

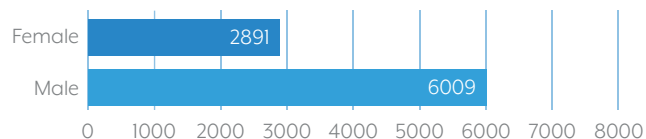
The Indigenous Business Factsheet

KEY Points

- There are around 2.1 million businesses in Australia, between 12,000-16,000 of these are Indigenous-owned businesses
- Collectively, Supply Nation registered Indigenous businesses earn more than \$1 billion per year with revenues growing at an annual average rate of 12.5%
- An additional 73,250 prime working age Indigenous Australians will operate in the economy by 2026. Based on current Indigenous self-employment rates around 2,200 will start a business

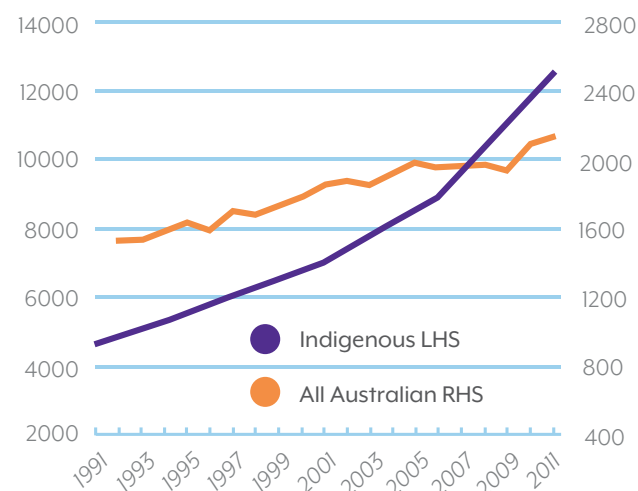
Indigenous men twice as likely to be self employed

Indigenous self-employed by sex in 2011, ABS ¹



Indigenous entrepreneurs on the rise

Indigenous self-employment and all Australian businesses, 1991 to 2011, ABS ²

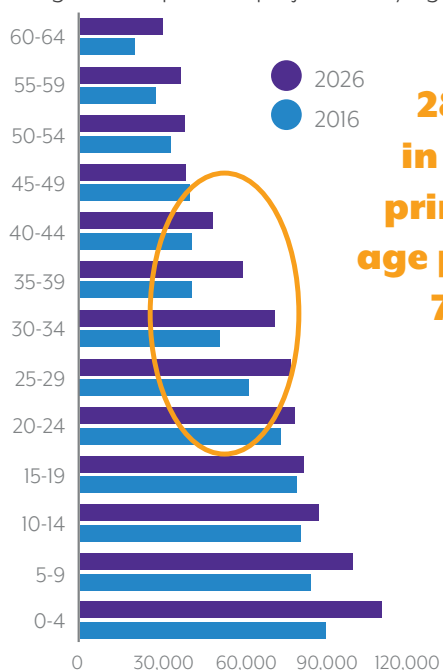


Estimates for the number of Indigenous businesses, various sources

Source (year of research)	Estimate (year)
Census (2011) ¹	8,900 (2011)
Hunter (2013) ³ (self-employed)	12,500 (2011)
PwC Indigenous Consulting (2016) ⁴	11,760 to 16,260 (2016)

