



Industrial Organization and Finance Division

Survey of Suppliers of Business Financing 2001

Confidential when completed.

Please provide your contact information below and correct pre-printed label information if necessary:

Legal Name:	
Business Name:	
No. & Street:	
City:	
Province:	
Postal Code:	

Please complete and return this questionnaire within 30 days of receipt.

Introduction

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.

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.

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. Please follow the procedure outlined in the **Respondent reporting guide** to electronically send back your questionnaire. 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: 613-951-0938

Toll-free 1-877-481-8432

Fax: 613-951-9673

Toll-free 1-800-552-4428

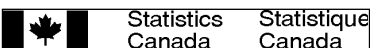
Contact information

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:	
Title:	
Telephone:	
Fax:	
Email:	
Date:	

54800-2471.1: 2002-03-25 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, C, D or E.
- * All respondents must complete Section A.
- * 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.

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	Telephone: 613-951-0936
Statistics Canada	Toll-free 1-877-481-8432
Ottawa, Ontario	Fax: 613-951-9673
K1A 0T6	Toll-free 1-800-552-4428

Definitions

- 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.
- Authorization level:** the maximum amount of money that a client is permitted to borrow from a supplier under a certain instrument. This may or may not be the amount that a client actually borrowed.
- Total amounts authorized:** the authorization level of a client, aggregated over all clients falling into the particular size, instrument, 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 clients:** the number of businesses with an amount outstanding as of December 31, 2001, aggregated over all businesses falling into the particular size, instrument, industrial or geographic category. It is not necessary to unduplicate client counts between categories.
- Lease size of client** the original value of the lease provided to the client.
- 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.
- 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.

A. General information

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

End date

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)

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

	Yes	(Please indicate "Yes" with a "1" in cell A14)
	No (go to Question B1)	(Please indicate "No" with a "2" in cell A15)

A4. Please report the distribution of these client businesses by employment size.

Employment size	Total number of clients
Zero employees	
1 to 4 employees	
5 to 19 employees	
20 to 49 employees	
50 to 99 employees	
100 to 499 employees	
500 or more employees	
Unknown	
Total	

Comments:

For information only

B. Debt financing

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

<input type="checkbox"/>	Yes (go to Question B3)
<input type="checkbox"/>	No (go to Question C1)

(Please indicate "Yes" with a "1" in cell A6)

(Please indicate "No" with a "2" in cell A7)

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 client businesses
- * 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

