1.1                                       | 5.2                                | 5.2               |
| December            | 1.9  | 11.6   | 7.7  | 3.0  | 3.9                                       | 0.1                                | -3.3              |
| SEASONALLY ADJUSTED |  |  |  |  |   |                                    |                   |
| <b>2011-12</b>      |  |  |  |  |   |                                    |                   |
| December            | -2.0   | -0.2   | -1.2   | -0.6   | 2.6                                       | 1.6                                | 3.2               |
| March               | -0.8   | -4.5   | 2.1  | 3.6  | 2.4                                       | -4.9                               | 1.5               |
| June                | -0.6   | -3.3   | 0.1  | 1.9  | 1.0                                       | 0.5                                | -4.8              |
| <b>2012-13</b>      |  |  |  |  |   |                                    |                   |
| September           | -1.8   | -0.2   | 0.0  | -2.5   | 1.7                                       | -1.6                               | -3.4              |
| December            | -1.2   | 3.5  | 0.3  | 2.0  | -0.1                                      | 4.5                                | -1.5              |
| March               | 0.1  | 4.7  | 2.1  | 0.2  | 0.4                                       | -1.4                               | -3.9              |
| June                | -0.6   | 3.9  | -0.4   | -0.3   | 2.0                                       | 0.8                                | 3.1               |
| <b>2013-14</b>      |  |  |  |  |   |                                    |                   |
| September           | -0.2   | -1.6   | 0.2  | -0.2   | 0.1                                       | 4.7                                | 3.6               |
| December            | -1.1   | 3.1  | 4.4  | -0.7   | -0.1                                      | -3.8                               | -2.6              |
| TREND               |  |  |  |  |   |                                    |                   |
| <b>2011-12</b>      |  |  |  |  |   |                                    |                   |
| December            | -1.0   | -1.0   | 0.2  | 1.4  | 0.8                                       | 0.1                                | 2.2               |
| March               | -1.2   | -2.6   | 0.4  | 1.5  | 2.1                                       | -1.4                               | -0.2              |
| June                | -1.2   | -3.0   | 0.5  | 1.1  | 1.9                                       | -1.6                               | -2.3              |
| <b>2012-13</b>      |  |  |  |  |   |                                    |                   |
| September           | -1.2   | -0.3   | 0.5  | 0.3  | 0.9                                       | 0.3                                | -3.8              |
| December            | -1.0   | 3.2  | 0.6  | 0.0  | 0.6                                       | 1.0                                | -3.2              |
| March               | -0.5   | 4.0  | 0.6  | 0.3  | 0.8                                       | 1.3                                | -0.7              |
| June                | -0.3   | 2.7  | 0.8  | 0.0  | 0.8                                       | 1.3                                | 1.1               |
| <b>2013-14</b>      |  |  |  |  |   |                                    |                   |
| September           | -0.5   | 1.5  | 1.2  | -0.4   | 0.6                                       | 0.8                                | 1.4               |
| December            | -0.6   | 1.0  | 1.5  | -0.4   | 0.3                                       | 0.4                                | 1.0               |

(a) Reference year for chain volume estimates is 2011-12

(b) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

## SALES OF GOODS AND SERVICES, Current prices

|                     | Mining     | Manufacturing | Electricity,<br>gas, water and<br>waste services | Construction | Wholesale<br>trade | Retail<br>trade | Accommodation<br>and food<br>services | Transport,<br>postal and<br>warehousing |
|---------------------|------------|---------------|--|--------------|--------------------|-----------------|---------------------------------------|---|
|                     | \$m        | \$m           | \$m  | \$m          | \$m                | \$m             | \$m                                   | \$m                                     |
| ORIGINAL            |            |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |            |               |  |              |                    |                 |                                       |   |
| December            | 57 004     | 95 086        | 12 528   | 65 709       | 106 601            | 92 701          | 19 795                                | 30 742                                  |
| March               | 48 358     | 86 983        | 12 402   | 57 304       | 101 676            | 81 836          | 18 481                                | 28 927                                  |
| June                | 52 535     | 90 473        | 13 549   | 66 412       | 109 179            | 84 572          | 18 184                                | 30 611                                  |
| <b>2012-13</b>      |            |               |  |              |                    |                 |                                       |   |
| September           | 50 577     | 91 716        | 15 964   | 64 747       | 110 316            | 85 014          | 19 366                                | 30 900                                  |
| December            | 50 235     | 93 792        | 14 761   | 69 155       | 113 217            | 93 966          | 20 377                                | 32 596                                  |
| March               | 47 243     | 84 330        | 14 456   | 58 416       | 104 439            | 83 230          | 18 795                                | 30 873                                  |
| June                | 51 234     | 89 379        | 15 005   | 67 296       | 110 822            | 85 569          | 18 496                                | 31 310                                  |
| <b>2013-14</b>      |            |               |  |              |                    |                 |                                       |   |
| September           | 56 269     | 92 460        | 15 699   | 67 120       | 112 594            | 86 842          | 19 115                                | 32 223                                  |
| December            | 58 843     | 95 197        | 13 943   | 71 750       | 114 752            | 96 390          | 20 388                                | 33 446                                  |
| SEASONALLY ADJUSTED |            |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |            |               |  |              |                    |                 |                                       |   |
| December            | 55 689     | 91 725        | 13 027   | 62 401       | 103 825            | 85 643          | 18 733                                | 29 512                                  |
| March               | 51 681     | 92 309        | 12 982   | 63 131       | 105 817            | 85 751          | 18 864                                | 30 002                                  |
| June                | 51 484     | 90 496        | 13 341   | 63 939       | 109 190            | 86 275          | 18 889                                | 30 949                                  |
| <b>2012-13</b>      |            |               |  |              |                    |                 |                                       |   |
| September           | 49 407     | 89 848        | 14 948   | 64 709       | 108 919            | 86 508          | 19 337                                | 30 740                                  |
| December            | 49 134     | 90 341        | 15 339   | 65 678       | 110 119            | 86 771          | 19 282                                | 31 325                                  |
| March               | 50 546     | 89 482        | 15 122   | 64 345       | 109 155            | 87 237          | 19 204                                | 31 988                                  |
| June                | 50 299     | 89 468        | 14 790   | 64 899       | 110 272            | 87 299          | 19 219                                | 31 636                                  |
| <b>2013-14</b>      |            |               |  |              |                    |                 |                                       |   |
| September           | 54 968     | 90 687        | 14 690   | 67 062       | 111 303            | 88 362          | 19 064                                | 32 081                                  |
| December            | 57 503     | 91 627        | 14 509   | 68 128       | 111 785            | 88 998          | 19 299                                | 32 146                                  |
| TREND               |            |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |            |               |  |              |                    |                 |                                       |   |
| December            | 55 047     | 92 584        | 12 866   | 62 773       | 103 865            | 85 531          | 18 867                                | 29 684                                  |
| March               | 53 032     | 91 585        | 13 100   | 63 165       | 106 211            | 85 945          | 18 857                                | 30 081                                  |
| June                | 50 325     | 90 777        | 13 439   | 63 963       | 108 291            | 86 204          | 19 001                                | 30 587                                  |
| <b>2012-13</b>      |            |               |  |              |                    |                 |                                       |   |
| September           | (a) 50 205 | 90 218        | (a) 14 914                                       | 64 778       | 109 420            | 86 519          | 19 196                                | 31 023                                  |
| December            | 49 339     | 89 766        | 15 190   | 64 922       | 109 471            | 86 799          | 19 286                                | 31 377                                  |
| March               | 49 690     | 89 637        | 15 132   | 64 881       | 109 862            | 87 094          | 19 244                                | 31 674                                  |
| June                | 51 748     | 89 886        | 14 883   | 65 444       | 110 306            | 87 594          | 19 175                                | 31 882                                  |
| <b>2013-14</b>      |            |               |  |              |                    |                 |                                       |   |
| September           | 54 318     | 90 535        | 14 665   | 66 621       | 111 031            | 88 232          | 19 174                                | 31 999                                  |
| December            | 56 852     | 91 411        | 14 506   | 68 042       | 111 912            | 88 932          | 19 208                                | 32 109                                  |

(a) Break in series between this quarter and preceding quarter.

SALES OF GOODS AND SERVICES, Current prices *continued*

| <i>Information<br/>media and tele-<br/>communications</i> | <i>Financial and<br/>insurance<br/>services(a)</i> | <i>Rental, hiring<br/>and real<br/>estate services</i> | <i>Professional,<br/>scientific and<br/>technical services</i> | <i>Administrative<br/>and support<br/>services</i> | <i>Arts and<br/>recreation<br/>services</i> | <i>Other<br/>services</i> |
|---|--|--|--|--|---|---------------------------|
| \$m   | \$m  | \$m  | \$m  | \$m  | \$m   | \$m                       |

## ORIGINAL

|                |        |       |        |        |        |       |        |
|----------------|--------|-------|--------|--------|--------|-------|--------|
| <b>2011-12</b> |        |       |        |        |        |       |        |
| December       | 18 484 | 8 763 | 16 937 | 43 535 | 17 553 | 6 717 | 12 482 |
| March          | 17 227 | 7 206 | 16 128 | 40 233 | 17 063 | 5 978 | 12 290 |
| June           | 17 946 | 7 770 | 16 625 | 45 216 | 17 551 | 6 188 | 12 032 |
| <b>2012-13</b> |        |       |        |        |        |       |        |
| September      | 17 263 | 7 681 | 16 902 | 44 032 | 18 267 | 6 170 | 11 897 |
| December       | 17 820 | 8 590 | 17 505 | 46 840 | 19 076 | 6 731 | 11 732 |
| March          | 16 834 | 7 717 | 16 672 | 41 472 | 18 089 | 6 225 | 10 981 |
| June           | 17 599 | 8 936 | 17 151 | 45 624 | 18 688 | 6 443 | 11 622 |
| <b>2013-14</b> |        |       |        |        |        |       |        |
| September      | 17 207 | 8 688 | 17 412 | 45 277 | 19 070 | 6 860 | 12 342 |
| December       | 17 645 | 9 769 | 18 783 | 47 036 | 19 885 | 6 922 | 11 943 |

## SEASONALLY ADJUSTED

|                |        |       |        |        |        |       |        |
|----------------|--------|-------|--------|--------|--------|-------|--------|
| <b>2011-12</b> |        |       |        |        |        |       |        |
| December       | 17 977 | 8 214 | 16 405 | 41 697 | 16 971 | 6 445 | 12 365 |
| March          | 17 825 | 7 851 | 16 745 | 43 524 | 17 448 | 6 169 | 12 583 |
| June           | 17 710 | 7 634 | 16 764 | 44 338 | 17 739 | 6 269 | 12 026 |
| <b>2012-13</b> |        |       |        |        |        |       |        |
| September      | 17 377 | 7 724 | 16 699 | 43 554 | 18 321 | 6 167 | 11 729 |
| December       | 17 380 | 8 013 | 16 977 | 44 836 | 18 405 | 6 445 | 11 636 |
| March          | 17 400 | 8 421 | 17 270 | 44 845 | 18 506 | 6 426 | 11 243 |
| June           | 17 353 | 8 785 | 17 268 | 44 741 | 18 897 | 6 533 | 11 623 |
| <b>2013-14</b> |        |       |        |        |        |       |        |
| September      | 17 314 | 8 749 | 17 250 | 44 803 | 19 134 | 6 859 | 12 159 |
| December       | 17 232 | 9 090 | 18 213 | 45 016 | 19 171 | 6 619 | 11 854 |

## TREND

|                |        |       |        |        |        |       |        |
|----------------|--------|-------|--------|--------|--------|-------|--------|
| <b>2011-12</b> |        |       |        |        |        |       |        |
| December       | 18 047 | 8 082 | 16 536 | 42 358 | 16 910 | 6 334 | 12 342 |
| March          | 17 836 | 7 888 | 16 634 | 43 233 | 17 378 | 6 275 | 12 375 |
| June           | 17 628 | 7 699 | 16 722 | 43 863 | 17 849 | 6 217 | 12 152 |
| <b>2012-13</b> |        |       |        |        |        |       |        |
| September      | 17 469 | 7 740 | 16 820 | 44 274 | 18 180 | 6 256 | 11 779 |
| December       | 17 381 | 8 037 | 16 984 | 44 506 | 18 413 | 6 344 | 11 484 |
| March          | 17 366 | 8 394 | 17 123 | 44 753 | 18 623 | 6 471 | 11 470 |
| June           | 17 355 | 8 668 | 17 287 | 44 846 | 18 843 | 6 601 | 11 657 |
| <b>2013-14</b> |        |       |        |        |        |       |        |
| September      | 17 305 | 8 870 | 17 542 | 44 846 | 19 069 | 6 688 | 11 881 |
| December       | 17 250 | 9 035 | 17 893 | 44 937 | 19 248 | 6 737 | 12 072 |

(a) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

## SALES OF GOODS AND SERVICES BY STATE(a), Current prices

|                     | <i>New<br/>South<br/>Wales</i> | <i>Victoria</i> | <i>Queensland</i> | <i>South<br/>Australia</i> | <i>Western<br/>Australia</i> | <i>Tasmania</i> | <i>Northern<br/>Territory</i> | <i>Australian<br/>Capital<br/>Territory</i> |
|---------------------|--------------------------------|-----------------|-------------------|----------------------------|------------------------------|-----------------|-------------------------------|---|
|                     | \$m                            | \$m             | \$m               | \$m                        | \$m                          | \$m             | \$m                           | \$m   |
| ORIGINAL            |                                |                 |                   |                            |                              |                 |                               |   |
| <b>2011-12</b>      |                                |                 |                   |                            |                              |                 |                               |   |
| December            | 181 274                        | 142 456         | 122 627           | 35 635                     | 98 698                       | 9 186           | 7 054                         | 7 707                                       |
| March               | 169 206                        | 128 509         | 107 685           | 34 403                     | 90 364                       | 8 741           | 6 196                         | 6 987                                       |
| June                | 177 235                        | 139 091         | 114 626           | 36 294                     | 98 557                       | 8 664           | 6 277                         | 8 099                                       |
| <b>2012-13</b>      |                                |                 |                   |                            |                              |                 |                               |   |
| September           | 176 088                        | 138 857         | 118 594           | 36 070                     | 98 618                       | 8 330           | 7 310                         | 6 945                                       |
| December            | 182 546                        | 147 267         | 123 273           | 37 017                     | 102 318                      | 8 522           | 7 813                         | 7 536                                       |
| March               | 166 547                        | 132 729         | 108 502           | 34 330                     | 96 098                       | 8 642           | 6 690                         | 6 234                                       |
| June                | 177 456                        | 139 649         | 116 357           | 36 546                     | 102 016                      | 8 424           | 7 908                         | 6 819                                       |
| <b>2013-14</b>      |                                |                 |                   |                            |                              |                 |                               |   |
| September           | 182 706                        | 142 224         | 119 557           | 37 742                     | 103 506                      | 8 510           | 8 341                         | 6 592                                       |
| December            | 190 024                        | 149 404         | 123 308           | 40 336                     | 109 357                      | 9 245           | 8 378                         | 6 578                                       |
| SEASONALLY ADJUSTED |                                |                 |                   |                            |                              |                 |                               |   |
| <b>2011-12</b>      |                                |                 |                   |                            |                              |                 |                               |   |
| December            | 173 785                        | 136 245         | 116 892           | 34 487                     | 95 550                       | 8 924           | 6 633                         | 7 598                                       |
| March               | 178 567                        | 135 636         | 116 224           | 35 667                     | 94 329                       | 8 751           | 6 726                         | 7 489                                       |
| June                | 177 190                        | 138 743         | 114 740           | 36 123                     | 97 930                       | 8 715           | 6 515                         | 7 790                                       |
| <b>2012-13</b>      |                                |                 |                   |                            |                              |                 |                               |   |
| September           | 174 484                        | 138 305         | 115 787           | 36 174                     | 98 366                       | 8 526           | 6 952                         | 6 864                                       |
| December            | 175 159                        | 140 694         | 117 343           | 35 791                     | 99 059                       | 8 279           | 7 340                         | 7 406                                       |
| March               | 175 729                        | 140 178         | 117 038           | 35 621                     | 100 307                      | 8 645           | 7 263                         | 6 705                                       |
| June                | 177 355                        | 139 352         | 116 593           | 36 379                     | 101 342                      | 8 469           | 8 221                         | 6 551                                       |
| <b>2013-14</b>      |                                |                 |                   |                            |                              |                 |                               |   |
| September           | 181 097                        | 141 679         | 116 814           | 37 848                     | 103 250                      | 8 719           | 7 923                         | 6 521                                       |
| December            | 182 255                        | 142 593         | 117 241           | 38 975                     | 105 877                      | 8 981           | 7 872                         | 6 449                                       |
| TREND               |                                |                 |                   |                            |                              |                 |                               |   |
| <b>2011-12</b>      |                                |                 |                   |                            |                              |                 |                               |   |
| December            | 176 229                        | 136 682         | 115 799           | 35 021                     | 95 003                       | 8 863           | 6 609                         | 7 597                                       |
| March               | 176 924                        | 136 564         | 116 070           | 35 518                     | 95 915                       | 8 800           | 6 633                         | 7 587                                       |
| June                | 176 630                        | 137 638         | 115 715           | 35 979                     | 96 987                       | 8 655           | 6 715                         | 7 476                                       |
| <b>2012-13</b>      |                                |                 |                   |                            |                              |                 |                               |   |
| September           | 175 662                        | 139 148         | 115 924           | 36 071                     | 98 309                       | 8 509           | 6 887                         | 7 298                                       |
| December            | 174 827                        | 139 886         | 116 696           | 35 794                     | 99 322                       | 8 442           | 7 208                         | 7 060                                       |
| March               | 175 812                        | 140 007         | 117 033           | 35 830                     | 100 116                      | 8 459           | 7 595                         | 6 816                                       |
| June                | 177 945                        | 140 409         | 116 875           | 36 577                     | 101 606                      | 8 583           | 7 849                         | 6 630                                       |
| <b>2013-14</b>      |                                |                 |                   |                            |                              |                 |                               |   |
| September           | 180 258                        | 141 204         | 116 859           | 37 692                     | 103 438                      | 8 736           | 7 981                         | 6 479                                       |
| December            | 182 623                        | 142 381         | 117 050           | 38 804                     | 105 458                      | 8 881           | 8 022                         | 6 444                                       |

(a) State sales data should be used with caution. See paragraph 13 of the Technical Note.



# SALES OF GOODS AND SERVICES BY STATE(a), Current prices - Percentage change from previous quarter

|                     | New South Wales | Victoria | Queensland | South Australia | Western Australia | Tasmania(b) | Northern Territory(b) | Australian Capital Territory(b) |
|---------------------|-----------------|----------|------------|-----------------|-------------------|-------------|-----------------------|---------------------------------|
|                     | %               | %        | %          | %               | %                 | %           | %                     | %                               |
| ORIGINAL            |                 |          |            |                 |                   |             |                       |                                 |
| <b>2011-12</b>      |                 |          |            |                 |                   |             |                       |                                 |
| December            | 2.0             | 2.9      | 5.6        | 1.9             | 4.1               | 6.4         | 2.8                   | 1.4                             |
| March               | -6.7            | -9.8     | -12.2      | -3.5            | -8.4              | -4.8        | -12.2                 | -9.3                            |
| June                | 4.7             | 8.2      | 6.4        | 5.5             | 9.1               | -0.9        | 1.3                   | 15.9                            |
| <b>2012-13</b>      |                 |          |            |                 |                   |             |                       |                                 |
| September           | -0.6            | -0.2     | 3.5        | -0.6            | 0.1               | -3.9        | 16.5                  | -14.2                           |
| December            | 3.7             | 6.1      | 3.9        | 2.6             | 3.8               | 2.3         | 6.9                   | 8.5                             |
| March               | -8.8            | -9.9     | -12.0      | -7.3            | -6.1              | 1.4         | -14.4                 | -17.3                           |
| June                | 6.6             | 5.2      | 7.2        | 6.5             | 6.2               | -2.5        | 18.2                  | 9.4                             |
| <b>2013-14</b>      |                 |          |            |                 |                   |             |                       |                                 |
| September           | 3.0             | 1.8      | 2.8        | 3.3             | 1.5               | 1.0         | 5.5                   | -3.3                            |
| December            | 4.0             | 5.0      | 3.1        | 6.9             | 5.7               | 8.6         | 0.5                   | -0.2                            |
| SEASONALLY ADJUSTED |                 |          |            |                 |                   |             |                       |                                 |
| <b>2011-12</b>      |                 |          |            |                 |                   |             |                       |                                 |
| December            | -1.3            | -1.2     | 3.2        | -1.7            | 1.1               | 1.2         | 1.4                   | 1.3                             |
| March               | 2.8             | -0.4     | -0.6       | 3.4             | -1.3              | -1.9        | 1.4                   | -1.4                            |
| June                | -0.8            | 2.3      | -1.3       | 1.3             | 3.8               | -0.4        | -3.1                  | 4.0                             |
| <b>2012-13</b>      |                 |          |            |                 |                   |             |                       |                                 |
| September           | -1.5            | -0.3     | 0.9        | 0.1             | 0.4               | -2.2        | 6.7                   | -11.9                           |
| December            | 0.4             | 1.7      | 1.3        | -1.1            | 0.7               | -2.9        | 5.6                   | 7.9                             |
| March               | 0.3             | -0.4     | -0.3       | -0.5            | 1.3               | 4.4         | -1.1                  | -9.5                            |
| June                | 0.9             | -0.6     | -0.4       | 2.1             | 1.0               | -2.0        | 13.2                  | -2.3                            |
| <b>2013-14</b>      |                 |          |            |                 |                   |             |                       |                                 |
| September           | 2.1             | 1.7      | 0.2        | 4.0             | 1.9               | 3.0         | -3.6                  | -0.5                            |
| December            | 0.6             | 0.6      | 0.4        | 3.0             | 2.5               | 3.0         | -0.6                  | -1.1                            |
| TREND               |                 |          |            |                 |                   |             |                       |                                 |
| <b>2011-12</b>      |                 |          |            |                 |                   |             |                       |                                 |
| December            | 0.9             | -0.5     | 1.8        | 1.1             | 1.3               | -0.3        | 2.1                   | 1.4                             |
| March               | 0.4             | -0.1     | 0.2        | 1.4             | 1.0               | -0.7        | 0.4                   | -0.1                            |
| June                | -0.2            | 0.8      | -0.3       | 1.3             | 1.1               | -1.7        | 1.2                   | -1.5                            |
| <b>2012-13</b>      |                 |          |            |                 |                   |             |                       |                                 |
| September           | -0.5            | 1.1      | 0.2        | 0.3             | 1.4               | -1.7        | 2.6                   | -2.4                            |
| December            | -0.5            | 0.5      | 0.7        | -0.8            | 1.0               | -0.8        | 4.7                   | -3.3                            |
| March               | 0.6             | 0.1      | 0.3        | 0.1             | 0.8               | 0.2         | 5.4                   | -3.5                            |
| June                | 1.2             | 0.3      | -0.1       | 2.1             | 1.5               | 1.5         | 3.3                   | -2.7                            |
| <b>2013-14</b>      |                 |          |            |                 |                   |             |                       |                                 |
| September           | 1.3             | 0.6      | 0.0        | 3.0             | 1.8               | 1.8         | 1.7                   | -2.3                            |
| December            | 1.3             | 0.8      | 0.2        | 2.9             | 2.0               | 1.7         | 0.5                   | -0.6                            |

(a) State sales data should be used with caution. See paragraph 13 of the Technical Note.

