

# Business Characteristics Survey Innovation Module 2022-23

In correspondence, please quote this number ▼

Australian Business Number

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▲  
Please correct  
any errors

### Purpose of Collection

This survey collects information about Innovation activity undertaken by Australian Businesses. The information collected is used by Government, academia, business and international organisations such as the Organisation for Economic Co-operation and Development (OECD). The results obtained from this survey will be used by analysts for a number of purposes, including the development of government policy.

### Collection Authority

The information asked for is collected under the authority of the *Census and Statistics Act 1905*. Your cooperation is sought in completing and returning this form by the due date. The Act provides me with the power, if needed, to direct you to provide the information sought.

### Confidentiality

Your completed form and personal information remain confidential to the Australian Bureau of Statistics.

### Due Date

Please complete this form and return it in the reply paid envelope to the Australian Bureau of Statistics by

### Help Available

If you have problems in completing this form, or feel that you may have difficulties meeting the due date, please contact the Australian Bureau of Statistics by:

#### Telephone

1800 681 979  
Freecall (excluding mobile phones)

#### Mail

Australian Bureau of Statistics  
Locked Bag 5000  
GEELONG  
VIC 3220

Australian Statistician

Person we should contact if any queries arise regarding this form

Name														
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Email														



### Please read this first

- **Important:** This form will be read using electronic equipment.
- Use **only black ball point pen** when completing this form.
- Keep each number, letter or tick within the data entry boxes provided, for example  
   or
- Leave answer boxes blank where you have no response or data to enter.
- Do not use 'nil', 'n/a' or draw a line in the data entry boxes.
- If a mistake is made, cross out the incorrect answer and either write the answer in the remaining boxes, for example  
 Income ... .. \$   ,  ,000  
 or if not enough space is left, write next to the relevant item, for example  
 Income <sup>3 1 4 2</sup> ... .. \$    ,000
- Show a loss/deficit with a negative sign, for example  
 \$     ,000
- Information reported on this form should comply with the Australian equivalents to International Financial Reporting Standards (AIFRS).
- Report on an accruals basis as recorded in the Income Statement and Balance Sheet of this business.
- Report all income items **exclusive of Goods and Services Tax (GST)**.
- Report all expense items **exclusive of Goods and Services Tax (GST)** where this is recoverable as an input tax credit.
- If exact figures are not available, please provide careful estimates.
- Please report all monetary values in **thousands of Australian dollars (A\$'000)**. Where the value in the accounts of this business is not expressed in thousands of dollars, round to the nearest thousand dollars.
- The items listed under **Including** and **Excluding** are examples and should not be taken as a complete list of items to be included or excluded.
- Only the Australian-based activities (including imports and exports) of the business shown on the label should be included on this form. Include details of the participation of the business in any unincorporated joint ventures.
- You will need to report an estimate of the time taken when you have completed this form.

## Part 1 – Business information and performance

### 1 Period covered by financial data on this form

**Note**

- This form is for the financial year ended 30 June 2023.
- If this business has a different financial year, please advise.

Tick one box

1 July 2022 - 30 June 2023 ... ..

1 January 2022 - 31 December 2022 ... ..

Other (please specify) ... ..

From

To

/   /  
  /   /

If the period covered by this form is not 12 months, please explain below.

**Part 1 – Business information and performance – (continued)**

**2 Number of persons working for this business during the last pay period ending in June 2023**

**Including**

- Persons paid a retainer, wage or salary
- Full-time and part-time employees
- Permanent, temporary and casual employees
- Managerial and executive employees
- Employees absent on paid or prepaid leave
- Employees on workers compensation who continue to be paid through the payroll
- Contract miners paid through the payroll

**Excluding**

- Employees paid under the Australian Government’s Paid Parental Leave Scheme
- Contractors paid on invoice
- Persons paid by commission only (i.e. a retainer/wage/salary is **not** paid)
- Non-salaried directors
- Self-employed persons such as consultants and contractors who are not employees, working proprietors or partners of this business
- Volunteers

Number

(a) Working proprietors and partners if this is an unincorporated business (e.g. sole trader, partnership or joint venture) .....

(b) Salaried directors if this is an incorporated business (e.g. Pty Ltd) .....

(c) All other employees .....

(d) **Total number of persons** (sum of Questions 2(a) to 2(c)) .....

**3 Please indicate where the business premises are located, as at 30 June 2023**

**Including**

- All premises owned or rented by this business

Tick all that apply

(a) State or territory capital city CBD .....

(b) Capital city metropolitan area outside of CBD .....

(c) Regional centre (i.e. outside of capital city) .....

(d) Overseas .....

**Part 1 – Business information and performance – (continued)**

**4 Compared to the previous year, did any of the following decrease, stay the same or increase?**

Tick **one** box per row

	Not applicable	Decreased since last year	Stayed the same as last year	Increased since last year
(a) Income from sales of goods or services .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(b) Range of goods or services offered .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(c) Profitability .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(d) Productivity .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(e) Available cash flow on hand .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(f) Total number of jobs or positions.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(g) Number of casual positions .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(h) Number of staff working from home.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(i) Exports .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(j) Contracting out work or outsourcing .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(k) Structured or formal training for employees (including attendance at training, workshops and seminars) .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(l) Expenditure on Information and Communication Technology (ICT) (e.g. computer software or hardware) .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(m) Employee ICT/digital skills capabilities .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(n) Expenditure on cyber security .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(o) Use of digital technologies.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(p) Social contributions (e.g. specific community enhancement projects, charity contributions or support).....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
(q) Environmental focus (e.g. renewable energy, recycling, other sustainability considerations).....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Part 1 – Business information and performance – (continued)****5 During the year ended 30 June 2023, did any of the following apply to this business?**

This business:

Tick all that apply

- (a) Took a proactive approach to market competition .....
- (b) Initiated change upon which its competitors reacted .....
- (c) Often got involved in high risk, high reward projects .....
- (d) Continually sought out new partners to collaborate with .....
- (e) Had the capacity to acquire and use information/knowledge external to this business... ..
- (f) Was usually the first in the market to innovate (e.g. introduce a new good, service or process) .....
- (g) Had an innovation strategy as part of its business plan .....
- (h) Had an emissions reduction strategy as part of its business plan .....
- (i) None of the above .....

