

CHARACTERISTICS OF AUSTRALIAN EXPORTERS

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Total Number of Exporters



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

KEY FIGURES

	2006-07	2007-08	2008-09	2007-08 to 2008-09 % change
Number of Exporters (No.)				
Total goods exporters	42 654	43 098	43 259	0.4
Total services exporters	3 564	3 577	3 422	-4.3
Total exporters(a)	45 193	45 623	45 581	-0.1
Value of Exports (\$m)				
Total goods exports	168 099	180 857	230 829	27.6
Total services exports	45 835	50 568	52 948	4.7
Total value of exports	213 934	231 425	283 777	22.6

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

KEY POINTS

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- The total number of exporters of goods and services in 2008-09 was 45,581, a slight decrease from 2007-08 (45,623).
- Less than 1% of the total number of goods exporters had total value of exports worth \$100m or more. This is an increase from 2007-08 by 22 exporters (9%). In 2008-09, these exporters contributed \$192b (83%) by value to total goods exports.
- 1% of the total number of services exporters had total value of services exports worth \$100m or more. These exporters contributed 20% of the total value of services exports.
- 67% of the total number of goods exporters had total value of exports less than \$100,000, contributing \$666m or less than 1% of the total value of goods exports.
- There were 544 goods exporters in the Mining industry. Although these businesses represented 1% of the total number of goods exporters, they contributed \$112b (48%) of the total value of goods exports.
- There were 12,155 goods exporters in the Wholesale trade industry. Although these businesses represented 28% of the total number of goods exporters, they contributed \$27b (12%) of the total value of goods exports.
- The total value of Travel services exports was \$31b, or 59% of total services exports.

INQUIRIES

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

NOTES

ABOUT THIS ISSUE

This publication presents an analysis of the characteristics and international trading activities of Australian exporters in 2008–09. The information is compiled as a by-product of producing regular monthly and quarterly statistics on Australia's merchandise trade and international trade in services. The first table presents an overview covering exporters of both goods and services. Tables 2 to 9 present more detailed information on goods exporters and Table 10 presents additional information on services exporters. These tables are available for free from the Downloads tab of this publication on the ABS website.

CHANGES TO TIME SERIES

The data set covers a total of three years: 2006–07, 2007–08, and 2008–09. There is a break in series between 2005–06 and 2006–07 due to the introduction of ANZSIC 2006 for goods. Comparisons to previously published data should be exercised with caution.

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ABBREVIATIONS

\$b	billion (thousand million) dollars
\$m	million dollars
A\$	Australian dollars
ABN	Australian Business Number
ABR	Australian Business Register
ABS	Australian Bureau of Statistics
AHECC	Australian Harmonised Export Commodity Classification
ANZSIC	Australian and New Zealand Standard Industrial Classification
ATO	Australian Taxation Office
BPM6	<i>Balance of Payments and International Investment Position Manual, Sixth Edition</i>
CCID	Customs Client Identifier
GST	goods and services tax
n.i.e.	not included elsewhere
no.	number
SAR	Special Administrative Region
SITS	Survey of International Trade in Services
SNA	System of National Accounts
US\$	United States dollars

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ADDITIONAL DATA

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The following data cube is available for free via the Downloads tab of this publication on the ABS website.

11 Goods Exporters, by Country of Destination, 2008–09

TIME SERIES DATA

Tables 12, 13 and 14 contain financial year data commencing with 2006–07. These tables present the same information as publication tables 1, 3 and 10, respectively. They are available for free via the Downloads tab of this publication on the ABS website.

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ANALYSIS AND COMMENTS

OVERVIEW

There were 45,581 Australian exporters in 2008–09, a decrease of 42 exporters from 2007–08. Of these Australian exporters, 43,259 were exporters of merchandise goods and 3,422 were exporters of services. Of those businesses engaged in exporting services, an estimated 1,100 (32%) were also exporters of merchandise goods.

The value of total goods and services exports grew by 23% from 2007–08 to 2008–09. Goods exports increased by 28%, and services by 5%. Growth from 2006–07 to 2007–08 for total goods and services exports was 8%.

In 2008–09 there were 256 goods exporters with aggregate goods exports worth \$100m or more. This was an increase of 22 from 2007–08 compared to an increase of 3 from 2006–07 to 2007–08. Although these 256 goods exporters represented less than 1% of the total goods exporter population, they contributed 83% of value of goods exports in 2008–09.

There were 28,884 (67%) goods exporters exporting less than \$100,000 that contributed less than 1% of the value of total goods exports in 2008–09. Businesses with aggregate goods exports of '\$10,000 and less than \$100,000' represented 38% of goods exporters, and businesses exporting goods valued at 'less than \$10,000' represented 28% of goods exporters.