(b) The relative standard error on the movement estimates for these states are significantly higher than those for the larger states, and the quarterly movement estimates should be used with caution.

## COMPANY PROFITS BEFORE INCOME TAX, Current prices

|                     | Mining | Manufacturing | Electricity,<br>gas, water and<br>waste services | Construction | Wholesale<br>trade | Retail<br>trade | Accommodation<br>and food<br>services | Transport,<br>postal and<br>warehousing |
|---------------------|--------|---------------|--|--------------|--------------------|-----------------|---------------------------------------|---|
|                     | \$m    | \$m           | \$m  | \$m          | \$m                | \$m             | \$m                                   | \$m                                     |
| ORIGINAL            |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | 17 140 | 4 187         | 778  | 4 022        | 4 964              | 4 710           | 1 166                                 | 3 027                                   |
| March               | 13 531 | 2 897         | 1 175  | ^ 2 337      | 4 029              | 2 545           | 970                                   | 1 931                                   |
| June                | 16 143 | 2 692         | 1 182  | ^ 3 540      | 4 011              | 2 922           | ^ 737                                 | 2 674                                   |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 13 228 | 4 365         | 1 572  | 3 641        | 4 298              | 2 595           | 1 066                                 | 3 023                                   |
| December            | 8 317  | 3 147         | 1 157  | 3 970        | 4 298              | 4 982           | 1 441                                 | 3 253                                   |
| March               | 11 821 | 2 247         | 970  | ^ 3 098      | 3 672              | 2 486           | 862                                   | 2 509                                   |
| June                | 14 562 | ^ 1 155       | 1 198  | 4 037        | 4 078              | 2 972           | ^ 638                                 | 2 487                                   |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 15 075 | 6 001         | 1 784  | 3 732        | ^ 2 916            | 2 789           | 957                                   | 2 458                                   |
| December            | 14 442 | 4 370         | ^ 535  | 4 792        | 3 517              | 4 888           | 932                                   | 2 802                                   |
| SEASONALLY ADJUSTED |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | 17 981 | 4 015         | 1 028  | 3 541        | 4 553              | 3 197           | 958                                   | 2 508                                   |
| March               | 14 710 | 3 385         | 1 393  | 2 941        | 4 501              | 3 261           | 1 003                                 | 2 344                                   |
| June                | 15 448 | 3 020         | 1 148  | 3 561        | 4 101              | 3 202           | 982                                   | 2 892                                   |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 12 176 | 3 611         | 1 134  | 3 411        | 4 151              | 3 111           | 998                                   | 2 869                                   |
| December            | 8 769  | 3 003         | 1 564  | 3 464        | 3 885              | 3 381           | 1 232                                 | 2 719                                   |
| March               | 12 832 | 2 626         | 1 147  | 3 937        | 4 137              | 3 190           | 888                                   | 3 061                                   |
| June                | 14 014 | 1 310         | 1 175  | 3 997        | 4 176              | 3 256           | 891                                   | 2 664                                   |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 13 770 | 4 943         | 1 272  | 3 547        | 2 765              | 3 349           | 887                                   | 2 336                                   |
| December            | 15 284 | 4 155         | 732  | 4 162        | 3 110              | 3 311           | 725                                   | 2 349                                   |
| TREND               |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | 18 219 | 3 723         | 1 249  | 3 384        | 4 675              | 3 225           | 957                                   | 2 515                                   |
| March               | 16 185 | 3 431         | 1 198  | 3 326        | 4 470              | 3 212           | 974                                   | 2 537                                   |
| June                | 13 832 | 3 335         | 1 222  | 3 307        | 4 189              | 3 205           | 1 016                                 | 2 699                                   |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 11 875 | 3 299         | 1 284  | 3 432        | 4 053              | 3 217           | 1 064                                 | 2 845                                   |
| December            | 11 021 | 2 836         | 1 295  | 3 650        | 4 096              | 3 237           | 1 061                                 | 2 915                                   |
| March               | 11 705 | 2 431         | 1 309  | 3 771        | 4 057              | 3 262           | 1 001                                 | 2 842                                   |
| June                | 13 392 | 2 739         | 1 207  | 3 855        | 3 737              | 3 277           | 902                                   | 2 659                                   |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 14 468 | 3 598         | 1 066  | 3 883        | 3 306              | 3 299           | 825                                   | 2 457                                   |
| December            | 14 776 | 4 499         | 960  | 3 919        | 3 003              | 3 338           | 788                                   | 2 392                                   |

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

COMPANY PROFITS BEFORE INCOME TAX, Current prices *continued*

|   | Information<br>media and tele-<br>communications | Financial and<br>insurance<br>services(a) | Rental, hiring<br>and real<br>estate services | Professional,<br>scientific and<br>technical services | Administrative<br>and support<br>services | Arts and<br>recreation<br>services | Other<br>services | Total  |
|---|--|---|---|---|---|------------------------------------|-------------------|--------|
|   | \$m  | \$m                                       | \$m   | \$m   | \$m                                       | \$m                                | \$m               | \$m    |
| ORIGINAL  |  |   |   |   |   |                                    |                   |        |
| <b>2011-12</b>  |  |   |   |   |   |                                    |                   |        |
| December  | 1 979  | ^ 1 610                                   | 4 053   | ^ 2 936   | **369                                     | 951                                | ^ 529             | 52 420 |
| March   | 1 756  | 2 929                                     | 2 800   | *1 232  | ^ 439                                     | 595                                | ^ 544             | 39 710 |
| June  | -674   | ^ 1 628                                   | 3 203   | ^ 1 124   | **110                                     | 537                                | ^ 308             | 40 137 |
| <b>2012-13</b>  |  |   |   |   |   |                                    |                   |        |
| September   | 1 776  | 3 292                                     | 3 138   | ^ 2 934   | **221                                     | 699                                | ^ 846             | 46 694 |
| December  | 3 250  | ^ 2 648                                   | 3 708   | 3 784   | **127                                     | 784                                | ^ 531             | 45 397 |
| March   | 2 317  | 2 645                                     | 3 091   | ^ 2 444   | **124                                     | ^ 534                              | ^ 620             | 39 441 |
| June  | 996  | *-671                                     | 3 145   | ^ 4 258   | **10                                      | ^ 456                              | ^ 347             | 39 669 |
| <b>2013-14</b>  |  |   |   |   |   |                                    |                   |        |
| September   | 2 133  | 3 349                                     | 3 217   | ^ 2 803   | ^ 433                                     | 829                                | 928               | 49 404 |
| December  | 2 375  | 2 256                                     | 4 298   | 4 826   | **79                                      | 789                                | ^ 527             | 51 429 |
| SEASONALLY ADJUSTED   |  |   |   |   |   |                                    |                   |        |
| <b>2011-12</b>  |  |   |   |   |   |                                    |                   |        |
| December  | 1 846  | 1 610                                     | 3 259   | 2 332   | 288                                       | 841                                | 532               | 48 489 |
| March   | 1 831  | 2 929                                     | 3 241   | 1 801   | 457                                       | 675                                | 505               | 44 978 |
| June  | -751   | 1 628                                     | 3 450   | 1 427   | 300                                       | 639                                | 559               | 41 605 |
| <b>2012-13</b>  |  |   |   |   |   |                                    |                   |        |
| September   | 1 899  | 3 292                                     | 3 251   | 2 677   | 94  | 625                                | 627               | 43 926 |
| December  | 3 143  | 2 648                                     | 2 905   | 3 150   | 49  | 671                                | 539               | 41 123 |
| March   | 2 379  | 2 645                                     | 3 555   | 3 018   | 133                                       | 615                                | 581               | 44 744 |
| June  | 918  | -671                                      | 3 345   | 4 593   | 211                                       | 568                                | 596               | 41 040 |
| <b>2013-14</b>  |  |   |   |   |   |                                    |                   |        |
| September   | 2 250  | 3 349                                     | 3 361   | 2 541   | 302                                       | 749                                | 708               | 46 130 |
| December  | 2 284  | 2 256                                     | 3 493   | 4 153   | 4   | 674                                | 539               | 47 231 |
| TREND   |  |   |   |   |   |                                    |                   |        |
| <b>2011-12</b>  |  |   |   |   |   |                                    |                   |        |
| December  | 1 914  | 667                                       | 3 189   | 1 846   | 270                                       | 794                                | 530               | 47 157 |
| March   | 1 785  | 2 011                                     | 3 276   | 1 894   | 366                                       | 714                                | 522               | 45 900 |
| June  | 1 747  | 2 729                                     | 3 321   | 1 956   | 294                                       | 648                                | 558               | 44 058 |
| <b>2012-13</b>  |  |   |   |   |   |                                    |                   |        |
| September   | 1 852  | 2 887                                     | 3 219   | 2 325   | 147                                       | 636                                | 579               | 42 713 |
| December  | 2 090  | 2 524                                     | 3 209   | 3 071   | 72  | 628                                | 574               | 42 280 |
| March   | 2 331  | 1 834                                     | 3 283   | 3 498   | 136                                       | 621                                | 587               | 42 667 |
| June  | 2 409  | 1 478                                     | 3 390   | 3 567   | 202                                       | 636                                | 616               | 44 067 |
| <b>2013-14</b>  |  |   |   |   |   |                                    |                   |        |
| September   | 2 371  | 1 847                                     | 3 429   | 3 602   | 192                                       | 670                                | 627               | 45 642 |
| December  | 2 281  | 2 394                                     | 3 420   | 3 659   | 126                                       | 706                                | 608               | 46 872 |
| ^ estimate has a relative standard error of 10% to less than 25% and should be used with caution<br>* estimate has a relative standard error of 25% to 50% and should be used with caution<br>** estimate has a relative standard error greater than 50% and is considered too unreliable for general use<br>(a) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry |  |   |   |   |   |                                    |                   |        |

|                     | Mining | Manufacturing | Electricity,<br>gas, water and<br>waste services | Construction | Wholesale<br>trade | Retail<br>trade | Accommodation<br>and food<br>services | Transport,<br>postal and<br>warehousing |
|---------------------|--------|---------------|--|--------------|--------------------|-----------------|---------------------------------------|---|
|                     | %      | %             | %  | %            | %                  | %               | %                                     | %                                       |
| ORIGINAL            |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | -25.6  | 58.9          | -57.1  | 4.4          | -4.7               | 77.6            | 20.9                                  | 11.6                                    |
| March               | -21.1  | -30.8         | 51.0   | -41.9        | -18.8              | -46.0           | -16.8                                 | -36.2                                   |
| June                | 19.3   | -7.1          | 0.6  | 51.5         | -0.5               | 14.8            | -24.0                                 | 38.5                                    |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | -18.1  | 62.1          | 33.0   | 2.9          | 7.2                | -11.2           | 44.6                                  | 13.0                                    |
| December            | -37.1  | -27.9         | -26.4  | 9.0          | 0.0                | 92.0            | 35.2                                  | 7.6                                     |
| March               | 42.1   | -28.6         | -16.1  | -22.0        | -14.6              | -50.1           | -40.2                                 | -22.9                                   |
| June                | 23.2   | -48.6         | 23.5   | 30.3         | 11.0               | 19.6            | -25.9                                 | -0.9                                    |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 3.5    | 419.8         | 48.9   | -7.5         | -28.5              | -6.2            | 50.0                                  | -1.2                                    |
| December            | -4.2   | -27.2         | -70.0  | 28.4         | 20.6               | 75.3            | -2.6                                  | 14.0                                    |
| SEASONALLY ADJUSTED |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | -15.8  | 82.4          | -23.1  | -0.1         | -10.0              | 0.6             | 6.5                                   | -3.1                                    |
| March               | -18.2  | -15.7         | 35.6   | -16.9        | -1.1               | 2.0             | 4.7                                   | -6.5                                    |
| June                | 5.0    | -10.8         | -17.6  | 21.1         | -8.9               | -1.8            | -2.1                                  | 23.4                                    |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | -21.2  | 19.6          | -1.2   | -4.2         | 1.2                | -2.8            | 1.6                                   | -0.8                                    |
| December            | -28.0  | -16.8         | 37.8   | 1.6          | -6.4               | 8.7             | 23.5                                  | -5.2                                    |
| March               | 46.3   | -12.6         | -26.6  | 13.7         | 6.5                | -5.7            | -27.9                                 | 12.6                                    |
| June                | 9.2    | -50.1         | 2.5  | 1.5          | 0.9                | 2.1             | 0.3                                   | -13.0                                   |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | -1.7   | 277.5         | 8.3  | -11.3        | -33.8              | 2.9             | -0.5                                  | -12.3                                   |
| December            | 11.0   | -15.9         | -42.5  | 17.4         | 12.5               | -1.1            | -18.3                                 | 0.5                                     |
| TREND               |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | -8.2   | -12.7         | 5.2  | 0.4          | 0.5                | 1.6             | 7.0                                   | -5.4                                    |
| March               | -11.2  | -7.9          | -4.1   | -1.7         | -4.4               | -0.4            | 1.8                                   | 0.9                                     |
| June                | -14.5  | -2.8          | 2.0  | -0.6         | -6.3               | -0.2            | 4.4                                   | 6.4                                     |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | -14.2  | -1.1          | 5.1  | 3.8          | -3.2               | 0.4             | 4.7                                   | 5.4                                     |
| December            | -7.2   | -14.0         | 0.8  | 6.4          | 1.1                | 0.6             | -0.3                                  | 2.4                                     |
| March               | 6.2    | -14.3         | 1.0  | 3.3          | -1.0               | 0.8             | -5.7                                  | -2.5                                    |
| June                | 14.4   | 12.7          | -7.7   | 2.2          | -7.9               | 0.5             | -9.8                                  | -6.4                                    |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 8.0    | 31.3          | -11.7  | 0.7          | -11.5              | 0.7             | -8.6                                  | -7.6                                    |
| December            | 2.1    | 25.0          | -9.9   | 0.9          | -9.2               | 1.2             | -4.5                                  | -2.6                                    |

|                     | Information<br>media and tele-<br>communications | Financial and<br>insurance<br>services(a) | Rental, hiring<br>and real<br>estate services | Professional,<br>scientific and<br>technical services | Administrative<br>and support<br>services | Arts and<br>recreation<br>services | Other<br>services | Total |
|---------------------|--|---|---|---|---|------------------------------------|-------------------|-------|
|                     | %  | %   | %   | %   | %   | %                                  | %                 | %     |
| ORIGINAL            |  |   |   |   |   |                                    |                   |       |
| <b>2011-12</b>      |  |   |   |   |   |                                    |                   |       |
| December            | -2.7   | 169.9                                     | 50.1  | 61.3  | 112.4                                     | 3.8                                | -33.4             | 7.0   |
| March               | -11.3  | 81.9                                      | -30.9   | -58.0   | 18.9                                      | -37.5                              | 2.9               | -24.2 |
| June                | -138.4   | -44.4                                     | 14.4  | -8.8  | -75.0                                     | -9.7                               | -43.3             | 1.1   |
| <b>2012-13</b>      |  |   |   |   |   |                                    |                   |       |
| September           | 363.6  | 102.3                                     | -2.0  | 161.0   | 101.0                                     | 30.1                               | 174.4             | 16.3  |
| December            | 83.0   | -19.6                                     | 18.2  | 29.0  | -42.3                                     | 12.2                               | -37.3             | -2.8  |
| March               | -28.7  | -0.1                                      | -16.6   | -35.4   | -2.7                                      | -31.9                              | 16.8              | -13.1 |
| June                | -57.0  | -125.4                                    | 1.8   | 74.2  | -91.6                                     | -14.5                              | -44.0             | 0.6   |
| <b>2013-14</b>      |  |   |   |   |   |                                    |                   |       |
| September           | 114.1  | 598.9                                     | 2.3   | -34.2   | 4 060.7                                   | 81.6                               | 167.5             | 24.5  |
| December            | 11.3   | -32.6                                     | 33.6  | 72.2  | -81.8                                     | -4.8                               | -43.2             | 4.1   |
| SEASONALLY ADJUSTED |  |   |   |   |   |                                    |                   |       |
| <b>2011-12</b>      |  |   |   |   |   |                                    |                   |       |
| December            | -14.4  | 169.9                                     | 17.7  | 47.6  | 395.0                                     | -1.6                               | -8.2              | 5.7   |
| March               | -0.8   | 81.9                                      | -0.5  | -22.8   | 59.0                                      | -19.8                              | -5.0              | -7.2  |
| June                | -141.0   | -44.4                                     | 6.4   | -20.8   | -34.3                                     | -5.3                               | 10.6              | -7.5  |
| <b>2012-13</b>      |  |   |   |   |   |                                    |                   |       |
| September           | 352.9  | 102.3                                     | -5.8  | 87.6  | -68.6                                     | -2.2                               | 12.2              | 5.6   |
| December            | 65.5   | -19.6                                     | -10.6   | 17.7  | -48.1                                     | 7.3                                | -14.0             | -6.4  |
| March               | -24.3  | -0.1                                      | 22.4  | -4.2  | 171.4                                     | -8.4                               | 7.8               | 8.8   |
| June                | -61.4  | -125.4                                    | -5.9  | 52.2  | 58.8                                      | -7.7                               | 2.6               | -8.3  |
| <b>2013-14</b>      |  |   |   |   |   |                                    |                   |       |
| September           | 145.3  | 598.9                                     | 0.5   | -44.7   | 43.5                                      | 32.0                               | 18.7              | 12.4  |
| December            | 1.5  | -32.6                                     | 3.9   | 63.4  | -98.7                                     | -10.0                              | -23.9             | 2.4   |
| TREND               |  |   |   |   |   |                                    |                   |       |
| <b>2011-12</b>      |  |   |   |   |   |                                    |                   |       |
| December            | -7.4   | 352.9                                     | 1.6   | 28.7  | 184.7                                     | -6.8                               | -14.6             | -1.7  |
| March               | -6.7   | 201.6                                     | 2.7   | 2.6   | 35.2                                      | -10.0                              | -1.4              | -2.7  |
| June                | -2.1   | 35.7                                      | 1.4   | 3.2   | -19.5                                     | -9.2                               | 6.9               | -4.0  |
| <b>2012-13</b>      |  |   |   |   |   |                                    |                   |       |
| September           | 6.0  | 5.8                                       | -3.1  | 18.9  | -50.1                                     | -1.9                               | 3.7               | -3.1  |
| December            | 12.9   | -12.6                                     | -0.3  | 32.1  | -50.8                                     | -1.2                               | -0.8              | -1.0  |
| March               | 11.5   | -27.3                                     | 2.3   | 13.9  | 88.9                                      | -1.2                               | 2.3               | 0.9   |
| June                | 3.3  | -19.4                                     | 3.3   | 2.0   | 48.4                                      | 2.5                                | 4.8               | 3.3   |
| <b>2013-14</b>      |  |   |   |   |   |                                    |                   |       |
| September           | -1.6   | 25.0                                      | 1.2   | 1.0   | -5.0                                      | 5.2                                | 1.9               | 3.6   |
| December            | -3.8   | 29.6                                      | -0.3  | 1.6   | -34.2                                     | 5.5                                | -3.0              | 2.7   |

(a) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

|                     | Mining | Manufacturing | Electricity,<br>gas, water and<br>waste services | Construction | Wholesale<br>trade | Retail<br>trade | Accommodation<br>and food<br>services | Transport,<br>postal and<br>warehousing |
|---------------------|--------|---------------|--|--------------|--------------------|-----------------|---------------------------------------|---|
|                     | \$m    | \$m           | \$m  | \$m          | \$m                | \$m             | \$m                                   | \$m                                     |
| ORIGINAL            |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | 23 885 | 7 299         | 2 399  | 4 711        | 5 655              | 5 496           | 1 631                                 | 5 337                                   |
| March               | 18 656 | 5 825         | 2 460  | ^ 3 026      | 4 602              | 3 270           | 1 425                                 | 4 538                                   |
| June                | 20 627 | 5 898         | 2 594  | 4 166        | 4 855              | 3 643           | 1 177                                 | 4 989                                   |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 18 982 | 6 731         | 2 915  | 4 270        | 4 845              | 3 281           | 1 471                                 | 5 267                                   |
| December            | 17 208 | 6 717         | 2 542  | 4 527        | 5 080              | 5 684           | *1 586                                | 5 825                                   |
| March               | 18 001 | 5 459         | 2 389  | ^ 3 612      | 4 464              | 3 207           | 1 272                                 | 4 908                                   |
| June                | 20 016 | 5 934         | 2 681  | 4 890        | 4 652              | 3 805           | 1 048                                 | 4 916                                   |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 23 599 | 7 954         | 3 412  | 4 552        | 4 615              | 3 582           | 1 406                                 | 5 064                                   |
| December            | 23 580 | 6 809         | 2 741  | 5 529        | 5 677              | 5 700           | 1 373                                 | 5 219                                   |
| SEASONALLY ADJUSTED |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | 23 572 | 6 877         | 2 579  | 4 147        | 5 093              | 3 948           | 1 438                                 | 4 828                                   |
| March               | 20 252 | 6 465         | 2 683  | 3 783        | 5 092              | 4 059           | 1 492                                 | 4 992                                   |
| June                | 20 583 | 6 009         | 2 568  | 4 001        | 5 145              | 3 894           | 1 391                                 | 5 073                                   |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 17 722 | 6 352         | 2 543  | 4 138        | 4 652              | 3 763           | 1 382                                 | 5 219                                   |
| December            | 17 138 | 6 352         | 2 735  | 4 015        | 4 582              | 4 101           | 1 400                                 | 5 328                                   |
| March               | 19 519 | 6 041         | 2 611  | 4 527        | 4 981              | 3 977           | 1 327                                 | 5 362                                   |
| June                | 20 055 | 6 082         | 2 669  | 4 702        | 4 862              | 4 072           | 1 243                                 | 5 020                                   |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 22 006 | 7 503         | 2 968  | 4 401        | 4 466              | 4 114           | 1 326                                 | 5 011                                   |
| December            | 23 379 | 6 407         | 2 942  | 4 893        | 5 099              | 4 101           | 1 208                                 | 4 774                                   |
| TREND               |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | 23 415 | 6 787         | 2 668  | 4 114        | 5 231              | 4 001           | 1 441                                 | 4 878                                   |
| March               | 21 415 | 6 423         | 2 621  | 4 015        | 5 146              | 3 962           | 1 448                                 | 4 942                                   |
| June                | 19 390 | 6 248         | 2 595  | 3 930        | 4 937              | 3 910           | 1 426                                 | 5 094                                   |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 18 164 | 6 225         | 2 610  | 4 030        | 4 783              | 3 902           | 1 398                                 | 5 238                                   |
| December            | 17 914 | 6 150         | 2 618  | 4 232        | 4 746              | 3 953           | 1 363                                 | 5 311                                   |
| March               | 18 728 | 6 229         | 2 664  | 4 407        | 4 763              | 4 035           | 1 330                                 | 5 274                                   |
| June                | 20 397 | 6 464         | 2 747  | 4 559        | 4 787              | 4 072           | 1 293                                 | 5 123                                   |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 21 897 | 6 737         | 2 861  | 4 658        | 4 789              | 4 090           | 1 264                                 | 4 954                                   |
| December            | 23 124 | 6 900         | 2 990  | 4 706        | 4 832              | 4 120           | 1 246                                 | 4 804                                   |

