



State of Indigenous Business WA Insights

An analysis of Indigenous procurement spending patterns in Western Australia 2024–25

This report analyses procurement spend data in FY24–25 with Supply Nation suppliers and members.

This collaboration between Supply Nation and Waalitj Hub speaks to the opportunities and challenges in the Western Australia (WA) region.

WA plays a critical role in Australia’s Indigenous business ecosystem,

with procurement activity accounting for more than a third of all national spend with Supply Nation suppliers in 2024–25.

Indigenous businesses in WA participate strongly in large-scale industries, particularly mining and construction, with a growing dominance of high-value contracts, and nationally significant

outcomes for female-owned Indigenous businesses.

These highlights extract the key trends emerging from WA, providing a snapshot of where the sector is performing strongly and where targeted action is needed to ensure sustainable growth.

Key findings

WA’s vital contribution

Western Australia continues to play a critical role in the national Indigenous procurement landscape, accounting for \$2.1 billion in procurement spend, or 36% of total national spend with Supply Nation suppliers.

WA-based members alone contributed \$1.4 billion in transactions across all jurisdictions, demonstrating the scale and influence of the WA market.

Mining is the powerhouse of WA

The mining sector remains the primary driver of Indigenous procurement in WA, accounting for approximately \$1.1 billion in spend during 2024–25.

This reflects WA’s economic structure and the strong alignment between mining sector procurement and Indigenous supplier engagement. The construction and government sectors followed at a distance,

highlighting an opportunity to further diversify procurement across industries.

High-value contracts secured

WA suppliers received more high-value contracts than any other state or territory, with 306 transactions valued at more than \$1 million. These contracts represent a substantial share of total spend, indicating that WA Indigenous businesses are increasingly participating in large supply chains.

Female-owned Indigenous businesses lead nationally

WA is a national leader in procurement with female-owned Indigenous businesses. These businesses:



received a total of **\$708 million** in procurement spend



represented **almost half** of all national spend



received **73%** of WA’s transactions over **\$1 million**, with the mining sector accounting for **\$572 million**

State of Indigenous Business WA Insights: key findings

Smaller businesses remain central, but they face barriers

Small- to medium-sized enterprises accounted for 87% of total WA procurement spend, confirming their significant role in the Indigenous business sector.

However, Supply Nation members showed a clear preference for suppliers with annual revenues above \$10 million, suggesting that smaller and younger businesses face structural barriers to accessing high-value opportunities.

Registered Suppliers receive higher-value contracts

In a departure from the national

trend, Registered Suppliers (businesses that are 50% or more Indigenous-owned) in WA received higher total spend (\$1.15 billion) despite fewer transactions.

Certified Suppliers (businesses that are 51% or more Indigenous owned) received a greater volume of transactions but achieved lower overall value (\$980 million).

Geographic concentration persists

Procurement remains heavily concentrated in urban areas, with \$1.6 billion directed to city-based suppliers, compared with \$546 million to rural and remote businesses.

This imbalance persists despite significant economic activity occurring in regional and remote WA.

Engagement gaps remain

Suppliers were more likely to receive work if they were certified, reinforcing the importance of verification with Supply Nation along with capability building and initiatives to ensure wider participation across the sector.



“

We've always supported the communities in everything we do, so wherever we transact, we tie back into Traditional Owner groups or organisations.

”

– Indigenous business owner

“

Partnering with Indigenous suppliers is one of the most direct and measurable ways our organisation can contribute to long-term economic empowerment.

”

– Supply Nation member

The data confirms the Indigenous business sector in WA is a major economic contributor, underpinned by high value procurement, strong corporate participation and the leadership of female-owned businesses.

However, the findings reveal persistent structural challenges, including concentration of spend with a small number of suppliers, industries and urban locations, and limited engagement with smaller,

younger and remote businesses. Addressing these gaps presents a clear opportunity for government and industry to strengthen capability, diversify supply chains and expand participation.

With WA's scale and influence, even incremental shifts in procurement have the potential to deliver meaningful economic and social outcomes for Aboriginal and Torres Strait Islander businesses, communities and future generations.

To read the full report, scan the QR code or visit:

www.supplynation.com.au

