

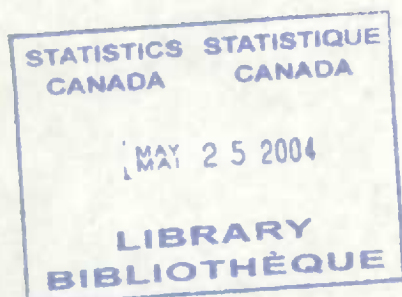
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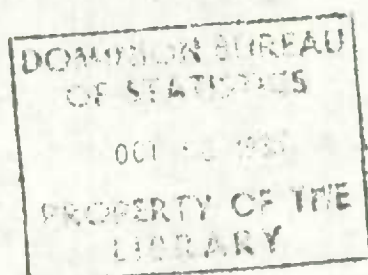
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BUSINESS FINANCIAL STATISTICS BALANCE SHEETS

Selected Financial Institutions

SECOND QUARTER 1965



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BUSINESS FINANCIAL STATISTICS

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INTRODUCTION

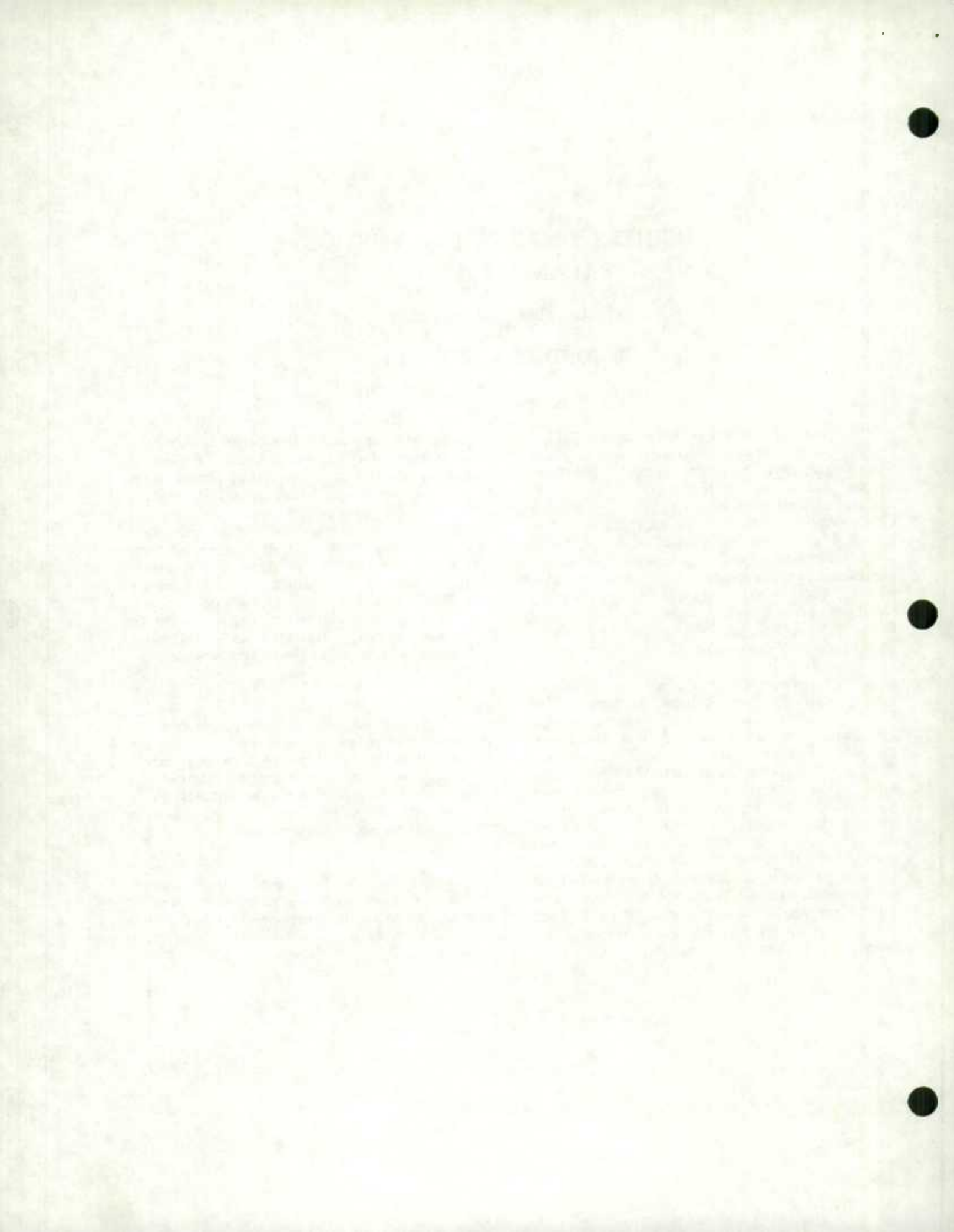
The survey, which was initiated in 1961, is designed to provide up-to-date information for major industry groups on the assets employed, liabilities incurred and the use of shareholders' equity. The present publication contains the balance sheets for trust companies, mortgage loan companies, sales finance and consumer loan companies, mutual funds, closed-end funds, and investment dealers. As information becomes available, the published tables will be expanded to include insurance carriers, credit unions and caisses populaires, other companies in the finance, insurance and real estate industry, and non-financial corporations.