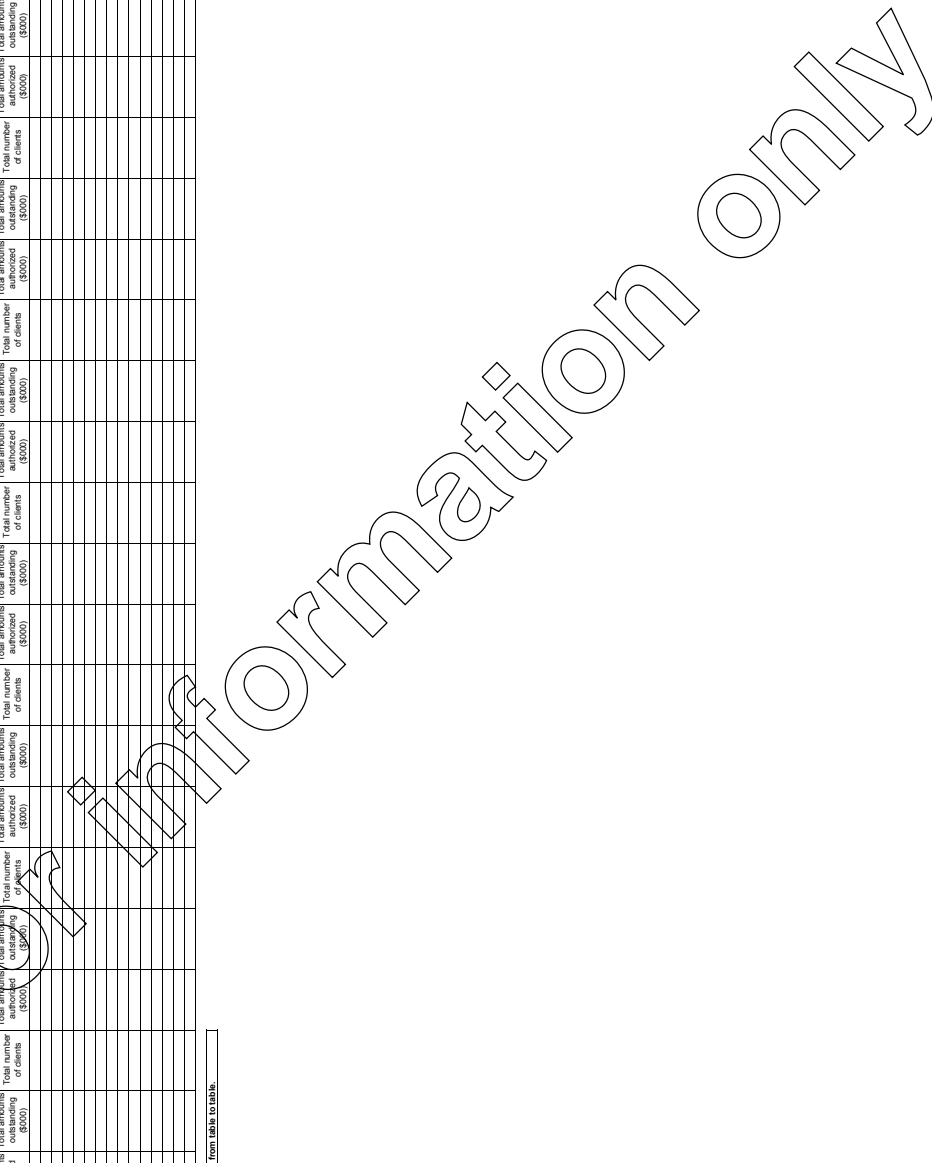
B2. Please go to Question B3.

For information only

B4. Please report all credit outstanding to client businesses in Canada as of December 31, 2001 by location of client business and by authorization level of client business. Please provide the same information as before but by geography of your clients.

Province or territory	Authorization level of client - less than \$25,000		Authorization level of client - \$25,000 - \$49,999		Authorization level of client - \$50,000 - \$99,999		Authorization level of client - \$100,000 - \$249,999		Authorization level of client - \$250,000 - \$499,999		Authorization level of client - \$500,000 - \$999,999		Authorization level of client - \$1,000,000 - \$4,999,999		Authorization level of client - \$5,000,000 or more		Authorization level of client - Total - all clients	
	Total amount authorized (\$000)	Total number of clients	Total amount authorized (\$000)	Total number of clients	Total amount authorized (\$000)	Total number of clients	Total amount authorized (\$000)	Total number of clients	Total amount authorized (\$000)	Total number of clients	Total amount authorized (\$000)	Total number of clients	Total amount authorized (\$000)	Total number of clients	Total amount authorized (\$000)	Total number of clients	Total amount authorized (\$000)	Total number of clients
Alberta																		
British Columbia																		
Manitoba																		
Ontario																		
Quebec																		
Atlantic																		
Northwest Territories																		
Yukon																		
Local - Canada																		

Please note that the "Total" row in Tables B4, B4 and B5 should be identical from table to table.



C. Equity Financing

C1. Did this enterprise have direct equity investments in small- and medium-sized enterprises (SME) in Canada as of December 31, 2001? SME are defined as having fewer than 500 employees. If reporting mutual fund activity, please do not report the entire fund but only the portion of the fund that provides private equity placements or venture capital financing.

<input type="checkbox"/>	Yes
<input type="checkbox"/>	No (go to Question D1)

(Please indicate "Yes" with a "1" in cell A5)

(Please indicate "No" with a "2" in cell A6)

<p>Include:</p> <ul style="list-style-type: none"> * Financing provided to SMEs only (businesses with less than 500 employees) * Venture capital * Private placements * Capital managed by this enterprise on behalf of others * Equity provided by a subsidiary or an affiliate to client businesses

<p>Exclude:</p> <ul style="list-style-type: none"> * Equity provided to a subsidiary or an affiliate * Shares purchased on an exchange * Capital owned by this enterprise but managed by others * Entire funds (unless the fund provides venture capital or makes private placements) * Financing provided to large businesses (businesses with greater than 500 employees)

C2. Please report all direct equity investments in SME in Canada under management as of December 31, 2001.