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

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

|  | Information<br>media and tele-<br>communications | Financial and<br>insurance<br>services(a) | Rental, hiring<br>and real<br>estate services | Professional,<br>scientific and<br>technical services | Administrative<br>and support<br>services | Arts and<br>recreation<br>services | Other<br>services | Total |
|--|--|---|---|---|---|------------------------------------|-------------------|-------|
|  | \$m  | \$m                                       | \$m   | \$m   | \$m                                       | \$m                                | \$m               | \$m   |

## ORIGINAL

|                |       |         |       |         |       |       |       |        |
|----------------|-------|---------|-------|---------|-------|-------|-------|--------|
| <b>2011-12</b> |       |         |       |         |       |       |       |        |
| December       | 4 587 | **275   | 4 489 | 3 225   | *516  | 1 182 | ^ 600 | 71 287 |
| March          | 4 449 | ^ 970   | 3 825 | 2 372   | ^ 589 | 840   | ^ 552 | 57 399 |
| June           | 4 600 | ^ 1 374 | 4 170 | 3 438   | ^ 455 | 771   | ^ 456 | 63 214 |
| <b>2012-13</b> |       |         |       |         |       |       |       |        |
| September      | 4 346 | ^ 1 450 | 4 319 | 4 031   | ^ 564 | 919   | ^ 893 | 64 285 |
| December       | 4 753 | ^ 1 298 | 4 417 | 4 289   | ^ 323 | 1 007 | ^ 592 | 65 848 |
| March          | 4 435 | ^ 820   | 4 095 | 3 316   | **320 | 736   | ^ 724 | 57 758 |
| June           | 4 956 | ^ 775   | 4 042 | 4 111   | **321 | 700   | ^ 587 | 63 436 |
| <b>2013-14</b> |       |         |       |         |       |       |       |        |
| September      | 4 514 | ^ 640   | 4 202 | 3 812   | ^ 587 | 1 120 | 1 055 | 70 116 |
| December       | 5 149 | ^ 772   | 4 563 | ^ 3 613 | *369  | 1 029 | ^ 700 | 72 823 |

## SEASONALLY ADJUSTED

|                |       |       |       |       |     |       |     |        |
|----------------|-------|-------|-------|-------|-----|-------|-----|--------|
| <b>2011-12</b> |       |       |       |       |     |       |     |        |
| December       | 4 311 | 447   | 4 103 | 3 088 | 451 | 1 063 | 618 | 66 562 |
| March          | 4 661 | 1 040 | 4 160 | 2 861 | 673 | 917   | 567 | 63 696 |
| June           | 4 453 | 1 139 | 4 362 | 3 313 | 624 | 871   | 641 | 64 065 |
| <b>2012-13</b> |       |       |       |       |     |       |     |        |
| September      | 4 543 | 1 456 | 4 169 | 3 781 | 378 | 858   | 669 | 61 626 |
| December       | 4 506 | 1 444 | 4 062 | 4 154 | 268 | 890   | 619 | 61 594 |
| March          | 4 642 | 893   | 4 459 | 3 867 | 390 | 811   | 738 | 64 143 |
| June           | 4 804 | 559   | 4 218 | 3 946 | 491 | 811   | 774 | 64 307 |
| <b>2013-14</b> |       |       |       |       |     |       |     |        |
| September      | 4 721 | 645   | 4 065 | 3 565 | 403 | 1 053 | 824 | 67 071 |
| December       | 4 889 | 903   | 4 191 | 3 468 | 319 | 908   | 734 | 68 215 |

## TREND

|                |       |       |       |       |     |       |     |        |
|----------------|-------|-------|-------|-------|-----|-------|-----|--------|
| <b>2011-12</b> |       |       |       |       |     |       |     |        |
| December       | 4 508 | 829   | 4 164 | 2 989 | 473 | 1 019 | 638 | 67 152 |
| March          | 4 493 | 912   | 4 220 | 3 060 | 602 | 948   | 605 | 64 812 |
| June           | 4 513 | 1 190 | 4 221 | 3 339 | 567 | 885   | 612 | 62 858 |
| <b>2012-13</b> |       |       |       |       |     |       |     |        |
| September      | 4 517 | 1 414 | 4 212 | 3 735 | 425 | 862   | 641 | 62 155 |
| December       | 4 549 | 1 286 | 4 231 | 4 009 | 338 | 840   | 670 | 62 212 |
| March          | 4 645 | 960   | 4 253 | 4 008 | 374 | 842   | 720 | 63 232 |
| June           | 4 729 | 706   | 4 238 | 3 832 | 425 | 881   | 770 | 65 005 |
| <b>2013-14</b> |       |       |       |       |     |       |     |        |
| September      | 4 799 | 670   | 4 171 | 3 640 | 411 | 933   | 788 | 66 654 |
| December       | 4 840 | 768   | 4 113 | 3 486 | 357 | 976   | 774 | 68 138 |

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

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

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

(a) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

|                     | Mining | Manufacturing | Electricity,<br>gas, water and<br>waste services | Construction | Wholesale<br>trade | Retail<br>trade | Accommodation<br>and food<br>services | Transport,<br>postal and<br>warehousing |
|---------------------|--------|---------------|--|--------------|--------------------|-----------------|---------------------------------------|---|
|                     | %      | %             | %  | %            | %                  | %               | %                                     | %                                       |
| ORIGINAL            |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | -11.9  | -2.5          | -21.7  | 4.3          | -1.9               | 59.5            | 10.9                                  | 11.8                                    |
| March               | -21.9  | -20.2         | 2.5  | -35.8        | -18.6              | -40.5           | -12.6                                 | -15.0                                   |
| June                | 10.6   | 1.2           | 5.5  | 37.7         | 5.5                | 11.4            | -17.4                                 | 9.9                                     |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | -8.0   | 14.1          | 12.3   | 2.5          | -0.2               | -9.9            | 25.0                                  | 5.6                                     |
| December            | -9.3   | -0.2          | -12.8  | 6.0          | 4.8                | 73.2            | 7.8                                   | 10.6                                    |
| March               | 4.6    | -18.7         | -6.0   | -20.2        | -12.1              | -43.6           | -19.8                                 | -15.7                                   |
| June                | 11.2   | 8.7           | 12.3   | 35.4         | 4.2                | 18.6            | -17.6                                 | 0.2                                     |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 17.9   | 34.1          | 27.2   | -6.9         | -0.8               | -5.8            | 34.2                                  | 3.0                                     |
| December            | -0.1   | -14.4         | -19.7  | 21.5         | 23.0               | 59.1            | -2.4                                  | 3.1                                     |
| SEASONALLY ADJUSTED |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | -7.7   | -3.3          | -4.3   | -6.4         | -7.5               | -0.3            | 4.0                                   | 1.3                                     |
| March               | -14.1  | -6.0          | 4.0  | -8.8         | 0.0                | 2.8             | 3.8                                   | 3.4                                     |
| June                | 1.6    | -7.1          | -4.3   | 5.8          | 1.0                | -4.1            | -6.8                                  | 1.6                                     |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | -13.9  | 5.7           | -1.0   | 3.4          | -9.6               | -3.4            | -0.6                                  | 2.9                                     |
| December            | -3.3   | 0.0           | 7.5  | -3.0         | -1.5               | 9.0             | 1.3                                   | 2.1                                     |
| March               | 13.9   | -4.9          | -4.5   | 12.7         | 8.7                | -3.0            | -5.2                                  | 0.6                                     |
| June                | 2.7    | 0.7           | 2.2  | 3.9          | -2.4               | 2.4             | -6.4                                  | -6.4                                    |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 9.7    | 23.4          | 11.2   | -6.4         | -8.2               | 1.0             | 6.7                                   | -0.2                                    |
| December            | 6.2    | -14.6         | -0.9   | 11.2         | 14.2               | -0.3            | -8.9                                  | -4.7                                    |
| TREND               |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | -5.2   | -6.2          | 3.1  | 0.9          | 0.1                | 1.4             | 3.7                                   | -0.2                                    |
| March               | -8.5   | -5.4          | -1.8   | -2.4         | -1.6               | -1.0            | 0.5                                   | 1.3                                     |
| June                | -9.5   | -2.7          | -1.0   | -2.1         | -4.1               | -1.3            | -1.5                                  | 3.1                                     |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | -6.3   | -0.4          | 0.6  | 2.5          | -3.1               | -0.2            | -1.9                                  | 2.8                                     |
| December            | -1.4   | -1.2          | 0.3  | 5.0          | -0.8               | 1.3             | -2.5                                  | 1.4                                     |
| March               | 4.5    | 1.3           | 1.8  | 4.1          | 0.4                | 2.1             | -2.4                                  | -0.7                                    |
| June                | 8.9    | 3.8           | 3.1  | 3.4          | 0.5                | 0.9             | -2.8                                  | -2.9                                    |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 7.4    | 4.2           | 4.2  | 2.2          | 0.0                | 0.5             | -2.2                                  | -3.3                                    |
| December            | 5.6    | 2.4           | 4.5  | 1.0          | 0.9                | 0.7             | -1.4                                  | -3.0                                    |



|                     | Information<br>media and tele-<br>communications | Financial and<br>insurance<br>services(a) | Rental, hiring<br>and real<br>estate services | Professional,<br>scientific and<br>technical services | Administrative<br>and support<br>services | Arts and<br>recreation<br>services | Other<br>services | Total |
|---------------------|--|---|---|---|---|------------------------------------|-------------------|-------|
|                     | %  | %   | %   | %   | %   | %                                  | %                 | %     |
| ORIGINAL            |  |   |   |   |   |                                    |                   |       |
| <b>2011-12</b>      |  |   |   |   |   |                                    |                   |       |
| December            | 3.4  | -77.1                                     | 5.7   | -0.7  | 3.2                                       | 5.9                                | -39.2             | -2.8  |
| March               | -3.0   | 252.2                                     | -14.8   | -26.5   | 14.0                                      | -28.9                              | -8.1              | -19.5 |
| June                | 3.4  | 41.7                                      | 9.0   | 44.9  | -22.7                                     | -8.2                               | -17.3             | 10.1  |
| <b>2012-13</b>      |  |   |   |   |   |                                    |                   |       |
| September           | -5.5   | 5.6                                       | 3.6   | 17.3  | 24.1                                      | 19.1                               | 95.7              | 1.7   |
| December            | 9.4  | -10.5                                     | 2.3   | 6.4   | -42.7                                     | 9.6                                | -33.7             | 2.4   |
| March               | -6.7   | -36.8                                     | -7.3  | -22.7   | -0.9                                      | -27.0                              | 22.3              | -12.3 |
| June                | 11.8   | -5.5                                      | -1.3  | 24.0  | 0.4                                       | -4.8                               | -18.9             | 9.8   |
| <b>2013-14</b>      |  |   |   |   |   |                                    |                   |       |
| September           | -8.9   | -17.4                                     | 4.0   | -7.3  | 82.6                                      | 59.9                               | 79.7              | 10.5  |
| December            | 14.1   | 20.6                                      | 8.6   | -5.2  | -37.2                                     | -8.1                               | -33.6             | 3.9   |
| SEASONALLY ADJUSTED |  |   |   |   |   |                                    |                   |       |
| <b>2011-12</b>      |  |   |   |   |   |                                    |                   |       |
| December            | -7.0   | -63.1                                     | -0.6  | 2.7   | 47.6                                      | -0.5                               | -20.1             | -5.6  |
| March               | 8.1  | 132.9                                     | 1.4   | -7.4  | 49.3                                      | -13.7                              | -8.3              | -4.3  |
| June                | -4.5   | 9.5                                       | 4.9   | 15.8  | -7.3                                      | -5.0                               | 13.1              | 0.6   |
| <b>2012-13</b>      |  |   |   |   |   |                                    |                   |       |
| September           | 2.0  | 27.8                                      | -4.4  | 14.1  | -39.4                                     | -1.5                               | 4.4               | -3.8  |
| December            | -0.8   | -0.8                                      | -2.6  | 9.9   | -29.1                                     | 3.7                                | -7.6              | -0.1  |
| March               | 3.0  | -38.2                                     | 9.8   | -6.9  | 45.5                                      | -8.8                               | 19.3              | 4.1   |
| June                | 3.5  | -37.4                                     | -5.4  | 2.0   | 26.0                                      | 0.0                                | 4.9               | 0.3   |
| <b>2013-14</b>      |  |   |   |   |   |                                    |                   |       |
| September           | -1.7   | 15.5                                      | -3.6  | -9.7  | -17.9                                     | 29.9                               | 6.4               | 4.3   |
| December            | 3.6  | 40.0                                      | 3.1   | -2.7  | -20.9                                     | -13.7                              | -10.9             | 1.7   |
| TREND               |  |   |   |   |   |                                    |                   |       |
| <b>2011-12</b>      |  |   |   |   |   |                                    |                   |       |
| December            | -1.6   | -8.9                                      | 3.1   | 2.5   | 48.9                                      | -4.5                               | -13.0             | -2.0  |
| March               | -0.3   | 10.0                                      | 1.4   | 2.4   | 27.2                                      | -6.9                               | -5.2              | -3.5  |
| June                | 0.5  | 30.5                                      | 0.0   | 9.1   | -5.7                                      | -6.7                               | 1.1               | -3.0  |
| <b>2012-13</b>      |  |   |   |   |   |                                    |                   |       |
| September           | 0.1  | 18.8                                      | -0.2  | 11.9  | -25.1                                     | -2.5                               | 4.8               | -1.1  |
| December            | 0.7  | -9.0                                      | 0.5   | 7.3   | -20.4                                     | -2.6                               | 4.5               | 0.1   |
| March               | 2.1  | -25.4                                     | 0.5   | 0.0   | 10.7                                      | 0.2                                | 7.5               | 1.6   |
| June                | 1.8  | -26.5                                     | -0.3  | -4.4  | 13.5                                      | 4.6                                | 6.9               | 2.8   |
| <b>2013-14</b>      |  |   |   |   |   |                                    |                   |       |
| September           | 1.5  | -5.1                                      | -1.6  | -5.0  | -3.3                                      | 5.9                                | 2.3               | 2.5   |
| December            | 0.9  | 14.8                                      | -1.4  | -4.3  | -13.1                                     | 4.6                                | -1.7              | 2.2   |

(a) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

|   | Mining | Manufacturing | Electricity,<br>gas, water and<br>waste services | Construction | Wholesale<br>trade | Retail<br>trade | Accommodation<br>and food<br>services | Transport,<br>postal and<br>warehousing |
|---|--------|---------------|--|--------------|--------------------|-----------------|---------------------------------------|---|
|   | \$m    | \$m           | \$m  | \$m          | \$m                | \$m             | \$m                                   | \$m                                     |
| ORIGINAL  |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>  |        |               |  |              |                    |                 |                                       |   |
| December  | *124   | ^ 808         | **69   | ^ 1 641      | ^ 820              | 1 584           | 1 014                                 | ^ 480                                   |
| March   | **6    | ^ 433         | *72  | ^ 1 127      | ^ 640              | 1 036           | 866                                   | ^ 322                                   |
| June  | **86   | ^ 606         | **35   | ^ 1 466      | ^ 503              | 1 112           | 661                                   | ^ 453                                   |
| <b>2012-13</b>  |        |               |  |              |                    |                 |                                       |   |
| September   | **6    | ^ 574         | **40   | ^ 1 662      | ^ 689              | 1 138           | 748                                   | ^ 491                                   |
| December  | *30    | ^ 589         | **2  | ^ 1 749      | ^ 483              | 1 706           | ^ 989                                 | ^ 525                                   |
| March   | *72    | ^ 499         | **26   | ^ 1 484      | ^ 441              | 1 040           | ^ 665                                 | ^ 444                                   |
| June  | **37   | ^ 507         | **51   | ^ 1 731      | ^ 392              | 1 124           | 601                                   | ^ 435                                   |
| <b>2013-14</b>  |        |               |  |              |                    |                 |                                       |   |
| September   | **8    | ^ 692         | **29   | ^ 1 150      | ^ 457              | 1 205           | ^ 752                                 | ^ 524                                   |
| December  | **23   | ^ 645         | ^ 66   | ^ 1 580      | ^ 474              | 1 497           | ^ 664                                 | ^ 593                                   |
| SEASONALLY ADJUSTED   |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>  |        |               |  |              |                    |                 |                                       |   |
| December  | 124    | 738           | 84   | 1 475        | 712                | 1 244           | 845                                   | 427                                     |
| March   | 6      | 542           | 73   | 1 390        | 691                | 1 216           | 894                                   | 390                                     |
| June  | -86    | 603           | 35   | 1 455        | 627                | 1 251           | 793                                   | 453                                     |
| <b>2012-13</b>  |        |               |  |              |                    |                 |                                       |   |
| September   | -6     | 523           | 34   | 1 575        | 607                | 1 165           | 750                                   | 467                                     |
| December  | 30     | 533           | 3  | 1 584        | 427                | 1 326           | 823                                   | 468                                     |
| March   | 72     | 628           | 27   | 1 756        | 474                | 1 221           | 688                                   | 540                                     |
| June  | 37     | 508           | 51   | 1 702        | 489                | 1 270           | 723                                   | 431                                     |
| <b>2013-14</b>  |        |               |  |              |                    |                 |                                       |   |
| September   | 8      | 628           | 24   | 1 070        | 398                | 1 240           | 752                                   | 499                                     |
| December  | 23     | 581           | 80   | 1 421        | 426                | 1 153           | 553                                   | 531                                     |
| TREND   |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>  |        |               |  |              |                    |                 |                                       |   |
| December  | 95     | 646           | 79   | 1 537        | 775                | 1 184           | 854                                   | 462                                     |
| March   | 3      | 611           | 65   | 1 440        | 676                | 1 231           | 850                                   | 413                                     |
| June  | -40    | 565           | 45   | 1 441        | 630                | 1 231           | 820                                   | 427                                     |
| <b>2012-13</b>  |        |               |  |              |                    |                 |                                       |   |
| September   | -24    | 545           | 23   | 1 541        | 558                | 1 233           | 785                                   | 467                                     |
| December  | 28     | 554           | 18   | 1 673        | 495                | 1 252           | 754                                   | 489                                     |
| March   | 53     | 563           | 23   | 1 676        | 462                | 1 266           | 747                                   | 486                                     |
| June  | 40     | 577           | 35   | 1 539        | 449                | 1 253           | 722                                   | 484                                     |
| <b>2013-14</b>  |        |               |  |              |                    |                 |                                       |   |
| September   | 24     | 584           | 49   | 1 373        | 436                | 1 219           | 679                                   | 492                                     |
| December  | 10     | 589           | 60   | 1 266        | 418                | 1 190           | 632                                   | 509                                     |
| ^ estimate has a relative standard error of 10% to less than 25% and should be used with caution<br>* estimate has a relative standard error of 25% to 50% and should be used with caution<br>** estimate has a relative standard error greater than 50% and is considered too unreliable for general use |        |               |  |              |                    |                 |                                       |   |

