

TOP 40 DEFENCE CONTRACTORS & TOP 20 DEFENCE SMES 2021

ENTRIES CLOSE 5 NOVEMBER 2021

ADM's annual Top 40 Defence Contractors & Top 20 Defence SMEs survey has become a valuable and sought after guide to the economic activity generated by the defence industry in Australia. NZ companies are also eligible to be included. Survey results will be published in the **December 2021/January 2022** edition of ADM.

ABOUT THE SURVEY

To be considered for inclusion in this annual survey, you must be prepared to complete the following information about your company, including declaring your turnover in defence related business for the most recently completed financial year or the best estimate available if your financial year is other than July-June.

Key survey questions:

1. Turnover in defence-related business (Australian/NZ business only)*
2. Australian industry content as a dollar amount
3. R&D investment as a dollar amount
4. Export as a as a dollar amount
5. Australian Workforce FTE, defence and non-defence
6. Ownership e.g. international, Australian, public, private
7. Female workforce participation
8. Reconciliation Action Plan for indigenous engagement

* NOTE: Q1 is mandatory for companies to be included in the survey.

ESSENTIAL CRITERIA

- All work must have been undertaken in Australia or NZ, i.e. it cannot include revenue production at offshore facilities or that component of a project which is completed overseas (excluding NZ). If you are an Australian business, you may include revenue from international business separately for the interest of readers.
- The information you provide is published in the December 2021/January 2022 edition of ADM. It is also made available to ASPI and to the Department of Defence for analytical purposes.
- The revenue relates to the 2020/21 financial year or your reporting equivalent.



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SMES

An SME is a company, registered in Australia and/or NZ, with a total workforce of 200 full time employees or fewer. This is based on the Commonwealth's definition.

ANZ SMES

SMEs are asked to indicate ownership status which qualifies the company as an Australian and/or NZ SME for consideration in the ANZ SME list.

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ADM TOP 40 DEFENCE CONTRACTORS SURVEY QUESTIONS DEFINITIONS

1. **Turnover in Defence related business (AUS/NZ business only)** – for the purpose of this survey we are looking at all the funds coming into your Aus/NZ business related to defence programs. These funds can come from the Department of Defence directly or through a prime holding a contract with the department.
 - (a) **total turnover including defence work overseas** – this figure accounts for your parent company if applicable. Leave blank if not applicable
2. **Australian Industry Content \$M** – This is defined as funds that are spent in Australia/NZ on capability directly. For example this could include workforce, overheads or facilities. It would not include imports to manufacture goods like refined steel or the value of imported componentry.
3. **R&D investment** – Funds spent directly from the Australian/NZ business on research and development programs. Can be in partnership with another company/university/agency on technologies related to Defence.
4. **Exports** – the value of defence related goods exported to foreign nations outside of Australia/NZ.
5. **Australian Workforce FTE** – this question comes in two components: defence specific and non-defence. Please consider your total head count and divide the Aus/NZ ONLY workforce accordingly. Total workforce in other countries or foreign parent company is not accounted for in this measure.
6. **Ownership** – please list your ownership model choosing between international and Australian owned and then public (listing code in relevant stock exchange) or private. For example, EOS ASX: EOS or Lockheed Martin Australia Pty Ltd NYSE: LMT
7. **Percentage of female employees in workforce** – self explanatory. If no response is listed, details will not be published.
8. **Does the company operate a reconciliation action (RAP) or similar** – a yes/no response required and all responses will be published.

NOTE: Survey responses that do not use the fillable PDF for survey responses 1-8 will not be accepted.



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**IF IN DOUBT, PLEASE
 CONTACT THE ADM TEAM
 ON THE DETAILS BELOW.**