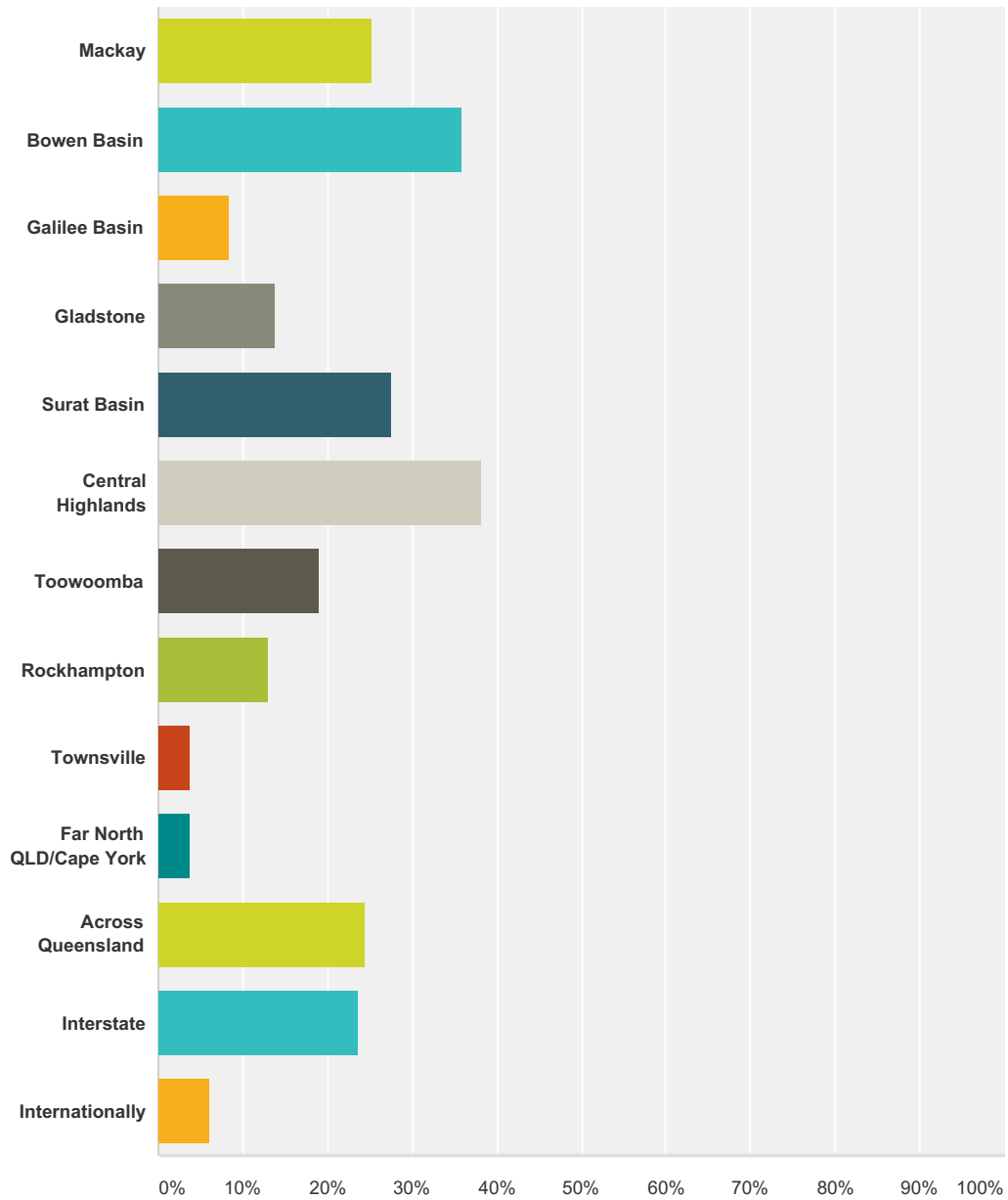


### Q1 What areas do you currently work in?

Answered: 131 Skipped: 1

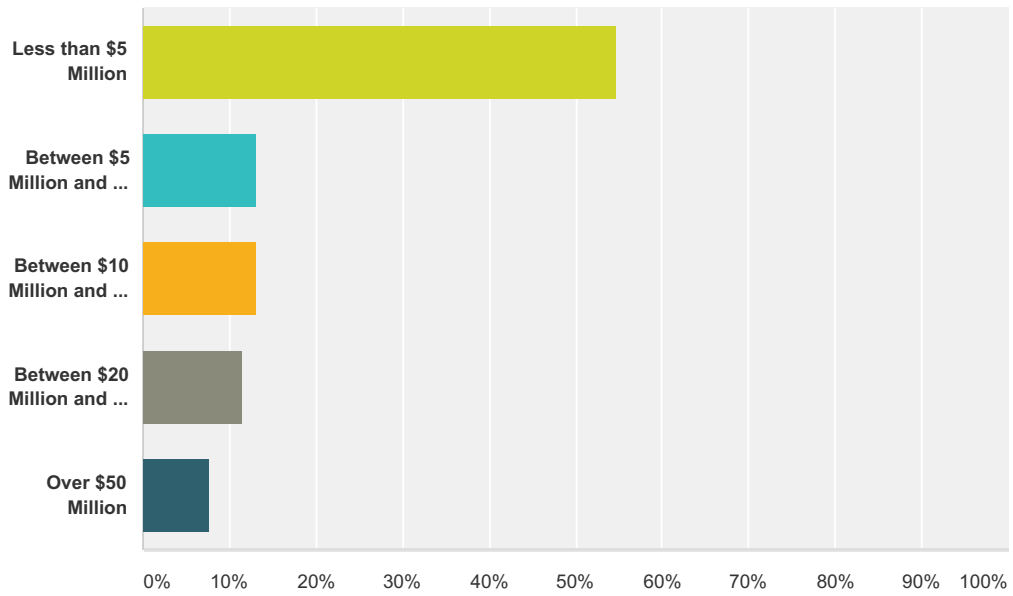


Answer Choices	Responses	Count
Mackay	25.19%	33
Bowen Basin	35.88%	47
Galilee Basin	8.40%	11
Gladstone	13.74%	18
Surat Basin	27.48%	36
Central Highlands	38.17%	50
Toowoomba	19.08%	25
Rockhampton	12.98%	17
Townsville	3.82%	5

Far North QLD/Cape York	3.82%	5
Across Queensland	24.43%	32
Interstate	23.66%	31
Internationally	6.11%	8
<b>Total Respondents: 131</b>		