There were 3,422 services exporters in 2008–09, a decrease of 155 (–4%) from 2007–08. The decrease in the number of exporters was restricted to businesses with services exports of 'less than \$1m', where the number of services exporters decreased by 198 (8%) to 2,395.

The value of services exported in 2008–09 increased by \$2,380m (5%), to \$52,948m when compared to 2007–08. The increase in the value of services exporters was highest for the Other services category, which increased by \$2,777m (9%) from 2007–08 to \$32,225m. This category relates to service types where the number of exporters cannot be estimated, including travel, insurance and government services. During the same period, the value of services exports in the category '\$100m or more' decreased by \$1,107m (–9%) to \$10,723m.

EXPORT ACTIVITY

(Table 2)

During 2008–09, 20,191 (47%) of goods exporters lodged only 1 or 2 export transactions. The total value of their goods exports was \$1b (less than 1% of total goods exports). 11,333 of these exporters were businesses with total exports worth less than \$10,000. There were 4,170 (10%) goods exporters lodging more than 50 transactions, and their total value of good exports was \$198b, 86% of total goods exports.

INDUSTRY

(Tables 3 and 4)

Industries with the most significant contribution by exporting businesses to the total value of goods exports in 2008–09 were Mining (48%), Manufacturing (25%) and Wholesale trade (12%). These three industries accounted for \$195b (85%) of the value of goods exports in 2008–09 compared to \$151b (84%) in 2007–08.

The industries with the highest number of goods exporters in 2008–09 were Wholesale trade (12,155 or 28%) and Manufacturing (9,656 or 22%).

ANALYSIS AND COMMENTS *continued*

(Tables 3 and 4) continued

The Manufacturing industry had the largest decrease in the number of exporters (-279) followed by Wholesale trade (-78). The most significant increase in the value of goods exported over the 2008-09 period was in Mining, which rose by 48% to \$112b, up from \$75b in 2007-08.

The average value of exports per business in 2008-09 was \$5m, compared to \$4m in 2007-08. In 2008-09, the Mining industry had the highest average value of exports per exporter (\$205m), followed by the Manufacturing industry (\$6m per exporter) and the Agriculture, forestry and fishing industry (\$4m per exporter). The lowest average value of total exports per exporter occurred in the Construction industry with less than \$1m per business.

Comparing 2007-08 to 2008-09, the highest growth industry based on average value of exports per business was the Mining industry, with average exports increasing by \$75m. The Agriculture, forestry and fishing industry increased average exports per exporter by \$2m.

Mining had the highest correlation (83%) between the industry that produced the commodity and the industry which exported the final product.

BUSINESS SIZE

(Table 5)

There were 5,932 large businesses exporting goods in 2008-09, representing 14% of all businesses exporting goods. These businesses exported goods worth \$219b (representing 95% of all exports). (See paragraphs 25-27 of the Explanatory notes for a definition of business size.) The industry with the highest percentage of large businesses was Mining (44%). The 237 large mining businesses represented less than 1% of all goods exporting businesses but were responsible for 48% of the total value of goods exports. The industries with the largest number of large businesses exporting were Manufacturing (1,807 goods exporters with \$54b goods exports) and Wholesale trade (1,330 goods exporters with \$22b goods exports).

Medium-sized businesses represented 48% of all goods exporters in 2008-09. These businesses exported 4% of the total value of exports. The Wholesale trade and Manufacturing industries had the highest proportion of medium sized businesses.

Small businesses made up 38% of goods exporters by number and contributed less than 1 percent of the total value of goods exports. The industry with the highest number of small goods exporters in 2008-09 was Wholesale trade with 4,144. Small businesses in the Wholesale trade and Manufacturing industries had the largest value of goods exports.

The Australian Business Number (ABN) is used to obtain selected information on exporting businesses from the Australian Business Register. In 2008-09 9% of goods exporting businesses did not have an ABN. These businesses were allocated a business size base on the value of their exports. The business size of exporters with an ABN was based on several factors (see paragraphs 25 to 27 of the Explanatory Notes). 99% of goods exporting businesses without an ABN were classified as small businesses but caution should be exercised in interpreting these data. For businesses with an ABN, the highest proportion of small businesses were in the Retail trade (39%) and Agriculture, forestry and fishing (37%) industries.

ANALYSIS AND COMMENTS *continued*

STATE DATA

(Tables 6, 7 and 8)

38% of Australia's total value of goods exports in 2008–09 came from Western Australia, followed by Queensland (24%), New South Wales (17%), and Victoria (9%).