The quarterly survey was started on the recommendation of the Interdepartmental Committee on Financial Statistics, which represents several government departments and the Bank of Canada. The Committee found that the lack of up-to-date information on the assets and liabilities of corporations was a serious handicap to those concerned with economic and monetary policies. More complete and up-to-date information from financial institutions and non-financial corporations on the sources and uses of funds is essential in assessing such factors as the distribution and adequacy of funds available at any particular time. This corporation information will be combined with data from other parts of the economy to give a comprehensive picture of the financing of economic activity.

Although quarterly (or more frequent) data have been available for some time in areas such as banking, quarterly data for the groups in this report are new, and problems in interpreting the results may occur. For example, seasonal factors affect loans by sales finance companies, and short term commercial paper held by trust companies. Until more experience has been obtained so that deseasonalized totals can be published, each quarter's results should be related to several previous quarters. There will also be discontinuities caused by reorganisations, mergers, reclassification of companies into and out of the published industries, and other factors.

The published balance sheet material is designed to show estimates of the totals at the end of each quarter. It should be used with caution when changes from one quarter to another are being studied. At a later stage, as financial flows accounts are developed, the corrected quarterly changes will be published by industry.

This publication has been prepared in the Business Finance Division. Acknowledgement is gratefully made to the companies reporting in the survey whose cooperation has made this report possible.



² Breakdown between chequable and non-chequable accounts was not available prior to 1963.

