

BGRA Forum, Auckland



21 February 2008

Maria Lee, BIS Shrapnel





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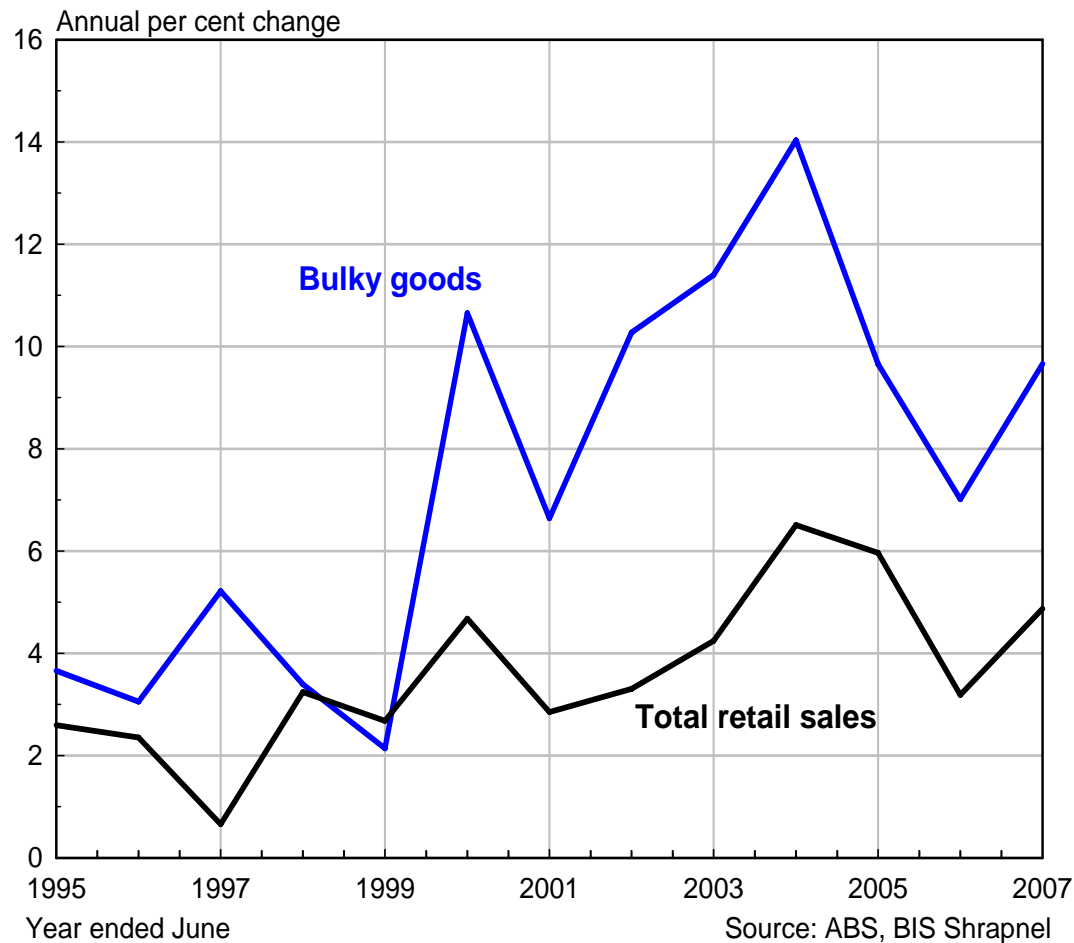
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BUSINESS RESEARCH AND FORECASTING