## Q2 What is the expected turnover of your business this financial year?

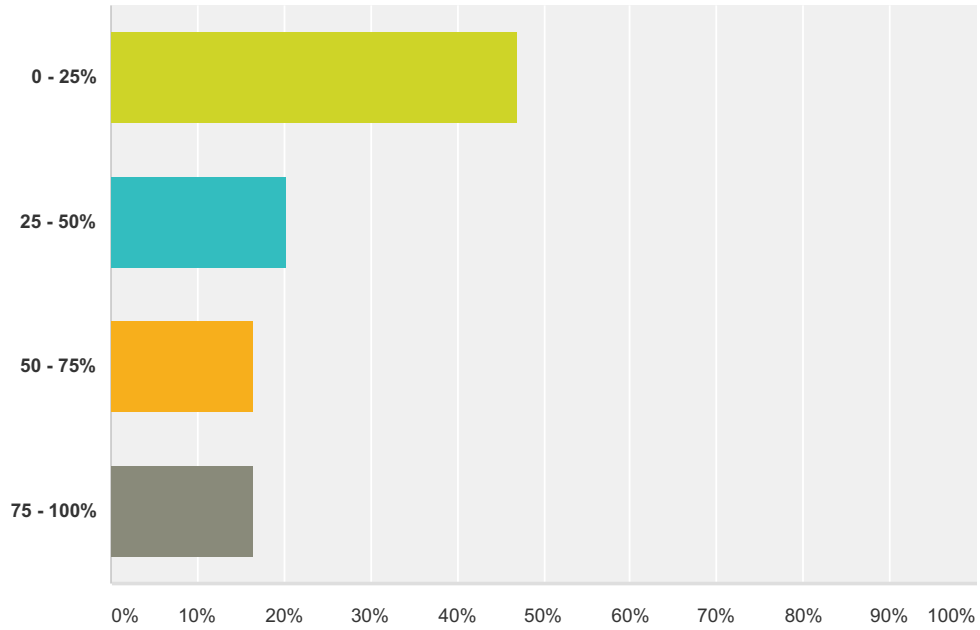
Answered: 130 Skipped: 2



Answer Choices	Responses
Less than \$5 Million	54.62% 71
Between \$5 Million and \$10 Million	13.08% 17
Between \$10 Million and \$20 Million	13.08% 17
Between \$20 Million and \$50 Million	11.54% 15
Over \$50 Million	7.69% 10
<b>Total</b>	<b>130</b>

### Q3 What percentage of your revenue is now on extended trading terms following the changes made by the major mining companies?

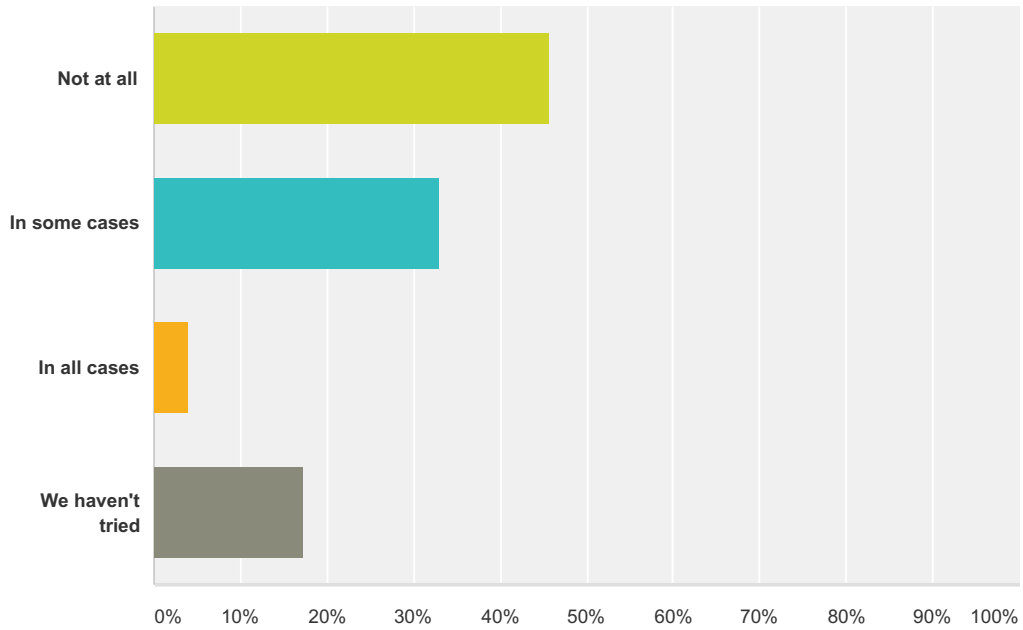
Answered: 128 Skipped: 4



Answer Choices	Responses
0 - 25%	46.88% 60
25 - 50%	20.31% 26
50 - 75%	16.41% 21
75 - 100%	16.41% 21
<b>Total</b>	<b>128</b>

