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INTERNATIONAL CONSULTANCY SERVICES, AUSTRALIA, 1986-87

[FINAL ISSUE]

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MAIN FEATURES

In 1986-87, Australian consultants earned income of \$134.7m from the provision of international consultancy services, up 14.3% on the income earned in 1984-85.

Virtually the same percentage increase was recorded for consultants in the private sector as for those in the and public sector. The earnings of consultants in the private sector were \$89.6m in 1986-87, almost double those of consultants in the public sector.

Sources of the income earned from consultancy services abroad in 1986-87 were:

- Commonwealth government, \$53.4m or 40% (\$58.9m or 50% in 1984-85)
- Foreign governments, \$30.8m or 23% (\$26.8m or 23% in 1984-85)
- International finance organisations \$15.2m or 11% (\$6.2m or 5% in 1984-85).
- Other sources \$35.3m or 26% (\$25.9m or 22% in 1984-85).

This income was mainly derived from services provided to projects located in Indonesia (17%), Thailand (12%), Papua New Guinea (10%), People's Republic of China (9%), New Zealand (7%) and Malaysia (5%).

The fields of consultancy accounting for the major proportions of income earned from services abroad in 1986-87 were: engineering (22%), agricultural science (19%) and financial/commercial services (6%).

In terms of the activity of the foreign recipient of these services, the largest contributors to income earned were water supply/sewerage (11%), transportation (11%), mining (11%) and energy (8%).

In 1986-87, the top ten consultancy organisations (in terms of income earned from providing international consultancy services) accounted for 49% of the total income earned. This was up substantially from the 36% that the top ten accounted for in 1984-85.

Australian consultants won overseas contracts valued at \$118.2m during 1986-87, a decrease of 17% on 1984-85.

Of the value of overseas contracts won in 1986-87, 59% were for projects located in Asia, 29% in Oceania, 5% in America and 4% in Africa.

EXPLANATORY NOTES

Introduction

This is the final issue of this publication. In future, the statistics will be encompassed in a publication covering a more comprehensive range of international service transactions. The first such publication is expected to appear in the second half of 1989.

1. This publication presents results from the 1986-87 Survey of International Consultancy Services, which was conducted primarily to obtain information on the services provided overseas by Australian consultants. The last time a similar survey was conducted was in respect of 1984-85.

Scope and Coverage

2. *Consultancy services* relate to the provision of advisory and information-based services. Included are the provision of professional, managerial, scientific and technical services associated with feasibility studies, design, documentation, implementation and/or supervision of projects.

3. *International consultancy services*, or *consultancy services provided abroad*, relate to the provision, by Australian consultants and foreign affiliates of Australian consultants, of consultancy services to foreign residents. They include such services irrespective of whether the work is performed abroad or in Australia. Further, they include such services which are funded by Australian clients (such as the Commonwealth government) as well as those funded abroad.

4. The survey covers all Australian business and government organisations known during the survey period to have won contracts to provide consultancy

services abroad, to have earned income from the provision of such services, or to be actively seeking consultancy work abroad.

5. As for previous surveys, statistics are presented on the earnings and expenses associated with the provision of consultancy services abroad. In addition, this survey includes statistics on the activity of the foreign recipient and on the activity concentration (based on income earned) of Australian consultants providing services abroad.

Definitions

6. An *Australian consultant* is an entity normally resident in Australia which provides or actively seeks to provide consultancy services. Consultants include commercial organisations, such as companies, partnerships and sole traders, as well as non-commercial organisations such as education bodies, aid-related agencies and State and Commonwealth government departments.

7. The *public sector* consists of those entities which are agencies or instruments of governments. It includes, for example, Commonwealth and State government departments, local government authorities, statutory authorities, universities and technical institutes and public enterprises. Public enterprises are those resident enterprises which are publicly owned and/or controlled and which are mainly engaged in the production of goods and services for sale in the market with the intention of recovering all or a significant proportion of their operating costs.

8. The *private sector* consists of all those entities not classified to the public sector. The entities may be sole proprietors, partnerships, companies or groups of companies.