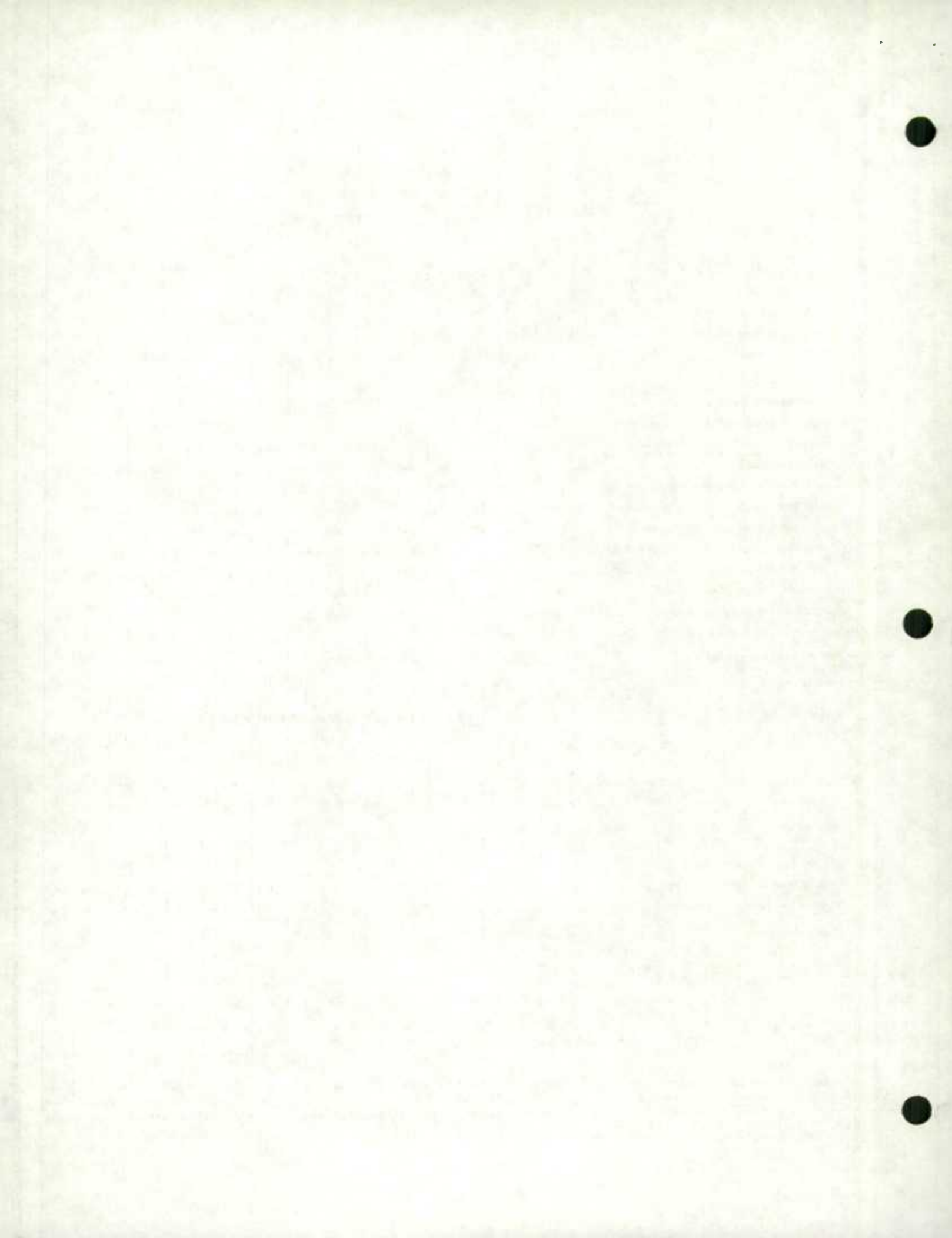


TABLE 2. Mortgage Loan Companies

	1962			1963				1964				1965	
	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
	millions of dollars												
Assets													
1. Cash on hand and on deposit:													
(a) In Canadian dollars:													
(i) Cash and bank deposits	17	17	23	14	15	15	17	21	19	67	52	37	41
(ii) Cash in other institutions	1	4	5	3	3	3	3	6	10	9	12	8	8
(b) In foreign currency													
3. Investments:													
(a) Investments in Canadian securities:													
(i) Government of Canada treasury bills		3	2	2	4	1	3	2	12	7	3	8	5
(ii) Other Government of Canada debt	95	89	91	103	119	122	104	102	103	118	117	124	116
(iii) Provincial government debt	32	31	31	35	36	38	35	37	41	41	42	44	46
(iv) Municipal government debt	9	8	8	7	7	8	8	8	9	9	11	10	10
(v) Short-term notes of finance and other companies	5	8	4	17	7	4	4	6	6	11	7	12	3
(vi) Corporation and institution bonds	15	14	14	18	20	20	25	24	24	26	26	33	28
(vii) Mortgage loans and sales agreements	898	946	989	1,029	1,078	1,140	1,188	1,242	1,314	1,387	1,469	1,575	1,676
(viii) Collateral loans	13	22	18	15	12	12	13	12	10	11	13	10	10
