

Please complete  
 and return this  
 Questionnaire  
 within 60 days of  
 receipt.

Si vous préférez recevoir ce questionnaire en français, veuillez s.v.p. cocher la case suivante et retourner le questionnaire dans l'enveloppe pré-affranchie.

Please correct pre-printed label information if necessary:			
Legal Name	P0001		
Business Name	P0002		
No. & Street	P0003		
City	P0004	Province	Postal Code P0006

### Introduction

#### PURPOSE

In response to recommendations made by a federal task force on the financial sector, the Government of Canada has committed to improving the information available about financing small and medium-sized enterprises (SME) in Canada.

Statistics Canada is conducting this survey to collect and report aggregate information on the financing of SME. The information you provide will be used in the preparation of these reports.

#### AUTHORITY

Collected under authority of the Statistics Act, Revised Statutes of Canada, 1985, Chapter S-19. Completion of this questionnaire is a legal requirement under this Act.

#### CONFIDENTIALITY

Statistics Canada is prohibited by law from publishing any statistics which would divulge information obtained from this survey that relates to any identifiable business without the previous written consent of that business. The data reported on this questionnaire will be treated in

confidence, used for statistical purposes and published in aggregate form only. The confidentiality provisions of the Statistics Act are not affected by either the Access to Information Act or any other legislation.

#### RETURNING THIS QUESTIONNAIRE

Please complete this questionnaire within 60 days of receipt and return it in the enclosed envelope. Thank you.

#### FOR ASSISTANCE

If you require assistance in completing this questionnaire or if you have any comments or questions regarding this survey, please contact:

Industrial Organization and Finance Division  
 Client Services  
 Statistics Canada  
 Ottawa, Ontario  
 K1A 0T6  
 Toll-free telephone: 1-888-811-6235  
 Fax: 613-951-0319

### Contact information

Please provide the name and title of the person who completed this questionnaire. We require this information for follow-up purposes. It is recommended that you keep a copy of this questionnaire for your records in case we require clarification about the information provided.

Name and title of the person who completed this questionnaire:			
Name	P0007	Signature	P0008
Title	P0009	Date	P0010
Telephone	P0011	Fax	P0012
Email	P0013		



**Instructions**

- Please read through the entire questionnaire before attempting to respond.
- All respondents must complete Section A and Section B.
- Please explain any significant changes in accounting or basis of reporting affecting the comparison of this return with that of the previous year in the space provided at the end of the survey.
- Please report for the consolidated enterprise that should include all consolidated branches, subsidiaries and affiliates located in Canada.
- Please report all dollar amounts in thousands of Canadian dollars.
- Your best estimates are acceptable when precise figures are not available.
- Please report data pertaining to business clients only.
- Please print clearly.

**Definitions**

**Authorization level of client** – the maximum amount of money that a client is permitted to borrow from a supplier. This may or may not be the amount that a client actually borrowed.

**Business clients** – clients which are engaged in the production of goods and/or services for gain or profit; may be single proprietors, partnerships, corporations.

**Business financing** – the provision of loans or the necessary funds to buy or improve capital assets for a new or existing business.

**Enterprise** - the parent unit that independently directs and controls the allocation of resources and economic activities relating to operations in Canada; and for which accounting records provide a complete set of financial statements.

**Total amounts authorized** – the authorization level of a client, aggregated over all clients falling into the particular size, industrial or geographic category.

**Total amounts outstanding** – the principal amount of money that a client has actually borrowed but not yet paid back, aggregated over all clients falling into the particular size, instrument, industrial or geographic category.

**Total number of business clients** – the number of businesses with an amount outstanding as of December 31, 2010, aggregated over all businesses falling into the particular size, industrial or geographic category.