Do not return to the ABS

## Part 2 – Innovation activity

### Notes for Questions 6 to 33

- Questions 6 to 33 ask about activities undertaken during the **two years ended 30 June 2023** for the development or introduction of new or significantly improved goods, services or processes.
- Questions 10 and 15 ask about income generated by and cost savings from the development or introduction of these new or significantly improved goods, services or processes. Please report values for the **year ended 30 June 2023**.
- Questions 27 and 28 ask about expenditure on activities for the development or introduction of these new or significantly improved goods, services or processes. Please report amounts spent during the **year ended 30 June 2023**.

**6** During the two years ended 30 June 2023, did this business introduce any new or improved goods or services that differ significantly from those previously offered?

### Definition

- A **new good or service** means any **good or service** or combination of these which is **new to this business**. Its characteristics or intended uses differ significantly from those previously produced/offered by this business.

### Including

- Significant changes to aesthetic design or packaging

Tick all that apply

- (a) Goods .....
- (b) Services .....
- (c) None of the above .....  **Go to Question 11**

**7** Who developed the new or significantly improved goods or services introduced by this business?

Tick all that apply

- (a) This business or another business owned by the same company ...
- (b) This business in cooperation with other business(es) or institution(s) ...
- (c) Other business(es) or institution(s) .....

**Part 2 – Innovation activity – (continued)**

**8** Were any of the new or significantly improved goods or services introduced by this business:

Tick all that apply

- (a) New to the world? .....
- (b) New to Australia but not new to the world? .....
- (c) New to the industry within Australia, but not new to Australia or the world? .....
- (d) New to this business only (i.e. none of the above)? .....

**9** Were any of the following environmental benefits obtained as a result of the introduction of the new or significantly improved goods or services?

**Including**

- Environmental benefits obtained during the consumption or use of the new or significantly improved good or service by the end user (i.e. customer, client)
- Environmental benefits obtained intentionally or incidentally

Tick all that apply

- (a) Reduced energy use .....
- (b) Reduced total CO<sub>2</sub> emissions .....
- (c) Reduced air, water, soil or noise pollution .....
- (d) Enabled recycling of product after use (e.g. products made with recyclable components, etc.).....
- (e) Extended product life (i.e. longer-lasting, more durable, and repairable products) .....
- (f) None of the above .....

**Part 2 – Innovation activity – (continued)**

**10 For the year ended 30 June 2023, please estimate what percentage of this business’s total income resulted from the sale of new or significantly improved goods or services introduced during the two years ended 30 June 2023**

Tick one box

- (a) 0% of income from sales of goods and services ... ..
- (b) Greater than 0% and less than 5% of income from sales of goods and services ... ..
- (c) Greater than or equal to 5% and less than 25% of income from sales of goods and services ... ..
- (d) Greater than or equal to 25% and less than 50% of income from sales of goods and services ... ..
- (e) Greater than or equal to 50% and less than 75% of income from sales of goods and services ... ..
- (f) Greater than or equal to 75% of income from sales of goods and services ... ..

**11 During the two years ended 30 June 2023, did this business introduce any of the following types of new or improved processes that differ significantly from its previous processes?**

Tick all that apply

- (a) Methods for producing goods or providing services (including methods for developing goods or services) ... ..
- (b) Logistics, delivery or distribution methods ... ..
- (c) Methods for information processing or communication ... ..
- (d) Methods for accounting or other administrative operations... ..
- (e) Methods of organising ongoing internal procedures or external relations ... ..
- (f) Methods of organising work responsibility, decision making or human resource management ... ..
- (g) Marketing methods for promotion, packaging, pricing, product placement or after sales services ... ..
- (h) Other processes (please specify) ... ..

- (i) None of the above ... ..

► Go to Question 16



Part 2 – Innovation activity – (continued)

12 Who developed the new or significantly improved processes introduced by this business?

Tick all that apply

- (a) This business or another business owned by the same company ... ..
- (b) This business in cooperation with other business(es) or institution(s) ... ..
- (c) Other business(es) or institution(s) ... ..

13 Were any of the new or significantly improved processes introduced by this business:

Tick all that apply

- (a) New to the world? ... ..
- (b) New to Australia but not new to the world? ... ..
- (c) New to the industry within Australia, but not new to Australia or the world? ... ..
- (d) New to this business only (i.e. none of the above)? ... ..

14 Were any of the following environmental benefits obtained as a result of the introduction of the new or significantly improved processes?

**Including**

- Environmental benefits obtained within this business
- Environmental benefits obtained intentionally or incidentally

Tick all that apply

- (a) Reduced material or water use per unit of output ... ..
- (b) Reduced energy use ... ..
- (c) Reduced total CO<sub>2</sub> emissions ... ..
- (d) Replaced a share of fossil-fuel based energy with lower emission energy sources (e.g. renewable energy sources) ... ..
- (e) Reduced air, water, soil or noise pollution ... ..
- (f) Replaced a share of materials with less polluting or hazardous substitutes ... ..
- (g) Recycled waste, water, or materials for own use or in the production of goods and/or services ... ..