|   | Information<br>media and<br>telecom. | Financial and<br>insurance<br>services(a) | Rental, hiring<br>and real<br>estate services | Professional,<br>scientific and<br>technical services | Administrative<br>and support<br>services | Arts and<br>recreation<br>services | Other<br>services | Total  |
|---|--------------------------------------|---|---|---|---|------------------------------------|-------------------|--------|
|   | \$m                                  | \$m                                       | \$m   | \$m   | \$m                                       | \$m                                | \$m               | \$m    |
| ORIGINAL  |                                      |   |   |   |   |                                    |                   |        |
| <b>2011-12</b>  |                                      |   |   |   |   |                                    |                   |        |
| December  | *42                                  | ^ 200                                     | 3 106   | ^ 999   | *194                                      | ^ 107                              | ^ 408             | 11 594 |
| March   | ^ 43                                 | **73                                      | 2 924   | ^ 443   | *192                                      | **1                                | ^ 314             | 8 492  |
| June  | *73                                  | ^ 328                                     | 3 124   | ^ 1 029   | **6                                       | **_9                               | ^ 339             | 9 639  |
| <b>2012-13</b>  |                                      |   |   |   |   |                                    |                   |        |
| September   | ^ 37                                 | ^ 421                                     | 3 330   | ^ 1 220   | *107                                      | **_22                              | ^ 449             | 10 877 |
| December  | **32                                 | ^ 410                                     | 3 228   | ^ 1 231   | **63                                      | ^ 80                               | ^ 353             | 11 470 |
| March   | *56                                  | *165                                      | 3 400   | ^ 834   | *94                                       | **5                                | ^ 574             | 9 799  |
| June  | *52                                  | *180                                      | 3 014   | ^ 1 099   | *20                                       | **_16                              | ^ 340             | 9 566  |
| <b>2013-14</b>  |                                      |   |   |   |   |                                    |                   |        |
| September   | *28                                  | **9                                       | 3 486   | ^ 970   | *122                                      | ^ 103                              | ^ 509             | 10 043 |
| December  | *53                                  | **48                                      | 3 436   | ^ 945   | ^ 135                                     | ^ 108                              | ^ 256             | 10 522 |
| SEASONALLY ADJUSTED   |                                      |   |   |   |   |                                    |                   |        |
| <b>2011-12</b>  |                                      |   |   |   |   |                                    |                   |        |
| December  | 42                                   | 128                                       | 3 021   | 908   | 166                                       | 68                                 | 438               | 10 419 |
| March   | 43                                   | 154                                       | 2 984   | 566   | 170                                       | -1                                 | 297               | 9 413  |
| June  | 73                                   | 318                                       | 3 271   | 1 087   | 62  | 12                                 | 459               | 10 413 |
| <b>2012-13</b>  |                                      |   |   |   |   |                                    |                   |        |
| September   | 37                                   | 423                                       | 3 202   | 1 132   | 104                                       | 0                                  | 348               | 10 359 |
| December  | 32                                   | 337                                       | 3 154   | 1 133   | 31  | 37                                 | 391               | 10 309 |
| March   | 56                                   | 247                                       | 3 454   | 972   | 72  | 6                                  | 539               | 10 750 |
| June  | 52                                   | 170                                       | 3 158   | 1 143   | 77  | 6                                  | 460               | 10 277 |
| <b>2013-14</b>  |                                      |   |   |   |   |                                    |                   |        |
| September   | 28                                   | 10  | 3 360   | 886   | 118                                       | 124                                | 391               | 9 539  |
| December  | 53                                   | -25                                       | 3 363   | 845   | 103                                       | 62                                 | 288               | 9 458  |
| TREND   |                                      |   |   |   |   |                                    |                   |        |
| <b>2011-12</b>  |                                      |   |   |   |   |                                    |                   |        |
| December  | 41                                   | 110                                       | 3 001   | 791   | 149                                       | 56                                 | 444               | 10 222 |
| March   | 52                                   | 204                                       | 3 086   | 826   | 138                                       | 20                                 | 385               | 10 000 |
| June  | 53                                   | 308                                       | 3 149   | 957   | 108                                       | 5                                  | 362               | 10 060 |
| <b>2012-13</b>  |                                      |   |   |   |   |                                    |                   |        |
| September   | 46                                   | 373                                       | 3 224   | 1 089   | 70  | 10                                 | 390               | 10 329 |
| December  | 44                                   | 355                                       | 3 261   | 1 131   | 56  | 10                                 | 435               | 10 555 |
| March   | 44                                   | 259                                       | 3 275   | 1 075   | 65  | 18                                 | 472               | 10 483 |
| June  | 46                                   | 146                                       | 3 301   | 1 018   | 83  | 41                                 | 461               | 10 196 |
| <b>2013-14</b>  |                                      |   |   |   |   |                                    |                   |        |
| September   | 44                                   | 46  | 3 318   | 944   | 103                                       | 69                                 | 392               | 9 773  |
| December  | 43                                   | -36                                       | 3 333   | 866   | 111                                       | 89                                 | 313               | 9 393  |
| ^ estimate has a relative standard error of 10% to less than 25% and should be used with caution<br>* estimate has a relative standard error of 25% to 50% and should be used with caution<br>** estimate has a relative standard error greater than 50% and is considered too unreliable for general use<br>(a) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry |                                      |   |   |   |   |                                    |                   |        |

|                     | Mining   | Manufacturing | Electricity,<br>gas, water and<br>waste services | Construction | Wholesale<br>trade | Retail<br>trade | Accommodation<br>and food<br>services | Transport,<br>postal and<br>warehousing |
|---------------------|----------|---------------|--|--------------|--------------------|-----------------|---------------------------------------|---|
|                     | %        | %             | %  | %            | %                  | %               | %                                     | %                                       |
| ORIGINAL            |          |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |          |               |  |              |                    |                 |                                       |   |
| December            | -19.7    | 25.8          | -24.8  | -14.0        | -10.7              | 47.2            | 25.0                                  | -17.8                                   |
| March               | -95.1    | -46.4         | 4.0  | -31.3        | -21.9              | -34.6           | -14.6                                 | -32.8                                   |
| June                | -1 524.8 | 40.1          | -51.4  | 30.2         | -21.5              | 7.3             | -23.6                                 | 40.5                                    |
| <b>2012-13</b>      |          |               |  |              |                    |                 |                                       |   |
| September           | 93.0     | -5.4          | 13.8   | 13.3         | 37.1               | 2.3             | 13.1                                  | 8.4                                     |
| December            | 594.4    | 2.7           | -94.1  | 5.2          | -29.9              | 50.0            | 32.2                                  | 6.9                                     |
| March               | 139.2    | -15.4         | 1 024.5  | -15.1        | -8.7               | -39.1           | -32.8                                 | -15.4                                   |
| June                | -48.9    | 1.7           | 94.9   | 16.6         | -11.1              | 8.1             | -9.5                                  | -2.0                                    |
| <b>2013-14</b>      |          |               |  |              |                    |                 |                                       |   |
| September           | -77.3    | 36.4          | -44.2  | -33.5        | 16.5               | 7.2             | 25.1                                  | 20.3                                    |
| December            | 172.5    | -6.8          | 132.5  | 37.4         | 3.8                | 24.3            | -11.7                                 | 13.2                                    |
| SEASONALLY ADJUSTED |          |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |          |               |  |              |                    |                 |                                       |   |
| December            | -19.7    | 26.0          | 12.2   | -18.6        | -13.4              | 13.9            | 3.7                                   | -22.8                                   |
| March               | -95.1    | -26.5         | -12.6  | -5.8         | -2.9               | -2.3            | 5.7                                   | -8.8                                    |
| June                | -1 524.8 | 11.3          | -52.4  | 4.7          | -9.3               | 2.9             | -11.3                                 | 16.2                                    |
| <b>2012-13</b>      |          |               |  |              |                    |                 |                                       |   |
| September           | 93.0     | -13.3         | -3.9   | 8.3          | -3.2               | -6.9            | -5.4                                  | 3.2                                     |
| December            | 594.4    | 2.1           | -91.7  | 0.6          | -29.6              | 13.9            | 9.7                                   | 0.1                                     |
| March               | 139.2    | 17.7          | 854.6  | 10.8         | 10.9               | -7.9            | -16.4                                 | 15.5                                    |
| June                | -48.9    | -19.1         | 90.9   | -3.1         | 3.2                | 4.0             | 5.1                                   | -20.2                                   |
| <b>2013-14</b>      |          |               |  |              |                    |                 |                                       |   |
| September           | -77.3    | 23.7          | -52.1  | -37.1        | -18.6              | -2.3            | 4.1                                   | 15.8                                    |
| December            | 172.5    | -7.5          | 226.8  | 32.7         | 7.0                | -7.0            | -26.5                                 | 6.4                                     |
| TREND               |          |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |          |               |  |              |                    |                 |                                       |   |
| December            | -50.2    | 0.7           | -13.7  | -8.2         | -7.2               | 5.9             | 6.0                                   | -15.3                                   |
| March               | -96.5    | -5.3          | -17.4  | -6.3         | -12.7              | 3.9             | -0.5                                  | -10.6                                   |
| June                | -1 312.5 | -7.6          | -30.8  | 0.1          | -6.8               | 0.0             | -3.6                                  | 3.4                                     |
| <b>2012-13</b>      |          |               |  |              |                    |                 |                                       |   |
| September           | 40.1     | -3.5          | -49.1  | 6.9          | -11.5              | 0.2             | -4.2                                  | 9.5                                     |
| December            | 216.9    | 1.7           | -20.7  | 8.6          | -11.2              | 1.5             | -3.9                                  | 4.6                                     |
| March               | 90.1     | 1.5           | 29.3   | 0.2          | -6.7               | 1.2             | -1.0                                  | -0.5                                    |
| June                | -24.1    | 2.6           | 50.3   | -8.2         | -2.8               | -1.0            | -3.3                                  | -0.4                                    |
| <b>2013-14</b>      |          |               |  |              |                    |                 |                                       |   |
| September           | -41.1    | 1.2           | 39.6   | -10.8        | -2.9               | -2.7            | -5.9                                  | 1.7                                     |
| December            | -56.6    | 0.8           | 20.9   | -7.8         | -4.2               | -2.3            | -6.9                                  | 3.3                                     |

|                     | Information<br>media and tele-<br>communications | Financial and<br>insurance<br>services(a) | Rental, hiring<br>and real<br>estate services | Professional,<br>scientific and<br>technical services | Administrative<br>and support<br>services | Arts and<br>recreation<br>services | Other<br>services | Total |
|---------------------|--|---|---|---|---|------------------------------------|-------------------|-------|
|                     | %  | %   | %   | %   | %   | %                                  | %                 | %     |
| ORIGINAL            |  |   |   |   |   |                                    |                   |       |
| <b>2011-12</b>      |  |   |   |   |   |                                    |                   |       |
| December            | 42.3   | 139.4                                     | -0.9  | -1.0  | 96.1                                      | 47.7                               | -44.3             | 2.2   |
| March               | 2.1  | -63.4                                     | -5.9  | -55.7   | -0.8                                      | -99.1                              | -23.1             | -26.8 |
| June                | 70.7   | 348.8                                     | 6.8   | 132.3   | -97.0                                     | -1 008.6                           | 7.9               | 13.5  |
| <b>2012-13</b>      |  |   |   |   |   |                                    |                   |       |
| September           | -49.7  | 28.3                                      | 6.6   | 18.6  | 1 733.7                                   | -145.2                             | 32.7              | 12.8  |
| December            | -14.1  | -2.7                                      | -3.1  | 0.9   | -41.0                                     | 463.1                              | -21.4             | 5.5   |
| March               | 77.3   | -59.6                                     | 5.3   | -32.2   | 49.1                                      | -93.5                              | 62.4              | -14.6 |
| June                | -7.7   | 8.7                                       | -11.3   | 31.7  | -79.2                                     | -413.2                             | -40.7             | -2.4  |
| <b>2013-14</b>      |  |   |   |   |   |                                    |                   |       |
| September           | -45.7  | -95.1                                     | 15.7  | -11.7   | 520.2                                     | 729.4                              | 49.7              | 5.0   |
| December            | 89.9   | 439.5                                     | -1.4  | -2.6  | 10.9                                      | 4.5                                | -49.8             | 4.8   |
| SEASONALLY ADJUSTED |  |   |   |   |   |                                    |                   |       |
| <b>2011-12</b>      |  |   |   |   |   |                                    |                   |       |
| December            | 42.3   | 50.8                                      | 0.1   | 0.0   | 70.9                                      | -26.0                              | -23.7             | -2.7  |
| March               | 2.1  | 20.0                                      | -1.2  | -37.6   | 2.4                                       | -101.6                             | -32.3             | -9.7  |
| June                | 70.7   | 106.8                                     | 9.6   | 91.9  | -63.4                                     | 1 211.2                            | 54.7              | 10.6  |
| <b>2012-13</b>      |  |   |   |   |   |                                    |                   |       |
| September           | -49.7  | 32.9                                      | -2.1  | 4.1   | 67.3                                      | -102.6                             | -24.3             | -0.5  |
| December            | -14.1  | -20.1                                     | -1.5  | 0.1   | -69.8                                     | 11 624.8                           | 12.5              | -0.5  |
| March               | 77.3   | -26.9                                     | 9.5   | -14.2   | 129.1                                     | -84.8                              | 37.9              | 4.3   |
| June                | -7.7   | -31.1                                     | -8.6  | 17.6  | 7.8                                       | 8.1                                | -14.7             | -4.4  |
| <b>2013-14</b>      |  |   |   |   |   |                                    |                   |       |
| September           | -45.7  | -94.2                                     | 6.4   | -22.5   | 52.9                                      | 1 959.8                            | -15.0             | -7.2  |
| December            | 89.9   | -352.2                                    | 0.1   | -4.6  | -13.2                                     | -49.8                              | -26.4             | -0.9  |
| TREND               |  |   |   |   |   |                                    |                   |       |
| <b>2011-12</b>      |  |   |   |   |   |                                    |                   |       |
| December            | 41.5   | 58.7                                      | 0.4   | -8.8  | 15.2                                      | -39.3                              | -14.5             | -3.5  |
| March               | 26.7   | 85.0                                      | 2.8   | 4.5   | -7.5                                      | -64.4                              | -13.2             | -2.2  |
| June                | 1.0  | 51.4                                      | 2.1   | 15.8  | -21.8                                     | -75.3                              | -6.0              | 0.6   |
| <b>2012-13</b>      |  |   |   |   |   |                                    |                   |       |
| September           | -12.5  | 20.9                                      | 2.4   | 13.8  | -34.8                                     | 102.8                              | 7.6               | 2.7   |
| December            | -6.0   | -4.8                                      | 1.2   | 3.9   | -20.5                                     | 4.5                                | 11.8              | 2.2   |
| March               | 1.2  | -27.0                                     | 0.4   | -5.0  | 16.5                                      | 69.0                               | 8.4               | -0.7  |
| June                | 4.7  | -43.7                                     | 0.8   | -5.2  | 28.2                                      | 132.5                              | -2.3              | -2.7  |
| <b>2013-14</b>      |  |   |   |   |   |                                    |                   |       |
| September           | -4.8   | -68.2                                     | 0.5   | -7.3  | 24.0                                      | 66.6                               | -15.0             | -4.2  |
| December            | -2.4   | -177.8                                    | 0.5   | -8.2  | 7.7                                       | 29.1                               | -20.1             | -3.9  |

(a) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

## BUSINESS GROSS OPERATING PROFITS(a), Current prices

|                     | Mining | Manufacturing | Electricity,<br>gas, water and<br>waste services | Construction | Wholesale<br>trade | Retail<br>trade | Accommodation<br>and food<br>services | Transport,<br>postal and<br>warehousing |
|---------------------|--------|---------------|--|--------------|--------------------|-----------------|---------------------------------------|---|
|                     | \$m    | \$m           | \$m  | \$m          | \$m                | \$m             | \$m                                   | \$m                                     |
| ORIGINAL            |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | 24 009 | 8 106         | 2 468  | 6 352        | 6 475              | 7 080           | 2 645                                 | 5 817                                   |
| March               | 18 662 | 6 258         | 2 532  | ^ 4 153      | 5 242              | 4 306           | 2 291                                 | 4 860                                   |
| June                | 20 541 | 6 504         | 2 629  | 5 633        | 5 357              | 4 755           | 1 838                                 | 5 442                                   |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 18 976 | 7 304         | 2 954  | 5 932        | 5 534              | 4 419           | 2 219                                 | 5 758                                   |
| December            | 17 238 | 7 306         | 2 545  | 6 275        | 5 562              | 7 391           | ^ 2 575                               | 6 349                                   |
| March               | 18 073 | 5 958         | 2 415  | 5 096        | 4 904              | 4 247           | 1 937                                 | 5 353                                   |
| June                | 20 053 | 6 441         | 2 733  | 6 621        | 5 044              | 4 929           | 1 650                                 | 5 352                                   |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 23 607 | 8 646         | 3 441  | 5 702        | 5 072              | 4 787           | 2 159                                 | 5 588                                   |
| December            | 23 603 | 7 454         | 2 807  | 7 109        | 6 151              | 7 197           | 2 037                                 | 5 812                                   |
| SEASONALLY ADJUSTED |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | 23 696 | 7 615         | 2 663  | 5 622        | 5 805              | 5 192           | 2 283                                 | 5 254                                   |
| March               | 20 258 | 7 007         | 2 757  | 5 172        | 5 782              | 5 275           | 2 386                                 | 5 382                                   |
| June                | 20 497 | 6 612         | 2 603  | 5 455        | 5 772              | 5 145           | 2 184                                 | 5 525                                   |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 17 716 | 6 875         | 2 577  | 5 713        | 5 259              | 4 927           | 2 132                                 | 5 686                                   |
| December            | 17 168 | 6 886         | 2 738  | 5 599        | 5 009              | 5 428           | 2 223                                 | 5 796                                   |
| March               | 19 591 | 6 668         | 2 637  | 6 283        | 5 455              | 5 198           | 2 015                                 | 5 902                                   |
| June                | 20 092 | 6 590         | 2 720  | 6 403        | 5 351              | 5 342           | 1 965                                 | 5 451                                   |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 22 014 | 8 131         | 2 992  | 5 471        | 4 864              | 5 355           | 2 078                                 | 5 510                                   |
| December            | 23 402 | 6 989         | 3 021  | 6 314        | 5 525              | 5 254           | 1 761                                 | 5 305                                   |
| TREND               |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | 23 510 | 7 433         | 2 747  | 5 650        | 6 006              | 5 185           | 2 296                                 | 5 339                                   |
| March               | 21 418 | 7 034         | 2 686  | 5 455        | 5 822              | 5 193           | 2 298                                 | 5 354                                   |
| June                | 19 350 | 6 813         | 2 640  | 5 371        | 5 567              | 5 141           | 2 245                                 | 5 520                                   |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 18 140 | 6 770         | 2 633  | 5 571        | 5 341              | 5 135           | 2 183                                 | 5 705                                   |
| December            | 17 942 | 6 705         | 2 636  | 5 905        | 5 241              | 5 205           | 2 117                                 | 5 800                                   |
| March               | 18 781 | 6 792         | 2 688  | 6 083        | 5 225              | 5 301           | 2 077                                 | 5 760                                   |
| June                | 20 437 | 7 041         | 2 782  | 6 098        | 5 236              | 5 325           | 2 015                                 | 5 607                                   |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 21 921 | 7 321         | 2 910  | 6 031        | 5 226              | 5 309           | 1 944                                 | 5 446                                   |
| December            | 23 135 | 7 489         | 3 049  | 5 972        | 5 250              | 5 310           | 1 878                                 | 5 313                                   |

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

(a) This is the sum of company and unincorporated gross operating profits.

|                     | Information<br>media and tele-<br>communications | Financial and<br>insurance<br>services(b) | Rental, hiring<br>and real<br>estate services | Professional,<br>scientific and<br>technical services | Administrative<br>and support<br>services | Arts and<br>recreation<br>services | Other<br>services | Total  |
|---------------------|--|---|---|---|---|------------------------------------|-------------------|--------|
|                     | \$m  | \$m                                       | \$m   | \$m   | \$m                                       | \$m                                | \$m               | \$m    |
| ORIGINAL            |  |   |   |   |   |                                    |                   |        |
| <b>2011-12</b>      |  |   |   |   |   |                                    |                   |        |
| December            | 4 629  | *475                                      | 7 595   | 4 224   | *710                                      | 1 288                              | 1 008             | 82 881 |
| March               | 4 492  | *1 043                                    | 6 749   | 2 814   | ^ 781                                     | 841                                | ^ 866             | 65 891 |
| June                | 4 673  | ^ 1 702                                   | 7 294   | 4 466   | ^ 461                                     | 762                                | ^ 795             | 72 853 |
| <b>2012-13</b>      |  |   |   |   |   |                                    |                   |        |
| September           | 4 383  | ^ 1 871                                   | 7 648   | 5 251   | ^ 671                                     | 897                                | 1 343             | 75 162 |
| December            | 4 784  | ^ 1 708                                   | 7 645   | 5 520   | ^ 386                                     | 1 087                              | ^ 945             | 77 317 |
| March               | 4 491  | ^ 986                                     | 7 494   | 4 150   | *414                                      | 741                                | 1 297             | 67 556 |
| June                | 5 008  | ^ 955                                     | 7 056   | 5 210   | **341                                     | 684                                | 928               | 73 002 |
| <b>2013-14</b>      |  |   |   |   |   |                                    |                   |        |
| September           | 4 542  | ^ 649                                     | 7 688   | 4 782   | ^ 709                                     | 1 223                              | 1 564             | 80 160 |
| December            | 5 203  | ^ 820                                     | 7 999   | 4 557   | ^ 504                                     | 1 137                              | ^ 956             | 83 345 |
| SEASONALLY ADJUSTED |  |   |   |   |   |                                    |                   |        |
| <b>2011-12</b>      |  |   |   |   |   |                                    |                   |        |
| December            | 4 353  | 575                                       | 7 124   | 3 997   | 616                                       | 1 131                              | 1 056             | 76 982 |
| March               | 4 704  | 1 194                                     | 7 143   | 3 428   | 842                                       | 916                                | 864               | 73 109 |
| June                | 4 526  | 1 457                                     | 7 633   | 4 399   | 686                                       | 883                                | 1 101             | 74 478 |
| <b>2012-13</b>      |  |   |   |   |   |                                    |                   |        |
| September           | 4 580  | 1 878                                     | 7 371   | 4 913   | 481                                       | 858                                | 1 017             | 71 985 |
| December            | 4 537  | 1 781                                     | 7 216   | 5 287   | 299                                       | 926                                | 1 010             | 71 903 |
| March               | 4 698  | 1 139                                     | 7 913   | 4 839   | 462                                       | 817                                | 1 277             | 74 893 |
| June                | 4 856  | 729                                       | 7 376   | 5 089   | 569                                       | 817                                | 1 234             | 74 584 |
| <b>2013-14</b>      |  |   |   |   |   |                                    |                   |        |
| September           | 4 749  | 655                                       | 7 425   | 4 451   | 522                                       | 1 177                              | 1 215             | 76 610 |
| December            | 4 943  | 878                                       | 7 555   | 4 313   | 422                                       | 970                                | 1 022             | 77 673 |
| TREND               |  |   |   |   |   |                                    |                   |        |
| <b>2011-12</b>      |  |   |   |   |   |                                    |                   |        |
| December            | 4 549  | 939                                       | 7 165   | 3 780   | 621                                       | 1 075                              | 1 081             | 77 374 |
| March               | 4 545  | 1 116                                     | 7 306   | 3 886   | 739                                       | 968                                | 990               | 74 812 |
| June                | 4 566  | 1 499                                     | 7 370   | 4 296   | 675                                       | 890                                | 974               | 72 918 |
| <b>2012-13</b>      |  |   |   |   |   |                                    |                   |        |
| September           | 4 563  | 1 787                                     | 7 435   | 4 824   | 495                                       | 873                                | 1 031             | 72 484 |
| December            | 4 593  | 1 641                                     | 7 492   | 5 140   | 394                                       | 851                                | 1 105             | 72 767 |
| March               | 4 689  | 1 219                                     | 7 527   | 5 082   | 439                                       | 859                                | 1 192             | 73 715 |
| June                | 4 775  | 851                                       | 7 539   | 4 850   | 508                                       | 922                                | 1 231             | 75 201 |
| <b>2013-14</b>      |  |   |   |   |   |                                    |                   |        |
| September           | 4 843  | 716                                       | 7 489   | 4 584   | 514                                       | 1 002                              | 1 180             | 76 427 |
| December            | 4 883  | 732                                       | 7 446   | 4 352   | 468                                       | 1 065                              | 1 087             | 77 531 |

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

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

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

(a) This is the sum of company and unincorporated gross operating profits.