Western Australia (\$54b) and Queensland (\$37b) have combined mining exports of \$92b, representing 82% of total exports by exporters in the Mining industry in 2008–09.

Western Australia (\$21b) and New South Wales (\$12b) have combined manufacturing exports of \$33b, contributing 58% of total exports by exporters in the Manufacturing industry.

LOCATION OF SMALL GOODS EXPORTERS

(Table 9)

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

The total count of small businesses exporting goods fell for all States from 2007–08 to 2008–09. New South Wales had the largest decrease in the number of small exporters, falling by 253, followed by Victoria (168) and Queensland (160).

SERVICES EXPORTERS

(Table 10)

The number of businesses exporting Construction services increased by 397 (278%) due to the commencement of new projects. Similarly, Personal, cultural and recreational services increased by 336 exporters (65%), returning to a similar level as 2006–07.

Maintenance and repair service exporters decreased in number by 85 (12%) from 2007–08 to 2008–09 while exporters applying Charges for the use of intellectual property decreased by 64 (6%). The 'Other business services' category decreased by 55 (3%) from 2007–08 to 2008–09.

The value of Construction services increased from \$22m to \$103m (368%) from 2007–08 to 2008–09 due to the commencement of several new projects. The value of Travel services increased by \$2,775m (10%), while Transport services decreased by \$1,243m (-14%).

GOODS AND SERVICES EXPORTERS, by Value Range of Exports

	2006-07	2007-08	2008-09	Percent of total 2008-09	2007-08 to 2008-09 % change
NUMBER OF EXPORTERS (NO.)					
Goods					
\$100m or more	231	234	256	0.6	9.4
\$1m and less than \$100m	4 053	4 111	4 208	9.7	2.4
\$100,000 and less than \$1m	9 531	9 772	9 911	22.9	1.4
\$10,000 and less than \$100,000	16 286	16 412	16 563	38.3	0.9
Less than \$10,000	12 553	12 569	12 321	28.5	-2.0
Total goods exporters	42 654	43 098	43 259	100.0	0.4
Services					
\$100m or more	30	39	40	1.2	2.6
\$1m and less than \$100m	988	945	987	28.8	4.4
Less than \$1m	2 546	2 593	2 395	70.0	-7.6
Other services exporters(a)	na	na	na	na	na
Total services exporters	3 564	3 577	3 422	100.0	-4.3
Total exporters(b)	45 193	45 623	45 581	—	-0.1
VALUE OF EXPORTS (\$M)					
Goods					
\$100m or more	131 960	142 401	192 002	83.2	34.8
\$1m and less than \$100m	32 310	34 525	34 868	15.1	1.0
\$100,000 and less than \$1m	3 159	3 265	3 292	1.4	0.8
\$10,000 and less than \$100,000	608	606	606	0.3	0.1
Less than \$10,000	61	61	60	—	-1.1
Total goods exporters	168 099	180 857	230 829	100.0	27.6
Services					
\$100m or more	10 328	11 830	10 723	20.3	-9.4
\$1m and less than \$100m	8 734	8 759	9 516	18.0	8.6
Less than \$1m	451	531	484	0.9	-8.9
Other services exporters(a)	26 322	29 448	32 225	60.9	9.4
Total services exporters	45 835	50 568	52 948	100.0	4.7
Total value of exports	213 934	231 425	283 777	—	22.6

— nil or rounded to zero (including null cells)

na not available

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

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

GOODS EXPORTERS, by Value Range of Exports and Number of Export Transactions—2008–09

NUMBER OF EXPORT TRANSACTIONS

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

NUMBER OF EXPORTERS (NO.)

\$100m or more	—	8	17	51	180	256
\$1m and less than \$100m	97	282	274	748	2 807	4 208
\$100,000 and less than \$1m	1 191	2 900	2 243	2 439	1 138	9 911
\$10,000 and less than \$100,000	7 570	7 562	1 154	232	45	16 563
Less than \$10,000	11 333	963	18	7	—	12 321
Total goods exporters	20 191	11 715	3 706	3 477	4 170	43 259

VALUE OF EXPORTS (\$M)

\$100m or more	—	1 628	3 428	16 681	170 266	192 002
\$1m and less than \$100m	602	2 148	1 454	3 069	27 595	34 868
\$100,000 and less than \$1m	288	753	695	924	632	3 292
\$10,000 and less than \$100,000	223	294	71	15	3	606
Less than \$10,000	53	6	—	—	—	60
Total goods exporters	1 166	4 830	5 648	20 690	198 496	230 829