9. A *foreign affiliate* of an Australian consultant is an enterprise located abroad which is wholly or majority owned by the Australian consultant (ie a branch or subsidiary). Where the Australian principals have less than 100 per cent ownership interest, amounts reported for the foreign branch or subsidiary are proportionate to the Australian interest.

10. The *value of contracts won* is the gross value of income received or receivable (including recoverable expenses) from prime contracts and sub-contracts won during the year for the provision of consultancy services abroad, less the value of work sub-contracted to other consultants.

11. The *number of prime contracts won* represents the number of contracts won during the year for the provision of consultancy services abroad other than sub-contracts to other consultants. Where a contract is won as part of a joint venture, the contract is counted in proportion to the share of equity in the venture

contributed by the organisation.

12. *Income earned* is the gross value of income received or receivable (including recoverable expenses), from prime contracts, sub-contracts and work done on a "do-and-charge" basis, for consultancy services provided abroad, less fees paid or payable to other consultants for work done under sub-contract. Amounts received or receivable are included regardless of whether amounts were due to be received either in Australia or abroad. Amounts received under Export Market Development Grants are excluded.

13. *Expenses incurred* are costs both in Australia and abroad associated with the provision of consultancy services abroad. Included are payments to sub-contractors which are not consultants, wages and salaries, travel, promotional expenses, other operating costs and an allowance for overhead costs.

14. *Expenses incurred in Australia* are those domestic costs associated with the provision of consultancy services abroad, including the wages and salaries of staff while abroad and the purchase of airfares in Australia for travel abroad.

15. *Expenses incurred abroad* are those costs, associated with the provision of consultancy services abroad, which are incurred outside Australia and for which payment to a foreign resident has been made or will be made in respect of the survey year. Included are the value of travellers' cheques and credit facilities (such as letters of credit and credit cards) acquired in Australia but expended abroad.

16. *Net earnings* is the difference between net income earned and total expenses incurred.

17. *Activity of recipient* refers to the activity of the foreign entity to whom the consultancy service was provided.

18. *Activity concentration of Australian consultants* shows groupings of consultants providing services abroad ranked according to the size of their income earned from these services abroad.

Comparability of Statistics

19. Surveys similar to the 1986-87 Survey of International Consultancy Services were conducted annually from 1975-76 to 1979-80 and then for 1984-85. Surveys were also conducted for 1970-71 and 1971-72 with a less comprehensive scope. Comparable statistics for earlier years are shown in the tables in this publication whenever possible.

20. For the first time, this publication includes statistics relating to the activity concentration of Australian consultants providing services abroad (see table 8). It also includes statistics on the activity of the foreign recipient to which the consultancy service was

directed (see table 6).

21. Other changes affecting the comparability of the statistics in this publication with those previously published are the exclusion of statistics relating to employment and domestic consultancy activity. In addition, promotional and project expenses have been amalgamated and a broader regional breakdown of expenses is shown in this publication.

Related Publications

22. Current publications produced by the ABS are listed in the *Catalogue of Publications, Australia* (1101.0). The ABS also issues, on Tuesdays and Fridays, a *Publications Advice* (1105.0) which lists publications to be released in the next few days. Both the Catalogue and the Publications Advice are available

from any ABS office.

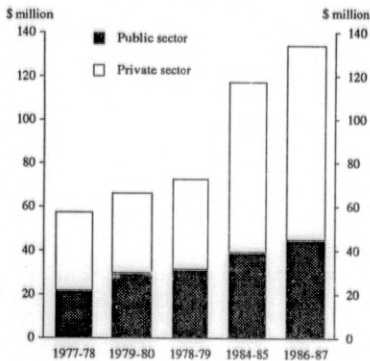
Symbols and Other Usages

n.a.	not available.
n.p.	not available for publication but included in totals where applicable.
-	nil or rounded to zero.