(b) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

|                     | Mining | Manufacturing | Electricity,<br>gas, water and<br>waste services | Construction | Wholesale<br>trade | Retail<br>trade | Accommodation<br>and food<br>services | Transport,<br>postal and<br>warehousing |
|---------------------|--------|---------------|--|--------------|--------------------|-----------------|---------------------------------------|---|
|                     | %      | %             | %  | %            | %                  | %               | %                                     | %                                       |
| ORIGINAL            |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | -11.9  | -0.2          | -21.8  | -1.2         | -3.1               | 56.6            | 15.9                                  | 8.6                                     |
| March               | -22.3  | -22.8         | 2.6  | -34.6        | -19.0              | -39.2           | -13.4                                 | -16.4                                   |
| June                | 10.1   | 3.9           | 3.9  | 35.6         | 2.2                | 10.4            | -19.8                                 | 12.0                                    |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | -7.6   | 12.3          | 12.4   | 5.3          | 3.3                | -7.1            | 20.7                                  | 5.8                                     |
| December            | -9.2   | 0.0           | -13.9  | 5.8          | 0.5                | 67.2            | 16.0                                  | 10.3                                    |
| March               | 4.8    | -18.5         | -5.1   | -18.8        | -11.8              | -42.5           | -24.8                                 | -15.7                                   |
| June                | 11.0   | 8.1           | 13.1   | 29.9         | 2.8                | 16.0            | -14.8                                 | 0.0                                     |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 17.7   | 34.2          | 25.9   | -13.9        | 0.6                | -2.9            | 30.9                                  | 4.4                                     |
| December            | 0.0    | -13.8         | -18.4  | 24.7         | 21.3               | 50.3            | -5.6                                  | 4.0                                     |
| SEASONALLY ADJUSTED |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | -7.8   | -1.0          | -3.9   | -10.0        | -8.2               | 2.8             | 3.9                                   | -1.2                                    |
| March               | -14.5  | -8.0          | 3.5  | -8.0         | -0.4               | 1.6             | 4.5                                   | 2.4                                     |
| June                | 1.2    | -5.6          | -5.6   | 5.5          | -0.2               | -2.4            | -8.5                                  | 2.7                                     |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | -13.6  | 4.0           | -1.0   | 4.7          | -8.9               | -4.2            | -2.3                                  | 2.9                                     |
| December            | -3.1   | 0.2           | 6.2  | -2.0         | -4.8               | 10.2            | 4.2                                   | 1.9                                     |
| March               | 14.1   | -3.2          | -3.7   | 12.2         | 8.9                | -4.2            | -9.4                                  | 1.8                                     |
| June                | 2.6    | -1.2          | 3.1  | 1.9          | -1.9               | 2.8             | -2.5                                  | -7.6                                    |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 9.6    | 23.4          | 10.0   | -14.6        | -9.1               | 0.2             | 5.7                                   | 1.1                                     |
| December            | 6.3    | -14.0         | 1.0  | 15.4         | 13.6               | -1.9            | -15.3                                 | -3.7                                    |
| TREND               |        |               |  |              |                    |                 |                                       |   |
| <b>2011-12</b>      |        |               |  |              |                    |                 |                                       |   |
| December            | -5.6   | -5.6          | 2.5  | -1.7         | -0.9               | 2.3             | 4.5                                   | -1.7                                    |
| March               | -8.9   | -5.4          | -2.2   | -3.4         | -3.1               | 0.2             | 0.1                                   | 0.3                                     |
| June                | -9.7   | -3.1          | -1.7   | -1.5         | -4.4               | -1.0            | -2.3                                  | 3.1                                     |
| <b>2012-13</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | -6.3   | -0.6          | -0.3   | 3.7          | -4.1               | -0.1            | -2.8                                  | 3.3                                     |
| December            | -1.1   | -1.0          | 0.1  | 6.0          | -1.9               | 1.4             | -3.0                                  | 1.7                                     |
| March               | 4.7    | 1.3           | 2.0  | 3.0          | -0.3               | 1.8             | -1.9                                  | -0.7                                    |
| June                | 8.8    | 3.7           | 3.5  | 0.2          | 0.2                | 0.5             | -3.0                                  | -2.6                                    |
| <b>2013-14</b>      |        |               |  |              |                    |                 |                                       |   |
| September           | 7.3    | 4.0           | 4.6  | -1.1         | -0.2               | -0.3            | -3.5                                  | -2.9                                    |
| December            | 5.5    | 2.3           | 4.8  | -1.0         | 0.5                | 0.0             | -3.4                                  | -2.4                                    |

(a) This is the sum of the company and unincorporated gross operating profits.



BUSINESS GROSS OPERATING PROFITS(a), Current prices - Percentage change from previous quarter *continued*

|                     | Information<br>media and tele-<br>communications | Financial and<br>insurance<br>services(b) | Rental, hiring<br>and real<br>estate services | Professional,<br>scientific and<br>technical services | Administrative<br>and support<br>services | Arts and<br>recreation<br>services | Other<br>services | Total |
|---------------------|--|---|---|---|---|------------------------------------|-------------------|-------|
|                     | %  | %   | %   | %   | %   | %                                  | %                 | %     |
| ORIGINAL            |  |   |   |   |   |                                    |                   |       |
| <b>2011-12</b>      |  |   |   |   |   |                                    |                   |       |
| December            | 3.7  | -63.0                                     | 2.9   | -0.7  | 18.6                                      | 8.5                                | -41.4             | -2.2  |
| March               | -3.0   | 119.6                                     | -11.1   | -33.4   | 10.0                                      | -34.7                              | -14.1             | -20.5 |
| June                | 4.0  | 63.2                                      | 8.1   | 58.7  | -41.0                                     | -9.4                               | -8.2              | 10.6  |
| <b>2012-13</b>      |  |   |   |   |   |                                    |                   |       |
| September           | -6.2   | 10.0                                      | 4.9   | 17.6  | 45.7                                      | 17.7                               | 68.9              | 3.2   |
| December            | 9.2  | -8.7                                      | 0.0   | 5.1   | -42.4                                     | 21.2                               | -29.6             | 2.9   |
| March               | -6.1   | -42.3                                     | -2.0  | -24.8   | 7.3                                       | -31.9                              | 37.3              | -12.6 |
| June                | 11.5   | -3.1                                      | -5.9  | 25.5  | -17.7                                     | -7.6                               | -28.5             | 8.1   |
| <b>2013-14</b>      |  |   |   |   |   |                                    |                   |       |
| September           | -9.3   | -32.1                                     | 9.0   | -8.2  | 107.8                                     | 78.8                               | 68.7              | 9.8   |
| December            | 14.5   | 26.3                                      | 4.1   | -4.7  | -28.9                                     | -7.0                               | -38.9             | 4.0   |
| SEASONALLY ADJUSTED |  |   |   |   |   |                                    |                   |       |
| <b>2011-12</b>      |  |   |   |   |   |                                    |                   |       |
| December            | -6.7   | -55.7                                     | -0.3  | 2.1   | 53.2                                      | -2.5                               | -21.6             | -5.2  |
| March               | 8.1  | 107.7                                     | 0.3   | -14.2   | 36.7                                      | -19.0                              | -18.2             | -5.0  |
| June                | -3.8   | 22.0                                      | 6.9   | 28.4  | -18.6                                     | -3.6                               | 27.4              | 1.9   |
| <b>2012-13</b>      |  |   |   |   |   |                                    |                   |       |
| September           | 1.2  | 28.9                                      | -3.4  | 11.7  | -29.8                                     | -2.9                               | -7.6              | -3.3  |
| December            | -0.9   | -5.2                                      | -2.1  | 7.6   | -37.8                                     | 8.0                                | -0.7              | -0.1  |
| March               | 3.5  | -36.1                                     | 9.7   | -8.5  | 54.3                                      | -11.8                              | 26.5              | 4.2   |
| June                | 3.4  | -36.0                                     | -6.8  | 5.2   | 23.2                                      | 0.0                                | -3.4              | -0.4  |
| <b>2013-14</b>      |  |   |   |   |   |                                    |                   |       |
| September           | -2.2   | -10.1                                     | 0.7   | -12.5   | -8.2                                      | 44.1                               | -1.5              | 2.7   |
| December            | 4.1  | 34.1                                      | 1.7   | -3.1  | -19.2                                     | -17.5                              | -15.9             | 1.4   |
| TREND               |  |   |   |   |   |                                    |                   |       |
| <b>2011-12</b>      |  |   |   |   |   |                                    |                   |       |
| December            | -1.3   | -4.1                                      | 1.9   | -0.1  | 39.2                                      | -7.3                               | -13.6             | -2.2  |
| March               | -0.1   | 18.7                                      | 2.0   | 2.8   | 18.9                                      | -9.9                               | -8.5              | -3.3  |
| June                | 0.5  | 34.3                                      | 0.9   | 10.5  | -8.7                                      | -8.1                               | -1.6              | -2.5  |
| <b>2012-13</b>      |  |   |   |   |   |                                    |                   |       |
| September           | -0.1   | 19.2                                      | 0.9   | 12.3  | -26.7                                     | -2.0                               | 5.9               | -0.6  |
| December            | 0.7  | -8.1                                      | 0.8   | 6.6   | -20.4                                     | -2.5                               | 7.2               | 0.4   |
| March               | 2.1  | -25.7                                     | 0.5   | -1.1  | 11.5                                      | 1.0                                | 7.9               | 1.3   |
| June                | 1.8  | -30.1                                     | 0.1   | -4.6  | 15.6                                      | 7.3                                | 3.2               | 2.0   |
| <b>2013-14</b>      |  |   |   |   |   |                                    |                   |       |
| September           | 1.4  | -15.9                                     | -0.7  | -5.5  | 1.2                                       | 8.6                                | -4.2              | 1.6   |
| December            | 0.8  | 2.3                                       | -0.6  | -5.1  | -8.9                                      | 6.3                                | -7.8              | 1.4   |

(a) This is the sum of the company and unincorporated gross operating profits.

(b) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

|  | <i>Mining</i> | <i>Manufacturing</i> | <i>Electricity,<br/>gas, water<br/>and waste<br/>services</i> | <i>Construction</i> | <i>Wholesale<br/>trade</i> | <i>Retail<br/>trade</i> | <i>Accom.<br/>and<br/>food<br/>services</i> | <i>Transport,<br/>postal and<br/>warehousing</i> | <i>Information<br/>media and<br/>telecom.</i> |
|--|---------------|----------------------|---|---------------------|----------------------------|-------------------------|---|--|---|
|  | \$m           | \$m                  | \$m   | \$m                 | \$m                        | \$m                     | \$m   | \$m  | \$m   |

## ORIGINAL

|                |       |        |       |        |       |        |       |       |       |
|----------------|-------|--------|-------|--------|-------|--------|-------|-------|-------|
| <b>2011-12</b> |       |        |       |        |       |        |       |       |       |
| December       | 5 942 | 14 168 | 1 010 | 13 028 | 8 114 | 9 271  | 4 906 | 6 227 | 2 987 |
| March          | 6 167 | 13 535 | 999   | 12 443 | 8 160 | 8 729  | 4 636 | 6 033 | 2 826 |
| June           | 6 332 | 13 847 | 1 031 | 13 201 | 8 623 | 8 821  | 4 654 | 6 623 | 3 128 |
| <b>2012-13</b> |       |        |       |        |       |        |       |       |       |
| September      | 6 472 | 13 951 | 1 079 | 13 342 | 8 490 | 8 982  | 4 881 | 6 409 | 2 836 |
| December       | 6 286 | 14 565 | 1 076 | 13 501 | 8 826 | 9 727  | 4 998 | 6 445 | 2 884 |
| March          | 6 438 | 13 730 | 1 035 | 12 392 | 8 493 | 9 228  | 4 745 | 6 178 | 2 715 |
| June           | 6 277 | 14 079 | 1 056 | 13 391 | 9 010 | 9 569  | 4 755 | 6 403 | 2 948 |
| <b>2013-14</b> |       |        |       |        |       |        |       |       |       |
| September      | 6 527 | 14 055 | 1 092 | 13 085 | 8 848 | 9 563  | 4 764 | 6 473 | 2 910 |
| December       | 6 338 | 14 266 | 1 094 | 13 502 | 8 806 | 10 132 | 5 204 | 6 537 | 3 023 |

## SEASONALLY ADJUSTED

|                |       |        |       |        |       |       |       |       |       |
|----------------|-------|--------|-------|--------|-------|-------|-------|-------|-------|
| <b>2011-12</b> |       |        |       |        |       |       |       |       |       |
| December       | 6 002 | 13 776 | 998   | 12 581 | 8 025 | 8 853 | 4 748 | 6 119 | 2 937 |
| March          | 6 092 | 14 073 | 1 022 | 13 076 | 8 276 | 8 978 | 4 688 | 6 217 | 2 893 |
| June           | 6 381 | 13 846 | 1 035 | 13 030 | 8 574 | 8 883 | 4 712 | 6 579 | 3 119 |
| <b>2012-13</b> |       |        |       |        |       |       |       |       |       |
| September      | 6 436 | 13 824 | 1 063 | 13 334 | 8 508 | 9 091 | 4 927 | 6 371 | 2 826 |
| December       | 6 353 | 14 167 | 1 065 | 13 051 | 8 743 | 9 293 | 4 831 | 6 344 | 2 834 |
| March          | 6 346 | 14 255 | 1 060 | 13 025 | 8 611 | 9 489 | 4 811 | 6 363 | 2 790 |
| June           | 6 343 | 14 076 | 1 061 | 13 206 | 8 953 | 9 634 | 4 813 | 6 359 | 2 928 |
| <b>2013-14</b> |       |        |       |        |       |       |       |       |       |
| September      | 6 485 | 13 938 | 1 074 | 13 079 | 8 866 | 9 684 | 4 807 | 6 434 | 2 904 |
| December       | 6 417 | 13 875 | 1 081 | 13 063 | 8 734 | 9 680 | 5 029 | 6 433 | 2 970 |

## TREND

|                |       |        |       |        |       |       |       |       |       |
|----------------|-------|--------|-------|--------|-------|-------|-------|-------|-------|
| <b>2011-12</b> |       |        |       |        |       |       |       |       |       |
| December       | 5 943 | 13 947 | 1 002 | 12 656 | 8 071 | 8 882 | 4 748 | 6 114 | 2 916 |
| March          | 6 175 | 13 914 | 1 021 | 12 974 | 8 298 | 8 896 | 4 724 | 6 307 | 2 925 |
| June           | 6 334 | 13 887 | 1 040 | 13 149 | 8 483 | 8 963 | 4 766 | 6 422 | 2 894 |
| <b>2012-13</b> |       |        |       |        |       |       |       |       |       |
| September      | 6 401 | 13 959 | 1 057 | 13 180 | 8 591 | 9 088 | 4 832 | 6 430 | 2 849 |
| December       | 6 384 | 14 087 | 1 063 | 13 131 | 8 658 | 9 283 | 4 855 | 6 374 | 2 822 |
| March          | 6 354 | 14 179 | 1 063 | 13 105 | 8 754 | 9 487 | 4 817 | 6 344 | 2 833 |
| June           | 6 380 | 14 103 | 1 065 | 13 102 | 8 830 | 9 606 | 4 812 | 6 380 | 2 881 |
| <b>2013-14</b> |       |        |       |        |       |       |       |       |       |
| September      | 6 422 | 13 970 | 1 072 | 13 110 | 8 844 | 9 675 | 4 871 | 6 411 | 2 926 |
| December       | 6 453 | 13 856 | 1 078 | 13 086 | 8 828 | 9 701 | 4 956 | 6 440 | 2 961 |

|                     | <i>Financial<br/>and<br/>insurance<br/>services</i> | <i>Rental,<br/>hiring and<br/>real estate<br/>services</i> | <i>Professional,<br/>scientific and<br/>technical<br/>services</i> | <i>Administrative<br/>and support<br/>services</i> | <i>Education<br/>and<br/>Training</i> | <i>Health<br/>Care and<br/>Social<br/>Assistance</i> | <i>Arts and<br/>recreation<br/>services</i> | <i>Other<br/>services</i> | <i>Total</i> |
|---------------------|---|--|--|--|---------------------------------------|--|---|---------------------------|--------------|
|                     | \$m   | \$m  | \$m  | \$m  | \$m                                   | \$m  | \$m   | \$m                       | \$m          |
| ORIGINAL            |   |  |  |  |                                       |  |   |                           |              |
| <b>2011-12</b>      |   |  |  |  |                                       |  |   |                           |              |
| December            | 8 513   | 2 615  | 14 877   | 7 415  | 3 629                                 | 8 719  | 1 165                                       | 3 782                     | 116 368      |
| March               | 8 490   | 2 301  | 14 403   | 7 066  | 3 300                                 | 8 516  | 1 101                                       | 3 862                     | 112 565      |
| June                | 7 722   | 2 572  | 15 232   | 7 790  | 3 627                                 | 9 266  | 1 174                                       | 3 945                     | 117 588      |
| <b>2012-13</b>      |   |  |  |  |                                       |  |   |                           |              |
| September           | 7 654   | 2 456  | 15 267   | 7 790  | 3 667                                 | 9 099  | 1 209                                       | 3 787                     | 117 371      |
| December            | 8 089   | 2 616  | 16 196   | 7 800  | 4 199                                 | 9 319  | 1 270                                       | 3 850                     | 121 647      |
| March               | 7 934   | 2 371  | 15 174   | 7 356  | 3 617                                 | 9 082  | 1 177                                       | 3 736                     | 115 400      |
| June                | 7 877   | 2 556  | 16 128   | 7 988  | 4 143                                 | 9 364  | 1 213                                       | 3 956                     | 120 713      |
| <b>2013-14</b>      |   |  |  |  |                                       |  |   |                           |              |
| September           | 7 768   | 2 559  | 15 916   | 8 288  | 4 257                                 | 9 278  | 1 256                                       | 4 052                     | 120 694      |
| December            | 8 566   | 2 818  | 16 409   | 9 032  | 4 545                                 | 9 405  | 1 297                                       | 4 066                     | 125 040      |
| SEASONALLY ADJUSTED |   |  |  |  |                                       |  |   |                           |              |
| <b>2011-12</b>      |   |  |  |  |                                       |  |   |                           |              |
| December            | 8 239   | 2 502  | 14 556   | 7 338  | 3 380                                 | 8 626  | 1 140                                       | 3 761                     | 113 580      |
| March               | 8 537   | 2 432  | 14 938   | 7 335  | 3 593                                 | 8 798  | 1 118                                       | 3 950                     | 116 017      |
| June                | 7 878   | 2 568  | 14 987   | 7 637  | 3 581                                 | 9 096  | 1 181                                       | 3 891                     | 116 978      |
| <b>2012-13</b>      |   |  |  |  |                                       |  |   |                           |              |
| September           | 7 716   | 2 437  | 15 324   | 7 747  | 3 683                                 | 9 065  | 1 212                                       | 3 779                     | 117 342      |
| December            | 7 840   | 2 503  | 15 823   | 7 709  | 3 915                                 | 9 217  | 1 239                                       | 3 831                     | 118 757      |
| March               | 7 968   | 2 507  | 15 735   | 7 647  | 3 937                                 | 9 403  | 1 197                                       | 3 816                     | 118 961      |
| June                | 8 034   | 2 548  | 15 880   | 7 830  | 4 090                                 | 9 195  | 1 220                                       | 3 898                     | 120 069      |
| <b>2013-14</b>      |   |  |  |  |                                       |  |   |                           |              |
| September           | 7 838   | 2 547  | 15 980   | 8 238  | 4 277                                 | 9 233  | 1 259                                       | 4 051                     | 120 695      |
| December            | 8 295   | 2 695  | 16 017   | 8 924  | 4 238                                 | 9 312  | 1 264                                       | 4 045                     | 122 073      |
| TREND               |   |  |  |  |                                       |  |   |                           |              |
| <b>2011-12</b>      |   |  |  |  |                                       |  |   |                           |              |
| December            | 8 415   | 2 507  | 14 623   | 7 310  | 3 469                                 | 8 705  | 1 121                                       | 3 791                     | 114 221      |
| March               | 8 270   | 2 493  | 14 817   | 7 423  | 3 515                                 | 8 829  | 1 140                                       | 3 871                     | 115 593      |
| June                | 8 001   | 2 486  | 15 083   | 7 587  | 3 607                                 | 8 987  | 1 176                                       | 3 884                     | 116 750      |
| <b>2012-13</b>      |   |  |  |  |                                       |  |   |                           |              |
| September           | 7 813   | 2 488  | 15 386   | 7 693  | 3 725                                 | 9 141  | 1 208                                       | 3 833                     | 117 674      |
| December            | 7 814   | 2 493  | 15 648   | 7 696  | 3 842                                 | 9 242  | 1 220                                       | 3 799                     | 118 410      |
| March               | 7 913   | 2 501  | 15 821   | 7 685  | 3 984                                 | 9 281  | 1 218                                       | 3 838                     | 119 178      |
| June                | 7 969   | 2 541  | 15 886   | 7 903  | 4 104                                 | 9 274  | 1 226                                       | 3 919                     | 119 982      |
| <b>2013-14</b>      |   |  |  |  |                                       |  |   |                           |              |
| September           | 8 033   | 2 589  | 15 952   | 8 298  | 4 207                                 | 9 256  | 1 246                                       | 4 000                     | 120 882      |
| December            | 8 129   | 2 646  | 16 039   | 8 787  | 4 291                                 | 9 258  | 1 268                                       | 4 073                     | 121 852      |