— nil or rounded to zero (including null cells)

GOODS EXPORTERS, by Industry of Exporter

Industry of exporter	2006-07	2007-08	2008-09	2007-08	
				Percent of total 2008-09	to 2008-09 % change
NUMBER OF EXPORTERS (NO.)					
Goods exporters with an ABN					
Agriculture, forestry and fishing	1 000	1 005	1 017	2.4	1.2
Mining	527	579	544	1.3	-6.0
Manufacturing	10 075	9 935	9 656	22.3	-2.8
Construction	1 234	1 243	1 277	3.0	2.7
Wholesale trade	12 245	12 233	12 155	28.1	-0.6
Retail trade	3 742	3 727	3 739	8.6	0.3
Transport, postal and warehousing	1 217	1 180	1 249	2.9	5.8
Other(a)	9 051	9 562	9 788	22.6	2.4
All goods exporters with an ABN	39 091	39 464	39 425	91.1	-0.1
Goods exporters without an ABN					
All industries(b)	3 563	3 634	3 834	8.9	5.5
Total goods exporters	42 654	43 098	43 259	100.0	0.4

VALUE OF EXPORTS (\$M)					
Goods exporters with an ABN					
Agriculture, forestry and fishing	2 195	2 275	4 405	1.9	93.6
Mining	67 777	75 381	111 783	48.4	48.3
Manufacturing	49 455	50 987	57 007	24.7	11.8
Construction	383	443	536	0.2	21.0
Wholesale trade	23 769	24 905	26 673	11.6	7.1
Retail trade	3 583	3 845	4 732	2.1	23.1
Transport, postal and warehousing	1 610	1 699	1 892	0.8	11.4
Other(a)	18 321	20 358	21 764	9.4	6.9
All goods exporters with an ABN	167 091	179 893	228 792	99.1	27.2
Goods exporters without an ABN					
All industries(b)	1 007	964	2 037	0.9	111.3
Total goods exporters	168 099	180 857	230 829	100.0	27.6

- (a) Includes goods exporters in Electricity, Gas, Water and Waste Services; Accommodation and Food Services; Transport, Postal and Warehousing; Information Media and Telecommunications; Financial and Insurance Services; Rental, Hiring and Real Estate Services; Professional, Scientific and Technical Services; Administrative and Support Services; Public Administration and Safety; Education and Training; Health Care and Social Assistance; Arts and Recreation Services; as well as businesses that lack a classification under ANZSIC 2006 and businesses yet to confirm their main industry of activity with the Australian Taxation Office.
- (b) Industry of exporter cannot be determined for exporters without an ABN.

VALUE OF GOODS EXPORTS, by Industry of Exporter and Industry of Origin of Exported Commodity—2008–09

Industry of exporter	INDUSTRY OF ORIGIN OF EXPORTED COMMODITY				Total goods exports
	Agriculture, forestry and fishing	Mining	Manufacturing	Other	
VALUE OF EXPORTS (\$M)					
Goods exporters with an ABN					
Agriculture, forestry and fishing	1 898	np	1 505	np	4 405
Mining	—	99 372	12 373	37	111 783
Manufacturing	839	4 017	51 967	185	57 007
Wholesale trade	6 219	3 641	16 349	464	26 673
Other	1 284	np	14 807	np	28 925
All goods exporters with an ABN	11 793	117 926	97 000	2 073	228 792
Goods exporters without an ABN					
All industries(a)	83	1 167	761	26	2 037
Total goods exporters	11 876	119 093	97 761	2 099	230 829
CONTRIBUTION TO TOTAL VALUE (%)					
Goods exporters with an ABN					
Agriculture, forestry and fishing	16.0	np	1.5	np	1.9
Mining	—	83.4	12.7	1.8	48.4
Manufacturing	7.1	3.4	53.2	8.8	24.7
Wholesale trade	52.4	3.1	16.7	22.1	11.6
Other	10.8	np	15.1	np	12.5
All goods exporters with an ABN	99.3	99.0	99.2	98.8	99.1
Goods exporters without an ABN					
All industries(a)	0.7	1.0	0.8	1.2	0.9
Total goods exporters	100.0	100.0	100.0	100.0	100.0
—	nil or rounded to zero (including null cells)		(a) Industry of exporter cannot be determined for exporters without an ABN.		
np	not available for publication but included in totals where applicable, unless otherwise indicated				