(b) Investments in Canadian preferred and common stocks	36	37	38	43	45	49	52	51	54	56	56	56	61
(c) Investments in foreign securities	6	6	6	11	7	4	4	14	7	4	4	4	4
(d) Investments in subsidiary and associated companies	33	34	36	40	41	41	43	43	44	44	45	204 ^a	201 ^a
4. Real estate and equipment	26	26	28	31	33	33	36	36	37	40	42	44	44
5. Other assets	8	7	7	9	8	8	8	12	13	10	9	12	18
Total assets¹	1,194	1,253	1,300	1,376	1,436	1,497	1,544	1,615	1,702	1,841	1,908	2,178	2,271
Liabilities													
11. Demand deposits and demand certificates (a) Chequable ²	} 208	203	205	131	138	143	139	142	147	149	154	151	157

¹ Total assets excludes dividends, accrued interest, and other receivables. These receivables are netted against the combined liability items, interest, dividends and other payables, and retained income.

² Breakdown between chequable and non-chequable accounts was not available prior to 1963.

³ Consists mainly of long-term debentures and notes.

⁴ These items are affected by changes in inter-company accounts of affiliated companies.

TABLE 3. Sales Finance and Consumer Loan Companies
Quarterly Statements of Estimated Assets, Liabilities and Shareholders' Equity