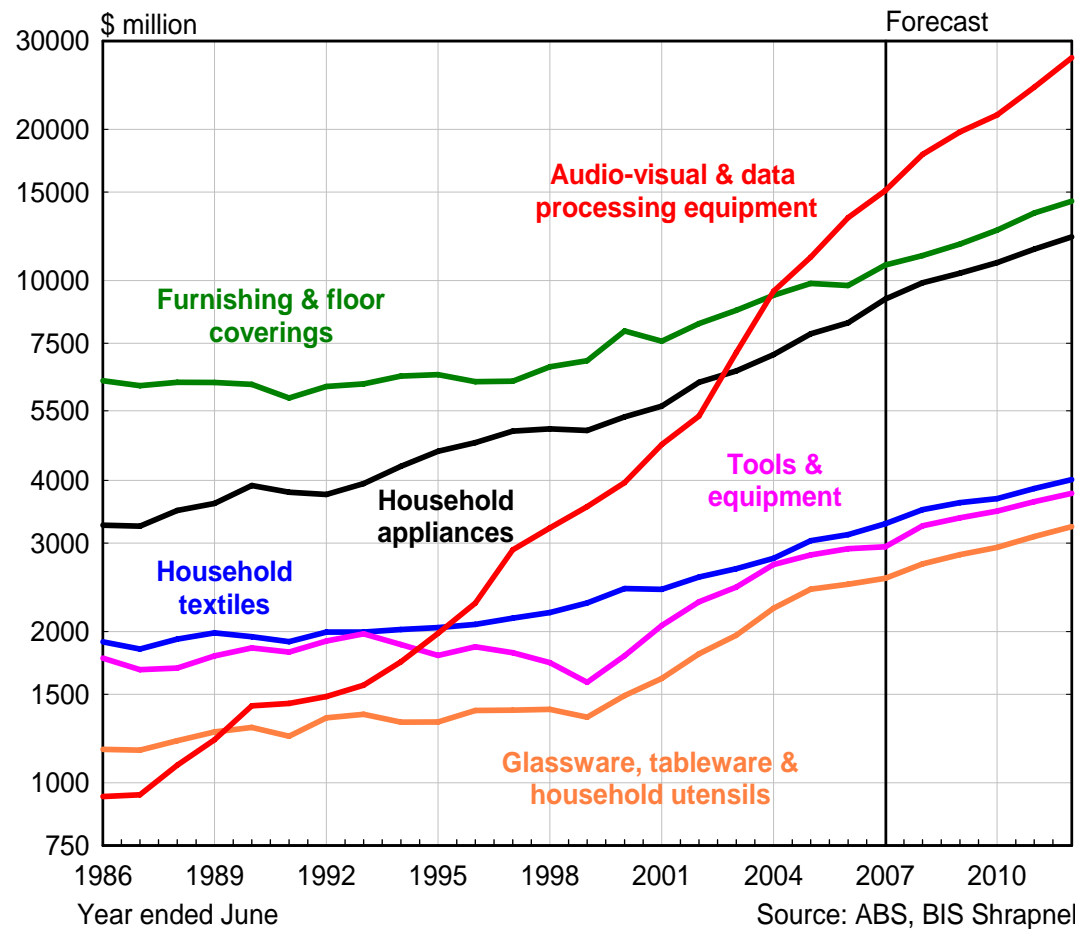
Bulky goods vs. retail expenditure

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Bulky goods expenditure by category

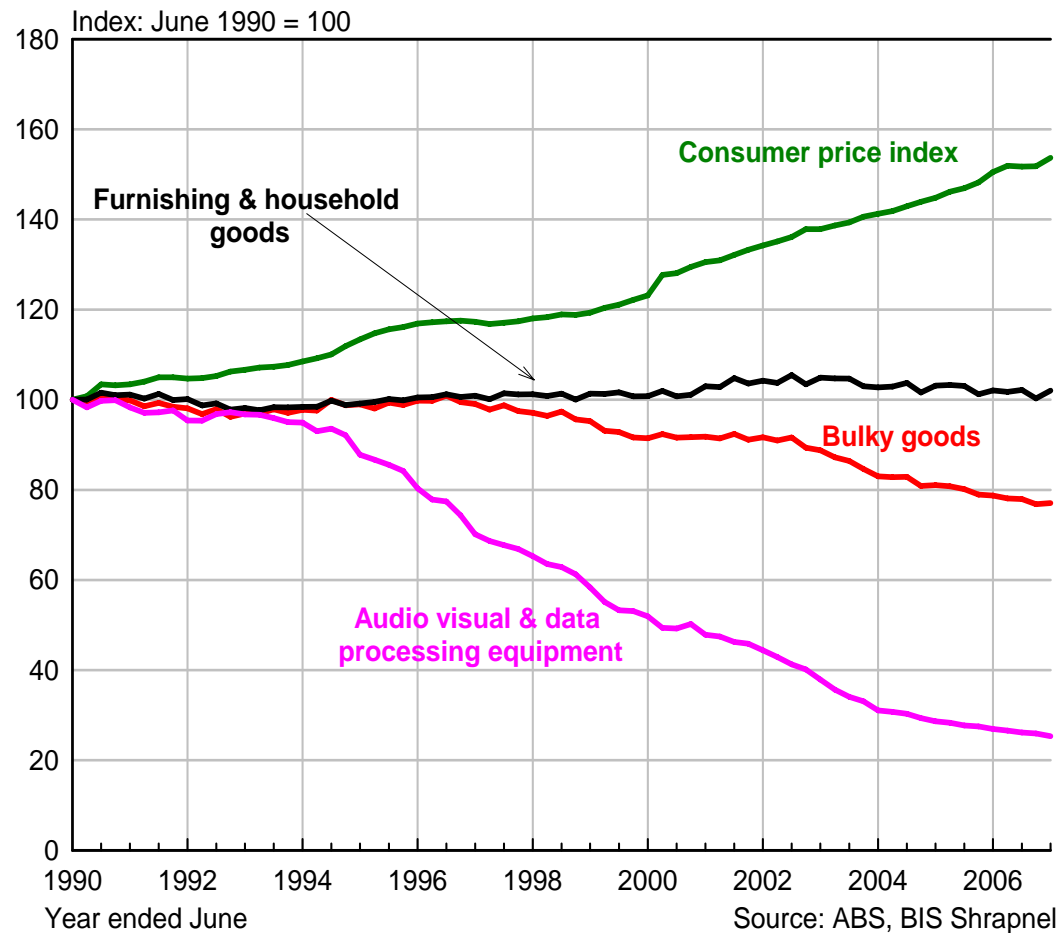
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Consumer prices for bulky goods