	Venture capital	Private equity and other	Total
Total capital under management (\$000)			
Total cost of the portfolio at book value (\$000)			
Estimated market value of the portfolio (\$000)			
Capital available for investment but not yet committed to an investee (\$000)			

Comments:

For information only

D. Factoring

D1. Did this enterprise provide factoring financing to client businesses in Canada as of December 31, 2001? Factoring financing activities include invoice discounting and purchases of receivables.

<input type="checkbox"/>	Yes	(Please indicate "Yes" with a "1" in cell A5)
<input type="checkbox"/>	No (go to Question E1)	(Please indicate "No" with a "2" in cell A6)

Include:

- * Invoice discounting
- * Purchases of receivables
- * Factoring provided by your subsidiary or an affiliate to client businesses
- * 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

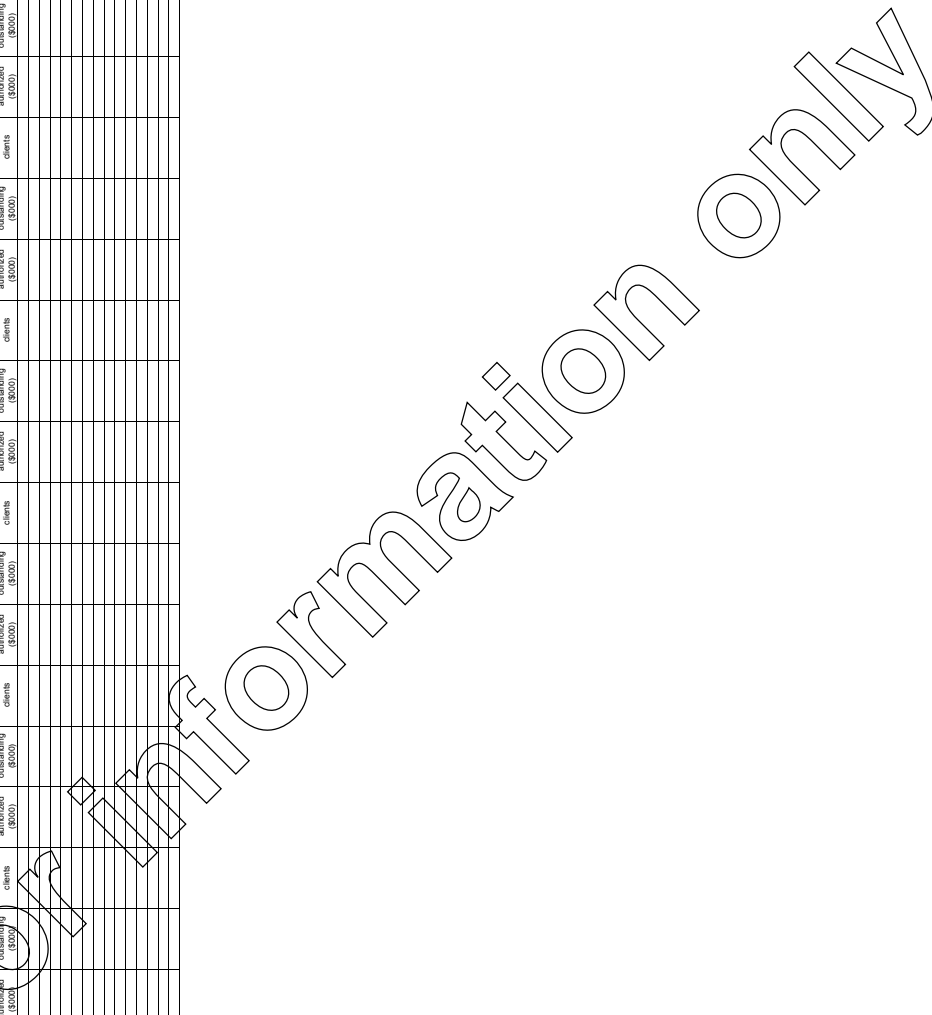
D2. Please go to Question D3.