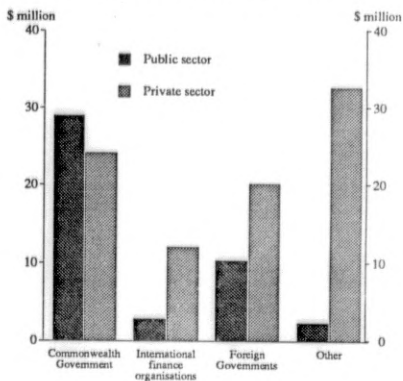
23. Where figures have been rounded, discrepancies may occur between sums of the component items and totals.

IAN CASTLES
Australian Statistician

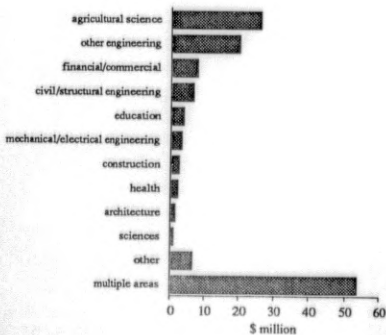
GRAPH 1: INCOME EARNED BY AUSTRALIAN CONSULTANTS FROM INTERNATIONAL CONSULTANCY SERVICES



GRAPH 2: SOURCE OF EARNINGS BY AUSTRALIAN CONSULTANTS PROVIDING INTERNATIONAL CONSULTANCY SERVICES, 1986-87



GRAPH 3: INCOME EARNED BY AUSTRALIAN CONSULTANTS BY FIELD OF CONSULTANCY, 1986-87



GRAPH 4: INCOME EARNED BY AUSTRALIAN CONSULTANTS BY REGION OF PROJECT, 1986-87

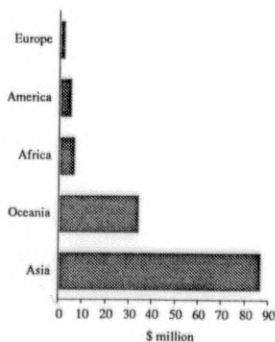


TABLE I. INTERNATIONAL CONSULTANCY SERVICES, SUMMARY STATISTICS

	1977-78	1978-79	1979-80	1984-85	1986-87
AUSTRALIAN CONSULTANTS					
	--Number--				
<i>Number of consultants providing services abroad-</i>					
Public sector	n.a.	n.a.	n.a.	39	53
Private sector	n.a.	n.a.	n.a.	309	358
Total	218	249	277	348	411
<i>Number of prime contracts won-</i>					
Public sector	n.a.	n.a.	n.a.	n.a.	353
Private sector	n.a.	n.a.	n.a.	n.a.	1,849
Total	n.a.	n.a.	n.a.	n.a.	2,202
	--\$'000--				
<i>Value of contracts won-</i>					
Public sector	18,945	15,277	44,999	56,043	37,869
Private sector	32,130	37,932	39,991	85,782	80,281
Total	51,075	53,209	84,990	141,825	118,150
<i>Income earned-</i>					
Public sector	21,844	31,503	29,940	39,421	45,033
Private sector	36,270	36,880	41,550	78,391	89,619
Total	58,114	68,383	71,490	117,812	134,652
<i>Expenses incurred-</i>					
Public sector	20,700	30,186	29,074	39,689	47,252
Private sector	30,494	29,564	31,317	61,205	77,830
Total	51,194	59,750	60,391	100,894	125,082
<i>Net earnings-</i>					
Public sector	1,144	1,317	866	-268	-2,219
Private sector	5,776	7,316	10,233	17,186	11,789
Total	6,920	8,633	11,099	16,918	9,570
FOREIGN AFFILIATES OF AUSTRALIAN CONSULTANTS					
	--Number--				
<i>Number of foreign affiliates providing services abroad</i>	37	39	43	34	33
	--\$'000--				
<i>Value of contracts won</i>	16,595	18,198	23,352	15,015	14,920
<i>Income earned</i>	15,532	16,667	22,360	19,463	11,614
<i>Expenses incurred</i>	13,483	13,660	17,567	13,424	9,445
<i>Net earnings</i>	2,049	3,007	4,793	6,039	2,169