### Q4 Has your business been able to successfully back to back the extended trading terms with your suppliers?

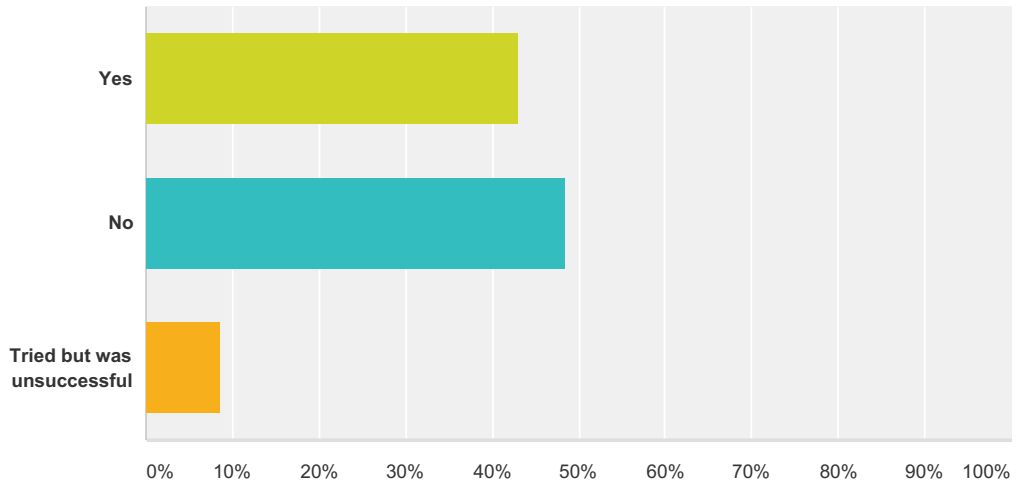
Answered: 127 Skipped: 5



Answer Choices	Responses
Not at all	45.67% 58
In some cases	33.07% 42
In all cases	3.94% 5
We haven't tried	17.32% 22
<b>Total</b>	<b>127</b>

### Q5 Has your business had to source alternate bridging finance to mitigate the impact of the extended trading terms?

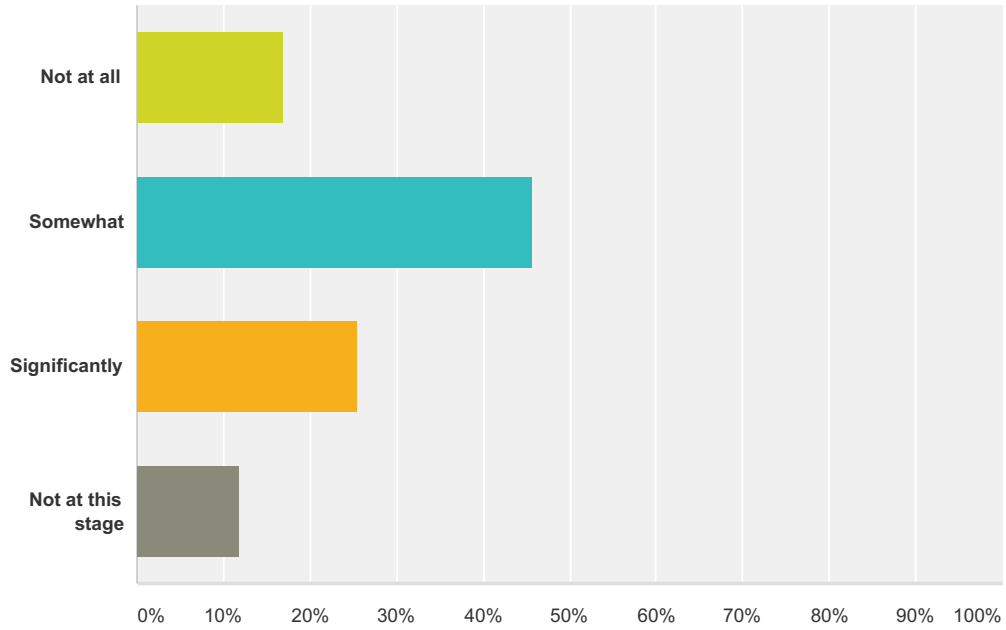
Answered: 128 Skipped: 4



Answer Choices	Responses
Yes	42.97% 55
No	48.44% 62
Tried but was unsuccessful	8.59% 11
<b>Total</b>	<b>128</b>

### Q6 Have the extended trading terms had a material impact on your organisation's ability to deliver goods and services the way you have historically done so?