Industry of exporter	SIZE OF EXPORTERS (a)				CONTRIBUTION TO EACH INDUSTRY (%)			
	Large	Medium	Small	Total	Large	Medium	Small	Total
NUMBER OF EXPORTERS (NO.)								
Goods exporters with an ABN								
Agriculture, forestry and fishing	112	526	379	1 017	11.0	51.7	37.3	100.0
Mining	237	204	103	544	43.6	37.5	18.9	100.0
Manufacturing	1 807	5 218	2 631	9 656	18.7	54.0	27.2	100.0
Construction	212	625	440	1 277	16.6	48.9	34.5	100.0
Wholesale trade	1 330	6 681	4 144	12 155	10.9	55.0	34.1	100.0
Retail trade	427	1 864	1 448	3 739	11.4	49.9	38.7	100.0
Transport, postal and warehousing	247	652	350	1 249	19.8	52.2	28.0	100.0
Other(b)	1 552	4 976	3 260	9 788	15.9	50.8	33.3	100.0
All goods exporters with an ABN	5 924	20 746	12 755	39 425	15.0	52.6	32.4	100.0
Goods exporters without an ABN								
All industries(c)	8	41	3 785	3 834	0.2	1.1	98.7	100.0
Total goods exporters	5 932	20 787	16 540	43 259	13.7	48.1	38.2	100.0
VALUE OF EXPORTS (\$M)								
Goods exporters with an ABN								
Agriculture, forestry and fishing	3 942	420	43	4 405	89.5	9.5	1.0	100.0
Mining	111 567	203	13	111 783	99.8	0.2	—	100.0
Manufacturing	53 684	3 127	197	57 007	94.2	5.5	0.3	100.0
Construction	340	169	27	536	63.5	31.6	4.9	100.0
Wholesale trade	22 331	3 946	395	26 673	83.7	14.8	1.5	100.0
Retail trade	4 216	438	79	4 732	89.1	9.2	1.7	100.0
Transport, postal and warehousing	1 454	397	41	1 892	76.9	21.0	2.1	100.0
Other(b)	20 088	1 449	226	21 764	92.3	6.7	1.0	100.0
All goods exporters with an ABN	217 623	10 149	1 020	228 792	95.1	4.4	0.4	100.0
Goods exporters without an ABN								
All industries(c)	1 771	130	136	2 037	86.9	6.4	6.7	100.0
Total goods exporters	219 394	10 279	1 156	230 829	95.0	4.5	0.5	100.0

— nil or rounded to zero (including null cells)

(a) Refer to paragraphs 25-27 of the Explanatory Notes for business size criteria.

(b) Includes goods exporters in Electricity, Gas, Water and Waste Services; Accommodation and Food Services; Transport, Postal and Warehousing; Information Media and Telecommunications; Financial and Insurance Services; Rental, Hiring and Real Estate Services; Professional, Scientific and Technical Services; Administrative and Support Services; Public Administration and Safety; Education and Training; Health Care and Social Assistance; Arts and Recreation Services; as well as businesses that lack a classification under ANZSIC 2006 and businesses yet to confirm their main industry of activity with the Australian Taxation Office.

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

6

NUMBER OF LOCATIONS OF GOODS EXPORTERS, by State of Origin of the Exported Commodity, by State of Locations of Exporter—2008–09

State of origin of the exported commodity(a)	PRESENCE IN STATE OF ORIGIN(b)		
	Main Location in State	Location in State not Main Location	No Location(s) in State of Origin(c)
NUMBER OF LOCATIONS (NO.)			
New South Wales	11 627	733	3 372
Victoria	9 422	833	3 001
Queensland	5 592	912	2 579
South Australia	2 038	243	1 138
Western Australia	3 314	466	1 387
Tasmania	272	46	335
Northern Territory	135	52	386
Other goods exporters(d)	1 808	np	13 995

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

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

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

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

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

VALUE OF GOODS EXPORTS, by Industry of Exporter and State of Origin of the Exported Commodity—2008–09