	1962			1963				1964				1965	
	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q ²
millions of dollars													
Assets													
1. Cash on hand and on deposit:													
(a) In Canadian dollars:													
(i) Cash and bank deposits.....	22	26	28	19	27	26	27	38	36	40	43	41	41
(ii) Cash in other institutions				1			4	2	1	3	2	11	
(b) In foreign currency		1	1	8	8	7	8	9	11	13	13	14	14
2. Accounts and notes receivable*.....	2,225	2,205	2,365	2,457	2,595	2,567	2,751	2,901	3,130	3,085	3,202	3,367	3,602
3. Other current assets	4	4	4	4	4	4	5	6	6	8	10	6	7
4. Investments and advances:													
(a) Investments in Canadian securities:													
(i) Short-term notes of finance and other companies	17	13	16	10	16	7	7	8	5	7		12	14
(ii) Government of Canada treasury bills	18	19	17	20	14	14	5	6	11	13	6	11	17
(iii) Other Government of Canada debt	16	35	42	34	29	6	18	13	27	29	9	16	9
(iv) Other Canadian bonds and debentures	17	13	9	26	25	69	43	53	58	38	59	60	58
(v) Other Canadian investments	5	8	6	10	12	16	15	20	23	16	11	18	17
(b) Investments in Canadian preferred and common stocks	5	5	10	13	11	12	13	13	27	23	15	13	15
(c) Investments in foreign securities	28	4		1	1	1	4	1	1		1	1	1
(d) Investments in subsidiary and associated companies	172	197	195	211	229	221	252	266	218	267	273	276	242
5. Property, plant and equipment	16	16	16	17	18	18	18	23	32	32	31	34	33
6. Other assets	15	16	18	17	17	17	20	22	24	24	25	33	34
Total assets	2,560	2,561	2,726	2,849	3,005	2,986	3,191	3,382	3,610	3,597	3,700	3,912	4,105³
Liabilities													
11. Owing parent and associated companies	434	417	464	463	480	460	486	488	444	449	452	495	619
12. Short-term loans and notes payable:													
(a) Bank loans and overdrafts	233	198	212	192	194	190	259	230	244	204	234	213	307
(b) Demand and short-term notes payable (Canadian dollars)	540	570	582	694	714	694	744	887	1,042	908	871	981	993
(c) Demand and short-term notes payable (foreign currency) ¹	39	38	88	78	102	105	113	159	181	255	279	261	189
(d) Other short-term loans payable	2	2	2	2	2	2	2	2	3	1	3	16	2
13. Accounts payable:													
(a) Income and other taxes payable	19	19	17	20	20	24	22	24	23	26	22	25	16
(b) Other payables	34	30	30	32	44	34	38	46	53	63	61	69	87
14. Other current liabilities:													
(a) Dealers' credit balances	45	46	43	43	45	47	45	44	47	48	46	44	47
(b) Other current liabilities	3	4	4	4	4	5	5	5	6	7	7	7	7
15. Long-term debt:													
(a) Debentures, bonds and notes (Canadian dollars) ²	712	723	758	566	584	609	622	627	638	682	735	768	831
(b) Debentures, bonds and notes (foreign currency) ²				210	240	225	243	249	265	269	289	308	273
(c) Mortgages and other long-term debt	4	2	2	3	3	4	4	3	6	6	6	6	8
16. Other liabilities:													
(a) Unearned income and other deferred credits	150	157	159	159	174	179	183	183	204	213	217	217	228
(b) Pensions, trust or earmarked funds	1	1		1	1	1	1	1	1	1	1	1	3
(c) Interest of minority shareholders	1	1	1	1	1	1	1	2	2	2	1	2	
Shareholders' equity													
20. Paid-in capital	206	208	223	234	246	248	261	259	272	275	286	305	307
21. Retained income	139	145	140	147	151	159	163	173	178	187	190	195	188
Total liabilities and shareholders' equity	2,560	2,561	2,726	2,849	3,005	2,986	3,191	3,382	3,610	3,597	3,700	3,912	4,105³
* Footnote:													
(a) Specified receivables: ³													
Sales finance companies:													
Consumer goods	782	798	801	799	865	878	874	886	962	987	967	958	1,029
Commercial and industrial goods	423	445	440	448	490	514	520	513	555	579	582	580	629
Wholesale goods	237	143	240	305	279	174	301	415	408	243	257	368	408
Totals	1,442	1,386	1,481	1,552	1,634	1,566	1,695	1,814	1,925	1,809	1,806	1,906	2,066
Consumer loan companies:													
Installment credit	42	49	52	51	53	55	55	46	49	52	54	57	63
Cash loans	604	631	662	675	709	729	755	750	787	812	847	865	908
Totals	646	680	714	726	762	784	810	796	836	864	901	922	971
(b) Other receivables ⁴	174	176	208	218	241	261	288	336	417	461	545	592	623
Total receivables	2,262	2,242	2,403	2,496	2,637	2,611	2,793	2,946	3,178	3,134	3,232	3,420	3,660
Allowance for bad debts	- 37	- 37	- 38	- 39	- 42	- 44	- 42	- 45	- 48	- 49	- 50	- 53	- 58
Total receivables (net)	2,225	2,205	2,365	2,457	2,595	2,567	2,751	2,901	3,130	3,085	3,202	3,367	3,602

¹ Includes foreign bank loans.

² Breakdown between Canadian and foreign debt was not available prior to 1963.

³ Detail of "Specified Receivables" is taken from DBS publication, *Credit Statistics* (Catalogue No. 61-004).

⁴ "Other Receivables" includes capital loans, other non-personal loans, receivables of subsidiaries engaged in other activities and sampling errors.

⁵ Includes outstanding liabilities in default of one company which went into receivership and also reflects the reorganization of a company with its U.S. parent.