TABLE 2. INTERNATIONAL CONSULTANCY SERVICES OF AUSTRALIAN CONSULTANTS,
BY SECTOR AND FIELD OF CONSULTANCY 1986-87

Field of consultancy	Number of consultants providing services abroad	Number of prime contracts won	Value of contracts won (\$'000)	Income earned (\$'000)	Expenses incurred (\$'000)	Net earnings (\$'000)
PUBLIC SECTOR						
Agricultural science	7	23	3,645	5,048	3,539	1,509
Architecture	-	-	-	-	-	-
Engineering	-	-	-	-	-	-
- Civil/structural	8	96	252	617	489	128
- Mechanical/electrical	4	64	168	200	128	72
- Other	3	n.p.	n.p.	n.p.	n.p.	-126
Sciences	4	n.p.	n.p.	n.p.	n.p.	154
Surveying	-	-	-	-	-	-
Urban & regional planning	1	-	-	n.p.	n.p.	n.p.
Financial/commercial	1	-	-	n.p.	-	n.p.
Construction	-	-	-	-	-	-
Health	3	n.p.	n.p.	n.p.	n.p.	46
Education	5	19	5,072	n.p.	n.p.	-1,687
Other	4	28	7,138	755	n.p.	n.p.
Multiple areas of specialisation	13	89	19,180	33,029	35,247	-2,218
Total	53	353	37,869	45,033	47,252	-2,219
PRIVATE SECTOR						
Agricultural science	42	270	13,889	20,966	18,239	2,727
Architecture	25	17	7,406	1,319	1,116	203
Engineering	-	-	-	-	-	-
- Civil/structural	22	69	5,877	5,877	5,762	115
- Mechanical/electrical	22	108	2,300	2,961	2,661	300
- Other	59	n.p.	n.p.	n.p.	n.p.	4,986
Sciences	12	n.p.	n.p.	n.p.	n.p.	189
Surveying	8	n.p.	n.p.	244	192	52
Urban & regional planning	3	n.p.	n.p.	n.p.	n.p.	n.p.
Financial/commercial	21	181	8,319	n.p.	7,286	n.p.
Construction	9	57	1,619	2,512	1,647	865
Health	5	n.p.	n.p.	n.p.	n.p.	122
Education	5	9	228	n.p.	n.p.	-97
Other	68	350	6,394	5,624	n.p.	n.p.
Multiple areas of specialisation	57	242	19,783	20,488	17,199	3,289
Total	358	1,849	80,281	89,619	77,830	11,789
TOTAL						
Agricultural science	49	293	17,534	26,014	21,778	4,236
Architecture	25	17	7,406	1,319	1,116	203
Engineering	-	-	-	-	-	-
- Civil/structural	30	165	7,817	6,494	6,251	243
- Mechanical/electrical	26	172	2,468	3,161	2,789	372
- Other	62	451	11,320	20,033	15,173	4,860
Sciences	16	125	823	918	575	343
Surveying	8	n.p.	n.p.	244	192	52
Urban & regional planning	4	n.p.	n.p.	372	612	-240
Financial/commercial	22	181	8,319	7,750	7,286	464
Construction	9	57	1,619	2,512	1,647	865
Health	8	32	2,677	2,242	2,074	168
Education	10	28	5,300	3,697	5,481	-1,784
Other	72	378	13,532	6,379	7,662	-1,283
Multiple areas of specialisation	70	296	38,963	53,517	52,446	1,071
Total	411	2,202	118,150	134,652	125,082	9,570