Massive demographic dividend on the horizon

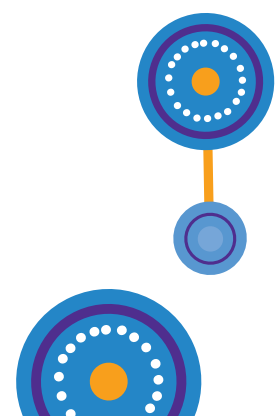
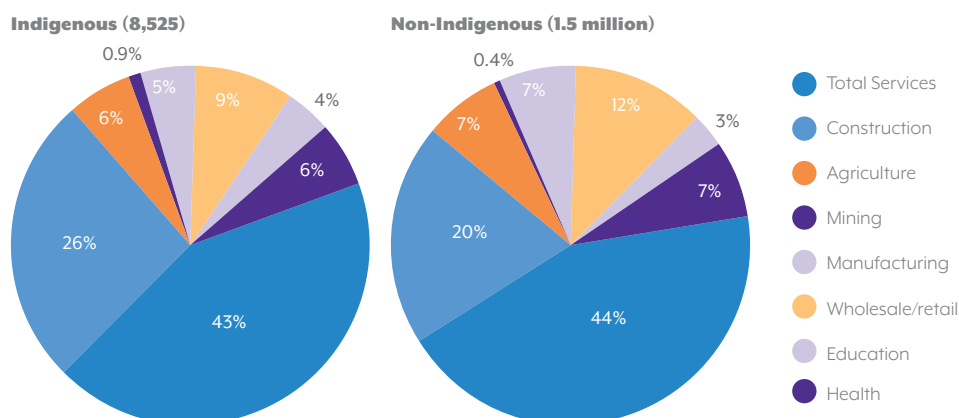
Indigenous Population projections by age, ABS ⁵



28% increase in Indigenous prime working age population: 73,250 more potential workers by 2026

Lion's share of Indigenous entrepreneurs are in services and construction, similar to non-Indigenous entrepreneurs.

Indigenous and non-Indigenous self-employed sectors in 2011, per cent, ABS ⁶



Indigenous businesses are concentrated in regional parts of the eastern states

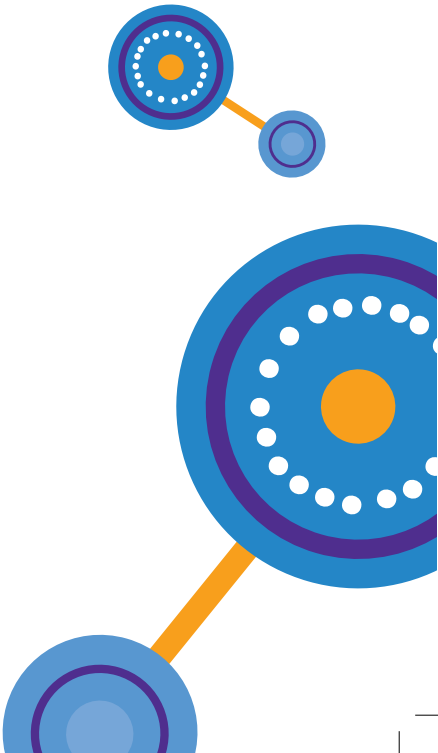
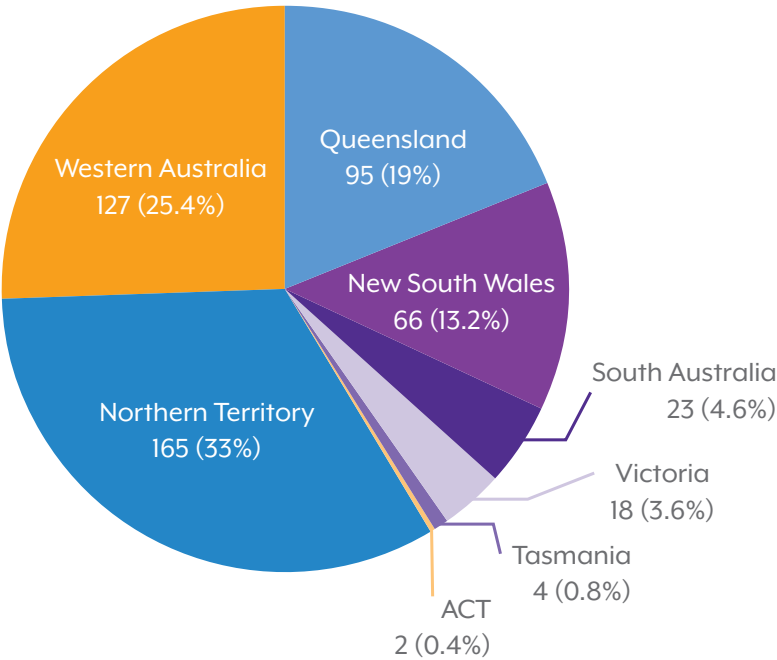
Indigenous self-employed by capital city and rest of state, count, % ⁷