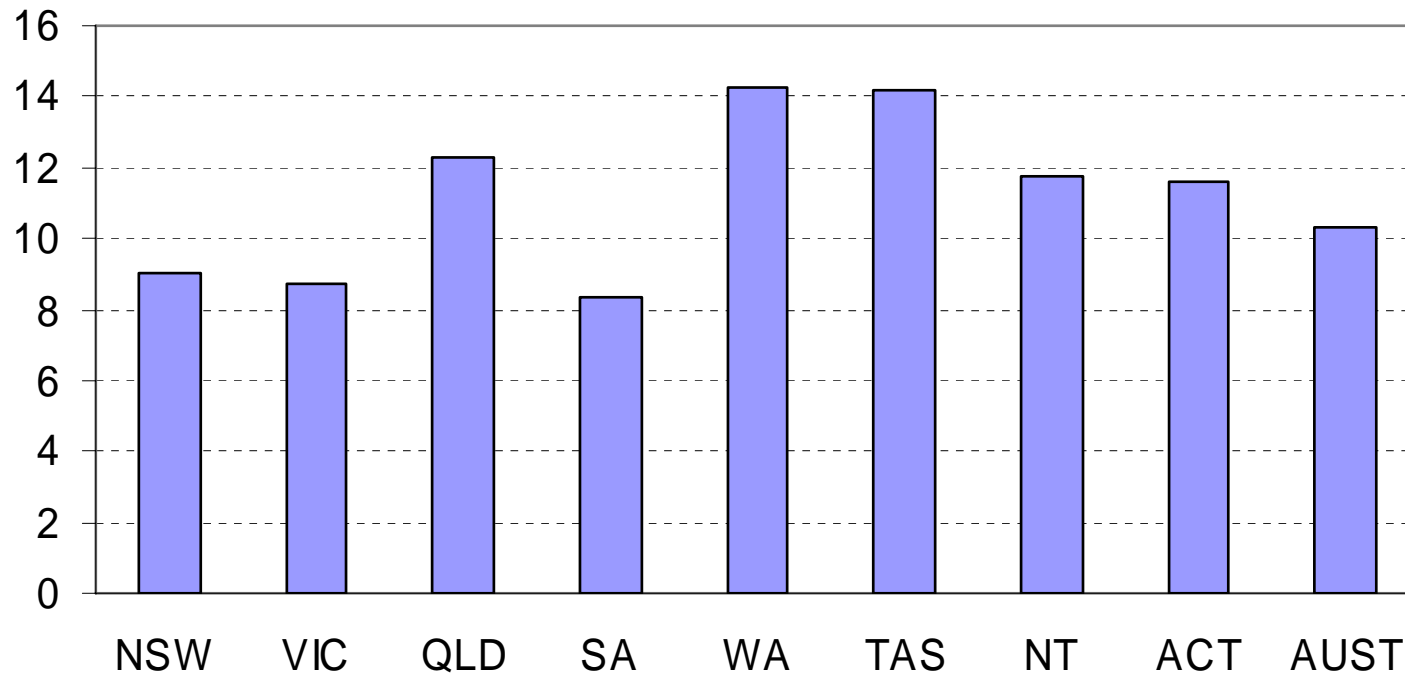
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Bulky goods expenditure by state, 2002-2007

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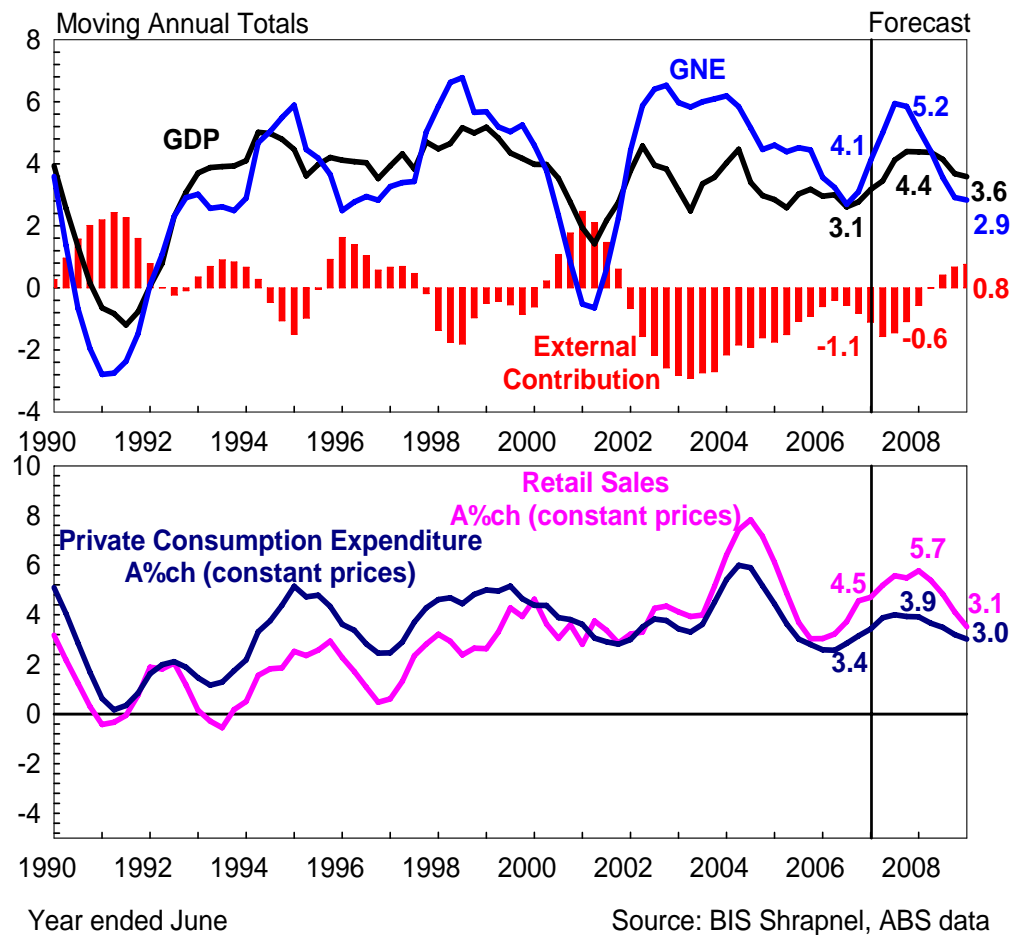
5 year compound annual growth rate, 2002-2007