TABLE 3. INTERNATIONAL CONSULTANCY SERVICES OF AUSTRALIAN CONSULTANTS,
BY SECTOR AND REGION 1986-87

<i>Region of project</i>	<i>Number of consultants providing services abroad</i>	<i>Number of prime contracts won</i>	<i>Value of contracts won (\$'000)</i>	<i>Income earned (\$'000)</i>	<i>Expenses incurred (\$'000)</i>	<i>Net earnings (\$'000)</i>
PUBLIC SECTOR						
Africa	5	n.p.	n.p.	n.p.	n.p.	n.p.
America	8	5	n.p.	n.p.	n.p.	28
Europe	2	n.p.	n.p.	n.p.	n.p.	n.p.
Asia	49	205	33,679	37,898	40,092	-2,194
Oceania	29	128	3,041	5,793	5,879	-86
<i>Total</i>	<i>(a)53</i>	<i>353</i>	<i>37,869</i>	<i>45,033</i>	<i>47,252</i>	<i>-2,219</i>
PRIVATE SECTOR						
Africa	28	n.p.	n.p.	n.p.	n.p.	n.p.
America	51	69	n.p.	n.p.	n.p.	604
Europe	34	n.p.	n.p.	n.p.	n.p.	n.p.
Asia	240	865	36,561	48,702	44,834	3,868
Oceania	220	830	31,645	28,497	22,495	6,002
<i>Total</i>	<i>(a)358</i>	<i>1,849</i>	<i>80,281</i>	<i>89,619</i>	<i>77,830</i>	<i>11,789</i>
TOTAL						
Africa	33	40	4,600	6,668	5,441	1,227
America	59	76	5,560	5,105	4,473	632
Europe	36	58	3,064	1,989	1,868	121
Asia	289	1,070	70,240	86,600	84,926	1,674
Oceania	249	958	34,686	34,290	28,374	5,916
<i>Total</i>	<i>(a)411</i>	<i>2,202</i>	<i>118,150</i>	<i>134,652</i>	<i>125,082</i>	<i>9,570</i>

(a) Components do not add to totals as consultants may be active in more than one region

TABLE 4. INTERNATIONAL CONSULTANCY SERVICES OF AUSTRALIAN CONSULTANTS,
INCOME EARNED BY COUNTRY
(\$'000)

<i>Country of project</i>	<i>1979-80</i>	<i>1984-85</i>	<i>1986-87</i>
AFRICA -			
Egypt	n.p.	586	-
Ethiopia	n.p.	916	1,547
Kenya	n.p.	1,012	1,803
Somalia	n.a.	n.a.	n.p.
South Africa	227	269	64
Zimbabwe	n.p.	619	n.p.
Other	n.p.	(a)1,602	1,528
<i>Total Africa</i>	<i>4,142</i>	<i>5,004</i>	<i>6,668</i>
AMERICA -			
Canada	n.p.	383	534
U.S.A.	757	963	3,543
Other	n.p.	219	1,028
<i>Total America</i>	<i>1,121</i>	<i>1,565</i>	<i>5,103</i>
EUROPE (incl. USSR) -			
United Kingdom	460	328	591
Other EEC	104	511	1,079
Other Europe	739	488	319
<i>Total Europe</i>	<i>1,303</i>	<i>1,327</i>	<i>1,989</i>
ASIA -			
<i>Middle East -</i>			
Saudi Arabia	2,348	1,613	398
Other	2,033	5,542	2,368
<i>Total</i>	<i>4,381</i>	<i>7,155</i>	<i>2,766</i>
<i>South Asia -</i>			
Bangladesh	4,903	2,802	1,194
Burma	1,241	3,276	3,648
India	n.p.	407	1,066
Nepal	n.p.	352	2,313
Pakistan	149	341	2,483
Sri Lanka	502	1,989	866
Other	n.p.	110	525
<i>Total</i>	<i>8,962</i>	<i>9,277</i>	<i>12,095</i>
<i>East Asia -</i>			
China	364	10,210	12,217
Hong Kong	1,469	384	528
Japan	n.p.	354	315
Other	n.p.	225	115
<i>Total</i>	<i>1,982</i>	<i>11,173</i>	<i>13,175</i>
<i>South East Asia -</i>			
Indonesia	13,191	21,470	23,263
Laos	n.a.	n.a.	5,006
Malaysia	5,376	10,865	7,032
Philippines	6,100	7,393	3,685
Singapore	701	653	1,311
Thailand	8,316	13,440	15,884
Other	(a)923	(a)3,570	2,383
<i>Total</i>	<i>34,607</i>	<i>57,391</i>	<i>58,564</i>
<i>Total Asia</i>	<i>49,932</i>	<i>84,996</i>	<i>86,600</i>
OCEANIA -			
Fiji	4,323	2,992	4,302
Kiribati	n.p.	577	480
New Zealand	1,240	4,541	9,240
Papua New Guinea	7,720	13,699	13,738
Solomon Islands	285	736	1,146
Tonga	358	597	486
Vanuatu	416	331	862
Western Samoa	313	994	391
Other	n.p.	453	3,645
<i>Total Oceania</i>	<i>14,992</i>	<i>24,920</i>	<i>34,290</i>
All countries	71,490	117,812	134,652