|                     | Mining | Manufacturing | Electricity,<br>gas, water<br>and waste<br>services | Construction | Wholesale<br>trade | Retail<br>trade | Accom.<br>and<br>food<br>services | Transport,<br>postal and<br>warehousing | Information<br>media and<br>telecom. |
|---------------------|--------|---------------|---|--------------|--------------------|-----------------|-----------------------------------|---|--------------------------------------|
|                     | %      | %             | %   | %            | %                  | %               | %                                 | %                                       | %                                    |
| ORIGINAL            |        |               |   |              |                    |                 |                                   |   |                                      |
| <b>2011-12</b>      |        |               |   |              |                    |                 |                                   |   |                                      |
| December            | 5.2    | 0.1           | 1.0   | 5.6          | 3.2                | 6.4             | 3.1                               | 4.4                                     | 2.1                                  |
| March               | 3.8    | -4.5          | -1.1  | -4.5         | 0.6                | -5.8            | -5.5                              | -3.1                                    | -5.4                                 |
| June                | 2.7    | 2.3           | 3.3   | 6.1          | 5.7                | 1.1             | 0.4                               | 9.8                                     | 10.7                                 |
| <b>2012-13</b>      |        |               |   |              |                    |                 |                                   |   |                                      |
| September           | 2.2    | 0.8           | 4.6   | 1.1          | -1.5               | 1.8             | 4.9                               | -3.2                                    | -9.3                                 |
| December            | -2.9   | 4.4           | -0.2  | 1.2          | 4.0                | 8.3             | 2.4                               | 0.6                                     | 1.7                                  |
| March               | 2.4    | -5.7          | -3.8  | -8.2         | -3.8               | -5.1            | -5.1                              | -4.1                                    | -5.9                                 |
| June                | -2.5   | 2.5           | 2.0   | 8.1          | 6.1                | 3.7             | 0.2                               | 3.6                                     | 8.6                                  |
| <b>2013-14</b>      |        |               |   |              |                    |                 |                                   |   |                                      |
| September           | 4.0    | -0.2          | 3.4   | -2.3         | -1.8               | -0.1            | 0.2                               | 1.1                                     | -1.3                                 |
| December            | -2.9   | 1.5           | 0.1   | 3.2          | -0.5               | 5.9             | 9.2                               | 1.0                                     | 3.9                                  |
| SEASONALLY ADJUSTED |        |               |   |              |                    |                 |                                   |   |                                      |
| <b>2011-12</b>      |        |               |   |              |                    |                 |                                   |   |                                      |
| December            | 6.6    | -1.7          | 1.2   | 2.0          | 1.9                | 0.4             | -1.3                              | 3.2                                     | 0.8                                  |
| March               | 1.5    | 2.2           | 2.4   | 3.9          | 3.1                | 1.4             | -1.3                              | 1.6                                     | -1.5                                 |
| June                | 4.7    | -1.6          | 1.2   | -0.4         | 3.6                | -1.1            | 0.5                               | 5.8                                     | 7.8                                  |
| <b>2012-13</b>      |        |               |   |              |                    |                 |                                   |   |                                      |
| September           | 0.9    | -0.2          | 2.7   | 2.3          | -0.8               | 2.3             | 4.6                               | -3.2                                    | -9.4                                 |
| December            | -1.3   | 2.5           | 0.2   | -2.1         | 2.8                | 2.2             | -2.0                              | -0.4                                    | 0.3                                  |
| March               | -0.1   | 0.6           | -0.5  | -0.2         | -1.5               | 2.1             | -0.4                              | 0.3                                     | -1.5                                 |
| June                | -0.1   | -1.3          | 0.1   | 1.4          | 4.0                | 1.5             | 0.0                               | -0.1                                    | 5.0                                  |
| <b>2013-14</b>      |        |               |   |              |                    |                 |                                   |   |                                      |
| September           | 2.2    | -1.0          | 1.2   | -1.0         | -1.0               | 0.5             | -0.1                              | 1.2                                     | -0.8                                 |
| December            | -1.0   | -0.4          | 0.7   | -0.1         | -1.5               | 0.0             | 4.6                               | 0.0                                     | 2.3                                  |
| TREND               |        |               |   |              |                    |                 |                                   |   |                                      |
| <b>2011-12</b>      |        |               |   |              |                    |                 |                                   |   |                                      |
| December            | 5.5    | 0.4           | 2.1   | 3.5          | 3.5                | 0.2             | -0.4                              | 3.3                                     | 1.1                                  |
| March               | 3.9    | -0.2          | 1.9   | 2.5          | 2.8                | 0.2             | -0.5                              | 3.1                                     | 0.3                                  |
| June                | 2.6    | -0.2          | 1.9   | 1.3          | 2.2                | 0.8             | 0.9                               | 1.8                                     | -1.1                                 |
| <b>2012-13</b>      |        |               |   |              |                    |                 |                                   |   |                                      |
| September           | 1.1    | 0.5           | 1.5   | 0.2          | 1.3                | 1.4             | 1.4                               | 0.1                                     | -1.5                                 |
| December            | -0.3   | 0.9           | 0.6   | -0.4         | 0.8                | 2.1             | 0.5                               | -0.9                                    | -0.9                                 |
| March               | -0.5   | 0.7           | 0.0   | -0.2         | 1.1                | 2.2             | -0.8                              | -0.5                                    | 0.4                                  |
| June                | 0.4    | -0.5          | 0.2   | 0.0          | 0.9                | 1.3             | -0.1                              | 0.6                                     | 1.7                                  |
| <b>2013-14</b>      |        |               |   |              |                    |                 |                                   |   |                                      |
| September           | 0.6    | -0.9          | 0.7   | 0.1          | 0.2                | 0.7             | 1.2                               | 0.5                                     | 1.6                                  |
| December            | 0.5    | -0.8          | 0.6   | -0.2         | -0.2               | 0.3             | 1.7                               | 0.5                                     | 1.2                                  |

|                     | <i>Financial and insurance services</i> | <i>Rental, hiring and real estate services</i> | <i>Professional, scientific and technical services</i> | <i>Administrative and support services</i> | <i>Education and Training</i> | <i>Health Care and Social Assistance</i> | <i>Arts and recreation services</i> | <i>Other services</i> | <i>Total</i> |
|---------------------|---|--|--|--|-------------------------------|--|-------------------------------------|-----------------------|--------------|
|                     | %                                       | %  | %  | %  | %                             | %  | %                                   | %                     | %            |
| ORIGINAL            |   |  |  |  |                               |  |                                     |                       |              |
| <b>2011-12</b>      |   |  |  |  |                               |  |                                     |                       |              |
| December            | 0.9                                     | 1.5  | 3.3  | 1.1  | 4.6                           | 0.7                                      | 5.6                                 | 3.6                   | 3.0          |
| March               | -0.3                                    | -12.0  | -3.2   | -4.7                                       | -9.1                          | -2.3                                     | -5.5                                | 2.1                   | -3.3         |
| June                | -9.0                                    | 11.8   | 5.8  | 10.2                                       | 9.9                           | 8.8                                      | 6.7                                 | 2.2                   | 4.5          |
| <b>2012-13</b>      |   |  |  |  |                               |  |                                     |                       |              |
| September           | -0.9                                    | -4.5   | 0.2  | 0.0  | 1.1                           | -1.8                                     | 2.9                                 | -4.0                  | -0.2         |
| December            | 5.7                                     | 6.5  | 6.1  | 0.1  | 14.5                          | 2.4                                      | 5.1                                 | 1.7                   | 3.6          |
| March               | -1.9                                    | -9.4   | -6.3   | -5.7                                       | -13.9                         | -2.5                                     | -7.3                                | -3.0                  | -5.1         |
| June                | -0.7                                    | 7.8  | 6.3  | 8.6  | 14.6                          | 3.1                                      | 3.0                                 | 5.9                   | 4.6          |
| <b>2013-14</b>      |   |  |  |  |                               |  |                                     |                       |              |
| September           | -1.4                                    | 0.1  | -1.3   | 3.7  | 2.8                           | -0.9                                     | 3.6                                 | 2.4                   | 0.0          |
| December            | 10.3                                    | 10.1   | 3.1  | 9.0  | 6.8                           | 1.4                                      | 3.3                                 | 0.3                   | 3.6          |
| SEASONALLY ADJUSTED |   |  |  |  |                               |  |                                     |                       |              |
| <b>2011-12</b>      |   |  |  |  |                               |  |                                     |                       |              |
| December            | -3.0                                    | -2.1   | 0.8  | 0.8  | -3.1                          | -0.2                                     | 2.9                                 | 3.5                   | 0.5          |
| March               | 3.6                                     | -2.8   | 2.6  | 0.0  | 6.3                           | 2.0                                      | -1.9                                | 5.0                   | 2.1          |
| June                | -7.7                                    | 5.6  | 0.3  | 4.1  | -0.3                          | 3.4                                      | 5.6                                 | -1.5                  | 0.8          |
| <b>2012-13</b>      |   |  |  |  |                               |  |                                     |                       |              |
| September           | -2.1                                    | -5.1   | 2.3  | 1.4  | 2.8                           | -0.3                                     | 2.6                                 | -2.9                  | 0.3          |
| December            | 1.6                                     | 2.7  | 3.3  | -0.5                                       | 6.3                           | 1.7                                      | 2.3                                 | 1.4                   | 1.2          |
| March               | 1.6                                     | 0.2  | -0.6   | -0.8                                       | 0.6                           | 2.0                                      | -3.4                                | -0.4                  | 0.2          |
| June                | 0.8                                     | 1.7  | 0.9  | 2.4  | 3.9                           | -2.2                                     | 2.0                                 | 2.1                   | 0.9          |
| <b>2013-14</b>      |   |  |  |  |                               |  |                                     |                       |              |
| September           | -2.4                                    | -0.1   | 0.6  | 5.2  | 4.6                           | 0.4                                      | 3.1                                 | 3.9                   | 0.5          |
| December            | 5.8                                     | 5.8  | 0.2  | 8.3  | -0.9                          | 0.9                                      | 0.4                                 | -0.2                  | 1.1          |
| TREND               |   |  |  |  |                               |  |                                     |                       |              |
| <b>2011-12</b>      |   |  |  |  |                               |  |                                     |                       |              |
| December            | 0.9                                     | -0.3   | 1.1  | 0.0  | 0.6                           | 1.1                                      | 0.2                                 | 2.7                   | 1.6          |
| March               | -1.7                                    | -0.6   | 1.3  | 1.5  | 1.3                           | 1.4                                      | 1.7                                 | 2.1                   | 1.2          |
| June                | -3.3                                    | -0.3   | 1.8  | 2.2  | 2.6                           | 1.8                                      | 3.1                                 | 0.3                   | 1.0          |
| <b>2012-13</b>      |   |  |  |  |                               |  |                                     |                       |              |
| September           | -2.3                                    | 0.1  | 2.0  | 1.4  | 3.3                           | 1.7                                      | 2.7                                 | -1.3                  | 0.8          |
| December            | 0.0                                     | 0.2  | 1.7  | 0.0  | 3.1                           | 1.1                                      | 1.0                                 | -0.9                  | 0.6          |
| March               | 1.3                                     | 0.3  | 1.1  | -0.1                                       | 3.7                           | 0.4                                      | -0.2                                | 1.0                   | 0.6          |
| June                | 0.7                                     | 1.6  | 0.4  | 2.8  | 3.0                           | -0.1                                     | 0.7                                 | 2.1                   | 0.7          |
| <b>2013-14</b>      |   |  |  |  |                               |  |                                     |                       |              |
| September           | 0.8                                     | 1.9  | 0.4  | 5.0  | 2.5                           | -0.2                                     | 1.6                                 | 2.1                   | 0.8          |
| December            | 1.2                                     | 2.2  | 0.5  | 5.9  | 2.0                           | 0.0                                      | 1.8                                 | 1.8                   | 0.8          |

## WAGES AND SALARIES BY STATE, Current prices

|                     | <i>New<br/>South<br/>Wales</i> | <i>Victoria</i> | <i>Queensland</i> | <i>South<br/>Australia</i> | <i>Western<br/>Australia</i> | <i>Tasmania</i> | <i>Northern<br/>Territory</i> | <i>Australian<br/>Capital<br/>Territory</i> | <i>Total</i> |
|---------------------|--------------------------------|-----------------|-------------------|----------------------------|------------------------------|-----------------|-------------------------------|---|--------------|
|                     | \$m                            | \$m             | \$m               | \$m                        | \$m                          | \$m             | \$m                           | \$m   | \$m          |
| ORIGINAL            |                                |                 |                   |                            |                              |                 |                               |   |              |
| <b>2011-12</b>      |                                |                 |                   |                            |                              |                 |                               |   |              |
| December            | 37 962                         | 29 251          | 21 851            | 6 635                      | 15 911                       | 1 849           | 1 058                         | 1 852                                       | 116 368      |
| March               | 36 893                         | 27 865          | 21 071            | 6 576                      | 15 660                       | 1 760           | 918                           | 1 821                                       | 112 565      |
| June                | 38 105                         | 28 705          | 21 877            | 7 070                      | 17 080                       | 1 796           | 1 084                         | 1 872                                       | 117 588      |
| <b>2012-13</b>      |                                |                 |                   |                            |                              |                 |                               |   |              |
| September           | 37 229                         | 28 688          | 22 318            | 7 071                      | 17 407                       | 1 712           | 1 107                         | 1 839                                       | 117 371      |
| December            | 38 654                         | 30 136          | 22 838            | 7 202                      | 17 872                       | 1 744           | 1 175                         | 2 027                                       | 121 647      |
| March               | 36 931                         | 28 485          | 21 811            | 6 693                      | 16 924                       | 1 716           | 1 031                         | 1 808                                       | 115 400      |
| June                | 38 854                         | 29 504          | 22 815            | 7 027                      | 17 606                       | 1 764           | 1 230                         | ^ 1 914                                     | 120 713      |
| <b>2013-14</b>      |                                |                 |                   |                            |                              |                 |                               |   |              |
| September           | 38 802                         | 28 958          | 23 102            | 7 330                      | 17 459                       | 1 784           | 1 407                         | 1 853                                       | 120 694      |
| December            | 40 631                         | 29 986          | 23 633            | 7 435                      | 18 275                       | 1 796           | 1 468                         | 1 815                                       | 125 040      |
| SEASONALLY ADJUSTED |                                |                 |                   |                            |                              |                 |                               |   |              |
| <b>2011-12</b>      |                                |                 |                   |                            |                              |                 |                               |   |              |
| December            | 37 061                         | 28 414          | 21 357            | 6 504                      | 15 574                       | 1 820           | 1 019                         | 1 851                                       | 113 580      |
| March               | 38 019                         | 28 740          | 21 869            | 6 746                      | 16 155                       | 1 784           | 1 006                         | 1 875                                       | 116 017      |
| June                | 37 743                         | 28 605          | 21 717            | 7 079                      | 16 939                       | 1 776           | 1 073                         | 1 839                                       | 116 978      |
| <b>2012-13</b>      |                                |                 |                   |                            |                              |                 |                               |   |              |
| September           | 37 411                         | 28 767          | 22 196            | 7 016                      | 17 402                       | 1 734           | 1 066                         | 1 824                                       | 117 342      |
| December            | 37 717                         | 29 277          | 22 315            | 7 062                      | 17 483                       | 1 719           | 1 126                         | 2 021                                       | 118 757      |
| March               | 38 042                         | 29 364          | 22 606            | 6 884                      | 17 464                       | 1 739           | 1 137                         | 1 861                                       | 118 961      |
| June                | 38 494                         | 29 396          | 22 687            | 7 029                      | 17 461                       | 1 744           | 1 218                         | 1 880                                       | 120 069      |
| <b>2013-14</b>      |                                |                 |                   |                            |                              |                 |                               |   |              |
| September           | 39 011                         | 29 050          | 22 967            | 7 268                      | 17 454                       | 1 805           | 1 354                         | 1 843                                       | 120 695      |
| December            | 39 633                         | 29 130          | 23 089            | 7 286                      | 17 873                       | 1 772           | 1 403                         | 1 804                                       | 122 073      |
| TREND               |                                |                 |                   |                            |                              |                 |                               |   |              |
| <b>2011-12</b>      |                                |                 |                   |                            |                              |                 |                               |   |              |
| December            | 37 518                         | 28 520          | 21 303            | 6 584                      | 15 667                       | 1 809           | 1 017                         | 1 847                                       | 114 221      |
| March               | 37 696                         | 28 600          | 21 704            | 6 784                      | 16 238                       | 1 794           | 1 029                         | 1 848                                       | 115 593      |
| June                | 37 682                         | 28 689          | 21 925            | 6 972                      | 16 862                       | 1 766           | 1 051                         | 1 857                                       | 116 750      |
| <b>2012-13</b>      |                                |                 |                   |                            |                              |                 |                               |   |              |
| September           | 37 628                         | 28 887          | 22 115            | 7 054                      | 17 324                       | 1 739           | 1 080                         | 1 886                                       | 117 674      |
| December            | 37 676                         | 29 165          | 22 340            | 7 002                      | 17 500                       | 1 725           | 1 108                         | 1 916                                       | 118 410      |
| March               | 38 023                         | 29 353          | 22 565            | 6 974                      | 17 471                       | 1 734           | 1 154                         | 1 915                                       | 119 178      |
| June                | 38 514                         | 29 306          | 22 741            | 7 059                      | 17 472                       | 1 758           | 1 234                         | 1 875                                       | 119 982      |
| <b>2013-14</b>      |                                |                 |                   |                            |                              |                 |                               |   |              |
| September           | 39 033                         | 29 183          | 22 927            | 7 188                      | 17 573                       | 1 778           | 1 325                         | 1 836                                       | 120 882      |
| December            | 39 580                         | 29 070          | 23 098            | 7 329                      | 17 739                       | 1 790           | 1 414                         | 1 817                                       | 121 852      |

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

|                     | New South Wales | Victoria | Queensland | South Australia | Western Australia | Tasmania(a) | Northern Territory(a) | Australian Capital Territory(a) | Total |
|---------------------|-----------------|----------|------------|-----------------|-------------------|-------------|-----------------------|---------------------------------|-------|
|                     | %               | %        | %          | %               | %                 | %           | %                     | %                               | %     |
| ORIGINAL            |                 |          |            |                 |                   |             |                       |                                 |       |
| <b>2011-12</b>      |                 |          |            |                 |                   |             |                       |                                 |       |
| December            | 1.7             | 3.3      | 5.1        | 1.1             | 3.9               | 3.8         | 0.1                   | 1.8                             | 3.0   |
| March               | -2.8            | -4.7     | -3.6       | -0.9            | -1.6              | -4.8        | -13.2                 | -1.6                            | -3.3  |
| June                | 3.3             | 3.0      | 3.8        | 7.5             | 9.1               | 2.0         | 18.1                  | 2.8                             | 4.5   |
| <b>2012-13</b>      |                 |          |            |                 |                   |             |                       |                                 |       |
| September           | -2.3            | -0.1     | 2.0        | 0.0             | 1.9               | -4.7        | 2.1                   | -1.8                            | -0.2  |
| December            | 3.8             | 5.0      | 2.3        | 1.9             | 2.7               | 1.8         | 6.1                   | 10.2                            | 3.6   |
| March               | -4.5            | -5.5     | -4.5       | -7.1            | -5.3              | -1.6        | -12.2                 | -10.8                           | -5.1  |
| June                | 5.2             | 3.6      | 4.6        | 5.0             | 4.0               | 2.8         | 19.2                  | 5.8                             | 4.6   |
| <b>2013-14</b>      |                 |          |            |                 |                   |             |                       |                                 |       |
| September           | -0.1            | -1.9     | 1.3        | 4.3             | -0.8              | 1.1         | 14.4                  | -3.2                            | 0.0   |
| December            | 4.7             | 3.6      | 2.3        | 1.4             | 4.7               | 0.7         | 4.4                   | -2.1                            | 3.6   |
| SEASONALLY ADJUSTED |                 |          |            |                 |                   |             |                       |                                 |       |
| <b>2011-12</b>      |                 |          |            |                 |                   |             |                       |                                 |       |
| December            | -1.2            | 0.1      | 3.3        | -0.4            | 1.8               | 0.8         | -0.1                  | 2.8                             | 0.5   |
| March               | 2.6             | 1.1      | 2.4        | 3.7             | 3.7               | -1.9        | -1.2                  | 1.3                             | 2.1   |
| June                | -0.7            | -0.5     | -0.7       | 4.9             | 4.9               | -0.5        | 6.7                   | -1.9                            | 0.8   |
| <b>2012-13</b>      |                 |          |            |                 |                   |             |                       |                                 |       |
| September           | -0.9            | 0.6      | 2.2        | -0.9            | 2.7               | -2.4        | -0.6                  | -0.8                            | 0.3   |
| December            | 0.8             | 1.8      | 0.5        | 0.7             | 0.5               | -0.9        | 5.6                   | 10.8                            | 1.2   |
| March               | 0.9             | 0.3      | 1.3        | -2.5            | -0.1              | 1.2         | 0.9                   | -7.9                            | 0.2   |
| June                | 1.2             | 0.1      | 0.4        | 2.1             | 0.0               | 0.3         | 7.2                   | 1.1                             | 0.9   |
| <b>2013-14</b>      |                 |          |            |                 |                   |             |                       |                                 |       |
| September           | 1.3             | -1.2     | 1.2        | 3.4             | 0.0               | 3.5         | 11.1                  | -2.0                            | 0.5   |
| December            | 1.6             | 0.3      | 0.5        | 0.2             | 2.4               | -1.8        | 3.6                   | -2.1                            | 1.1   |
| TREND               |                 |          |            |                 |                   |             |                       |                                 |       |
| <b>2011-12</b>      |                 |          |            |                 |                   |             |                       |                                 |       |
| December            | 1.1             | 0.8      | 2.9        | 2.3             | 2.8               | 0.0         | 1.3                   | 2.1                             | 1.6   |
| March               | 0.5             | 0.3      | 1.9        | 3.0             | 3.6               | -0.8        | 1.2                   | 0.0                             | 1.2   |
| June                | 0.0             | 0.3      | 1.0        | 2.8             | 3.8               | -1.5        | 2.1                   | 0.5                             | 1.0   |
| <b>2012-13</b>      |                 |          |            |                 |                   |             |                       |                                 |       |
| September           | -0.1            | 0.7      | 0.9        | 1.2             | 2.7               | -1.5        | 2.8                   | 1.6                             | 0.8   |
| December            | 0.1             | 1.0      | 1.0        | -0.7            | 1.0               | -0.8        | 2.5                   | 1.6                             | 0.6   |
| March               | 0.9             | 0.6      | 1.0        | -0.4            | -0.2              | 0.5         | 4.2                   | -0.1                            | 0.6   |
| June                | 1.3             | -0.2     | 0.8        | 1.2             | 0.0               | 1.4         | 7.0                   | -2.1                            | 0.7   |
| <b>2013-14</b>      |                 |          |            |                 |                   |             |                       |                                 |       |
| September           | 1.3             | -0.4     | 0.8        | 1.8             | 0.6               | 1.1         | 7.3                   | -2.1                            | 0.8   |
| December            | 1.4             | -0.4     | 0.7        | 2.0             | 0.9               | 0.7         | 6.7                   | -1.0                            | 0.8   |

(a) The relative standard errors on movement estimates for these states are significantly higher than those of the larger states, and the quarterly movement estimates should be used with caution.

