

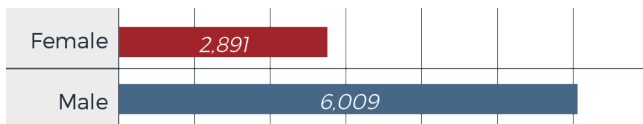
# THE INDIGENOUS BUSINESS FACTSHEET

## KEY POINTS

- There are an estimated 2.1 million businesses in Australia, between 12,000-16,000 of these are Indigenous-owned
- Collectively, Supply Nation registered Indigenous businesses earn more than \$1 billion per year with revenues growing at an annual average rate of 12.5%
- By the year 2026, an additional 73,250 Indigenous Australians will join the working ages of 20-44. Based on current Indigenous self-employment rates around 2,200 will start a business.

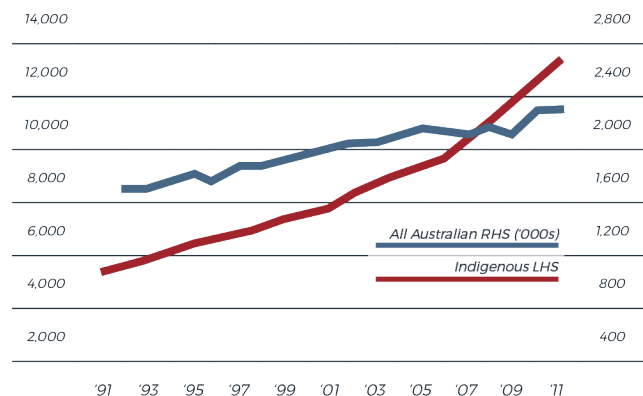
Indigenous men twice as likely as women to be self employed

Indigenous self-employed by sex in 2011, ABS<sup>1</sup>



Indigenous entrepreneurs on the rise

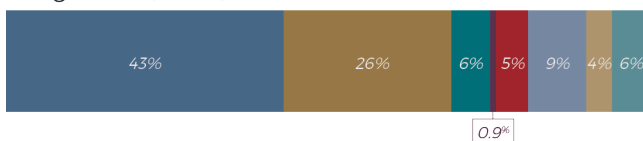
Indigenous self-employment and all Australian businesses, 1991 to 2011, ABS<sup>2</sup>



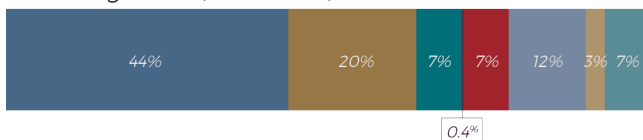
Indigenous entrepreneurs in similar fields to non-Indigenous

Indigenous and non-Indigenous self-employed sectors in 2011, per cent, ABS<sup>6</sup>

Indigenous (8,525)



non-Indigenous (1.5 million)



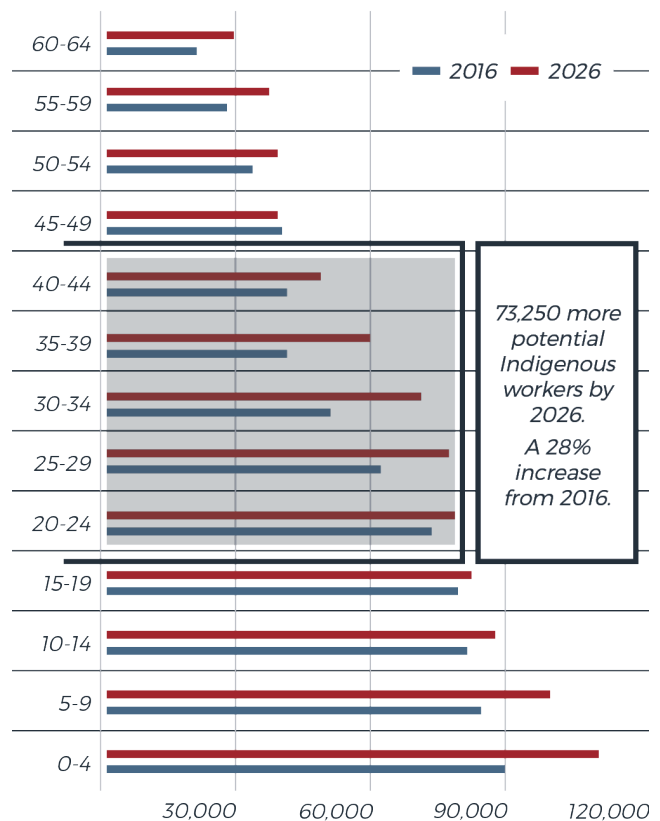
■ Total Services   
 ■ Construction   
 ■ Agriculture   
 ■ Mining   
 ■ Manufacturing   
 ■ Wholesale/retail   
 ■ Education   
 ■ Health

Estimates for the number of Indigenous businesses, various sources

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

Massive demographic dividend on the horizon

Indigenous Population projections by age, ABS<sup>5</sup>



73,250 more potential Indigenous workers by 2026. A 28% increase from 2016.