**Including**

- This business's own recycled waste, water or materials, or those acquired elsewhere ... ..

- (h) None of the above ... ..

**Part 2 – Innovation activity – (continued)**

**15** For the year ended 30 June 2023, please estimate what percentage this business saved on costs due to the new or significantly improved processes introduced during the two years ended 30 June 2023

Tick one box

- (a) No savings .....
- (b) Savings not yet realised.....
- (c) Greater than 0% and less than 5% savings .....
- (d) Greater than or equal to 5% and less than 25% savings .....
- (e) Greater than or equal to 25% and less than 50% savings .....
- (f) Greater than or equal to 50% and less than 75% savings .....
- (g) Greater than or equal to 75% savings .....

**16** During the two years ended 30 June 2023, did this business abandon (during development or introduction) any new or significantly improved:

Tick all that apply

- (a) Goods or services .....
- (b) Methods for producing goods or providing services (including methods for developing goods or services) .....
- (c) Logistics, delivery and distribution methods .....
- (d) Methods for information processing or communication .....
- (e) Methods for accounting or other administrative operations.....
- (f) Methods of organising ongoing internal procedures or external relations .....
- (g) Methods of organising work responsibility, decision making or human resource management .....
- (h) Marketing methods for promotion, packaging, pricing, product placement or after sales services .....
- (i) Other processes .....
- (j) None of the above .....

**Part 2 – Innovation activity – (continued)**

**17** As at **30 June 2023**, was this business **still in the process of developing or introducing** (i.e. introduction was yet to occur) any new or significantly improved:

Tick all that apply

- (a) Goods or services .....
- (b) Methods for producing goods or providing services (including methods for developing goods or services) .....
- (c) Logistics, delivery and distribution methods .....
- (d) Methods for information processing or communication .....
- (e) Methods for accounting or other administrative operations.....
- (f) Methods of organising ongoing internal procedures or external relations
- (g) Methods of organising work responsibility, decision making or human resource management .....
- (h) Marketing methods for promotion, packaging, pricing, product placement or after sales services .....
- (i) Other processes .....
- (j) None of the above .....

**Where to from here**

- If you answered ‘None of the above’ to **all** of Questions **6, 11, 16** and **17** ► Go to Question **32**
- Otherwise ► Go to Question **18**

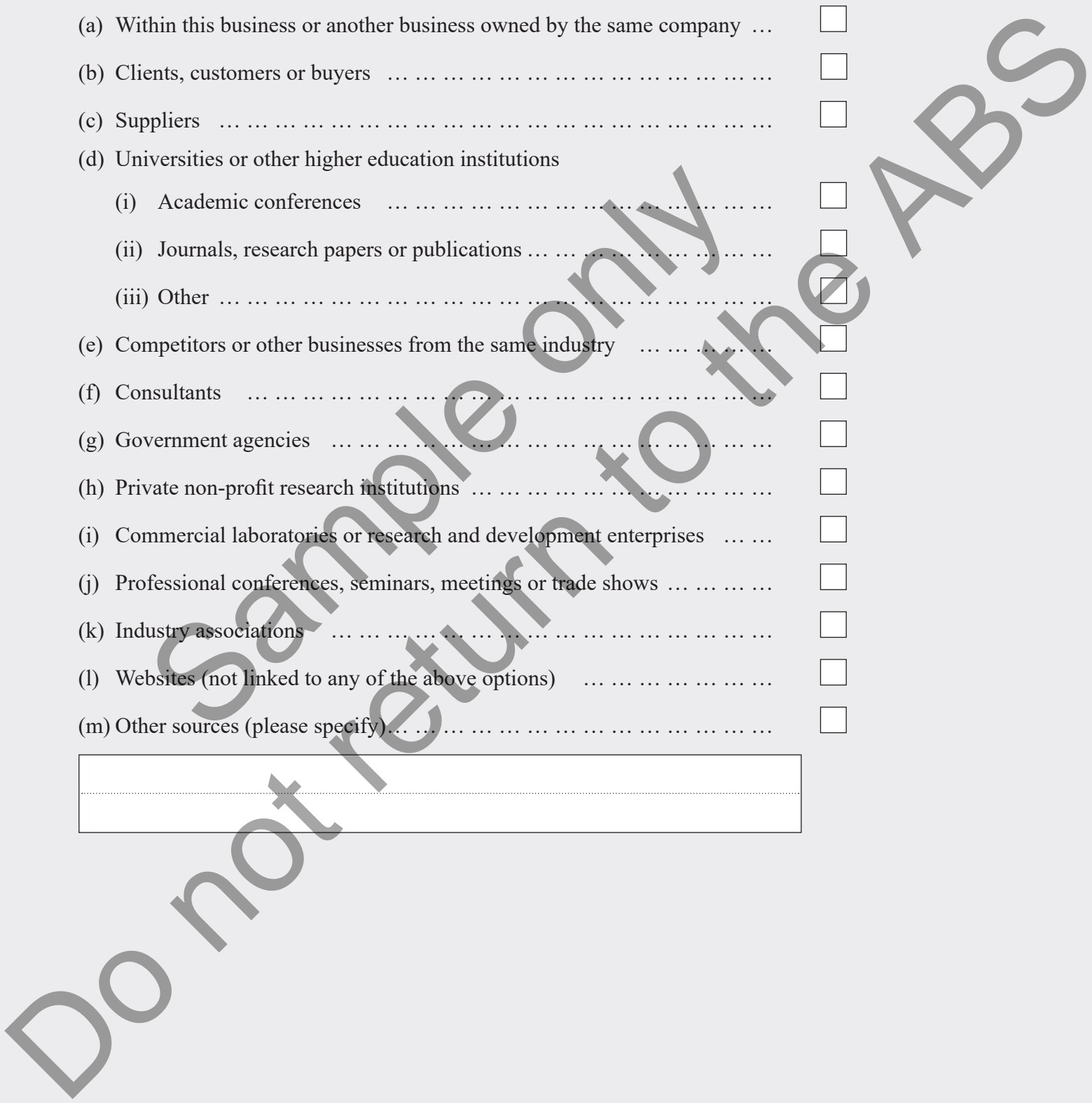
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**Part 2 – Innovation activity – (continued)**

**18** During the two years ended 30 June 2023, from where did this business source ideas and information for the development or introduction of new or significantly improved goods, services or processes?