## SALES/WAGES AND SALARIES RATIO(a)(b), Current prices - Original

|                | Mining | Manufacturing | Electricity,<br>gas, water and<br>waste services | Construction | Wholesale<br>trade | Retail<br>trade | Accommodation<br>and food<br>services | Transport,<br>postal and<br>warehousing |
|----------------|--------|---------------|--|--------------|--------------------|-----------------|---------------------------------------|---|
| <b>2011-12</b> |        |               |  |              |                    |                 |                                       |   |
| December       | 9.59   | 6.71          | 12.41  | 5.04         | 13.14              | 10.00           | 4.04                                  | 4.94                                    |
| March          | 7.84   | 6.43          | 12.42  | 4.61         | 12.46              | 9.38            | 3.99                                  | 4.79                                    |
| June           | 8.30   | 6.53          | 13.14  | 5.03         | 12.66              | 9.59            | 3.91                                  | 4.62                                    |
| <b>2012-13</b> |        |               |  |              |                    |                 |                                       |   |
| September      | 7.82   | 6.57          | 14.79  | 4.85         | 12.99              | 9.47            | 3.97                                  | 4.82                                    |
| December       | 7.99   | 6.44          | 13.71  | 5.12         | 12.83              | 9.66            | 4.08                                  | 5.06                                    |
| March          | 7.34   | 6.14          | 13.97  | 4.71         | 12.30              | 9.02            | 3.96                                  | 5.00                                    |
| June           | 8.16   | 6.35          | 14.21  | 5.03         | 12.30              | 8.94            | 3.89                                  | 4.89                                    |
| <b>2013-14</b> |        |               |  |              |                    |                 |                                       |   |
| September      | 8.62   | 6.58          | 14.37  | 5.13         | 12.72              | 9.08            | 4.01                                  | 4.98                                    |
| December       | 9.28   | 6.67          | 12.75  | 5.31         | 13.03              | 9.51            | 3.92                                  | 5.12                                    |

(a) Sales refer to Sales of goods and services.

(b) Ratio is calculated by dividing Sales by Wages and salaries.

SALES/WAGES AND SALARIES RATIO(a)(b), Current prices - Original *continued*

|                | Information<br>media and tele-<br>communications | Financial and<br>insurance<br>services(c) | Rental, hiring<br>and real<br>estate services | Professional,<br>scientific and<br>technical services | Administrative<br>and support<br>services | Arts and<br>recreation<br>services | Other<br>services |
|----------------|--|---|---|---|---|------------------------------------|-------------------|
| <b>2011-12</b> |  |   |   |   |   |                                    |                   |
| December       | 6.19   | 1.03                                      | 6.48  | 2.93  | 2.37                                      | 5.76                               | 3.30              |
| March          | 6.10   | 0.85                                      | 7.01  | 2.79  | 2.41                                      | 5.43                               | 3.18              |
| June           | 5.74   | 1.01                                      | 6.46  | 2.97  | 2.25                                      | 5.27                               | 3.05              |
| <b>2012-13</b> |  |   |   |   |   |                                    |                   |
| September      | 6.09   | 1.00                                      | 6.88  | 2.88  | 2.35                                      | 5.10                               | 3.14              |
| December       | 6.18   | 1.06                                      | 6.69  | 2.89  | 2.45                                      | 5.30                               | 3.05              |
| March          | 6.20   | 0.97                                      | 7.03  | 2.73  | 2.46                                      | 5.29                               | 2.94              |
| June           | 5.97   | 1.13                                      | 6.71  | 2.83  | 2.34                                      | 5.31                               | 2.94              |
| <b>2013-14</b> |  |   |   |   |   |                                    |                   |
| September      | 5.91   | 1.12                                      | 6.80  | 2.84  | 2.30                                      | 5.46                               | 3.05              |
| December       | 5.84   | 1.14                                      | 6.66  | 2.87  | 2.20                                      | 5.34                               | 2.94              |

(a) Sales refer to Sales of goods and services.

(b) Ratio is calculated by dividing Sales by Wages and salaries.

(c) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry



## BUSINESS GROSS OPERATING PROFITS/SALES RATIO(a)(b), Current prices - Original

|                | Mining | Manufacturing | Electricity,<br>gas, water and<br>waste services | Construction | Wholesale<br>trade | Retail<br>trade | Accommodation<br>and food<br>services | Transport,<br>postal and<br>warehousing |
|----------------|--------|---------------|--|--------------|--------------------|-----------------|---------------------------------------|---|
| <b>2011-12</b> |        |               |  |              |                    |                 |                                       |   |
| December       | 0.42   | 0.09          | 0.20   | 0.10         | 0.06               | 0.08            | 0.13                                  | 0.19                                    |
| March          | 0.39   | 0.07          | 0.20   | 0.07         | 0.05               | 0.05            | 0.12                                  | 0.17                                    |
| June           | 0.39   | 0.07          | 0.19   | 0.08         | 0.05               | 0.06            | 0.10                                  | 0.18                                    |
| <b>2012-13</b> |        |               |  |              |                    |                 |                                       |   |
| September      | 0.38   | 0.08          | 0.19   | 0.09         | 0.05               | 0.05            | 0.11                                  | 0.19                                    |
| December       | 0.34   | 0.08          | 0.17   | 0.09         | 0.05               | 0.08            | 0.13                                  | 0.19                                    |
| March          | 0.38   | 0.07          | 0.17   | 0.09         | 0.05               | 0.05            | 0.10                                  | 0.17                                    |
| June           | 0.39   | 0.07          | 0.18   | 0.10         | 0.05               | 0.06            | 0.09                                  | 0.17                                    |
| <b>2013-14</b> |        |               |  |              |                    |                 |                                       |   |
| September      | 0.42   | 0.09          | 0.22   | 0.08         | 0.05               | 0.06            | 0.11                                  | 0.17                                    |
| December       | 0.40   | 0.08          | 0.20   | 0.10         | 0.05               | 0.07            | 0.10                                  | 0.17                                    |

(a) Sales refers to Sales of goods and services.

(b) Ratio is calculated by dividing Business gross operating profits by Sales.

## BUSINESS GROSS OPERATING PROFITS/SALES RATIO(a)(b), Current prices - Original

*continued*

|                | Information<br>media and tele-<br>communications | Financial and<br>insurance<br>services(c) | Rental, hiring<br>and real<br>estate services | Professional,<br>scientific and<br>technical services | Administrative<br>and support<br>services | Arts and<br>recreation<br>services | Other<br>services |
|----------------|--|---|---|---|---|------------------------------------|-------------------|
| <b>2011-12</b> |  |   |   |   |   |                                    |                   |
| December       | 0.25   | 0.05                                      | 0.45  | 0.10  | 0.04                                      | 0.19                               | 0.08              |
| March          | 0.26   | 0.14                                      | 0.42  | 0.07  | 0.05                                      | 0.14                               | 0.07              |
| June           | 0.26   | 0.22                                      | 0.44  | 0.10  | 0.03                                      | 0.12                               | 0.07              |
| <b>2012-13</b> |  |   |   |   |   |                                    |                   |
| September      | 0.25   | 0.24                                      | 0.45  | 0.12  | 0.04                                      | 0.15                               | 0.11              |
| December       | 0.27   | 0.20                                      | 0.44  | 0.12  | 0.02                                      | 0.16                               | 0.08              |
| March          | 0.27   | 0.13                                      | 0.45  | 0.10  | 0.02                                      | 0.12                               | 0.12              |
| June           | 0.28   | 0.11                                      | 0.41  | 0.11  | 0.02                                      | 0.11                               | 0.08              |
| <b>2013-14</b> |  |   |   |   |   |                                    |                   |
| September      | 0.26   | 0.07                                      | 0.44  | 0.11  | 0.04                                      | 0.18                               | 0.13              |
| December       | 0.29   | 0.08                                      | 0.43  | 0.10  | 0.03                                      | 0.16                               | 0.08              |

(a) Sales refers to Sales of goods and services.

(c) See paragraph 7 of Explanatory Notes for limited scope and coverage of this industry

(b) Ratio is calculated by dividing Business gross operating profits by Sales.

## INVENTORIES/SALES RATIO(a)(b), Current prices - Original

|                | <i>Mining</i> | <i>Manufacturing</i> | <i>Electricity,<br/>gas, water and<br/>waste services</i> | <i>Wholesale<br/>trade</i> | <i>Retail<br/>trade</i> | <i>Accommodation<br/>and food<br/>services</i> |
|----------------|---------------|----------------------|---|----------------------------|-------------------------|--|
| <b>2011-12</b> |               |                      |   |                            |                         |  |
| December       | 0.25          | 0.51                 | 0.06  | 0.46                       | 0.36                    | 0.08   |
| March          | 0.31          | 0.57                 | 0.06  | 0.48                       | 0.40                    | 0.07   |
| June           | 0.31          | 0.53                 | 0.06  | 0.45                       | 0.38                    | 0.07   |
| <b>2012-13</b> |               |                      |   |                            |                         |  |
| September      | 0.33          | 0.52                 | 0.05  | 0.45                       | 0.39                    | 0.06   |
| December       | 0.32          | 0.50                 | 0.05  | 0.45                       | 0.36                    | 0.06   |
| March          | 0.35          | 0.58                 | 0.06  | 0.47                       | 0.40                    | 0.06   |
| June           | 0.32          | 0.54                 | 0.05  | 0.45                       | 0.38                    | 0.06   |
| <b>2013-14</b> |               |                      |   |                            |                         |  |
| September      | 0.32          | 0.52                 | 0.05  | 0.46                       | 0.40                    | 0.06   |
| December       | 0.29          | 0.50                 | 0.06  | 0.45                       | 0.36                    | 0.06   |

(a) Sales refers to Sales of goods and services.

(b) Ratio is calculated by dividing Inventories by Sales.

## WHAT IF...? REVISIONS TO TREND ESTIMATES

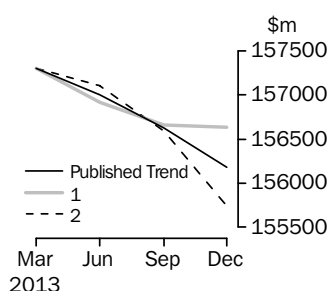
### EFFECT OF NEW SEASONALLY ADJUSTED ESTIMATES ON TREND ESTIMATES

#### TREND REVISIONS

The most recent seasonally adjusted and trend estimates are likely to be revised when original estimates for subsequent quarters become available. To assess reliability of the trend estimate at the current end, the 'what-if' chart presents trend estimates under different scenarios for the next quarter. The approximate effect of two possible scenarios on the current and previous trend estimates for total company gross operating profits and total inventories are presented below.

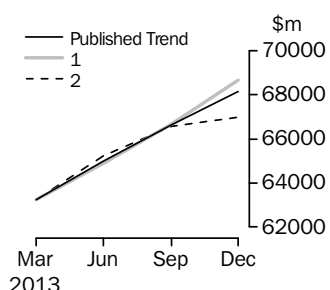
1. Next quarter's seasonally adjusted estimate of total inventories, and seasonally adjusted estimate for company gross operating profits respectively, are higher than the current quarter's estimate by the percentage shown.
2. Next quarter's seasonally adjusted estimate of total inventories, and seasonally adjusted estimate for company gross operating profits respectively, are lower than the current quarter's estimate by the percentage shown.

#### INVENTORIES (CHAIN VOLUME MEASURES)



|             | Trend as published |      | WHAT IF NEXT QUARTER'S SEASONALLY ADJUSTED ESTIMATE: |      |                                   |      |
|-------------|--------------------|------|--|------|-----------------------------------|------|
|             | \$m                | %    | rises by 1.0% on this quarter (1)                    |      | falls by 1.0% on this quarter (2) |      |
|             |                    |      | \$m  | %    | \$m                               | %    |
| <b>2013</b> |                    |      |  |      |                                   |      |
| March       | 157 302            | 0.1  | 157 302  | 0.1  | 157 302                           | 0.1  |
| June        | 156 999            | -0.2 | 156 918  | -0.2 | 157 103                           | -0.1 |
| September   | 156 623            | -0.2 | 156 655  | -0.2 | 156 593                           | -0.3 |
| December    | 156 180            | -0.3 | 156 632  | 0.0  | 155 746                           | -0.5 |

#### COMPANY GROSS OPERATING PROFITS (CURRENT PRICES)



|             | Trend as published |     | WHAT IF NEXT QUARTER'S SEASONALLY ADJUSTED ESTIMATE: |     |                                   |     |
|-------------|--------------------|-----|--|-----|-----------------------------------|-----|
|             | \$m                | %   | rises by 4.4% on this quarter (1)                    |     | falls by 4.4% on this quarter (2) |     |
|             |                    |     | \$m  | %   | \$m                               | %   |
| <b>2013</b> |                    |     |  |     |                                   |     |
| March       | 63 232             | 1.6 | 63 232   | 1.6 | 63 232                            | 1.6 |
| June        | 65 005             | 2.8 | 64 893   | 2.6 | 65 245                            | 3.2 |
| September   | 66 654             | 2.5 | 66 686   | 2.8 | 66 563                            | 2.0 |
| December    | 68 138             | 2.2 | 68 669   | 3.0 | 66 973                            | 0.6 |

## EXPLANATORY NOTES

### INTRODUCTION

**1** This publication contains estimates of sales of goods and services, wages and salaries (from the December quarter 2001 issue), company profits, and the book value of inventories for selected industries in Australia. The series have been compiled from data collected by the Australian Bureau of Statistics (ABS) in its Quarterly Business Indicators Survey. The survey, which was fully implemented in the March quarter 2001, collects data from private sector businesses.

### SCOPE AND COVERAGE

**2** The Quarterly Business Indicators Survey, like most ABS economic collections, takes its frame from Employing and Non-Employing Units on the ABS Business Register which is primarily based on ABN registrations to the Australian Business Register, which is managed by the Australian Taxation Office (ATO). The frame is updated quarterly to take account of new businesses and changes in the characteristics of businesses, such as industry and size.

**3** Businesses are removed from the frame when their ABN has been cancelled by the ATO. This may occur when the business requests for its ABN to be cancelled or otherwise does not remit either Income Tax Withholding, or Goods and Services Tax, for the previous five quarters.

**4** The statistics in this publication exclude micro non-employing businesses. Though there are a substantial number of these businesses, it is expected that they would not contribute significantly to the estimates, although the impact would vary from industry to industry.

**5** Inventories data are not collected from businesses with fewer than 20 employees, as smaller businesses generally have difficulty in providing accurate quarterly information on the level of their inventories. Estimates for these businesses are derived by applying sales information to an estimated inventories to sales ratio.

**6** Profits data are not collected from employing businesses with less than 20 employees. Estimates for these businesses are derived by applying sales information to an estimated profits to sales ratio.

**7** The industries and the data items collected, classified according to the Australian and New Zealand Standard Industrial Classification (ANZSIC), 2006 (cat. no. 1292.0), included in this publication are:

## EXPLANATORY NOTES *continued*

### SCOPE AND COVERAGE

*continued*

| <i>Industries</i>   | <i>Sales of<br/>goods<br/>and<br/>services</i> | <i>Wages<br/>and<br/>salaries</i> | <i>Profits</i> | <i>Inventories</i> |
|---|--|-----------------------------------|----------------|--------------------|
| Mining (Division B)   | Y  | Y                                 | Y              | Y                  |
| Manufacturing (Division C)                                      | Y  | Y                                 | Y              | Y                  |
| Electricity, Gas, Water and Waste Services<br>(Division D)      |  |                                   |                |                    |
| Electricity Supply (26)   | Y  | Y                                 | Y              | Y                  |
| Gas Supply (27)   | Y  | Y                                 | Y              | Y                  |
| Water Supply, Sewerage and Drainage<br>Services (28)            | Y  | Y                                 | Y              | N                  |
| Waste Collection, Treatment and Disposal<br>Services (29)       | Y  | Y                                 | Y              | N                  |
| Construction (Division E)                                       | Y  | Y                                 | Y              | N                  |
| Wholesale Trade (Division F)                                    | Y  | Y                                 | Y              | Y                  |
| Retail Trade (Division G)                                       | Y  | Y                                 | Y              | Y                  |
| Accommodation and Foods Services (Division H)                   | Y  | Y                                 | Y              | Y                  |
| Transport, Postal and Warehousing (Division I)                  | Y  | Y                                 | Y              | N                  |
| Information Media and Telecommunications<br>(Division J)        | Y  | Y                                 | Y              | N                  |
| Finance and Insurance Services (Div. K)                         |  |                                   |                |                    |
| Depository Financial Intermediation (622)                       | N  | Y                                 | N              | N                  |
| Non-Depository Financing (623)                                  | Y  | Y                                 | Y              | N                  |
| Financial Asset Investing (624)                                 | Y  | Y                                 | Y              | N                  |
| Insurance and Super. Funds (63)                                 | N  | Y                                 | N              | N                  |
| Auxiliary Finance and Insurance Services (64)                   | Y  | Y                                 | Y              | N                  |
| Rental, Hiring and Real Estate Services (Division<br>L)         | Y  | Y                                 | Y              | N                  |
| Professional, Scientific and Technical Services<br>(Division M) | Y  | Y                                 | Y              | N                  |
| Administrative and Support Services (Division N)                | Y  | Y                                 | Y              | N                  |
| Education and Training (Division P)                             | N  | Y                                 | N              | N                  |
| Health Care and Social Assistance (Division Q)                  | N  | Y                                 | N              | N                  |
| Arts and Recreational Services (Division R)                     | Y  | Y                                 | Y              | N                  |
| Other Services (Division S)                                     | Y  | Y                                 | Y              | N                  |

### STATISTICAL UNIT

**8** In the Quarterly Business Indicators Survey the statistical unit used to represent businesses, and for which statistics are reported, is the Australian Business Number (ABN) unit, in most cases. The ABN unit is the business unit which has registered for an ABN, and thus appears on the ATO administered Australian Business Register. This unit is suitable for ABS statistical needs when the business is simple in structure.

**9** For more significant and diverse businesses where the ABN unit is not suitable for ABS statistical needs, the statistical unit used is the Type of Activity Unit (TAU). A TAU is comprised of one or more business entities, sub-entities or branches of a business entity within an Enterprise Group that can report production and employment data for similar economic activities. When a minimum set of data items is available, a TAU is created which covers all the operations within an industry subdivision (and the TAU is classified to the relevant subdivision of the Australian and New Zealand Standard Industrial Classification (ANZSIC)). Where a business cannot supply adequate data for each industry, a TAU is formed which contains activity in more than one industry subdivision and the TAU is classified to the predominant ANZSIC subdivision. The businesses that contribute to the statistics in this publication are classified:

- by institutional sector, in accordance with the Standard Institutional Sector Classification of Australia (SISCA), which is detailed in Standard Economic Sector Classifications of Australia (SESCA) (cat. no. 1218.0)
- by industry, in accordance with the Australian and New Zealand Standard Industrial Classification (ANZSIC), 2006 (cat. no. 1292.0), 2006 (cat.no.1292.0)

## EXPLANATORY NOTES *continued*

### CLASSIFICATIONS

**10** The Australian and New Zealand Standard Industrial Classification has been developed for use in both countries for the production and analysis of industry statistics. For more information, users are referred to Australian and New Zealand Standard Industrial Classification (ANZSIC), 2006 (cat. no. 1292.0).

**11** In order to classify data by industry, each statistical unit (as defined above) is classified to the Australian and New Zealand Standard Industrial Classification industry in which it mainly operates.

### SURVEY METHODOLOGY

**12** The survey is conducted by mail on a quarterly basis. It is based on a random sample of approximately 16,000 units which is stratified by industry, state/territory and number of employees. All private sector units with over 300 employees, and other statistically significant units, such as joint venture partners, are included in the sample.

**13** Respondents are asked to provide data on the same basis as their own management accounts. Where a selected unit does not respond in a given survey period, a value is estimated. If data are subsequently provided, the estimated value is replaced with the reported data. Aggregates are calculated from all data using the 'number raised' estimation technique. Data are edited at both individual unit level and aggregate level.

### TIMING OF SURVEY CYCLE

**14** Surveys are conducted in respect of each quarter and returns are completed during the eight or nine week period after the end of the quarter to which survey data relate e.g. December quarter survey returns are completed during January and February.

### SAMPLE REVISION

**15** The survey frames and samples are revised each quarter to ensure that they remain representative of the survey population. The timing for creating each quarter's survey frame is consistent with that of other ABS business surveys. This provides for greater consistency when comparing data across surveys.

**16** Additionally, with these revisions to the sample, some of the units from the sampled sector are rotated out of the survey and are replaced by others, to spread the reporting workload equitably.

### SEASONAL ADJUSTMENT

**17** The quarterly original estimates in this publication are affected in varying degrees by seasonal influences. The seasonal adjustment process estimates and removes the effects of normal seasonal variations from the original estimates so that the effects of other influences can be more clearly recognised.

**18** In the seasonal adjustment process, account has been taken of normal seasonal factors (e.g. increase in retail sales due to the Christmas period) to produce the seasonally adjusted estimates. Particular care should be taken in interpreting quarterly movements in the seasonally adjusted estimates because seasonal adjustment does not remove the effect of irregular or non-seasonal influences (e.g. change in interest rates) and reflects the sampling and other errors to which the original estimates are subject.

**19** In this publication, the seasonally adjusted estimates are produced by the concurrent seasonal adjustment method which takes account of the latest available original estimates. This method improves the estimation of seasonal factors, and therefore, the seasonally adjusted and trend estimates for the current and previous quarters. As a result of this improvement, revisions to the seasonally adjusted and trend estimates will be observed for recent periods. A more detailed review is conducted annually prior to the September quarter release using data up to and including the June quarter.

**20** The revision properties of the seasonally adjusted and trend estimates can be improved by the use of autoregressive integrated moving average (ARIMA) modelling. ARIMA modelling relies on the characteristics of the series being analysed to project future period data. The projected values are temporary, intermediate values, that are only used internally to improve the estimation of the seasonal factors. The projected data

## EXPLANATORY NOTES *continued*

### SEASONAL ADJUSTMENT

*continued*

do not affect the original estimates and are discarded at the end of the seasonal adjustment process. The Quarterly Business Indicators Survey uses ARIMA modelling where appropriate for individual time series. The ARIMA model is assessed as part of the annual reanalysis and following the 2013 annual reanalysis, the majority of the Quarterly Business Indicators Survey eligible series use an ARIMA model. For more information on the details of ARIMA modelling see **Feature article: Use of ARIMA modelling to reduce revisions** in the October 2004 issue of **Australian Economic Indicators** (cat. no. 1350.0).