State/Territory	Region	Indigenous business (count)	% of total
NSW	Greater Sydney	878	14%
NSW	Rest of NSW	1,332	22%
VIC	Greater Melbourne	230	4%
VIC	Rest of Vic.	208	3%
QLD	Greater Brisbane	450	7%
QLD	Rest of QLD	1,028	17%
SA	Greater Adelaide	86	1%
SA	Rest of SA	94	2%
WA	Greater Perth	298	5%
WA	Rest of WA	381	6%
TAS	Greater Hobart	182	3%
TAS	Rest of Tas.	381	6%
NT	Greater Darwin	60	1%
NT	Rest of NT	408	7%
ACT	Australian Capital Territory	41	1%
Total		6,057*	

*Indigenous businesses lacking locational information; hence the total of 6,057 in the table is lower than the total count of Indigenous small businesses across Australia as a whole (8,900).

ORIC registered Indigenous organisations located largely in NT, WA and QLD

Geographic spread of the Top 500 Corporations in 2014-15, count, % ⁸



Key statistical snapshot of 697 Supply Nation registered Indigenous businesses in 2014-15⁹

Total revenue generated

\$1.15b

Annual average growth over 4 years¹⁰

12.5%

Average revenue per firm

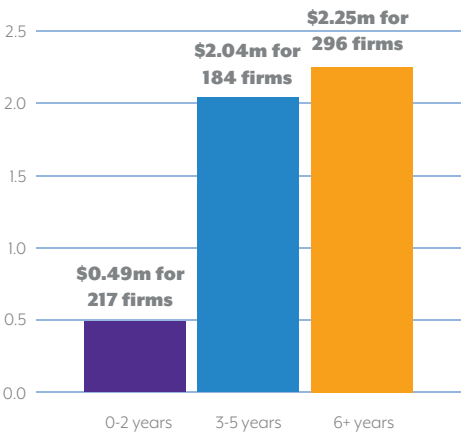
\$1.65m

Industry Value Add

\$463.9m

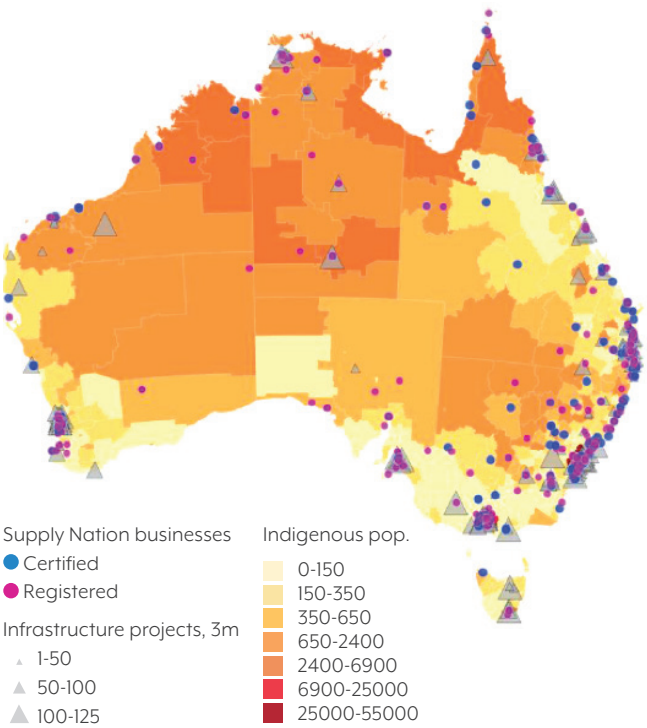
Maturity brings soaring financial success

Average revenue of Indigenous businesses based on years in operation, \$m



East coast dominates Indigenous business⁷

Location of Infrastructure projects and Indigenous businesses that are certified or registered with Supply Nation.