For information only

D3. Please report financing provided to client businesses in Canada as of December 31, 2001 by category of client business and authorization level of client business.

Province or territory	Less than \$25,000		\$25,000 - \$49,999		\$50,000 - \$99,999		\$100,000 - \$249,999		\$250,000 - \$499,999		\$500,000 - \$999,999		\$1,000,000 - \$4,999,999		\$5,000,000 or more		Total - all clients	
	Total amounts (\$'000)	Total number of clients	Total amounts (\$'000)	Total number of clients	Total amounts (\$'000)	Total number of clients	Total amounts (\$'000)	Total number of clients	Total amounts (\$'000)	Total number of clients	Total amounts (\$'000)	Total number of clients	Total amounts (\$'000)	Total number of clients	Total amounts (\$'000)	Total number of clients	Total amounts (\$'000)	Total number of clients
Alberta																		
British Columbia																		
Manitoba																		
Ontario																		
Quebec																		
Atlantic																		
Newfoundland																		
Northwest Territories																		
Nunavut																		
Yukon																		
Other - Canada																		

Please note that the "Total" row in Tables D2 and D3 should be identical to the total in Table D1.



E. Leasing

E1. Did this enterprise have leases outstanding to client businesses in Canada as of December 31, 2001?

Yes
 No (please go to Section F)

(Please indicate "Yes" with a "1" in cell A5)

(Please indicate "No" with a "2" in cell A6)

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 client businesses

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 go to Question E3.

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For information only

F. Conclusion

F1. How long did you spend collecting the data and completing this questionnaire?

hours

Thank you for your co-operation in filling out this questionnaire.

Please keep a copy of the information provided in this questionnaire for your records and in case we require clarifications about the information provided.

If you have any comments concerning this survey please make note of them in the space below.

Comments:

Thank you!

For information only

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, a 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, a 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, health 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 counseling, 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 (KBIs)

Introduction

Knowledge based firms are considered 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 for KBI

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.

The Tier I group consists of technology firms involved in the following industries; these are some examples of the industries in this group.

Aerospace Products and Parts
Audio and Video Equipment
Cable and Other Program Distribution
Computer and Peripheral Equipment
Computer Systems Design and Related Services
Data Processing Services
Engineering and Life Sciences
Environmental Consulting Services
Motion Picture and Video Production
Navigational and Guidance Instruments
Pay and Specialty Television
Pharmaceutical and Medicine
Post-Production and Other Motion Picture and Video Industries
Radio
Research and Development in the Physical
Satellite Communications
Semi-Conductor and Other Electronic Component
Software Publishers
Telecommunications Resellers
Telephone Apparatus
Television Broadcasting
Wireless Communications
Etc...

The Tier II group consists of "high-knowledge" firms involved in the following industries, these are some examples of the industries in this group.

Adhesive
Alkali and Chlorine
Architectural Services
Basic Inorganic Chemical
Chemical Fertilizer (except Potash)
Custom Compounding of Purchased Resins
Electric Power Distribution
Engineering Services and Drafting Services
Explosives
Fossil-Fuel Electric Power Generation
Heating Equipment and Commercial Refrigeration Equipment
Hydro-Electric Power Generation
Industrial and Commercial Fan and Blower and Air Purification Equipment
Industrial Gas
Material Handling Equipment
Mining and Oil and Gas Field Machinery
Mixed Fertilizer
Motor and Generator
Motor Vehicle and Electronic Equipment
Nuclear Power Generation
Paper Industry Machinery
Pesticide and Agricultural Chemical
Petrochemical
Petroleum and Coal Products
Petroleum Refineries
Pipeline Transportation of Crude Oil
Pipeline Transportation of Natural Gas
Pipeline Transportation of Refined Petroleum Products
Power Distribution and Specialty Transformers
Printing Ink
Pump and Compressor
Relay and Industrial Control Apparatus
Resin and Synthetic Rubber
Rubber and Plastics Industry Machinery
Sawmill and Woodworking Machinery
Switchgear and Switchboard
Synthetic Dye and Pigment
Turbine and Turbine Generator Sets Units
Etc..