### TREND ESTIMATES

**21** The trend estimates are derived by applying a 7-term Henderson moving average to the seasonally adjusted estimates. The 7-term Henderson moving average is symmetric, but as the end of a time series is approached, asymmetric forms of the moving average are applied. The asymmetric moving average has been tailored to suit the particular characteristics of individual series and enable trend estimates for recent quarters to be produced. Estimates of the trend will be improved at the current end of the time series as additional observations become available. This improvement is due to the combined effect of the concurrent seasonal adjustment methodology and the application of different asymmetric moving averages for the most recent three quarters. As a result of the improvement, revisions to the trend estimates will generally be observed for the most recent three quarters. ABS research shows that about 75% of the total revision to the trend estimate at the current end is due to the use of different asymmetric moving averages when the original estimate is available for the next quarter.

**22** There may also be revisions because of changes in the original estimates. As a result of these revisions, the seasonally adjusted and trend estimates will also be revised. For further information, see Information Paper: A Guide to Interpreting Time Series — Monitoring Trends (cat. no. 1349.0) or contact the Assistant Director, Time Series Analysis on Canberra (02) 6252 6345 or email <time.series.analysis@abs.gov.au>.

### CHAIN VOLUME MEASURES

**23** The chain volume measures appearing in this publication are annually reweighted chain Laspeyres indexes referenced to current price values in the chosen reference year (currently 2011-12). The current price values may be thought of as being the product of a price and quantity. The value in chain volume terms can be derived by linking together movements in volumes, calculated using the average prices of the previous financial year and applying compound movements to the current price estimates of the reference year. Each year's quarter-to-quarter growth rates in the chain volume series are based on the prices of the previous financial year, except for those quarters of the latest incomplete year which are based upon the second most recent financial year. Quarterly chain volume estimates are benchmarked to annual chain volume estimates, so that the quarterly estimates for a financial year sum to the corresponding annual estimate.

**24** With each release of the September quarter issue of this publication, a new base year is introduced and the reference year is advanced one year to coincide with it. This means that with the release of the September quarter 2013 issue of this publication, the chain volume measures for 2012-13 will have 2011-12 (the previous financial year) as their base year rather than 2010-11, and the reference year is 2011-12. A change in the reference year changes levels but not growth rates for all periods. A change in the base year can result in revisions, small in most cases, to growth rates for the last year.

**25** Chain volume measures are not generally additive. In other words, component chain volume measures do not, in general, sum to a total in the way original current price components do. For inventories and sales data, this means that the chain volume estimates for industry groups will not add to the total for Australia. In order to minimise the impact of this, the ABS uses the latest base year as the reference year. By adopting this approach, additivity does exist for the quarters following the reference year and non-additivity is relatively small for the quarters in the reference year and those

## EXPLANATORY NOTES *continued*

### CHAIN VOLUME MEASURES *continued*

immediately preceding it. For further information on chain volume measures, refer to the Information Paper: Introduction of Chain Volume Measures in the Australian National Accounts (cat. no. 5248.0).

### COMPARABILITY WITH NATIONAL ACCOUNTS AND OTHER ABS ESTIMATES

**26** The data collected in the Quarterly Business Indicators Survey are used in the compilation of the quarterly estimates of the Australian National Accounts. Inventories data are used to compile estimates of the increase in book value of non-farm inventories. Estimates of sales of goods and services are used to help derive quarterly chain volume measures of gross value added for selected industries. Company gross operating profits data are used to compile estimates of gross operating surplus of private non-financial corporations. From March quarter 2002, estimates of wages and salaries are being used to compile estimates for compensation of private sector employees. For further details see Australian National Accounts: Concepts, Sources and Methods (cat. no. 5216.0).

**27** However the statistics in this publication will differ from corresponding statistics in the quarterly Australian National Accounts for the following reasons:

- The national accounts estimates are benchmarked to annual supply and use tables which are based on annual Economy Wide Survey and taxation data.
- The national accounts estimates include estimates for businesses classified to industries not in scope of the Quarterly Business Indicators Survey.
- The national accounts estimates for gross operating surplus of private non-financial corporations are after deduction of the inventory valuation adjustment which measures the portion of income attributable to holding gains or losses resulting from inventory valuation practices.
- In many cases, the processes used to seasonally adjust national accounts estimates are different to those used for the seasonally adjusted estimates in this publication.

**28** The estimates for sales of goods and services by Retail trade in this publication will differ from turnover estimates included in Retail Trade, Australia (cat. no. 8501.0). The latter publication presents monthly estimates of the value of turnover of retail businesses, and is sourced from the Retail Business Survey. Estimates for sales of goods and services in this publication exclude the Goods and Services Tax, while turnover collected in the Retail Business Survey includes the Goods and Services Tax. In addition, the Retail Business Survey includes some businesses classified to ANZSIC divisions other than the Retail trade division, and includes retail establishments associated with management units that are not classified to the Retail trade division. The use of different samples in the Retail Business Survey and Quarterly Business Indicators Survey will also contribute to differences.

### AUSTRALIAN INTERNATIONAL FINANCIAL REPORTING STANDARDS

**29** The new Australian equivalents to International Financial Reporting Standards (AIFRS) began to be progressively implemented in Australia from 1 January 2005. As a result, a number of items in the financial accounts of Australian businesses have been affected by changed definitions which have in turn impacted upon both Income Statements and Balance Sheets. A range of ABS economic collections source data from financial accounts of businesses and use those data to derive economic statistics. There have been no changes in the associated economic definitions.

**30** After monitoring data items since March quarter 2005 it has been concluded that most affected published data series have been impacted by data breaks, but that the magnitude of such breaks cannot be determined without imposing disproportionate load upon data providers to ABS surveys and other administratively collected data. ABS will continue to monitor developments and report any significant identified impacts or changes in methodology as a result of AIFRS.



## EXPLANATORY NOTES *continued*

### GENERAL ACKNOWLEDGMENT

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

### RELATED PUBLICATIONS

**32** Users may also wish to refer to the following publications:

- Australian National Accounts: Concepts, Sources and Methods (cat. no. 5216.0)
- Australian National Accounts: National Income, Expenditure and Product (cat. no. 5206.0)
- Australian Industry (cat. no. 8155.0)
- Information Paper: Introduction of Chain Volume Measures in the Australian National Accounts (cat. no. 5248.0)
- Information Paper: Improvements to Australian Bureau of Statistics Quarterly Business Indicators (cat. no. 5677.0)
- Manufacturing Production, Australia (cat. no. 8301.0)
- Private New Capital Expenditure and Expected Expenditure, Australia (cat. no. 5625.0)
- Retail Trade, Australia (cat. no. 8501.0)

### ABS WEB SITE

**33** Information on the Quarterly Business Indicators Survey and survey outputs are published on this web site: see the Topics @ a Glance pages.

### DATA AVAILABLE ON REQUEST

**34** As well as the statistics included in this and related publications, the ABS may have other relevant data available on request. These series include more detailed industry data (e.g. Manufacturing subdivision), and wages and salaries by state/territory by industry. The availability of more detailed data are subject to confidentiality and quality checks. Inquiries should be made to the National Information and Referral Service on 1300 135 070.

## RELIABILITY OF THE ESTIMATES

- 1** Estimates provided in this publication are subject to non-sampling and sampling error. The most common way of quantifying sampling error is to calculate the standard error for the published estimate. This is discussed in paragraphs 6 to 9 below.
- 2** Estimates that have an estimated relative standard error between 10% and 25% are annotated with the symbol '^'. These estimates should be used with caution as they are subject to sampling variability too high for some purposes. Estimates with an RSE between 25% and 50% are annotated with the symbol '\*', indicating that the estimate should be used with caution as it is subject to sampling variability too high for most practical purposes. Estimates with an RSE greater than 50% are annotated with the symbol '\*\*' indicating that the sampling variability causes the estimates to be considered too unreliable for general use. These annotations have only been applied to estimates from the March quarter 2009.
- 3** Non-sampling errors may arise as a result of errors in the reporting, recording or processing of the data and can occur even if there is a complete enumeration of the population. These errors can be introduced through inadequacies in the questionnaire, treatment of non-response, inaccurate reporting by respondents, errors in the application of survey procedures, incorrect recording of answers, and errors in data entry and processing. Inventories data for businesses with less than 20 employees are derived and could therefore be subject to error (although this error is estimated to be less than the sampling and non-sampling error resulting from directly collecting these data).
- 4** Estimates for the latest quarter presented in this publication are considered preliminary and revised estimates will be released with the next issue. As discussed in paragraphs 20 and 21 of the Explanatory Notes, seasonally adjusted and trend estimates are also subject to revision as more data are revised and more data becomes available.
- 5** It is difficult to measure the size of non-sampling errors. However, every effort is made in the design of the survey and development of survey procedures to minimise their effects.

## STANDARD ERRORS

- 6** The estimates in this publication are based on a sample drawn from units in the surveyed population. Because the entire population is not surveyed, the published estimates are subject to sampling error. In calculating the standard error for the statistics in this publication, the ABS would prefer to produce a smoothed standard error for the major published aggregates as this approach takes account of the variability in standard error estimates for quarterly statistics. This estimated standard error would then be used as an indication of the sampling error for the current published series. Standard errors are based upon the data in the currently published quarter. Details of standard errors are available below.

## TECHNICAL NOTE DATA QUALITY *continued*

### LEVEL ESTIMATES

**7** To illustrate, let us say that the published level estimate for company profits before income tax is \$8,900m and the calculated standard error in this case is \$200m. The standard error is then used to interpret the level estimate of \$8,900m. For instance, the standard error of \$200m indicates that:

- There are approximately two chances in three that the real value falls within the range \$8,700m to \$9,100m ( $\$8,900\text{m} \pm \$200\text{m}$ ).
- There are approximately nineteen chances in twenty that the real value falls within the ranges \$8,500m and \$9,300m ( $\$8,900\text{m} \pm \$400\text{m}$ ).
- The true value in this case is the result we would obtain if we could enumerate the total population.

**8** The following table shows the standard errors for national and state quarterly level estimates based upon the data in the current quarter.

|  | <i>Company<br/>gross<br/>operating<br/>profits</i> | <i>Company<br/>profits<br/>before<br/>income tax</i> | <i>Sales of<br/>goods<br/>and<br/>services</i> | <i>Inventories</i> | <i>Wages<br/>and<br/>salaries</i> |
|--|--|--|--|--------------------|-----------------------------------|
|  | \$m  | \$m  | \$m  | \$m                | \$m                               |
| Mining   | 154  | 130  | 416  | 167                | 77                                |
| Manufacturing                                      | 204  | 218  | 1 350  | 906                | 216                               |
| Electricity, gas, water and waste<br>services      | 50   | 34   | 119  | 15                 | 19                                |
| Construction                                       | 355  | 304  | 2 580  | na                 | 474                               |
| Wholesale trade                                    | 246  | 237  | 2 290  | 1 298              | 193                               |
| Retail trade                                       | 170  | 167  | 1 612  | 742                | 197                               |
| Accommodation and food<br>services                 | 75   | 72   | 844  | 73                 | 203                               |
| Transport, postal and<br>warehousing               | 158  | 131  | 910  | na                 | 176                               |
| Information media and<br>telecommunications        | 54   | 53   | 263  | na                 | 63                                |
| Financial and insurance services                   | 184  | 206  | 485  | na                 | 275                               |
| Rental, hiring and real estate<br>services         | 245  | 235  | 800  | na                 | 122                               |
| Professional, scientific and<br>technical services | 421  | 371  | 2 218  | na                 | 698                               |
| Administrative and support<br>services             | 103  | 103  | 1 003  | na                 | 383                               |
| Education and Training                             | na   | na   | na   | na                 | 140                               |
| Health Care and Social<br>Assistance               | na   | na   | na   | na                 | 306                               |
| Arts and recreation services                       | 56   | 51   | 201  | na                 | 47                                |
| Other services                                     | 75   | 77   | 592  | na                 | 187                               |
| <b>Total</b>                                       | <b>781</b>   | <b>716</b>   | <b>5 400</b>                                   | <b>1 805</b>       | <b>1 249</b>                      |
| New South Wales                                    | na   | na   | 2 673  | na                 | 673                               |
| Victoria   | na   | na   | 2 754  | na                 | 531                               |
| Queensland   | na   | na   | 2 189  | na                 | 499                               |
| South Australia                                    | na   | na   | 1 429  | na                 | 287                               |
| Western Australia                                  | na   | na   | 1 693  | na                 | 421                               |
| Tasmania   | na   | na   | 568  | na                 | 110                               |
| Northern Territory                                 | na   | na   | 464  | na                 | 123                               |
| Australian Capital Territory                       | na   | na   | 381  | na                 | 150                               |
| <b>Australia</b>                                   | <b>781</b>   | <b>716</b>   | <b>5 400</b>                                   | <b>1 805</b>       | <b>1 249</b>                      |

na not available

## TECHNICAL NOTE DATA QUALITY *continued*

### MOVEMENT ESTIMATES

**9** The following example illustrates how to use the standard error to interpret a movement estimate. Let us say that one quarter the published level estimate for inventories is \$90,000m, and the next quarter the published level estimate is \$92,000m. In this example the calculated standard error for the movement estimate is \$850m. The standard error is then used to interpret the published movement estimate of +\$2,000m. For instance, the standard error of \$850m indicates that:

- There are approximately two chances in three that the real movement over the two quarter period falls within the range \$1,150m to \$2,850m ( $\$2,000m \pm \$850m$ ).
- There are approximately nineteen chances in twenty that the real movement falls within the range \$300m to \$3,700m ( $\$2,000m \pm \$1,700m$ ).

**10** The following table shows the standard errors for national quarterly movement estimates based upon the data in the current quarter.

|   | <i>Company<br/>gross<br/>operating<br/>profits</i> | <i>Company<br/>profits<br/>before<br/>income tax</i> | <i>Sales of<br/>goods<br/>and<br/>services</i> | <i>Inventories</i> | <i>Wages<br/>and<br/>salaries</i> |
|---|--|--|--|--------------------|-----------------------------------|
|   | \$m  | \$m  | \$m  | \$m                | \$m                               |
| Mining  | 133  | 128  | 265  | 69                 | 93                                |
| Manufacturing                                   | 178  | 189  | 749  | 454                | 125                               |
| Electricity, gas, water and waste services      | 37   | 35   | 96   | 6                  | 14                                |
| Construction                                    | 332  | 265  | 1 458  | na                 | 260                               |
| Wholesale trade                                 | 218  | 222  | 1 258  | 552                | 124                               |
| Retail trade                                    | 114  | 117  | 915  | 432                | 111                               |
| Accommodation and food services                 | 99   | 74   | 575  | 48                 | 151                               |
| Transport, postal and warehousing               | 247  | 98   | 474  | na                 | 108                               |
| Information media and telecommunications        | 48   | 48   | 183  | na                 | 45                                |
| Financial and insurance services                | 171  | 147  | 349  | na                 | 144                               |
| Rental, hiring and real estate services         | 82   | 175  | 371  | na                 | 58                                |
| Professional, scientific and technical services | 310  | 288  | 1 074  | na                 | 296                               |
| Administrative and support services             | 78   | 74   | 465  | na                 | 158                               |
| Education and Training                          | na   | na   | na   | na                 | 61                                |
| Health Care and Social Assistance               | na   | na   | na   | na                 | 142                               |
| Arts and recreation services                    | 62   | 63   | 173  | na                 | 32                                |
| Other services                                  | 73   | 78   | 431  | na                 | 113                               |
| <b>Total</b>                                    | <b>614</b>   | <b>518</b>   | <b>3 050</b>                                   | <b>843</b>         | <b>553</b>                        |

na not available

### ADJUSTMENTS TO ESTIMATES

**11** Adjustments are included in the estimates to allow for lags in processing new businesses to the Australian Business Register. The following table shows the adjustments made to the current quarter's original estimates in current price terms:

|                                   | <i>December<br/>Quarter<br/>2013</i> |
|-----------------------------------|--------------------------------------|
|                                   | %                                    |
| Company gross operating profits   | 1.1                                  |
| Company profits before income tax | 1.1                                  |
| Sales of goods and services       | 1.7                                  |
| Inventories                       | 1.1                                  |
| Wages and salaries                | 2.0                                  |

## ADJUSTMENTS TO ESTIMATES *continued*

**12** As previously discussed, the estimates presented in this publication are partial indicators used in the compilation of the quarterly national accounts. The movements in the Business Indicators estimates will not always be the same as the movements in the comparable national accounts series but they should be reasonably consistent after taking account of differences in concepts, scope and methodology described in paragraph 26 of the Explanatory Notes. If after taking account of these differences, there are concerns about data quality and coherence, the national accounts area provides feedback to the survey area. This process may result in adjustments being applied to the Business Indicators estimates prior to release in this publication. The objective use of the national accounts framework to provide data coherence across all ABS economic statistics ensures that a common understanding of recent economic developments is presented.

## SALES OF GOODS AND SERVICES TIME SERIES

**13** This publication includes estimates of sales of goods and services, by industry, and by state/territory, but estimates of national total sales of goods and services are not published. Total sales of goods and services is not an adequate indicator of the performance of the Australian economy as it includes duplication; for example, goods sold by retailers may also be included in goods sold by wholesalers in the same period. However this publication does include total sales of goods and services, by state/territory, as it is considered that there may be interest in this item as a measure of relative activity. This data should be used with caution given the potential for the data to include duplication across industries.

## PROFITS TIME SERIES

**14** Estimates of gross operating profits are compiled by deducting estimates of items that do not involve the production of goods and services from estimates of profits before income tax. These items include: depreciation, net interest paid, net foreign exchange gains/losses and unrealised gains/losses on the revaluation of assets. These items are considered out of scope of the national accounts item gross operating surplus.

**15** As indicated in paragraph 6 of the Explanatory Notes, income items (other than sales of goods and services), expense items (other than labour costs) and profits are only collected for businesses employing 20 or more persons in the Quarterly Business Indicators Survey (QBIS).

## WAGES TIME SERIES

**16** The Introduction of the Quarterly Business Indicators Survey from March quarter 2001 included the collection of private sector wages and salaries by industry.

## PRIVATISED MARKETING AUTHORITIES

**17** Three significant privatised marketing authorities came into scope of the estimates in this publication from the September quarter 1999. The introduction of these units resulted in a break in series for estimates for inventories and sales of goods and services between the June and September quarters 1999 and comparison of the series over time should be undertaken with care.

**18** The methodology used by the ABS has ensured that the trend series has not been distorted by the introduction of these units, although there is a trend break evident between the June and September quarters 1999. For this reason, the trend estimates of movement have not been released for the Wholesale trade inventories, Total inventories and Wholesale trade sales series in respect of the September quarter 1999.

## PRIVATISATION OF TELSTRA CORPORATION

**19** Telstra Corporation was effectively privatised on 20 November 2006. For the purposes of ABS statistics this change from public sector to private sector was effective from March quarter 2007. This has impacted on some data series presented in this publication, particularly the March quarter 2007 movements. The data items affected are sales of goods and services, wages and salaries, company gross operating profits and the related profits series in the Manufacturing and Information media and telecommunications industry. The introduction of Telstra has resulted in a break in series for some series in this publication between the December quarter 2006 and March quarter 2007. The movement trend estimates, in percentage terms, have therefore not been released for the March quarter 2007.

## TREND BREAK

**20** In the June quarter 2010 release, trend break corrections were applied to Mining and Total company gross operating profits, company profits before income tax, business gross operating profits and Mining sales. These corrections were necessary due to very large mining commodity contract price rises that occurred on 1st April 2010. Trend break corrections were also applied to Manufacturing and Western Australian Sales of goods and services due to the movement of a major manufacturing business from the private to public sector. When a trend break occurs in a time series it is important that the trend movement estimate be treated with caution, hence the suppression of the quarterly and annual movement estimates for June 2010.

## GLOSSARY

|  |  |
|--|--|
| <b>A company</b>                             | The definition of company has been expanded to include quasi-corporations as well as incorporated private sector business enterprises. For the purpose of the survey, branches of overseas companies operating in Australia are included but overseas branches of Australian companies are excluded.   |
| <b>Business gross operating profit</b>       | The sum of unincorporated gross operating profit and company gross operating profit.   |
| <b>Company gross operating profits</b>       | Selected items are excluded from company profits before income tax to provide a measure of underlying company profits. These items include interest income and expenses; depreciation and amortisation; and selected items which do not involve the production of goods and services such as net foreign exchange gains/losses, gains/losses arising from the sale of non-current assets, and net unrealised gains/losses from the revaluation of current or non-current assets.   |
| <b>Company profits before income tax</b>     | Net operating profit or loss before income tax and extraordinary items and is net of capital profits or losses arising from the sale of businesses' own capital goods and dividends received.  |
| <b>Inventories</b>                           | All inventories of materials etc., work in progress and finished goods owned by the business, whether held at locations of the business or elsewhere. Inventories are recorded at book value at the end of the quarter.  |
| <b>Quasi-corporations</b>                    | Large and easily identified unincorporated enterprises such as partnerships of companies or unit trusts of companies.  |
| <b>Sales of goods and services</b>           | This item includes sales of goods by the business and income from services provided such as commission income, repair and service income and fees, management fees, rent leasing and hiring income, delivery and installation charges, income from consulting services, sponsorship income, membership/subscription fees and royalties income. State/territory income from sales of goods and services is reported by businesses for the sales of goods and services from each state/territory in which the business operates. |
| <b>Unincorporated businesses</b>             | Businesses not in the corporate sector as defined under the glossary term 'a company'.   |
| <b>Unincorporated gross operating profit</b> | Same definition as company gross operating profit except it includes only unincorporated businesses.   |
| <b>Wages and salaries</b>                    | Gross earnings before taxation and other deductions. Includes provisions for employee entitlements.  |

## FOR MORE INFORMATION . . .

## INTERNET

**www.abs.gov.au** the ABS website is the best place for data from our publications and information about the ABS.

## INFORMATION AND REFERRAL SERVICE

Our consultants can help you access the full range of information published by the ABS that is available free of charge from our website. Information tailored to your needs can also be requested as a 'user pays' service. Specialists are on hand to help you with analytical or methodological advice.

## PHONE

1300 135 070

## EMAIL

client.services@abs.gov.au

## FAX

1300 135 211

## POST

Client Services, ABS, GPO Box 796, Sydney NSW 2001

## FREE ACCESS TO STATISTICS

All statistics on the ABS website can be downloaded free of charge.

## WEB ADDRESS

**www.abs.gov.au**