Basic economic indicators, annual % change



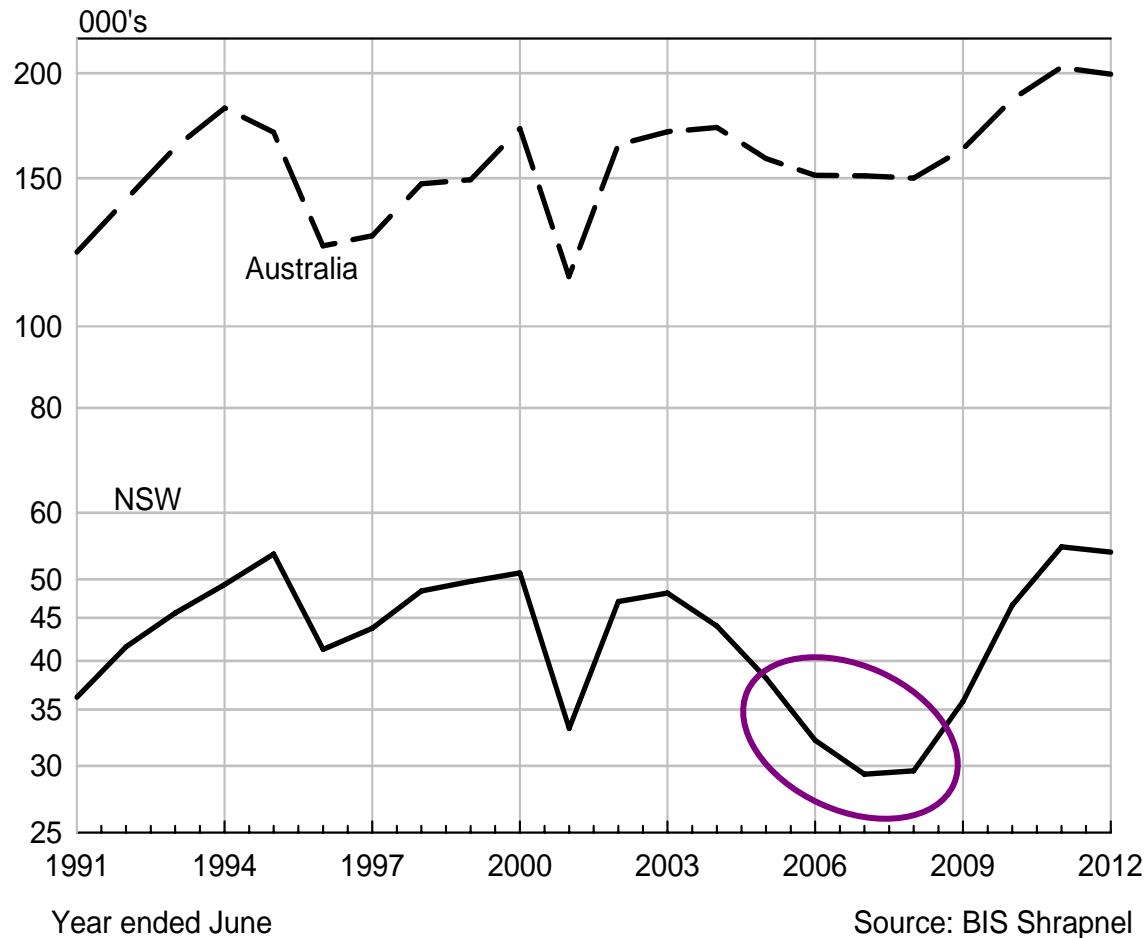
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Dwelling commencements, Australia & New South Wales



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Influences on demand



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- Economic growth
- Population growth
- Dwelling building activity
- Growth in disposable incomes
- Shift in financing
- BG less discretionary



Outlook – bulky goods turnover

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<i>Year ended June</i>	<i>Growth in turnover, constant prices</i>	
	<i>Total bulky goods (%)</i>	<i>Excl. audio-visual & DPE (%)</i>
2007	9.7	8.5
2008	8.6	5.7
2009	6.7	4.7
2010	6.1	4.9
2011	9.2	6.6
2012	9.0	5.2
avg 2008-2012	7.9	5.4

