

## Who are Australia's exporters in 2017-18?

Australia had 2.3 million active businesses in Australia at 30 June 2018. 53,015 of these businesses physically exported goods (2.3%)\*, up 1,023 businesses or 2.0% from 30 June 2017.

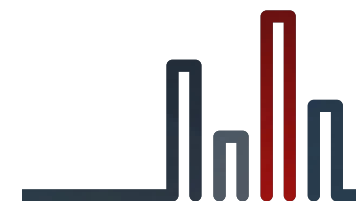
53,015 Australian businesses directly exported goods from their Australian base to customers in another country during 2017-18\*. The number of businesses that are directly and physically exporting goods grew by 2.0% in 2017-18. This continues the upward trend in the number of exporters since 2013-14 (see Chart 1). The lower Australian dollar, the benefits of e-commerce and growing markets in Asia have encouraged increasing numbers of businesses to move into direct exports over this period.

Around 2.3% of all businesses were physically exporting goods in 2017-18, similar to 2016-17 but up from 2.1% of all businesses in 2013-14. For goods exporters, the most export-active industries (in terms of the share of businesses in each industry that were exporting goods) in 2017-18 were wholesale trade (17%), manufacturing (11%) and mining (6%). For about a fifth of exporting businesses, their industry classification is unknown, possibly due to poor record-keeping for their export activity. These data do not include businesses that export services (such as education, tourism, transport or professional services providers).

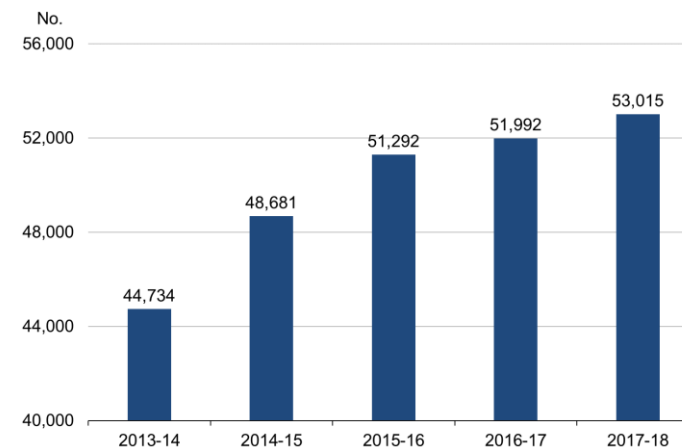
For goods exporters, Victoria had the highest concentration of goods exporters in 2017-18, at 2.1% of all Victorian businesses, followed by New South Wales (1.9%) and Western Australia (1.8%). State data on the number of exporters and the value of exports illustrate the dominance of a few large mining companies in Australian trade statistics; Western Australian and Queensland exporting businesses account for 22% of all exporting businesses (by number of businesses) in Australia, but they export 65% of Australian goods exports by value.

A small number of large exporters account for the majority of exports by value. The ABS data identify micro-exporters (export revenues of less than \$250,000), SMEs (export revenues of between \$250,000 and \$50 million) and large exporters (export revenues of more than \$50 million). Across these categories, approximately 460 large exporters (less than 1% of exporting businesses) accounted for 88% of exports by value in 2017-18 (see Chart 4). About 41,500 micro-exporters (78% of all exporting businesses) accounted for less than 1% of exports by value, while 11,000 exporting SMEs (21% of all exporting businesses) accounted for 11% of exports by value.

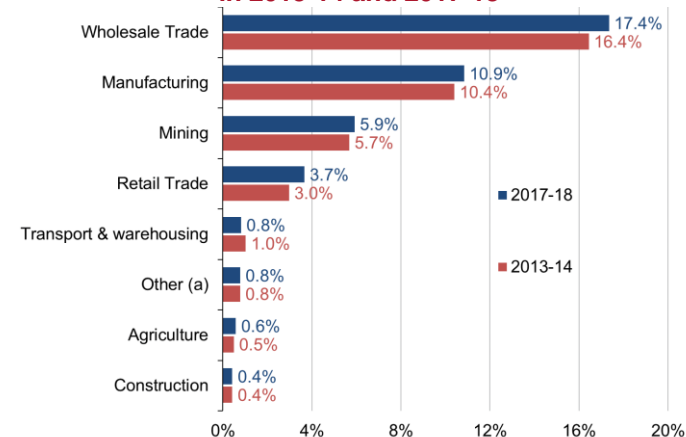
Of the 53,015 Australian businesses directly exporting goods from their Australian base in 2017-18, 49% had fewer than 3 export transactions, 41% had between 3 and 50 export transactions and only 10% had more than 50 export transactions in the year. This illustrates the concentrated nature of Australia's goods exports activity.