Tick all that apply

- (a) Within this business or another business owned by the same company ...
- (b) Clients, customers or buyers .....
- (c) Suppliers .....
- (d) Universities or other higher education institutions
  - (i) Academic conferences .....
  - (ii) Journals, research papers or publications .....
  - (iii) Other .....
- (e) Competitors or other businesses from the same industry .....
- (f) Consultants .....
- (g) Government agencies .....
- (h) Private non-profit research institutions .....
- (i) Commercial laboratories or research and development enterprises .....
- (j) Professional conferences, seminars, meetings or trade shows .....
- (k) Industry associations .....
- (l) Websites (not linked to any of the above options) .....
- (m) Other sources (please specify).....



**Part 2 – Innovation activity – (continued)**

**19 During the two years ended 30 June 2023, were any of the following digitalisation factors important to enable the development or introduction of new or significantly improved goods, services or processes?**

Tick all that apply

- (a) Knowledge of digital technologies (e.g. video conferencing tools, cloud technology, data analytics, artificial intelligence (AI), 3D printing, internet of things (IoT), etc.) ...
- (b) Investment in digital technologies (e.g. video conferencing tools, cloud technology, data analytics, artificial intelligence (AI), 3D printing, internet of things (IoT), etc.) ...
- (c) Access to digital skills (including skills within the business and/or labour market) ...
- (d) Digital capability building (e.g. digital training, upskilling, etc.) ...
- (e) Digital business strategy ...
- (f) Digital culture (including digital engagement, data sharing, data-driven decision making, and collaboration) ...
- (g) None of the above ...

**20 What specialist skills were used in the development and introduction of new or significantly improved goods, services or processes for this business during the two years ended 30 June 2023?**

Tick all that apply

- (a) Business management ...
- (b) Information and Communication Technology ...
- (c) Engineering ...
- (d) Mathematics ...
- (e) Scientific and research ...
- (f) Marketing ...
- (g) Finance or accounting ...
- (h) Legal ...
- (i) Humanities, arts and social sciences ...
- (j) Other (please specify) ...

- (k) No specialist skills were used ...

**Part 3 – Collaboration for innovation**

**21 During the two years ended 30 June 2023, did this business collaborate with others to develop or introduce any new or significantly improved goods, services or processes?**

**Definition**

- To collaborate is to participate in joint projects with other businesses or organisations (including wider parts of this business's enterprise group). Each participant does not need to benefit commercially.

**Including**

- Informal arrangements

**Excluding**

- Straight fee-for-service arrangements
- Franchise arrangements

Tick one box

**No** ... ..  ► Go to Question **24**

**Yes** ... ..  ► Go to Question **22**

Sample only  
Do not return to the ABS

**Part 3 – Collaboration for innovation – (continued)**

**22 Please indicate the type of organisation (and location) with which this business collaborated to develop or introduce new or significantly improved goods, services or processes**

Tick all that apply

From within Australia	From overseas
-----------------------	---------------

- (a) Another business owned by the same company .....  .....
- (b) Suppliers .....  .....
- (c) Customers or clients .....  .....
- (d) Consultants (including technical experts) .....  .....
- (e) Competitors and other businesses from the same industry .....  .....
- (f) Universities or other higher education institutions .....  .....
- (g) Government
  - (i) Research institutions .....  .....
  - (ii) Other government agencies .....  .....
- (h) Private non-profit
  - (i) Research institutions .....  .....
  - (ii) Other private non-profit agencies .....  .....
- (i) Commercial laboratories or private research and development enterprises  .....
- (j) Other (please specify) .....  .....

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**Part 3 – Collaboration for innovation – (continued)**

**23 Which of the following types of collaborative arrangements was this business involved with to develop or introduce any new or significantly improved goods, services or processes?**

Tick all that apply

- (a) Joint research and development .....
- (b) Joint production of new goods and services .....
- (c) Joint prototype development .....
- (d) Sharing facilities (e.g. laboratories) .....
- (e) Sharing of staff resources .....
- (f) Joint marketing or distribution .....
- (g) Joint training .....
- (h) Informal arrangements .....
- (i) Other collaborative arrangement(s) (please specify) .....

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Do not return to the ABS



Part 3 – Collaboration for innovation – (continued)

24 During the two years ended 30 June 2023, did any of the following factors prevent or limit collaboration with others to develop or introduce any new or significantly improved goods, services or processes?

Tick all that apply

- (a) No expected benefit .....
  - (b) Unable to find suitable collaboration partner .....
  - (c) Lack of access to knowledge or advice about collaborative arrangements .....
  - (d) Lack of skills within the business .....
  - (e) Insufficient time .....
  - (f) Insufficient funds .....
  - (g) Government regulations or compliance .....
  - (h) Reasons relating to collaboration partner(s)
    - (i) Differences in priorities or outcomes sought .....
    - (ii) Different work practices .....
    - (iii) Confidentiality or trust concerns .....
    - (iv) Inability to agree on intellectual property (IP) arrangements .....
  - (i) Other (please specify) .....
- 
- (j) None of the above .....