**A. General information**

**A1. What was the end date of this enterprise's most recently completed fiscal period?**

End date	1001	1002
	MM	YY

**A2. What were the total assets of this enterprise in Canada as of the end of the most recently completed fiscal period?**

Total assets	(\$000)
	1003

**B. Debt financing**

**B1. Did this enterprise have credit outstanding to business clients (including agriculture) in Canada as of December 31, 2010? Credit refers to all loans, mortgages, credit cards and related debt items that your enterprise provided to any business in Canada.** <sup>2001</sup>

- Yes (go to Question B2)  
 No (go to Section F)

*Your best estimates are acceptable when precise figures are not available.*

**Include:**

- Term loans and mortgage loans
- Lines of credit and credit cards
- Umbrella credit
- Credit provided under government guarantees
- Credit provided by a subsidiary or an affiliate to business clients
- Credit provided to unrelated businesses only

**Exclude:**

- Credit provided to a subsidiary or an affiliate
- Loans or mortgages that you have received
- Equity investments
- Credit provided through factoring, i.e. invoice discounting or purchases of receivables
- Leasing
- Working capital financing (inventory financing, accounts receivables, etc)

**B2. Please report all credit outstanding to business clients in Canada as of December 31, 2010 by authorization level of business clients.**

Authorization level of client	Total amounts authorized (\$000)	Total amounts outstanding (\$000)	Total number of business clients
Less than \$25,000	2003	2004	2005
\$25,000 - \$49,999	2006	2007	2008
\$50,000 - \$99,999	2009	2010	2011
\$100,000 - \$249,999	2012	2013	2014
\$250,000 - \$499,999	2015	2016	2017
\$500,000 - \$999,999	2018	2019	2020
\$1,000,000 - \$4,999,999	2021	2022	2023
\$5,000,000 or more	2024	2025	2026
Total – all clients	2100	2200	2300

**B3. Please report all credit outstanding to business clients in Canada as of December 31, 2010 by instrument of business clients. Please provide the same amount outstanding as above but by instrument.**

Instrument	Total amounts outstanding (\$000)
Term loans	2028
Mortgage loans	2031
Lines of credit	2034
Credit cards	2037
Umbrella credit	2040
Other - please specify: _____	2043
Total – all instruments	2350

**B4. Please report all credit outstanding to business clients in Canada as of December 31, 2010 by location of business clients. Please provide the same information as above but by geography of your clients.**

Province or territory	Total amounts authorized (\$000)	Total amounts outstanding (\$000)	Total number of business clients
Newfoundland and Labrador	2045	2046	2047
Prince Edward Island	2048	2049	2050
Nova Scotia	2051	2052	2053
New Brunswick	2054	2055	2056
Quebec	2057	2058	2059
Ontario	2060	2061	2062
Manitoba	2063	2064	2065
Saskatchewan	2066	2067	2068
Alberta	2069	2070	2071
British Columbia	2072	2073	2074
Yukon	2075	2076	2077
Northwest Territories	2078	2079	2080
Nunavut	2081	2082	2083
Unknown	2084	2085	2086

Total – Canada	2400	2500	2600
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FOR INFORMATION ONLY

**B5. Please report all credit outstanding to business clients in Canada as of December 31, 2010 by industry of business clients. Industry definitions, including knowledge-based industries, may be found at the end of the questionnaire. Please provide the same information as above but by industry of your clients.**

Industry (NAICS code)	Total amounts authorized (\$000)	Total amounts outstanding (\$000)	Total number of business clients
Agriculture (111, 112, 1151, 1152)	2087	2088	2089
Forestry, fishing and hunting (113, 114, 1153)	2090	2091	2092
Mining and oil and gas extraction (21)	2093	2094	2095
Utilities (22)	2096	2097	2098
Construction (23)	2099	2101	2102
Manufacturing (31-33)	2103	2104	2105
Wholesale trade (41)	2106	2107	2108
Retail trade (44-45)	2109	2110	2111
Transportation and warehousing (48-49)	2112	2113	2114
Information and cultural industries (51)	2115	2116	2117
Finance and insurance (52)	2118	2119	2120
Real estate and rental and leasing (53)	2121	2122	2123
Professional, scientific and technical services (54)	2124	2125	2126
Management of companies and enterprises (55)	2127	2128	2129
Administration and waste management (56)	2130	2131	2132
Educational services (61)	2133	2134	2135
Health care and social assistance (62)	2136	2137	2138
Arts, entertainment and recreation (71)	2139	2140	2141
Accommodation and food services (72)	2142	2143	2144
Other services except public administration (81)	2145	2146	2147
All other industries and/or unknown	2148	2149	2150
<b>Total – all industries</b>	2700	2800	2900
Of which: knowledge-based industries	2151	2152	2153

Please note that the "Total" row in Tables B2, B3, B4 and B5 should be consistent from table to table. For example, in the "Total amounts outstanding" column, the data you provide in cells 2200, 2350, 2500 and 2800 should be identical.