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Indigenous businesses are concentrated in regional parts of the eastern states

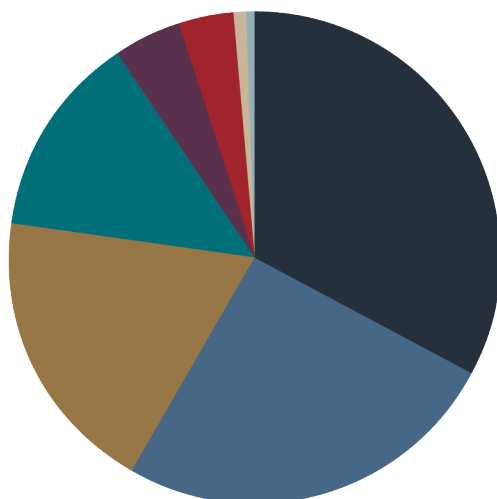
Indigenous self-employed by capital city and rest of state, count, % <sup>7</sup>

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, % <sup>8</sup>



State/Territory	Businesses	Percentage
Northern Territory	165	33%
Western Australia	127	25.4%
Queensland	95	19%
New South Wales	66	13.2%
South Australia	23	4.6%
Victoria	18	3.6%
Tasmania	4	0.8%
ACT	2	0.4%

# THE INDIGENOUS BUSINESS FACTSHEET

Key statistical snapshot of 697 Supply Nation registered Indigenous businesses in 2014-15 <sup>9</sup>

Total revenue generated **\$1.15b**

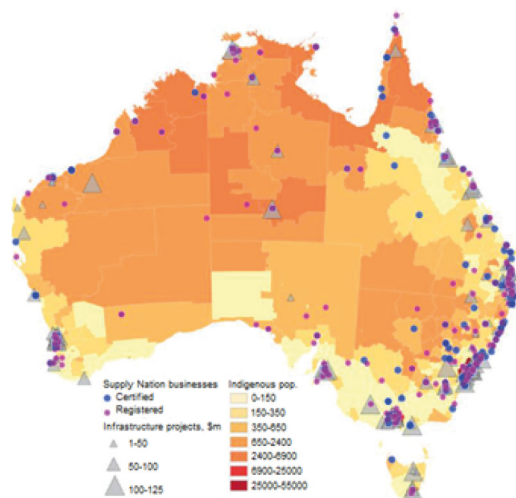
Annual average growth over 4 years <sup>10</sup> **12.5%**

Average revenue per firm **\$1.65m**

Industry Value Add **\$463.9m**

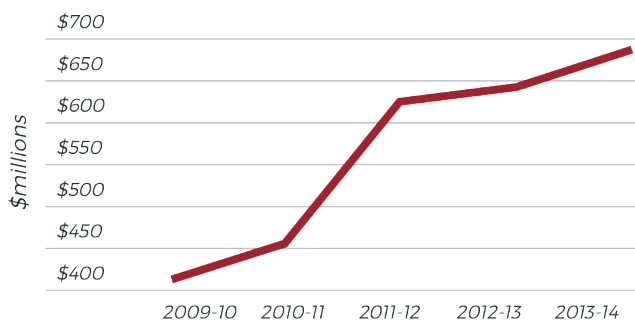
East coast dominates Indigenous business <sup>7</sup>

Locations of infrastructure projects and Supply Nation firms



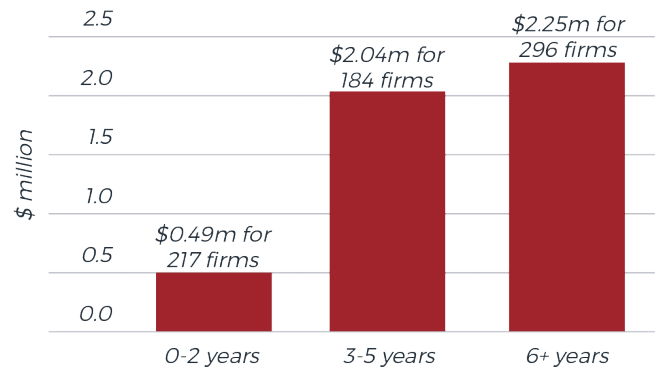
Indigenous business incomes surge during mining boom

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



Maturity brings soaring financial success

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



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	1148.4	

Larger firms contribute most value to economy

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



Overview of Supply Nation businesses in 2016 <sup>11</sup>

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

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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*