(a) Includes countries marked 'n.a.' in this region.

TABLE 5. INTERNATIONAL CONSULTANCY SERVICES OF AUSTRALIAN CONSULTANTS,
INCOME EARNED BY FIELD OF CONSULTANCY AND REGION, 1986-87
(\$'000)

<i>Field of consultancy</i>	<i>Africa</i>	<i>America</i>	<i>Europe</i>	<i>Asia</i>	<i>Oceania</i>	<i>Total</i>
Agricultural science	5,010	80	183	18,369	2,372	26,014
Architecture	-	n.p.	-	n.p.	1,112	1,319
Engineering	-	-	-	3,105	2,525	6,494
- Civil/structural	n.p.	n.p.	12	1,339	1,808	3,161
- Mechanical/electrical	-	2	758	11,208	5,054	20,033
- Other	245	2,768	n.p.	500	279	918
Sciences	-	n.p.	-	n.p.	n.p.	244
Surveying	-	-	-	n.p.	n.p.	372
Urban & regional planning	-	-	-	n.p.	n.p.	7,750
Financial/commercial	52	270	173	4,458	2,797	2,512
Construction	-	-	482	1,628	402	2,242
Health	n.p.	n.p.	-	1,187	1,050	3,697
Education	-	n.p.	-	2,979	n.p.	6,379
Other	136	1,006	261	2,236	2,740	53,517
Multiple areas of specialisation	1,199	n.p.	n.p.	38,971	13,244	134,652
Total	6,668	5,105	1,989	86,600	34,290	

TABLE 6. INTERNATIONAL CONSULTANCY SERVICES OF AUSTRALIAN CONSULTANTS,
INCOME EARNED BY ACTIVITY OF FOREIGN RECIPIENT AND REGION 1986-87
(\$'000)

<i>Activity of recipient</i>	<i>Africa</i>	<i>America</i>	<i>Europe</i>	<i>Asia</i>	<i>Oceania</i>	<i>Total</i>
Energy	n.p.	n.p.	n.p.	4,825	5,400	10,398
Mining	273	3,050	385	6,518	4,125	14,351
Telecommunications	n.p.	n.p.	n.p.	n.p.	n.p.	1,559
Industrial development	-	874	128	5,495	2,041	8,538
Transportation	n.p.	168	n.p.	10,742	3,820	14,755
Education	-	n.p.	n.p.	7,423	945	8,378
Health	n.p.	n.p.	n.p.	1,218	1,017	2,259
Tourism	-	22	-	n.p.	n.p.	323
Water supply/sewerage	n.p.	n.p.	-	14,129	869	15,119
Other sectors	6,131	858	1,207	26,980	11,968	47,144
Multi-sector	n.p.	n.p.	175	9,182	2,344	11,828
Total	6,668	5,105	1,989	86,600	34,290	134,652

TABLE 7. INTERNATIONAL CONSULTANCY SERVICES OF AUSTRALIAN CONSULTANTS,
INCOME EARNED BY SECTOR, SOURCE OF EARNINGS AND EXPENSES INCURRED
(\$'000)