## North American Industry Classification System (NAICS)

### Agriculture (111, 112, 1151, 1152)

#### 111 Crop Production

This subsector comprises establishments, such as farms, orchards, groves, greenhouses and nurseries, primarily engaged in growing crops, plants, vines, trees and their seeds (excluding those engaged in forestry operations).

#### 112 Animal Production

This subsector comprises establishments, such as ranches, farms and feedlots, primarily engaged in raising animals, producing animal products and fattening animals.

#### 1151 Support Activities for Crop Production

This industry comprises establishments primarily engaged in providing support activities for growing crops.

#### 1152 Support Activities for Animal Production

This industry comprises establishments primarily engaged in providing support activities related to raising livestock, including companion animals.

### Forestry, Fishing and Hunting (113, 114, 1153)

#### 113 Forestry and Logging

This subsector comprises establishments primarily engaged in growing and harvesting timber on a long production cycle (of ten years or more).

#### 114 Fishing, Hunting and Trapping

This subsector comprises establishments primarily engaged in harvesting fish and other wild animals from their natural habitats.

#### 1153 Support Activities for Forestry

This industry comprises establishments primarily engaged in performing particular support activities, related to harvesting timber.

### 21 Mining and Oil and Gas Extraction

This sector comprises establishments primarily engaged in extracting naturally occurring minerals and engaged in exploration for minerals, development of mineral properties and mining operations.

### 22 Utilities

This sector comprises establishments primarily engaged in operating electric, gas and water utilities.

### 23 Construction

This sector comprises establishments primarily engaged in constructing, repairing and renovating buildings and engineering works, and in subdividing and developing land.

### 31-33 Manufacturing

This sector comprises establishments primarily engaged in the physical or chemical transformation of materials or substances into new products.

### 41 Wholesale Trade

This sector comprises establishments primarily engaged in wholesaling merchandise and providing related logistics, marketing and support services. The wholesaling process is generally an intermediate step in the distribution of merchandise and is therefore organized to sell merchandise in large quantities to retailers, and business and institutional clients.

### 44-45 Retail Trade

This sector comprises establishments primarily engaged in retailing merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. The retailing process is the final step in the distribution of merchandise and they are organized to sell merchandise in small quantities to the general public.

### 48-49 Transportation and Warehousing

This sector comprises establishments primarily engaged in transporting passengers and goods, warehousing and storing goods, and providing services to these establishments.

### 51 Information and Cultural Industries

This sector comprises establishments primarily engaged in creating and disseminating information and cultural products, such as written works, musical works or recorded performances, recorded dramatic performances, software and information databases, or providing the means to disseminate them. Establishments that provide access to equipment and expertise to process information are also included. This sector includes publishing industries, software publishing, the motion picture and sound recording industries, the broadcasting and telecommunications industries, and the information services and data processing industries.

### 52 Finance and Insurance

This sector comprises establishments primarily engaged in financial transactions (transactions involving the creation, liquidation, or change in ownership of financial assets) or in facilitating financial transactions.

### **53 Real Estate and Rental and Leasing**

This sector comprises establishments primarily engaged in renting, leasing or otherwise allowing the use of tangible or intangible assets.

### **54 Professional, Scientific and Technical Services**

This sector comprises establishments primarily engaged in activities in which human capital is the major input. These establishments make available the knowledge and skills of their employees, often on an assignment basis. The main components of this sector are legal services industries, accounting and related services industries, architectural, engineering and related services industries, surveying and mapping services industries, design services industries, management, scientific and technical consulting services industries, scientific research and development services industries, and advertising services industries.

### **55 Management of Companies and Enterprises**

This sector comprises establishments primarily engaged in managing companies and enterprises and/or holding the securities or financial assets of companies and enterprises, for the purpose of owning a controlling interest in them and/or influencing their management decisions.

