



Please complete and return this questionnaire within 30 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 | P0005 |
| | | 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.

DATA-SHARING AGREEMENT

To reduce response burden, Statistics Canada has entered into an agreement under section 11 of the Statistics Act with the Institut de la statistique du Québec for the sharing of information from this survey. The Quebec Statistics Act includes the same provisions for confidentiality and penalties for disclosure of information as the federal Statistics 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 30 days 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:

Operations and Integration Division
 Statistics Canada
 Ottawa, Ontario
 K1A 0T6

Telephone: 613-951-0936
 Toll-free 1-877-481-8432
 Fax: 613-951-0585
 Toll-free fax 1-877-667-6684

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 |
| Title | P0009 | Date |
| Telephone | P0011 | Fax |
| Email | P0013 | |

54800-2471.1: 2006-01-31 STC/IOF-435-75205

Instructions

- Please read through the entire questionnaire before attempting to respond. You may only have to provide data in one or two sections of Sections B, D or E.
- All respondents must complete Section A.
- 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.

Lease size of client – the original value of the lease provided to the client.

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 lease amounts outstanding – the amount of money that a client still owes on the lease, 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, 2006, aggregated over all businesses falling into the particular size, industrial or geographic category.

Total value of leases – the original value of the lease, aggregated over all clients with lease amounts outstanding, falling into the particular size, instrument, 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?

| | |
|--------------|---------|
| | (\$000) |
| Total assets | 1003 |

A3. Does this enterprise ask business clients to provide the number of employees or an employment size when obtaining or renewing financing? 1004

- Yes (go to Question A4)
- No (go to Section B)

A4. Please report the distribution of these business clients by employment size.

| Employment size | Total number of business clients |
|-----------------------|----------------------------------|
| Zero employees | 1005 |
| 1 to 4 employees | 1006 |
| 5 to 19 employees | 1007 |
| 20 to 49 employees | 1008 |
| 50 to 99 employees | 1009 |
| 100 to 499 employees | 1010 |
| 500 or more employees | 1011 |
| Unknown | 1012 |
| Total | 1013 |

Comments: C0001

B. Debt financing

B1. Did this enterprise have credit outstanding to business clients (including agriculture) in Canada as of December 31, 2006? Credit refers to all loans, mortgages, credit cards and related debt items that your enterprise provided to any business in Canada. 2001

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

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, 2006 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, 2006 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, 2006 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 |

B5. Please report all credit outstanding to business clients in Canada as of December 31, 2006 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 |
| Total – all industries | 2700 | 2800 | 2900 |
| | 2151 | 2152 | 2153 |
| 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.

B6. Please report actual losses (write-offs net of recoveries) during calendar year 2006 on credit to businesses in Canada by authorization level of business clients. If actual losses are not available please report loss provisions.

| Authorization level of client (report losses by the initial authorization levels) | Total losses (\$000) | Total number of business clients (for losses only) |
|--|----------------------|---|
| Less than \$25,000 | 2154 | 2155 |
| \$25,000 - \$49,999 | 2156 | 2157 |
| \$50,000 - \$99,999 | 2158 | 2159 |
| \$100,000 - \$249,999 | 2160 | 2161 |
| \$250,000 - \$499,999 | 2162 | 2163 |
| \$500,000 - \$999,999 | 2164 | 2165 |
| \$1,000,000 - \$4,999,999 | 2166 | 2167 |
| \$5,000,000 or more | 2168 | 2169 |
| Total – all clients | 2910 | 2920 |

Please check only one. C0002

- I reported actual losses
- I reported loss provisions
- I reported actual losses of **zero**

D. Factoring

D1. Did this enterprise provide factoring financing to business clients (including agriculture) in Canada as of December 31, 2006? Factoring financing activities include invoice discounting and purchases of receivables. ⁵⁰⁰¹

- Yes (go to Question D2)
 No (go to Section E)

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

Include:

- Invoice discounting
- Purchases of receivables
- Factoring provided by your subsidiary or an affiliate to business clients
- Credit provided to unrelated businesses only

Exclude:

- Credit provided to a subsidiary or an affiliate
- Credit provided without invoice discounting or purchases or receivables
 - Securitization, Asset-backed securities or Special Purpose Trusts

D2. Please report factoring financing provided to business clients in Canada as of December 31, 2006 for total amounts authorized, total amounts outstanding and total number of clients.

| | Total amounts authorized (\$000) | Total amounts outstanding (\$000) | Total number of business clients |
|------------------------------|----------------------------------|-----------------------------------|----------------------------------|
| Total – all business clients | 5100 | 5200 | 5300 |

E. Leasing

E1. Did this enterprise have leases outstanding to business clients (including agriculture) in Canada as of December 31, 2006? ⁷⁰⁰¹

- Yes (go to Question E2)
 No (go to Section F)

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

Include:

- Leases on assets such as cars, trucks, machinery, equipment, computers and office equipment (fax machines, photocopiers, printers, etc.)
- Credit provided under government guarantees
- Leasing provided by a subsidiary or an affiliate to business clients

Exclude:

- Leases provided to a subsidiary or an affiliate
- Leases to individuals for non business purposes
- Leases on real estate and office space
- Short term rentals, i.e., less than one year

E2. Please report all leases outstanding to business clients in Canada as of December 31, 2006 by lease size of business clients.

| Lease size of client | Total value of leases (\$000) | Total lease amounts outstanding (\$000) | Total number of business clients |
|---------------------------|-------------------------------|---|----------------------------------|
| Less than \$25,000 | 7003 | 7004 | 7005 |
| \$25,000 - \$49,999 | 7006 | 7007 | 7008 |
| \$50,000 - \$99,999 | 7009 | 7010 | 7011 |
| \$100,000 - \$249,999 | 7012 | 7013 | 7014 |
| \$250,000 - \$499,999 | 7015 | 7016 | 7017 |
| \$500,000 - \$999,999 | 7018 | 7019 | 7020 |
| \$1,000,000 - \$4,999,999 | 7021 | 7022 | 7023 |
| \$5,000,000 or more | 7024 | 7025 | 7026 |
| Total | 7100 | 7200 | 7300 |

E3. Please report all leases outstanding to business clients in Canada as of December 31, 2006 by location of business clients.

| Province or territory | Total value of leases (\$000) | Total lease amounts outstanding (\$000) | Total number of business clients |
|---------------------------|-------------------------------|---|----------------------------------|
| Newfoundland and Labrador | 7045 | 7046 | 7047 |
| Prince Edward Island | 7048 | 7049 | 7050 |
| Nova Scotia | 7051 | 7052 | 7053 |
| New Brunswick | 7054 | 7055 | 7056 |
| Quebec | 7057 | 7058 | 7059 |
| Ontario | 7060 | 7061 | 7062 |
| Manitoba | 7063 | 7064 | 7065 |
| Saskatchewan | 7066 | 7067 | 7068 |
| Alberta | 7069 | 7070 | 7071 |
| British Columbia | 7072 | 7073 | 7074 |
| Yukon | 7075 | 7076 | 7077 |
| Northwest Territories | 7078 | 7079 | 7080 |
| Nunavut | 7081 | 7082 | 7083 |
| Unknown | 7084 | 7085 | 7086 |
| Total – Canada | 7400 | 7500 | 7600 |

E4. Please report all leases outstanding to business clients in Canada as of December 31, 2006 by industry of business clients. Industry definitions, including knowledge-based industries, may be found at the end of the questionnaire.