**Chart 1: Australian businesses that export goods**



**Chart 2: export-active businesses, share of each industry (goods) in 2013-14 and 2017-18**



### Businesses that exported goods from Australia\*, 2017-18

| State / Industry / Size                             | Exporting Businesses 2017-18 |                                                 | Annual change 2016-17 to 2017-18 |            |
|-----------------------------------------------------|------------------------------|-------------------------------------------------|----------------------------------|------------|
|                                                     | No.                          | % of businesses that export in state / industry | No.                              | % p.a.     |
| Goods exporters                                     |                              |                                                 |                                  |            |
| NSW                                                 | 14,754                       | 1.9                                             | 57                               | 0.4        |
| VIC                                                 | 13,274                       | 2.1                                             | 313                              | 2.4        |
| QLD                                                 | 7,291                        | 1.6                                             | 45                               | 0.6        |
| SA                                                  | 2,621                        | 1.7                                             | 160                              | 6.5        |
| WA                                                  | 4,053                        | 1.8                                             | -39                              | -1.0       |
| TAS                                                 | 461                          | 1.2                                             | 49                               | 11.9       |
| Agriculture, Forestry and Fishing                   | 1,015                        | 0.6                                             | 36                               | 3.7        |
| Mining                                              | 465                          | 5.9                                             | -2                               | -0.4       |
| Manufacturing                                       | 9,182                        | 10.8                                            | 96                               | 1.1        |
| Construction                                        | 1,622                        | 0.4                                             | 51                               | 3.2        |
| Wholesale Trade                                     | 13,858                       | 17.3                                            | 206                              | 1.5        |
| Retail Trade                                        | 4,786                        | 3.7                                             | 18                               | 0.4        |
| Transport, Postal and Warehousing                   | 1,429                        | 0.9                                             | 27                               | 1.9        |
| Other (a)                                           | 9,878                        | 0.8                                             | 234                              | 2.4        |
| Goods exporters with no industry classification (b) | 10,780                       | N/A                                             | 357                              | 3.4        |
| <b>Total goods exporters</b>                        | <b>53,015</b>                | <b>2.3</b>                                      | <b>1,023</b>                     | <b>2.0</b> |

- (a) Includes goods exporters in Electricity, gas, water and waste services; Accommodation and food services; Information media and telecommunications; Financial and insurance services; Rental, hiring and real estate services; Professional, scientific and technical services; Administrative and support services; Public administration and safety; Education and training; Health, care and social assistance; Arts and recreation services; as well as businesses that lack a classification under ANZSIC 2006 and businesses yet to confirm their main industry of activity with the Australian Taxation Office.
- (b) Industry of export is not available for exporters without a TAU.

\* Includes businesses in Australia that directly export goods from their Australian base to customers in another country. Excludes consignments of goods worth less than \$2000. Excludes Australian-owned businesses operating in another country and supplying goods from another country. A number of situations that impact on the interpretation of the count and characteristics of exporters. For example: many agricultural products are exported from Australia by wholesalers, rather than by the producers and Australian businesses that sell goods or services to other Australian businesses who then undertake the exporting function, are excluded.

#### Data sources

ABS, [Counts of Australian Businesses](#), 2017-18

ABS, [Characteristics of Exporters](#), 2017-18

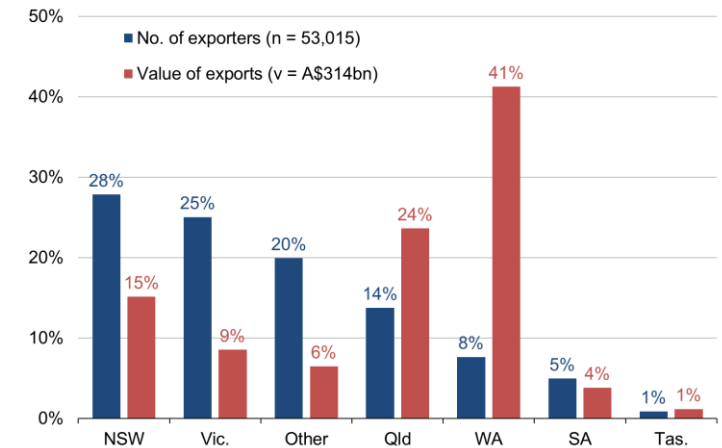
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**Chart 3: Share of exporting businesses and export values, by state, 2017-18**



**Chart 4: Exporters by size and contribution to export values**