	Public Sector			Private Sector			Total		
	1979-80	1984-85	1986-87	1979-80	1984-85	1986-87	1979-80	1984-85	1986-87
SOURCE OF EARNINGS									
<i>Commonwealth Government-</i>									
Australian International									
Development Assistance Bureau	n.a.	n.a.	22,421	n.a.	n.a.	21,729	n.a.	n.a.	44,150
Other Commonwealth Government	n.a.	n.a.	6,700	n.a.	n.a.	2,529	n.a.	n.a.	9,229
Total Commonwealth Government	n.a.	24,386	29,121	n.a.	34,469	24,258	35,062	58,855	53,379
<i>International finance organisations</i>	n.a.	1,430	2,989	n.a.	4,773	12,185	3,793	6,203	15,174
<i>Foreign Governments-</i>									
for projects funded by international									
finance organisations	n.a.	n.a.	7,177	n.a.	n.a.	11,586	9,456	13,019	18,763
for other projects	n.a.	n.a.	3,295	n.a.	n.a.	8,756	9,433	13,798	12,051
Total foreign Governments	n.a.	13,106	10,472	n.a.	13,711	20,342	18,889	26,817	30,814
<i>All other sources(a)</i>	n.a.	499	2,451	n.a.	25,438	32,834	13,746	25,937	35,285
Total	29,940	39,421	45,033	41,550	78,391	89,619	71,490	117,812	134,652
EXPENSES									
Incurred in Australia	15,738	23,922	34,085	17,101	43,510	60,860	32,839	67,432	94,945
Incurred abroad	13,336	15,767	13,167	14,216	17,695	16,970	27,552	33,462	30,137
Total	29,074	39,689	47,252	31,317	61,205	77,830	60,391	100,894	125,082

(a) Includes income earned from State and local governments

TABLE 8. ACTIVITY CONCENTRATION OF AUSTRALIAN CONSULTANTS PROVIDING SERVICES ABROAD,
BASED ON INCOME EARNED

	Percentage of all consultants		Percentage of total income earned abroad	
	1984-85	1986-87	1984-85	1986-87
Top 10 income earners	3	3	36	49
Top 25 income earners	7	7	67	67
Top 50 income earners	14	14	82	80
Top 100 income earners	29	28	92	91

TABLE 9. CONSULTANCY ACTIVITY OF FOREIGN AFFILIATES OF AUSTRALIAN CONSULTANTS BY REGION 1986-87
(\$'000)

<i>Region/country of project</i>	<i>Value of contracts won</i>	<i>Income earned</i>	<i>Expenses incurred</i>	<i>Net earnings</i>
AFRICA	-	-	-	-
AMERICA	n.p.	n.p.	n.p.	-29
EUROPE	-	n.p.	n.p.	-16
ASIA				
Middle East	-	n.p.	n.p.	431
South Asia	-	-	-	-
East Asia	n.p.	n.p.	n.p.	7
South East Asia	819	1,353	1,284	69
Total Asia	831	2,467	1,960	507
OCEANIA				
Papua New Guinea	1,888	1,995	2,006	-11
New Zealand	11,849	6,177	4,478	1,699
Other	342	374	355	19
Total Oceania	14,079	8,546	6,839	1,707
Total	14,920	11,614	9,445	2,169

TABLE 10. CONSULTANCY ACTIVITY OF FOREIGN AFFILIATES OF AUSTRALIAN CONSULTANTS, INCOME EARNED BY SOURCE OF EARNINGS 1986-87
(\$'000)

<i>Source of earnings</i>	<i>Income earned</i>
<i>Commonwealth Government-</i>	
Australian International Development Assistance Bureau	-
Other Commonwealth Government	1,056
<i>Total Commonwealth Government</i>	<i>1,056</i>
<i>International finance organisations</i>	<i>102</i>
<i>Foreign Governments-</i>	
for projects funded by international finance organisations	n.p.
for other projects	n.p.
<i>Total foreign Governments</i>	<i>2,770</i>
<i>All other sources(a)</i>	<i>7,686</i>
Total	11,614

(a) Includes income earned from State and local governments