Industry of exporter	STATE OF ORIGIN OF THE EXPORTED COMMODITY							Total goods exports(a)
	NSW	Vic.	Qld	SA	WA	Tas.	NT	
VALUE OF EXPORTS (\$M)								
Goods exporters with an ABN								
Agriculture, forestry and fishing	1 174	332	932	738	840	116	264	4 405
Mining	10 882	1 776	37 432	661	54 341	804	5 586	111 783
Manufacturing	12 129	10 017	6 792	4 152	20 675	1 833	4	57 007
Construction	107	102	88	10	82	np	np	536
Wholesale trade	6 309	5 716	4 582	1 859	4 978	473	222	26 673
Retail trade	3 059	292	123	39	33	5	3	4 732
Transport, postal and warehousing	587	243	259	140	158	1	46	1 892
Other(b)	4 018	1 825	5 549	1 914	6 051	np	np	21 764
All goods exporters with an ABN	38 265	20 303	55 755	9 513	87 159	3 510	6 293	228 792
Goods exporters without an ABN								
All industries(c)	512	72	797	14	505	1	12	2 037
Total goods exporters	38 777	20 375	56 553	9 527	87 665	3 511	6 305	230 829
CONTRIBUTION TO EACH INDUSTRY (%)								
Goods exporters with an ABN								
Agriculture, forestry and fishing	26.7	7.5	21.2	16.8	19.1	2.6	6.0	100.0
Mining	9.7	1.6	33.5	0.6	48.6	0.7	5.0	100.0
Manufacturing	21.3	17.6	11.9	7.3	36.3	3.2	—	100.0
Construction	20.0	19.0	16.4	1.9	15.3	np	np	100.0
Wholesale trade	23.7	21.4	17.2	7.0	18.7	1.8	0.8	100.0
Retail trade	64.6	6.2	2.6	0.8	0.7	0.1	0.1	100.0
Transport, postal and warehousing	31.0	12.9	13.7	7.4	8.3	—	2.4	100.0
Other(b)	18.5	8.4	25.5	8.8	27.8	np	np	100.0
All goods exporters with an ABN	16.7	8.9	24.4	4.2	38.1	1.5	2.8	100.0
Goods exporters without an ABN								
All industries(c)	25.1	3.5	39.1	0.7	24.8	—	0.6	100.0
Total goods exporters	16.8	8.8	24.5	4.1	38.0	1.5	2.7	100.0

— nil or rounded to zero (including null cells)

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

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

(b) Includes goods exporters in Electricity, Gas, Water and Waste Services; Accommodation and Food Services; Transport, Postal and Warehousing; Information Media and Telecommunications; Financial and Insurance Services; Rental, Hiring and Real Estate Services; Professional, Scientific and Technical Services; Administrative and Support Services; Public Administration and Safety; Education and Training; Health Care and Social Assistance; Arts and Recreation Services; as well as businesses that lack a classification under ANZSIC 2006 and businesses yet to confirm their main industry of activity with the Australian Taxation Office.

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

NUMBER OF GOODS EXPORTERS, by Industry of Exporter—by Main State of Location of Exporter—2008–09

Industry of exporter	MAIN STATE OF BUSINESS LOCATION						Total goods exporters(a)
	NSW	Vic.	Qld	SA	WA	Tas.	
NUMBER OF EXPORTERS (NO.)							
Goods exporters with an ABN							
Agriculture, forestry and fishing	232	250	146	155	159	56	1 017
Mining	88	57	128	32	223	5	544
Manufacturing	3 056	3 126	1 578	803	848	135	9 656
Construction	426	284	295	48	185	9	1 277
Wholesale trade	4 926	3 712	1 833	585	890	51	12 155
Retail trade	1 356	980	723	192	366	31	3 739
Transport, postal and warehousing	517	316	192	60	127	12	1 249
Other(b)	3 697	2 619	1 609	531	1 012	75	9 788
All goods exporters with an ABN	14 298	11 344	6 504	2 406	3 810	374	39 425
Goods exporters without an ABN							
All industries(c)	na	na	na	na	na	na	3 834
Total goods exporters	na	na	na	na	na	na	43 259

na not available

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

(b) Includes goods exporters in Electricity, Gas, Water and Waste Services; Accommodation and Food Services; Transport, Postal and Warehousing; Information Media and Telecommunications; Financial and Insurance Services; Rental, Hiring and Real Estate Services; Professional, Scientific and Technical Services; Administrative and Support Services; Public Administration and Safety; Education and Training; Health Care and Social Assistance; Arts and Recreation Services; as well as businesses that lack a classification under ANZSIC 2006 and businesses yet to confirm their main industry of activity with the Australian Taxation Office.

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

NUMBER OF SMALL GOODS EXPORTERS(a), by Industry of Exporter, by Main State of Location of Exporter—2008–09

Industry of exporter	MAIN STATE OF BUSINESS LOCATION						Total goods exporters(b)
	NSW	Vic.	Qld	SA	WA	Tas.	
NUMBER OF SMALL GOODS EXPORTERS (NO.)							
Goods exporters with an ABN							
Agriculture, forestry and fishing	94	90	53	67	51	17	379
Mining	19	13	22	np	40	np	103
Manufacturing	827	794	478	239	240	32	2 631
Construction	158	110	105	np	47	np	440
Wholesale trade	1 687	1 208	681	218	298	13	4 144
Retail trade	550	353	292	83	123	15	1 448
Transport, postal and warehousing	154	87	56	10	32	5	350
Other(c)	1 230	842	602	161	341	24	3 260
All small goods exporters with an ABN	4 719	3 497	2 289	795	1 172	108	12 755
Goods exporters without an ABN							
All industries(d)	na	na	na	na	na	na	3 785
Total small goods exporters	na	na	na	na	na	na	16 540

na not available

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

(a) Refer to paragraphs 25-27 of the Explanatory Notes for the business size criteria.