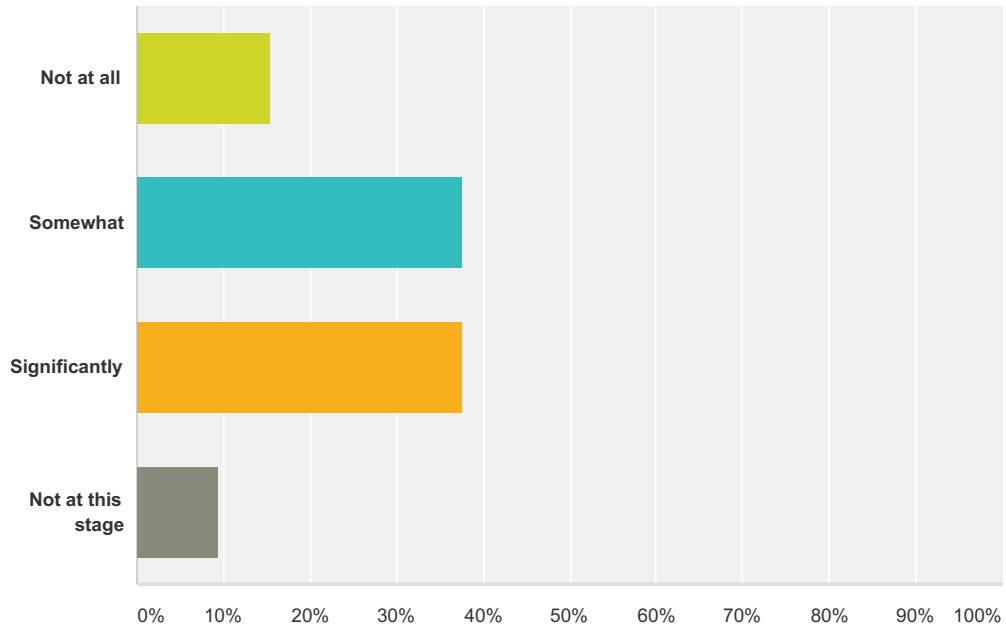
Answered: 118 Skipped: 14



Answer Choices	Responses
Not at all	16.95% 20
Somewhat	45.76% 54
Significantly	25.42% 30
Not at this stage	11.86% 14
<b>Total</b>	<b>118</b>

**Q7 Have the extended trading terms impacted on your ability to invest in growth, equipment capex (new and overhauls), employ additional staff or invest in new infrastructure?**