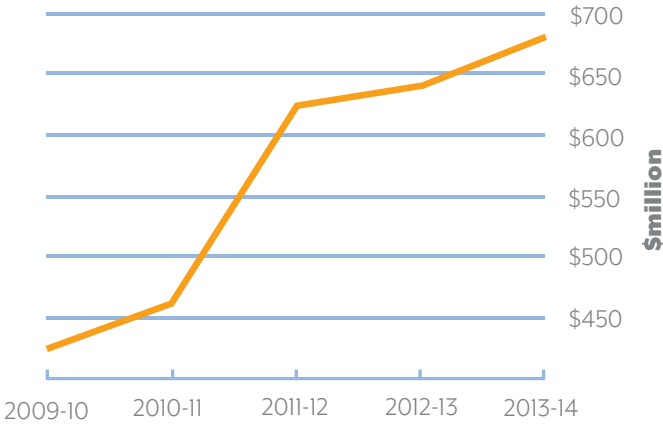
Strongest in construction and services sectors

Indigenous business representation across industries, \$m, %

Top 10 Industries	Revenue \$M	% of Total
Construction	395.5	34%
Administrative and Support	115.9	10%
Electricity, Gas, Water and Waste	77.2	7%
Transport, Postal and Warehousing	67.0	6%
Professional, Scientific and Technical	64.4	6%
Health Care and Social Assistance	51.2	4%
Wholesale Trade	44.8	4%
Financial and Insurance	44.1	4%
Mining	43.7	4%
Rental, Hiring and Real Estate	40.2	4%
Total Across All Sectors	1148.4	

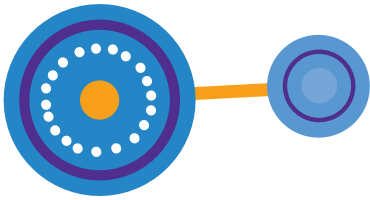
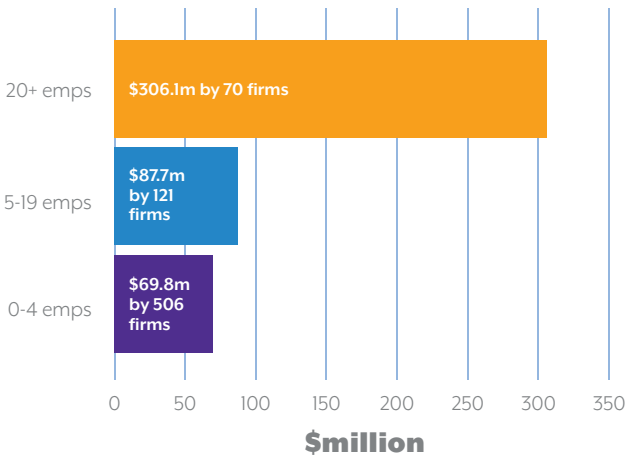
Indigenous business incomes surge during mining boom

Revenue growth of 214 Indigenous businesses from 09-10 to 13-14, \$m



Larger firms contribute most value to economy

Industry value add by no. of employees, \$m



Overview of Supply Nation businesses in 2016 ¹¹

Category	Total
Number of businesses	1,114
Number of Employees	15,064
Number of Indigenous workers	6,324
Average no. of workers per business	14

1. Australian Bureau of Statistics Census of Population and Housing (2011)
2. Australian Bureau of Statistics Census of Population and Housing (2011) and B Hunter, 'Recent Growth in Indigenous Self-Employed and Entrepreneurs', CAEPR Working Paper No. 91/2013 (2013), Australian Bureau of Statistics 6105.0, Australian Labour Market Statistics (5 July 2011), Australian Bureau of Statistics 81650 Counts of Australian Businesses (26 February 2016)
3. B Hunter, 'Recent Growth in Indigenous Self-Employed and Entrepreneurs', CAEPR Working Paper No. 91/2013 (2013)
4. PwC Indigenous Consulting (2016) on behalf of Prime Minister and Cabinet
5. Australian Bureau of Statistics – Indigenous Population Projections (7 November 2016)
6. Australian Bureau of Statistics Census of Population and Housing (2011)
7. PwC Indigenous Consulting, Australian Bureau of Statistics Census of Population and Housing (2011), prepared on behalf of PM&C
8. Office of the Registrar of Indigenous Corporations
9. Australian Bureau of Statistics – Business Longitudinal Analysis Data Environment (2016) – Customised dataset based on Supply Nation registered Indigenous businesses prepared on behalf of PM&C. Due to long delays in receipt of BAS and Business income tax statements, the most recent complete set of financial data is from 2014-15
10. For 214 Indigenous businesses registered on Supply Nation which operated between 2009-10 to 2013-14
11. Supply Nation - Indigenous Business Direct