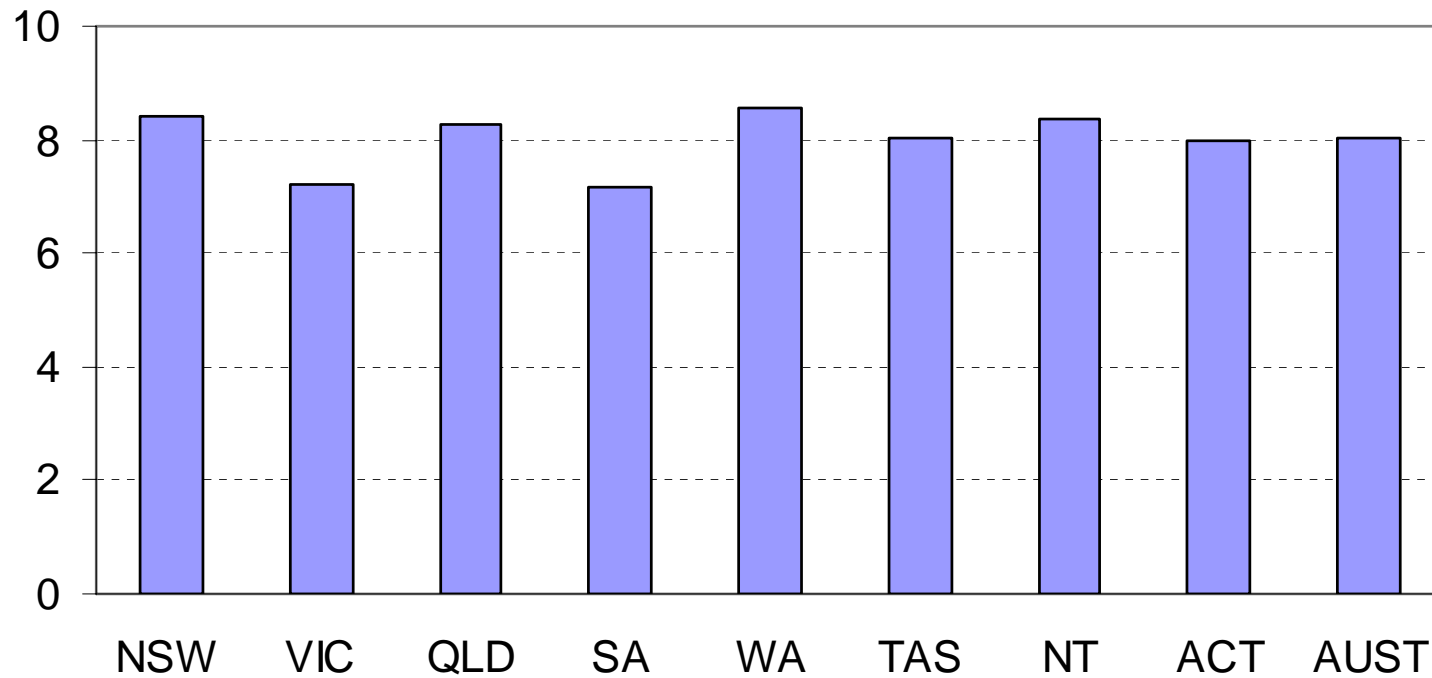
Source: BIS Shrapnel



Bulky goods expenditure by state, 2007-2012

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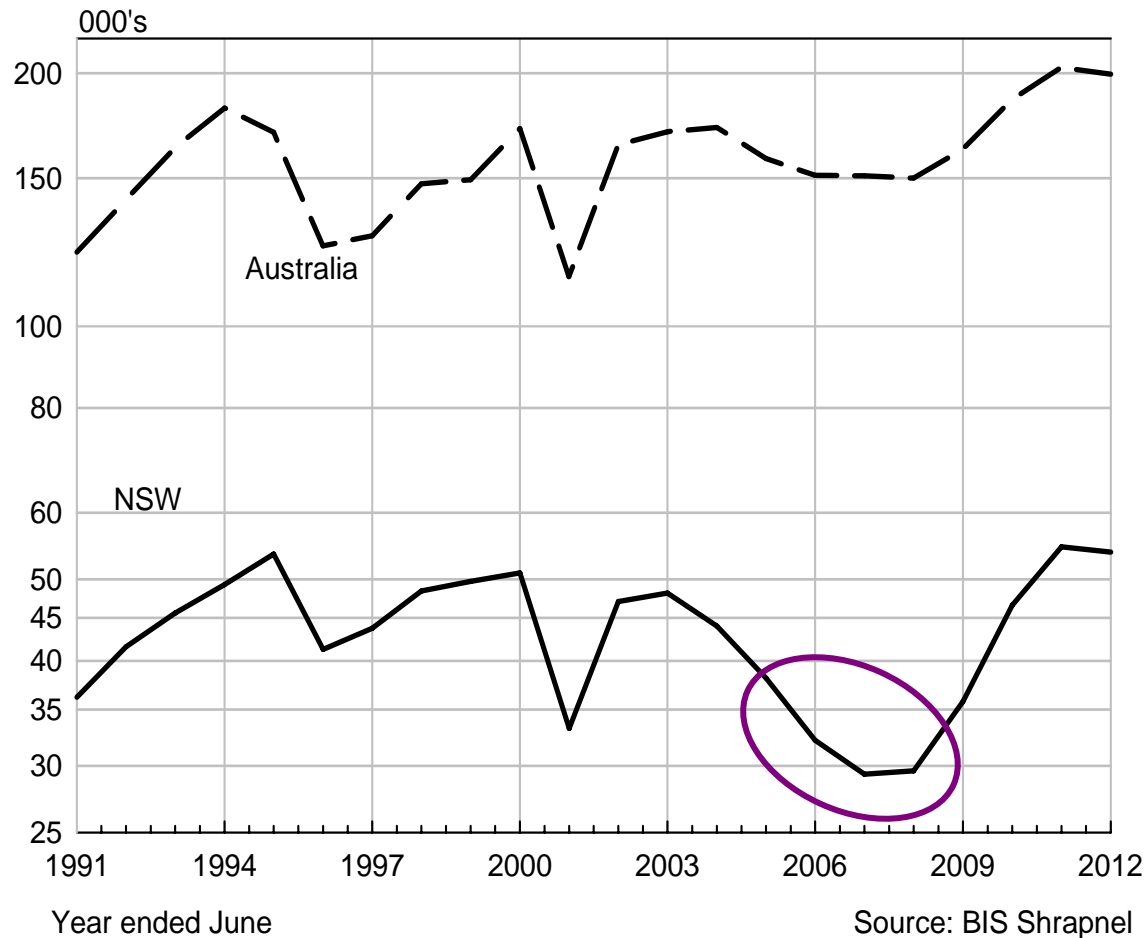
5 year compound annual growth rate, 2007-2012