### **56 Administrative and Support, Waste Management and Remediation Services**

Two different types of establishments are included here: those primarily engaged in activities that support the day-to-day operations of other organizations; and those primarily engaged in waste management activities.

### **61 Educational Services**

This sector comprises establishments primarily engaged in providing instruction and training in a wide variety of subjects. This instruction and training is provided by specialized establishments, such as schools, colleges, universities and training centres.

### **62 Health Care and Social Assistance**

This sector comprises establishments primarily engaged in providing health care by diagnosis and treatment, providing residential care for medical and social reasons, and providing social assistance, such as counselling, welfare, child protection, community housing and food services, vocational rehabilitation and child care to those requiring such assistance.

### **71 Arts, Entertainment and Recreation**

This sector comprises establishments primarily engaged in operating facilities or providing services to meet the cultural, entertainment and recreational interests of their patrons. They produce, promote or participate in live performances, events or exhibits intended for public viewing; provide the artistic, creative and technical skills necessary for the production of artistic products and live performances; preserve and exhibit objects and sites of historical, cultural or educational interest; and operate facilities or provide services that enable patrons to participate in sports or recreational activities or pursue amusement, hobbies and leisure-time interests.

### **72 Accommodation and Food Services**

This sector comprises establishments primarily engaged in providing short-term lodging and complementary services to travellers, vacationers and others, in facilities such as hotels, motor hotels, resorts, motels, casino hotels, bed and breakfast accommodation, housekeeping cottages and cabins, recreational vehicle parks and campgrounds, hunting and fishing camps, and various types of recreational and adventure camps.

### **81 Other Services (except Public Administration)**

This sector comprises establishments not classified to any other sector, primarily engaged in repairing, or performing general or routine maintenance, on motor vehicles, machinery, equipment and other products to ensure that they work efficiently; providing personal care services, funeral services, laundry services and other services to individuals, such as pet care services and photo finishing services; organizing and promoting religious activities; supporting various causes through grant-making, advocating (promoting) various social and political causes, and promoting and defending the interests of their members. Private households are also included.

### **91 Public Administration**

This sector comprises establishments primarily engaged in activities of a governmental nature, that is, the enactment and judicial interpretation of laws and their pursuant regulations, and the administration of programs based on them.



## Knowledge-based Industries (KBI)

Knowledge based firms are considered the backbone of the “new economy.” They have been considered to be consistently outperforming the total economy in terms of growth and job creation since the 1970s. Because of their smaller size and the nature of their activities, they imply different challenges for traditional suppliers of finance. Typically, firms involved in pharmaceuticals, health biotech, new materials, telecommunications, information technology, software, medical equipment and avionics are considered to be in the knowledge-based industries. They have long product development cycles and their comparative advantage usually comes from innovative and creative people who make up the development team. These companies face particular financing challenges because of their lack of fixed assets, the difficulty that traditional lenders have in assessing their potential, and the unique operational risks they face. As a result of challenges faced by these firms in obtaining financing, we have been asked to undertake collection of data related to the knowledge based industries to see the extent of financing activities related to firms in these industries.

### Definition:

In 1996, based on research undertaken by Industry Canada and the Business Development Bank of Canada, a definition of knowledge-based industries (KBI) was developed using the Standard Industrial Classification (SIC). This has since been converted to the North American Industrial Classification System (NAICS). Since there was no single definition of KBI, Industry Canada proposed the use of a two-tiered categorization of industries that would be appropriate for identifying industries as KBI.

- Tier I - a narrow band of science and technology-based firms, composed of knowledge producers and
- Tier II - a broad band of "high knowledge" firms which, based on measures of research and development and knowledge worker inputs, could be considered to be business innovators and high-knowledge users.