Do not return to the ABS

**Part 4 – Fee-for-service and innovation**

**25 During the two years ended 30 June 2023, did this business enter into a fee-for-service arrangement to develop or introduce any new or significantly improved goods, services or processes?**

**Definition**

- A fee-for-service arrangement is an amount paid to a service provider for specific work or services completed at the business's request.

**Including**

- Informal arrangements

**Excluding**

- Franchise arrangements

Tick one box

**No** ... ..  Go to Question **27**

**Yes** ... ..  Go to Question **26**

**26 Please indicate the type of organisation this business entered into a fee-for-service arrangement with, for the purpose of developing or introducing new or significantly improved goods, services or processes**

Tick all that apply

- (a) Another business owned by the same company ... ..
- (b) Suppliers ... ..
- (c) Customers or clients ... ..
- (d) Consultants (including technical experts) ... ..
- (e) Competitors and other businesses from the same industry ... ..
- (f) Universities or other higher education institutions ... ..
- (g) Government
  - (i) Research institutions ... ..
  - (ii) Other government agencies ... ..
- (h) Private non-profit
  - (i) Research institutions ... ..
  - (ii) Other private non-profit agencies ... ..
- (i) Commercial laboratories or private research and development enterprises
- (j) Other (please specify) ... ..

**Part 5 – Innovation expenditure**

**27 During the year ended 30 June 2023, how much did this business spend on the development or introduction of all new or significantly improved goods, services or processes?**

**Note**

- An estimate of expenditure is acceptable. You do not need to seek exact figures.

**Including**

- New or significantly improved goods, services or processes developed or introduced during the **two years ended 30 June 2023**
- Expenditure on labour costs, training, external services, materials, Research and Experimental Development (R&D), capital goods, etc. related to the new or significantly improved goods, services or processes

**Excluding**

- Ongoing expenditure (i.e. post introduction expenditure) related to new or significantly improved goods, services or processes

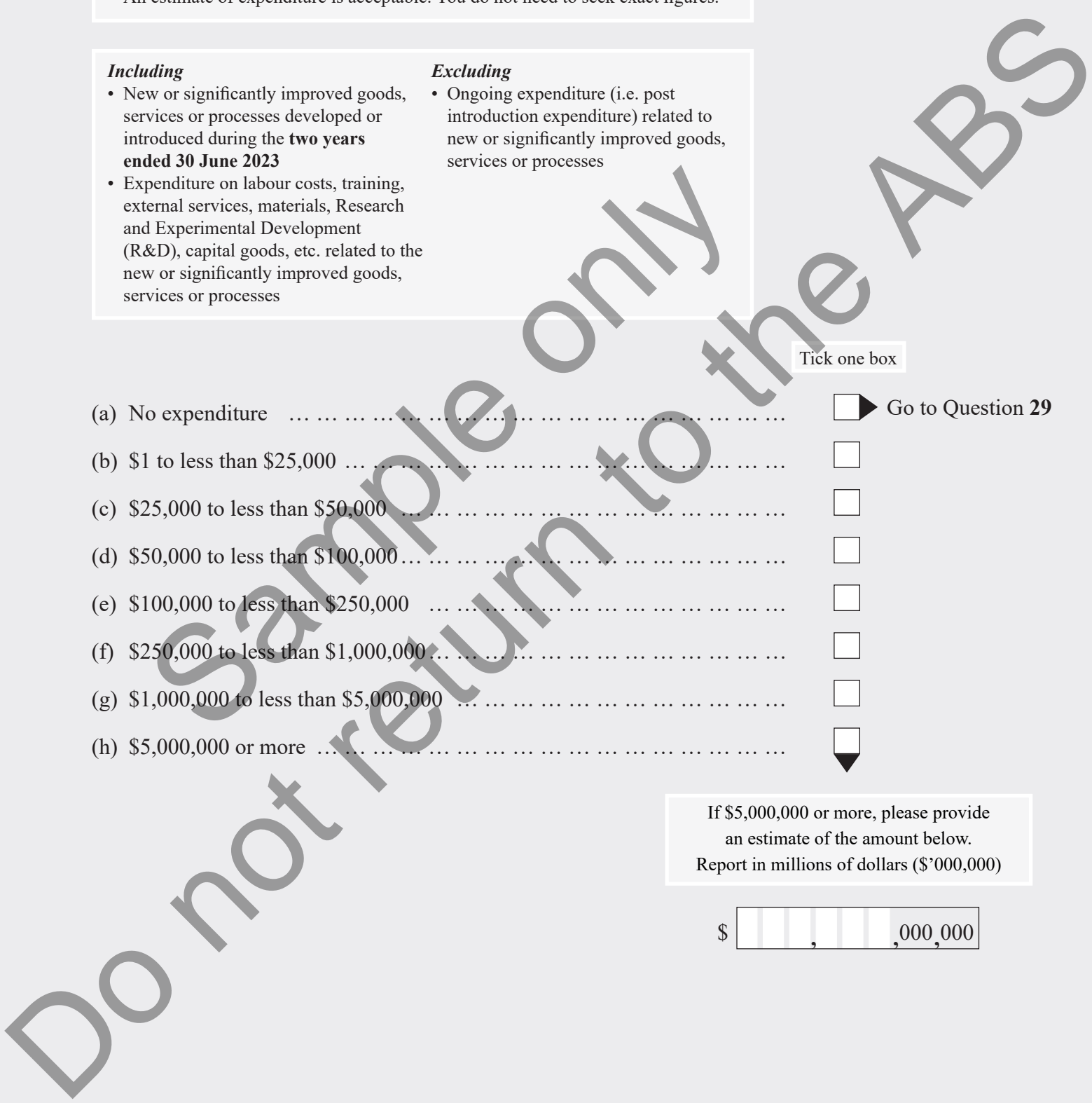
Tick one box

- (a) No expenditure .....
- (b) \$1 to less than \$25,000 .....
- (c) \$25,000 to less than \$50,000 .....
- (d) \$50,000 to less than \$100,000 .....
- (e) \$100,000 to less than \$250,000 .....
- (f) \$250,000 to less than \$1,000,000 .....
- (g) \$1,000,000 to less than \$5,000,000 .....
- (h) \$5,000,000 or more .....