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

(c) Includes goods exporters in Electricity, Gas, Water and Waste Services; Accommodation and Food Services; Transport, Postal and Warehousing; Information Media and Telecommunications; Financial and Insurance Services; Rental, Hiring and Real Estate Services; Professional, Scientific and Technical Services; Administrative and Support Services; Public Administration and Safety; Education and Training; Health Care and Social Assistance; Arts and Recreation Services; as well as businesses that lack a classification under ANZSIC 2006 and businesses yet to confirm their main industry of activity with the Australian Taxation Office.

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

SERVICES EXPORTERS, by Type of Service

Type of service	2007-08 to 2008-09			
	2006-07	2007-08	2008-09	% change
NUMBER OF EXPORTERS (NO.) (a)				
Maintenance and repair services n.i.e.	713	695	610	-12.2
Transport(b)	80	78	66	-15.4
Travel	na	na	na	na
Construction services	380	143	540	277.6
Insurance and pension services(b)	na	na	na	na
Financial services(b)	545	539	506	-6.1
Charges for the use of intellectual property n.i.e	1 205	1 068	1 004	-6.0
Telecommunication, computer and information services	1 113	989	1 018	2.9
Other business services	1 972	2 179	2 124	-2.5
Personal, cultural and recreational services	873	516	852	65.1
Government goods and services n.i.e.(b)	na	na	na	na
Total services exporters(b)	3 564	3 577	3 422	-4.3

VALUE OF EXPORTS (\$M)				
Maintenance and repair services n.i.e.	90	103	86	-16.5
Transport	8 546	9 129	7 886	-13.6
Travel	25 161	28 252	31 027	9.8
Construction services	21	22	103	368.2
Insurance and pension services	313	348	350	0.6
Financial services	1 131	1 072	1 205	12.4
Charges for the use of intellectual property n.i.e	887	778	818	5.1
Telecommunication, computer and information services	1 861	1 896	2 076	9.5
Other business services	6 369	7 394	7 752	4.8
Personal, cultural and recreational services	608	726	797	9.8
Government goods and services n.i.e.	848	848	848	—
Total services exporters	45 835	50 568	52 948	4.7

— nil or rounded to zero (including null cells)

na not available

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

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

EXPLANATORY NOTES

INTRODUCTION

1 This publication provides an analysis of the characteristics and international trading activities of Australian exporters in 2008–09. Although the ABS previously released an article on the number and characteristics of Australian exporters covering 2000–01, 2002–03, and 2003–04, care should be exercised when comparing these earlier estimates with estimates starting from 2005–06 and onwards, as they were not based on ABNs. The publications from 2005–06 and onwards are based on these ABNs. However, the estimates from 2006–07 introduced the ANZSIC 2006 classification, so care should be exercised when comparing 2005–06 estimates to 2006–07, 2007–08, and 2008–09.

2 Estimates relating to exporters of merchandise goods are compiled from data sourced from the *Australian Customs and Borders Protection Service* (Customs and Border Protection) and from the *Australian Taxation Office* (ATO) Australian Business Register (ABR). The total count of all actively trading businesses (whether exporting or not) can be obtained from *Counts of Australian Businesses, including Entries and Exits* (cat. no. 8165.0). The methodology used to derive numbers of goods exporters was changed in 2006. Further details about this revised methodology are contained in the feature article *New Methodology for Deriving Counts of Australian Exporters* (cat. no. 5368.0), issued on 7 April 2006.

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

WHAT IS AN EXPORTER?

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

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

6 Information on exporters of goods is compiled from merchandise trade statistics and is usually consistent with balance of payments (BPM6) principles. In a small number of cases a non-resident may own the goods at the time of departure. Generally, there would have been a transaction occurring between an Australian resident and a non-resident prior to the goods physically leaving Australia. Therefore, it is assumed for the purpose of these statistics that all owners of goods at the time of export of the goods are Australian residents and are included in the counts of exporters.