Answered: 117 Skipped: 15

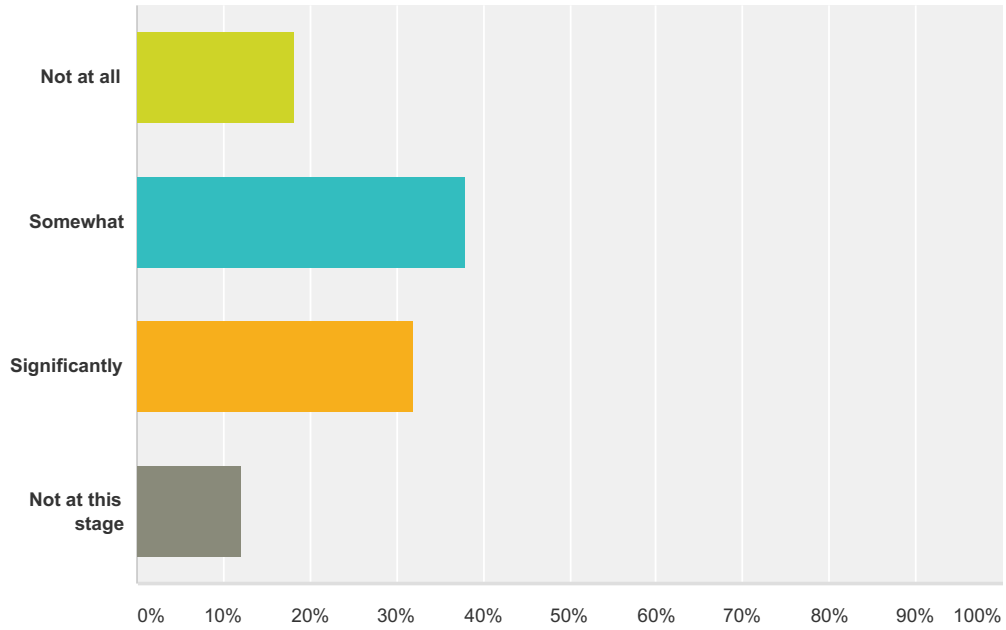


Answer Choices	Responses
Not at all	15.38% 18
Somewhat	37.61% 44
Significantly	37.61% 44
Not at this stage	9.40% 11
<b>Total</b>	<b>117</b>



### Q8 Have the extended trading terms impacted on your ability to invest in pursuing new technology and spending on product development?

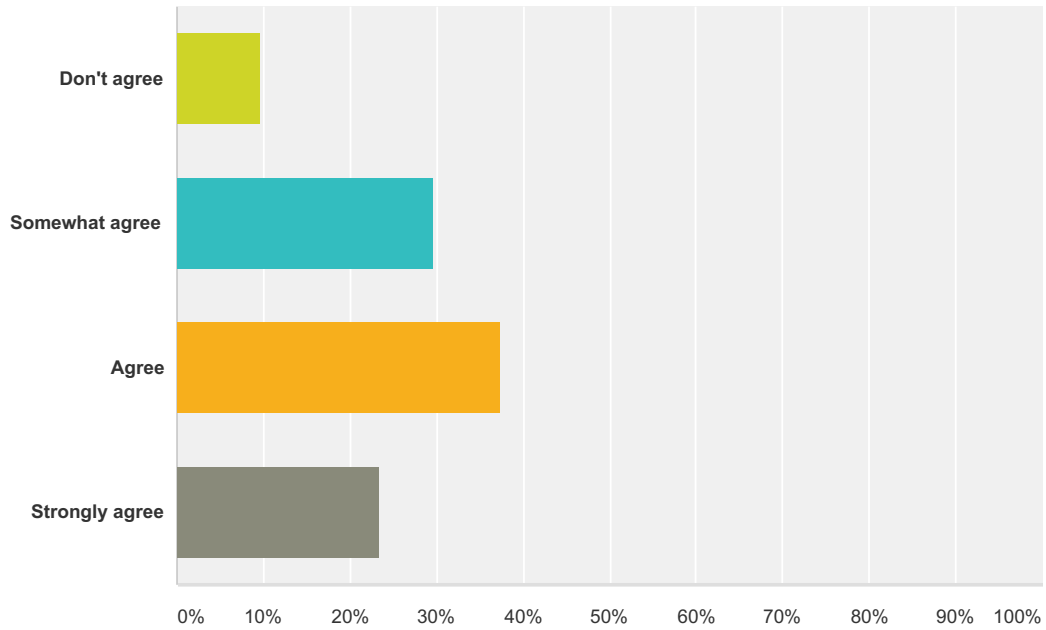
Answered: 116 Skipped: 16



Answer Choices	Responses
Not at all	18.10% 21
Somewhat	37.93% 44
Significantly	31.90% 37
Not at this stage	12.07% 14
<b>Total</b>	<b>116</b>

### Q9 Is accessing financing for capex or working capital more difficult since the down turn in the sector?

Answered: 115 Skipped: 17



Answer Choices	Responses
Don't agree	9.57% 11
Somewhat agree	29.57% 34
Agree	37.39% 43
Strongly agree	23.48% 27
<b>Total</b>	<b>115</b>

**Q10 Do you have any other comments you wish to add in regards this topic?**

Answered: 49 Skipped: 83