Dwelling commencements, Australia & New South Wales



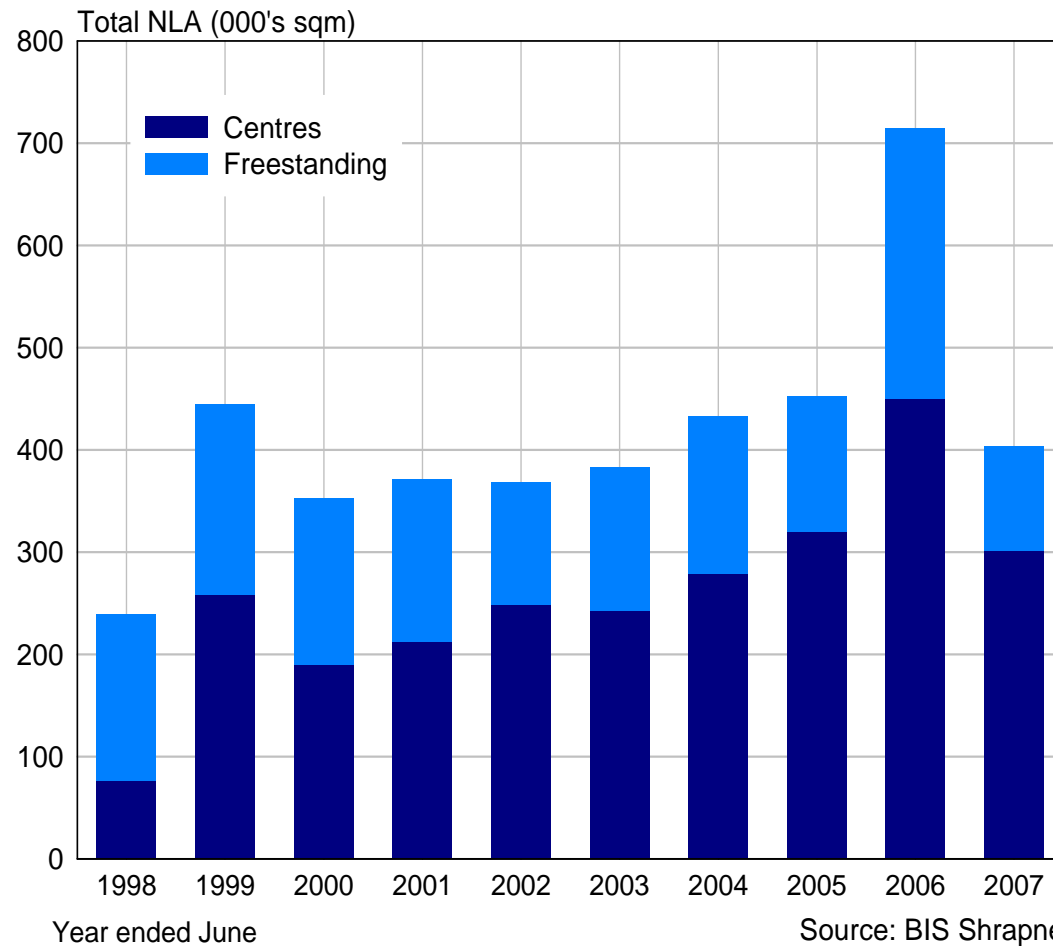
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Bulky goods completions, centres vs. freestanding



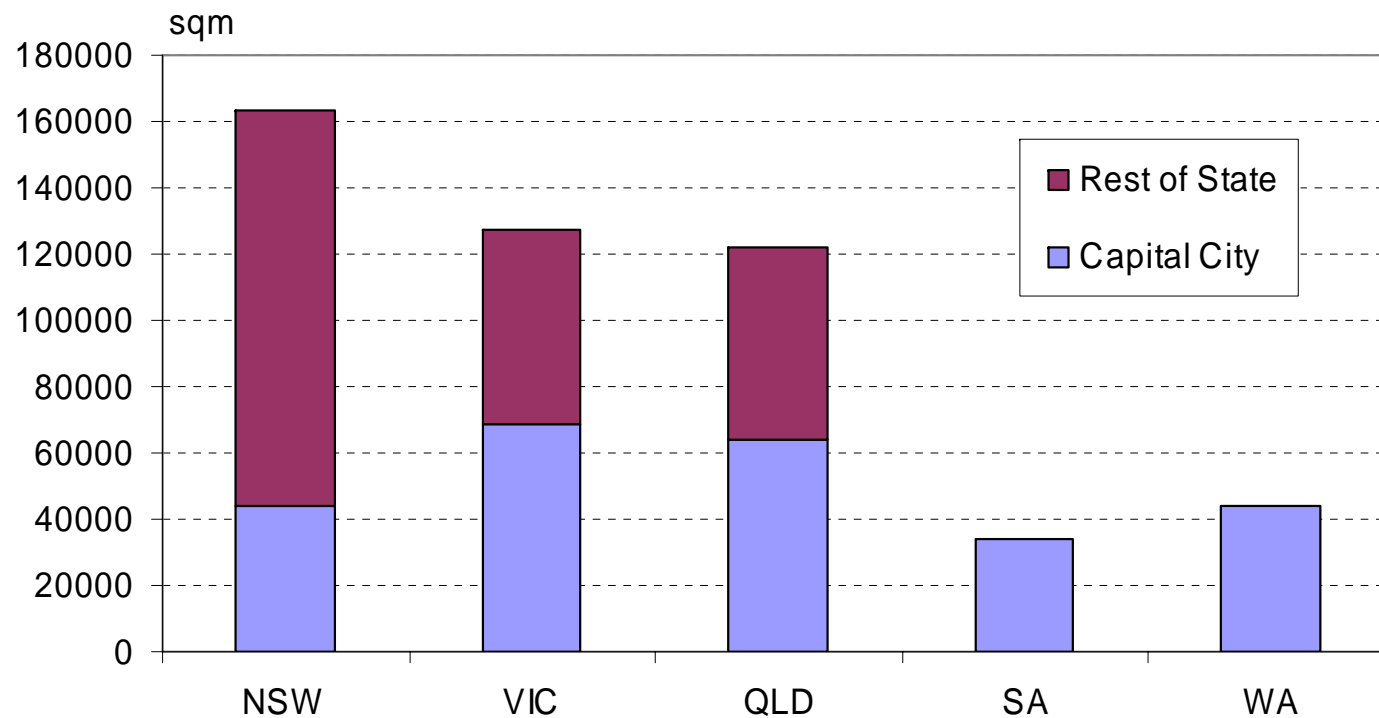
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Bulky goods completions, capital city & rest of state, 2007