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

- Exports of goods excludes export consignments with a value of less than \$2,000.
- Australian businesses, which sell goods or services to other Australian businesses that undertake the exporting function, are excluded. For instance:

EXPLANATORY NOTES *continued*

WHAT IS AN EXPORTER?

continued

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

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

9 This issue introduces estimates for the value of services exports on a balance of payments basis compiled according to the revised international standards, the *Balance of Payments and International Investment Position Manual, Sixth Edition* (BPM6). However, the item 'Manufacturing services on physical inputs owned by others' has been excluded to prevent double counting, as exports of goods include goods after they have been processed. In previous publications the value of services exports was published in accordance with the *Balance of Payments Manual, Fifth Edition*. For further information on the revised standards see *Information Paper: Implementation of new international statistical standards in ABS National Accounts and International Accounts, September 2009* (cat. no 5310.0.55.002).

CHARACTERISTICS OBTAINED FROM THE ABR

10 The Australian Business Number (ABN) is used to obtain selected information on businesses characteristics from the ABR.

11 The information obtained from the ABR includes:

- Industry of the business based on ANZSIC 2006
- Main State of business location, based on main business address
- States in which the business is located.

EXPLANATORY NOTES *continued*

CHARACTERISTICS OBTAINED FROM THE ABR *continued*

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

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

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

14 The ABS has developed a business longitudinal database that provides various characteristics about Australian businesses, including ANZSIC, business size (based on employment), and number of locations. For more information, see the *Business Longitudinal Database, CURF, Australia, 2004–05, 2005–06 and 2006–07* (cat. no. 8168.0.55.001). In addition, the *January 2010* issue of the *Australian Economic Indicators* monthly publication (cat. no. 1350.0) contains two feature articles on small and medium businesses in Australia.

CHARACTERISTICS OBTAINED FROM CUSTOMS AND BORDER PROTECTION SERVICE

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

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

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

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

STATE INFORMATION

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

19 The first measure is a count of the number of businesses which export goods produced in a given State based on information supplied to Customs and Border Protection with export documentation. The second measure is a count of the number of businesses engaged in exporting activities within a given State, based on State of business location as supplied to the ATO at the time the business initially registered with the ABR, or subsequently went through a change in business structure.

EXPLANATORY NOTES *continued*

STATE INFORMATION *continued*

20 An exporter is defined as having locations within the State of origin of the exported commodity if

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

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

22 Table 8 shows the distribution of goods exporting businesses, by industry of exporter and the exporter's main State of business location as listed on the ABR (see Explanatory Notes paragraphs 10–14).

INDUSTRY DATA

23 In addition to the industry of origin of the commodity, a number of tables show the industry of the exporter. This is based on the ANZSIC 2006 industry of the exporting business as registered on the ABR. The exporting business as defined in this analysis is the owner of the good at the time of export and not necessarily the producer of the exported commodity.

24 As announced in the previous issue of this publication, industry data in this issue are based on the Australian and New Zealand Standard Industrial Classification (ANZSIC) 2006. ANZSIC 2006 provides a more contemporary and internationally comparable industrial classification system than its predecessor (ANZSIC 1993). One of the impacts of the redevelopment of ANZSIC is an increase in the number of industries at each level of the classification. ANZSIC 2006 separately identifies 19 divisions compared with 17 in ANZSIC 1993. ANZSIC 2006 was introduced to International Trade in Goods data with the release of July 2009 data. For more information about ANZSIC 2006, see *Information paper: Changes to International Trade in Goods Industry Statistics, July 2009* (cat. no. 5368.0.55.011).

BUSINESS SIZE

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

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

27 The criteria are:

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

EXPLANATORY NOTES *continued*

COUNTRY DATA

28 Data cube 11 shows country data by the number of goods exporters, number of transactions, and the value of exports. All countries with total exports under \$1 million have 'less than \$1m' recorded in the value of exports cell. This diverges from the usual ABS practice of 'rounding' values of \$500,000 or more up to \$1 million and 'rounding' values of \$499,999 or less down to zero. Total exports for all countries includes the actual value of exports for Australia's less significant export partners.

29 Serbia and Serbia and Montenegro contain only 6 months' data, due to a change in country classification in the middle of the financial year during which the exports were recorded. The value for Serbia and Montenegro covers the period July 2008 to December 2008, and the value for Serbia is for the period January 2009 to June 2009.

30 The value of exports for some commodities is suppressed to preserve exporter confidentiality, but total exports by country can be released for the majority of countries. Exporter counts are suppressed for those countries with fewer than five exporters to preserve exporter confidentiality. In these instances the number of exporters cell is annotated 'fewer than 5' and the corresponding number of export transactions cell is not available and is annotated np (not available for publication).

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

ROUNDING

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

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