- Go to Question 29
- 
- 
- 
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If \$5,000,000 or more, please provide an estimate of the amount below.  
Report in millions of dollars (\$'000,000)

\$  ,  ,000,000

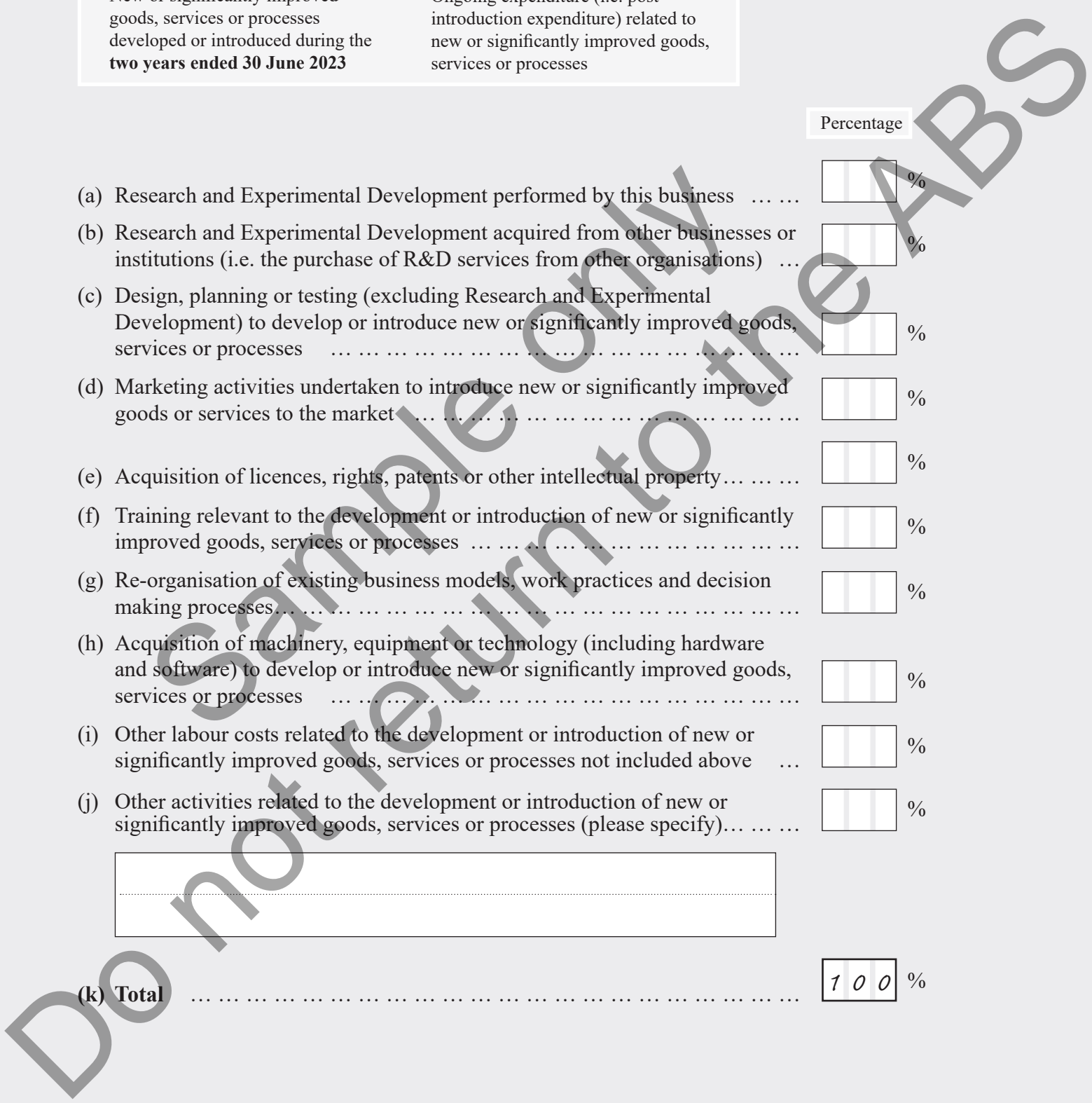


**Part 5 – Innovation expenditure – (continued)**

**28** Of the total expenditure reported at Question 27, please estimate the percentage related to the following activities:

<i><b>Including</b></i>	<i><b>Excluding</b></i>
<ul style="list-style-type: none"> <li>• New or significantly improved goods, services or processes developed or introduced during the two years ended 30 June 2023</li> </ul>	<ul style="list-style-type: none"> <li>• Ongoing expenditure (i.e. post introduction expenditure) related to new or significantly improved goods, services or processes</li> </ul>