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Bulky goods floorspace, capital cities (square metres)



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	<i>Sydney</i>	<i>Melbourne</i>	<i>Brisbane</i>	<i>Adelaide</i>	<i>Perth</i>
<i>Centres</i>					
completed Oct 2007	843,184	566,166	575,356	95,250	303,771
u/c at Oct 2007	48,170	103,044	104,961	0	31,600
planned at Oct 2007	164,640	406,409	186,670	69,987	11,800
<i>Freestanding showrooms</i>					
completed Oct 2007	296,340	366,396	307,782	93,437	209,963
u/c at Oct 2007	8,950	10,600	7,240	0	26,600
planned at Oct 2007	99,955	91,360	68,393	0	16,198
<i>Total floorspace</i>					
completed Oct 2007	1,139,524	932,562	883,138	188,687	513,734
u/c at Oct 2007	57,120	113,644	112,201	0	58,200
planned at Oct 2007	264,595	497,769	255,063	69,987	27,998

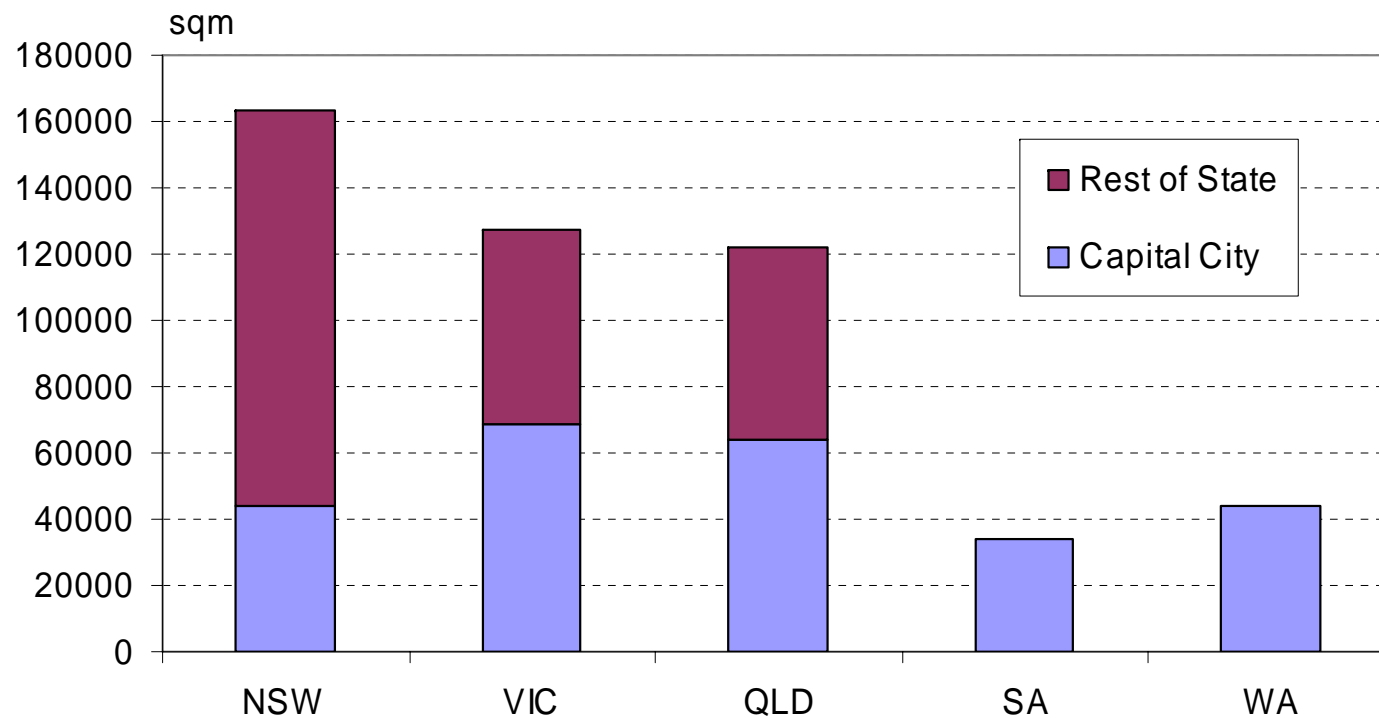
Source: BIS Shrapnel



Bulky goods completions, capital city & rest of state, 2007



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Bulky goods centres by size, November 2007