| Industry (NAICS code) | Total value of leases (\$000) | Total lease amounts outstanding (\$000) | Total number of business clients |
|--|-------------------------------|---|----------------------------------|
| Agriculture (111, 112, 1151, 1152) | 7087 | 7088 | 7089 |
| Forestry, fishing and hunting (113, 114, 1153) | 7090 | 7091 | 7092 |
| Mining and oil and gas extraction (21) | 7093 | 7094 | 7095 |
| Utilities (22) | 7096 | 7097 | 7098 |
| Construction (23) | 7099 | 7101 | 7102 |
| Manufacturing (31-33) | 7103 | 7104 | 7105 |
| Wholesale trade (41) | 7106 | 7107 | 7108 |
| Retail trade (44-45) | 7109 | 7110 | 7111 |
| Transportation and warehousing (48-49) | 7112 | 7113 | 7114 |
| Information and cultural industries (51) | 7115 | 7116 | 7117 |
| Finance and insurance (52) | 7118 | 7119 | 7120 |
| Real estate and rental and leasing (53) | 7121 | 7122 | 7123 |
| Professional, scientific and technical services (54) | 7124 | 7125 | 7126 |
| Management of companies and enterprises (55) | 7127 | 7128 | 7129 |
| Administration and waste management (56) | 7130 | 7131 | 7132 |
| Educational services (61) | 7133 | 7134 | 7135 |
| Health care and social assistance (62) | 7136 | 7137 | 7138 |
| Arts, entertainment and recreation (71) | 7139 | 7140 | 7141 |
| Accommodation and food services (72) | 7142 | 7143 | 7144 |
| Other services except public administration (81) | 7145 | 7146 | 7147 |
| All other industries and/or unknown | 7148 | 7149 | 7150 |
| Total – all industries | 7700 | 7800 | 7900 |
| | 7151 | 7152 | 7153 |
| Of which: knowledge-based industries | 7151 | 7152 | 7153 |

Please note that the “Total” row in Tables E2, E3, and E4 should be consistent from table to table. For example, in the “Total lease amounts outstanding” column, the data you provide in cells 7200, 7500 and 7800 should be identical.

E5. Please report actual losses (write-offs net of recoveries) during calendar year 2006 on leases to business clients in Canada by lease size of business clients. If actual losses are not available please report loss provisions.

| Lease size of client (report losses by the original value of the lease) | Total losses (\$000) | Total number of business leases (for losses only) |
|--|-------------------------|---|
| Less than \$25,000 | 7154 | 7155 |
| \$25,000 - \$49,999 | 7156 | 7157 |
| \$50,000 - \$99,999 | 7158 | 7159 |
| \$100,000 - \$249,999 | 7160 | 7161 |
| \$250,000 - \$499,999 | 7162 | 7163 |
| \$500,000 - \$999,999 | 7164 | 7165 |
| \$1,000,000 - \$4,999,999 | 7166 | 7167 |
| \$5,000,000 or more | 7168 | 7169 |
| Total – all clients | 7910 | 7920 |

Please check only one.

- I reported actual losses
- I reported loss provisions
- I reported actual losses of **zero**

E6. Please report all leases outstanding to business clients in Canada as of December 31, 2006 by type of lease.

A **capital lease** is used to finance equipment for the major part of its useful life (more than 75%) and there is a reasonable assurance (through a purchase option or a transfer of ownership) that the lessee will obtain ownership of the equipment by the end of the lease term. An **operating lease** usually finances equipment for less than its useful life and at the end of the lease term the ownership of the equipment remains with the lessor and the lessee can return the equipment to the lessor without further obligation.

| Instrument | Total value of leases (\$000) | Total lease amounts outstanding (\$000) |
|-------------------------------|----------------------------------|--|
| Capital leases | 7027 | 7028 |
| Operating leases | 7030 | 7031 |
| Other - please specify: _____ | 7033 | 7034 |
| Total – all types of leases | 7325 | 7350 |

Please note that the "Total" row in Tables E2, E3, E4 and E6 should be consistent from table to table. For example, in the "Total lease amounts outstanding" column, the data you provide in cells 7200, 7500, 7800 and 7350 should be identical.

Comments: C0005

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 some examples of the industries 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 Devices 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 some examples of the industries 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

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

FOR INFORMATION ONLY