	Percentage
(a) Research and Experimental Development performed by this business ... ..	<input type="text"/> %
(b) Research and Experimental Development acquired from other businesses or institutions (i.e. the purchase of R&D services from other organisations) ... ..	<input type="text"/> %
(c) Design, planning or testing (excluding Research and Experimental Development) to develop or introduce new or significantly improved goods, services or processes ... ..	<input type="text"/> %
(d) Marketing activities undertaken to introduce new or significantly improved goods or services to the market ... ..	<input type="text"/> %
(e) Acquisition of licences, rights, patents or other intellectual property ... ..	<input type="text"/> %
(f) Training relevant to the development or introduction of new or significantly improved goods, services or processes ... ..	<input type="text"/> %
(g) Re-organisation of existing business models, work practices and decision making processes ... ..	<input type="text"/> %
(h) Acquisition of machinery, equipment or technology (including hardware and software) to develop or introduce new or significantly improved goods, services or processes ... ..	<input type="text"/> %
(i) Other labour costs related to the development or introduction of new or significantly improved goods, services or processes not included above ... ..	<input type="text"/> %
(j) Other activities related to the development or introduction of new or significantly improved goods, services or processes (please specify) ... ..	<input type="text"/> %
<b>(k) Total</b> ... ..	<input type="text" value="100"/> %



**Part 6 – Innovation finance**

**29** During the two years ended 30 June 2023, did this business receive any financial assistance from Australian government organisations for the new or significantly improved goods, services or processes being developed or introduced?

Tick all that apply

- (a) No government financial assistance received .....
- (b) Yes, federal government .....
- (c) Yes, state/territory or local government .....

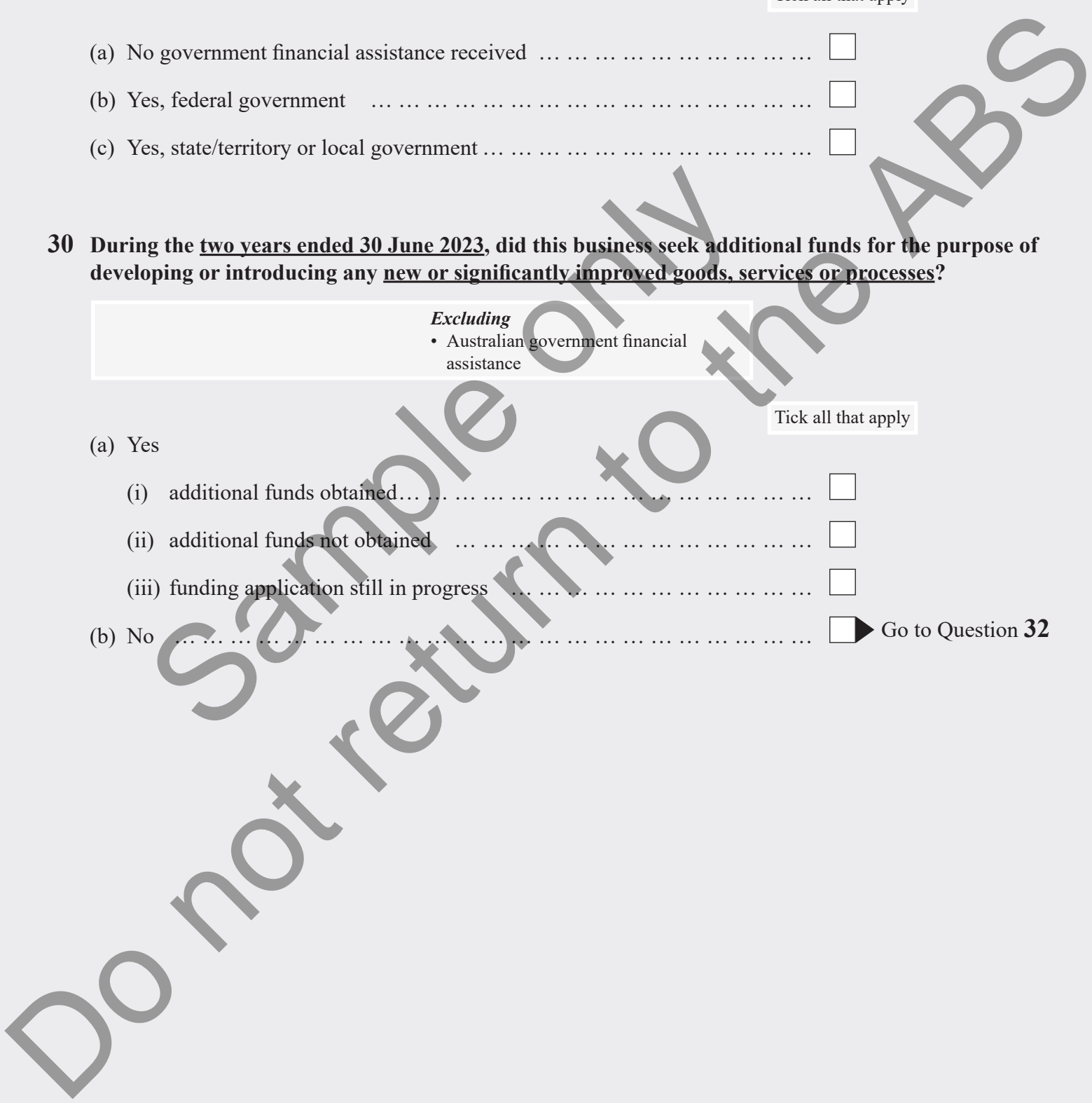
**30** During the two years ended 30 June 2023, did this business seek additional funds for the purpose of developing or introducing any new or significantly improved goods, services or processes?

*Excluding*

- Australian government financial assistance

Tick all that apply

- (a) Yes
  - (i) additional funds obtained .....
  - (ii) additional funds not obtained .....
  - (iii) funding application still in progress .....
- (b) No .....  **▶ Go to Question 32**



Part 6 – Innovation finance – (continued)

31 From which of the following sources did this business seek additional funds for the development or introduction of any new or significantly improved goods, services or processes during the two years ended 30 June 2023?