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<i>Size band (square metres)</i>	<i>Floorspace</i>		
	<i>square metres</i>	<i>% of total</i>	<i>% change 2005-2007</i>
10,000 - 19,999	1,054,787	42	13
20,000 - 29,999	763,987	31	34
> 30,000	666,649	27	85

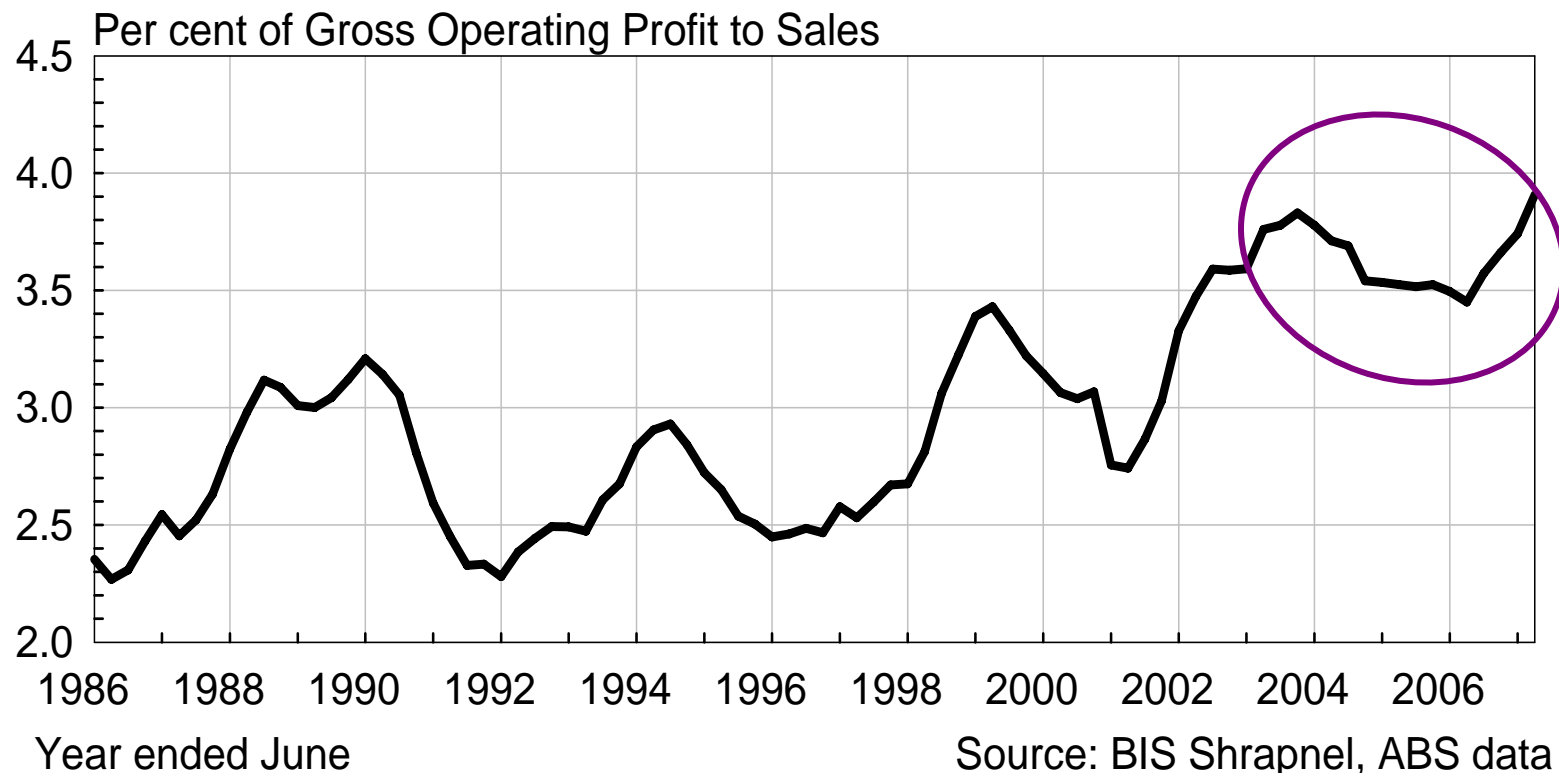
Source: BIS Shrapnel



Retail profit margins



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Existing bulky goods floorspace per household



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	<i>Floorspace per household (square metres)</i>				
	<i>Sydney</i>	<i>Melbourne</i>	<i>Brisbane</i>	<i>Adelaide</i>	<i>Perth</i>
Inner	0.49	0.23	1.26	0.78	0.79
Middle	0.61	0.63	1.03	0.06	1.13
Outer	0.94	0.89	1.02	0.45	0.84
Total	0.75	0.69	1.06	0.40	0.92

Source: ABS, BIS Shrapnel



Bulky goods floorspace, existing and under construction



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	<i>Floorspace per household (square metres)</i>				
	<i>Sydney</i>	<i>Melbourne</i>	<i>Brisbane</i>	<i>Adelaide</i>	<i>Perth</i>
Inner	0.49	0.33	1.26	0.78	0.79
Middle	0.61	0.69	1.15	0.06	1.40
Outer	1.00	0.98	1.20	0.45	0.84
Total	0.78	0.77	1.20	0.40	1.00

Source: ABS, BIS Shrapnel





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