TABLE 4. Mutual Funds
Quarterly Statements of Estimated Assets, Liabilities and Shareholders' Equity

	1963			1964				1965	
	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
millions of dollars									
Assets									
1. Cash on hand and on deposit:									
(a) Canadian dollars:									
(i) Cash and bank deposits	10	11	9	10	16	17	18	24	23
(ii) Cash in other institutions	3	3	1	3	3	2	5	3	5
(b) Foreign currency	1	3	2	2	2	2	2	1	2
2. Short-term notes and bills:									
(a) Government of Canada treasury bills	4	4	4	4	4	4	4	2	3
(b) Canadian short-term notes of finance and other companies	4	7	5	3	10	39	43	48	32
(c) Foreign short-term notes	1				1	3	1	3	1
3. Interest and dividends due and accrued	5	5	6	6	7	6	7	7	8
4. Amount due from brokers and other current assets	3	6	5	8	5	10	7	14	12
5. Portfolio at cost (see also Table 4 A):									
(a) Investments in Canadian bonds:									
(i) Government of Canada debt	60	58	58	58	64	65	68	72	64
(ii) Provincial and municipal debt	29	28	31	31	28	32	42	53	54
(iii) Corporate bonds and debentures	36	38	40	45	41	41	44	56	62
(iv) Mortgages and agreements of sale	5	6	6	7	9	10	12	12	12
(v) Other Canadian investments	3	3	11	19	27	5	9	13	10
(b) Investments in Canadian stocks:									
(i) Preferred shares	53	60	64	67	71	71	72	78	91
(ii) Common shares	500	507	518	530	551	578	623	666	731
(c) Investments in foreign securities:									
(i) Bonds, debentures, mortgages, etc.	2	2	10	10	6	4	5	5	4
(ii) Preferred and common shares	144	152	151	152	162	171	178	206	245
Total portfolio at cost	832	854	889	919	959	977	1,053	1,161	1,273
(d) Investments in subsidiary companies									
6. Property, buildings and equipment									
7. Other assets									
8. Total assets at cost	863	894	920	956	1,006	1,060	1,140	1,263	1,357
Liabilities									
Short-term loans:									
(a) Bank loans in Canadian currency	1	3	2	1	2	1	1	1	1
(b) Other loans payable						1	1	1	1
12. Accounts payable:									
(a) Income and other taxes payable	1	1	1	1	1	1	1	1	1
(b) Amount due brokers and other payables	5	11	6	6	9	11	10	27	19
13. Long-term debt	1	1	1	1	1	1	1	1	1
14. Other liabilities	1			1		1			1
Shareholders' equity									
20. Paid-in capital	795	820	845	873	914	963	1,040	1,133	1,215
21. Reserves:									
(a) Investment reserves	5	5	6	7	6	7	7	8	9
(b) Other reserves									1
22. Retained income	54	53	60	66	73	75	79	91	110
Total liabilities and shareholders' equity	863	894	920	956	1,006	1,060	1,140	1,263	1,357

TABLE 4 A. Investment Portfolio at Market Value

	1963			1964				1965	
	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
millions of dollars									
1. Portfolio:									
(a) Investments in Canadian bonds:									
(i) Government of Canada debt	61	58	58	58	64	65	69	73	64
(ii) Provincial and municipal debt	29	28	30	31	28	32	42	53	54
(iii) Corporate bonds and debentures	37	40	42	47	45	41	44	57	62
(iv) Mortgages and agreements of sale	5	6	7	7	9	10	12	12	12
(v) Other Canadian investments	3	4	11	20	28	5	9	13	10
(b) Investments in Canadian stocks:									
(i) Preferred shares	55	62	67	70	75	75	76	80	92
(ii) Common shares	637	650	676	716	779	843	891	972	981
(c) Investments in foreign securities:									
(i) Bonds, debentures, mortgages, etc.	2	2	10	10	6	4	5	5	4
(ii) Preferred and common shares	169	178	183	192	205	220	227	263	287
Total portfolio at market	998	1,028	1,084	1,151	1,239	1,295	1,375	1,528	1,566
2. Total portfolio at cost (Item 5 - Table 4)	832	854	889	919	959	977	1,053	1,161	1,273
3. Unrealized appreciation (Item 1 minus 2)	166	174	195	232	280	318	322	367	293
TOTAL ASSETS AT MARKET PRICES (Item 8 - Table 4 plus item 3 - Table 4 A)	1,029	1,068	1,115	1,188	1,286	1,378	1,462	1,630	1,650