*Excluding*  
• Australian government financial assistance

Tick all that apply

- (a) Banks .....
- (b) Finance companies .....
- (c) Existing owners of the business (including shareholders) .....
- (d) Venture capital businesses or funds/private equity funds .....
- (e) Other businesses .....
- (f) Friends or family of existing owner(s) .....
- (g) Alternate funding sources (e.g. crowdfunding, angel investors and accelerators) .....
- (h) Other (please specify) .....

.....  
.....

Do not return to the ABS

## Part 7 – Innovation assessment

**32** During the two years ended 30 June 2023, did any of the following factors significantly hamper this business in the development or introduction of any new or significantly improved goods, services or processes?

Tick all that apply

- (a) Lack of access to additional funds .....
- (b) Cost of development or introduction/implementation .....
- (c) Lack of skilled persons within the business .....
- (d) Lack of skilled persons within the labour market .....
- (e) Lack of access to knowledge or technology to enable development or introduction/implementation .....
- (f) Government regulations and compliance .....
- (g) Adherence to standards .....
- (h) Uncertain demand for new goods or services .....
- (i) None of the above .....

***Where to from here***

- If you answered 'None of the above' to **both** Question 6 and Question 11 ► Go to Question 40
- Otherwise ► Go to Question 33

Part 7 – Innovation assessment – (continued)

33 What were the benefits to this business of the new or significantly improved goods, services or processes introduced during the two years ended 30 June 2023?

Tick all that apply

- (a) Increased revenue .....
  - (b) Reduction in costs .....
  - (c) Increased productivity .....
  - (d) Gained a competitive edge .....
  - (e) Improved customer service .....
  - (f) Improved work safety standards .....
  - (g) Environmental benefits (e.g. reduced energy consumption) .....
  - (h) Social benefits (e.g. more community engagement) .....
  - (i) Other benefits (please specify) .....
- 
- (j) Too early to measure benefits .....
  - (k) No benefits.....

Do not return to the ABS



**Part 8 – Most significant innovation**

**34 Which of the following best describes the most significant new good, service or process introduced by this business, during the two years ended 30 June 2023?**

**Definition**

- The most significant new good, service or process introduced is the one that has, or is expected to have, the greatest benefit to the business (i.e. financial, social, environmental).

Tick one box

- (a) A good or service... ..
- (b) A business process ... ..

**35 Was this business’s most significant new good, service or process:**

Tick one box

- (a) New to the world? ... ..
- (b) New to Australia but not new to the world? ... ..
- (c) New to the industry within Australia, but not new to Australia or the world?
- (d) New to this business only (i.e. none of the above)? ... ..

**36 During the two years ended 30 June 2023, what was the target market(s) of this business’s most significant new good, service or process?**

Tick all that apply

- (a) Internal business product or process (i.e. no target market outside of business)  ► Go to Question **40**
- (b) Customers:
- (i) Within the same state/territory ... ..
- (ii) Outside the state/territory but within Australia ... ..
- (iii) Oceania/Asia ... ..
- (iv) Rest of the world (i.e. Europe, Americas, Africa) ... ..

**Part 8 – Most significant innovation – (continued)**

**37 During the two years ended 30 June 2023, did this business undertake any of the following commercialisation activities for its most significant new good, service or process?**

Tick all that apply

- (a) Market research .....
  - (b) Acquisition of licences, rights, patents and/or other intellectual property ...
  - (c) Licensing out of intellectual property rights .....
  - (d) Sought funding for commercialisation .....
  - (e) Engaged staff specialised in commercialisation (e.g. product managers) ...
  - (f) Entered into a product distribution agreement .....
  - (g) Training on how to market the good, service or process.....
  - (h) Other (please specify) .....
- 
- (i) None of the above .....

**38 During the two years ended 30 June 2023, did this business meet any of the following commercialisation objectives for its most significant new good, service or process?**

Tick all that apply

- (a) Increased sales volume .....
  - (b) Increased market share .....
  - (c) Increased profits .....
  - (d) Increased exports.....
  - (e) Reduced costs.....
  - (f) Other (please specify) .....
- 
- (g) None of the above .....

**Part 8 – Most significant innovation – (continued)**

**39** During the two years ended 30 June 2023, did any of the following factors prevent or limit the commercialisation of this business's most significant new good, service or process?

Tick all that apply

- (a) Lack of knowledge or advice on commercialisation .....
  - (b) Lack of commercialisation skills within the business .....
  - (c) Lack of access to market information .....
  - (d) Inability to protect or acquire intellectual property rights .....
  - (e) Insufficient funds .....
  - (f) Regulations or compliance .....
  - (g) Other (please specify) .....
- 
- (h) None of the above .....

Do not return to the ABS

## Part 9 – Comments and time taken

### 40 Please provide comments

- on any information you have supplied on this form (e.g. related to unusual movements, impact of the COVID-19 pandemic or other factors)  
(Please use BLOCK letters)

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- on any difficulties you had in providing the requested information, or suggested improvements to this form  
(Please use BLOCK letters)

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### 41 Please provide an estimate of the time taken to complete this form

**Including**

- The time actually spent reading the instructions, working on the questions and obtaining the information
- The time spent by all employees in collecting and providing this information

hrs

mins

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### 42 Before returning this form please check that you have:

- corrected any errors on the address label (on the front of this form)
- completed contact details (on the front of this form)
- recorded the time taken to complete this form (Question 41)
- made a copy of the completed form to retain for your own records

**Thank you for completing this form**