These are the industries included in the Tier I group:

NAICS 2002	Industry
325410	Pharmaceutical and Medicine Manufacturing
333310	Commercial and Service Industry Machinery Manufacturing
334110	Computer and Peripheral Equipment Manufacturing
334210	Telephone Apparatus Manufacturing
334220	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing
334290	Other Communications Equipment Manufacturing
334310	Audio and Video Equipment Manufacturing
334410	Semi-Conductor and Other Electronic Component Manufacturing
334511	Navigational and Guidance Instruments Manufacturing
334512	Measuring, Medical and Controlling Device Manufacturing
335920	Communication and Energy Wire and Cable Manufacturing
336410	Aerospace Products and Parts Manufacturing
511210	Software Publishers
512110	Motion Picture and Video Production
512190	Post-Production and Other Motion Picture and Video Industries
515210	Pay and Specialty Television
517110	Wired Telecommunications Carriers
517210	Wireless Telecommunications Carriers (Except Satellite)
517310	Telecommunications Resellers
517410	Satellite Telecommunications
517510	Cable and Other Program Distribution
517910	Other Telecommunications
518210	Data Processing, Hosting and Related Services
541360	Geophysical Surveying and Mapping Services
541370	Surveying and Mapping (Except Geophysical) Services
541380	Testing Laboratories
541510	Computer Systems Design and Related Services
541620	Environmental Consulting Services
541690	Other Scientific and Technical Consulting Services
541710	Research and Development in the Physical, Engineering and Life Sciences

These are the industries included in the Tier II group:

NAICS 2002	Industry
221111	Hydro-Electric Power Generation
221112	Fossil-Fuel Electric Power Generation
221113	Nuclear Power Generation
221119	Other Electric Power Generation
221121	Electric Bulk Power Transmission and Control
221122	Electric Power Distribution
324110	Petroleum Refineries
324121	Asphalt Paving Mixture and Block Manufacturing
324190	Other Petroleum and Coal Products Manufacturing
325110	Petrochemical Manufacturing
325120	Industrial Gas Manufacturing
325130	Synthetic Dye and Pigment Manufacturing
325181	Alkali and Chlorine Manufacturing
325189	All Other Basic Inorganic Chemical Manufacturing
325190	All Other Basic Organic Chemical Manufacturing
325210	Resin and Synthetic Rubber Manufacturing
325313	Chemical Fertilizer (except Potash) Manufacturing

**NAICS 2002    Industry**

<b>325314</b>	Mixed Fertilizer Manufacturing
<b>325320</b>	Pesticide and Other Agricultural Chemical Manufacturing
<b>325520</b>	Adhesive Manufacturing
<b>325910</b>	Printing Ink Manufacturing
<b>325920</b>	Explosives Manufacturing
<b>325991</b>	Custom Compounding of Purchased Resins
<b>325999</b>	All Other Miscellaneous Chemical Product Manufacturing
<b>332991</b>	Ball and Roller Bearing Manufacturing
<b>333110</b>	Agricultural Implement Manufacturing
<b>333120</b>	Construction Machinery Manufacturing
<b>333130</b>	Mining and Oil and Gas Field Machinery Manufacturing
<b>333210</b>	Sawmill and Woodworking Machinery Manufacturing
<b>333220</b>	Rubber and Plastics Industry Machinery Manufacturing
<b>333291</b>	Paper Industry Machinery Manufacturing
<b>333299</b>	All Other Industrial Machinery Manufacturing
<b>333413</b>	Industrial and Commercial Fan and Blower and Air Purification Equipment Manufacturing
<b>333416</b>	Heating Equipment and Commercial Refrigeration Equipment Manufacturing
<b>333611</b>	Turbine and Turbine Generator Sets Units Manufacturing
<b>333619</b>	Other Engine and Power Transmission Equipment Manufacturing
<b>333910</b>	Pump and Compressor Manufacturing
<b>333920</b>	Material Handling Equipment Manufacturing
<b>333990</b>	All Other General-Purpose Machinery Manufacturing
<b>335311</b>	Power Distribution and Specialty Transformers Manufacturing
<b>335312</b>	Motor and Generator Manufacturing
<b>335315</b>	Switchgear and Switchboard, and Relay and Industrial Control Apparatus Manufacturing
<b>336320</b>	Motor Vehicle and Electronic Equipment Manufacturing
<b>486110</b>	Pipeline Transportation of Crude Oil
<b>486210</b>	Pipeline Transportation of Natural Gas
<b>486910</b>	Pipeline Transportation of Refined Petroleum Products
<b>486990</b>	All Other Pipeline Transportation
<b>541310</b>	Architectural Services
<b>541320</b>	Landscape Architectural Services
<b>541330</b>	Engineering Services
<b>541340</b>	Drafting Services

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