

State of Indigenous Business



Supply Nation

An analysis of procurement spending patterns with Indigenous businesses 2024 - 2025

The State of Indigenous Business report draws on data from SpendTracker and supplier records to provide a comprehensive view of trends, challenges and opportunities shaping the Indigenous business sector.

The 2024–2025 financial year showed significant growth in procurement spending with Indigenous suppliers, reflecting ongoing efforts to strengthen supplier diversity and economic participation across Australia.

The report showcases how Supply Nation’s corporate, government, and not-for-profit members are leveraging procurement to drive economic participation and self-determination for Aboriginal and Torres Strait Islander communities.

Key findings

Increased procurement spend

- Total spend with Indigenous businesses reached **\$5.83 billion**, up from \$4.6 billion the previous year.
- **90%** of this spend was with small- to medium-sized businesses.

Supplier growth

The number of Registered and Certified Suppliers continued to rise, with more than **5,960**

verified businesses listed as of October 2025. Current definitions for registration are 50% Indigenous ownership and for certification, 51% owned, managed and controlled.

Industry insights

- **Mining** led sector spend at **\$1.65 billion**, followed by **Construction** (\$1.26 billion) and **Government** (\$1.53 billion).
- Sectors such as Financial

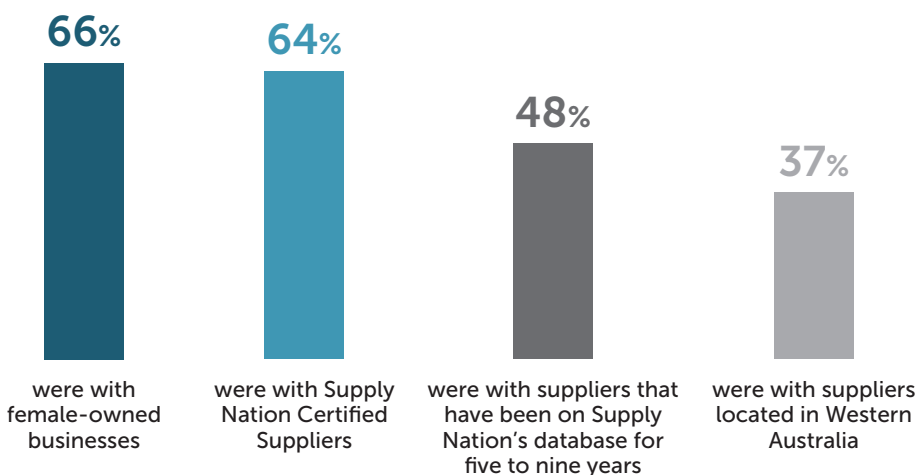
Services and niche industries remain underrepresented.

Geographic distribution

- **Western Australia** and **New South Wales** were the largest procurers.
- **Urban suppliers** received **82%** of spend and **remote and rural** businesses accounted for **18%**.
- **South Australia** and **Tasmania** had notably low procurement activity.

Procurement trends

Of the **829 transactions** worth more than \$1 million spent with suppliers:



Female-owned businesses



Received **\$1.52 billion** in spend



Construction was the leading sector for female-owned Indigenous businesses

State of Indigenous Business



Supply Nation

An analysis of procurement spending patterns with Indigenous businesses 2024 - 2025

Key findings

Reconciliation Action Plan (RAP) influence on procurement

- Members with a RAP spent around **\$5.2 billion** with Indigenous suppliers, compared to \$721 million by those without one.

Supplier engagement

- Certified Suppliers were far

more likely to receive contracts than Registered Suppliers.

Challenges and opportunities

- Disparities remain in supplier engagement across regions and industries.
- Small-value transactions dominate, suggesting a need to increase average transaction size.

- Remote and rural businesses require targeted support to boost engagement.

- Sector diversification is needed to strengthen underrepresented industries.

Recommendations



Continue to prioritise increased spend with female-owned businesses



Strengthen procurement in remote and rural areas



Diversify transaction size and industry focus



Increase geographic spend, especially in South Australia and Tasmania

The Australian Indigenous business sector is experiencing robust growth, driven by increased procurement spend and supported by the implementation of Reconciliation Action Plans within corporate, government and not-for-profit member organisations.

However, challenges still remain. Targeted strategies are needed to increase average transaction size, diversify procurement across sectors, and expand engagement in low-activity regions.

Together, Supply Nation members and suppliers can transform these challenges into opportunities and build a more inclusive and sustainable Indigenous economy that is vibrant, resilient and thriving for generations to come.

To read the full report, scan the QR code or visit: supplynation.com.au