TABLE 5. Closed-end Funds
Quarterly Statements of Estimated Assets, Liabilities and Shareholders' Equity

	1963			1964				1965	
	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
millions of dollars									
Assets									
1. Cash on hand and on deposit:									
(a) Canadian dollars:									
(i) Cash and bank deposits	1	2	1	2	1	1	2	2	2
(ii) Cash in other institutions		1	1	1	1	3	2	3	2
(b) Foreign currency									
2. Short-term notes and bills:									
(a) Government of Canada treasury bills	1								2
(b) Canadian short-term notes of finance and other companies	8	3	3	1	2	6	4	20	9
(c) Foreign short-term notes									
3. Interest and dividends due and accrued	1	1	1	1	1	1	1	1	1
4. Amount due from brokers and other current assets	1	1	2	1	2	2	2	2	1
5. Portfolio at cost (see also Table 5A):									
(a) Investments in Canadian bonds:									
(i) Government of Canada debt	7	7	5	4	3	4	5	6	7
(ii) Provincial and municipal debt	1	1	1			1	1	1	1
(iii) Corporate bonds and debentures	15	16	13	14	11	8	8	7	10
(iv) Mortgages and agreements of sale									1
(v) Other Canadian investments	7	10	10	60	61	61	60	60	58
(b) Investments in Canadian stocks:									
(i) Preferred shares	37	44	29	34	34	33	33	32	33
(ii) Common shares	269	299	314	275	275	287	295	309	309
(c) Investments in foreign securities:									
(i) Bonds, debentures, mortgages, etc.		1							1
(ii) Preferred and common shares	11	11	13	15	15	15	15	17	19
Total portfolio at cost	347	389	385	402	399	409	417	432	439
(d) Investments in subsidiary companies	14	11	11	11	11	11	11	11	14
6. Property, buildings and equipment									
7. Other assets	1	2	2	2	1	1	1	2	2
8. Total assets at cost	375	409	406	421	418	437	442	474	471
Liabilities									
11. Short-term loans:									
(a) Bank loans in Canadian currency	1	30	19	25	2	2	5		6
(b) Other loans payable	1	1	1	1	15	24	24	43	4
12. Accounts payable:									
(a) Income and other taxes payable									
(b) Amount due brokers and other payables	3	2	2	3	2	3	2	3	3
13. Long-term debt	32	32	32	32	32	32	32	32	31
14. Other liabilities	1	1	1	1	1	1	1	1	1
Shareholders' equity									
20. Paid-in capital	195	199	201	201	202	205	205	208	228
21. Reserves:									
(a) Investment reserves	96	97	102	109	114	117	119	131	136
(b) Other reserves	1								
22. Retained income	46	47	48	49	51	54	54	55	63
Total liabilities and shareholders' equity	375	409	406	421	418	437	442	474	471

TABLE 5A. Investment Portfolio at Market Value

	1963			1964				1965	
	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
millions of dollars									
1. Portfolio:									
(a) Investments in Canadian bonds:									
(i) Government of Canada debt	7	7	5	4	3	4	5	6	7
(ii) Provincial and municipal debt	1	1	1			1	1	1	1
(iii) Corporate bonds and debentures	18	20	17	18	14	8	8	8	10
(iv) Mortgages and agreements of sale									
(v) Other Canadian investments	7	10	10	60	61	61	60	60	58
(b) Investments in Canadian stocks:									
(i) Preferred shares	46	56	37	43	45	47	47	48	48
(ii) Common shares	444	477	505	491	558	591	608	650	623
(c) Investments in foreign securities:									
(i) Bonds, debentures, mortgages, etc.		1							1
(ii) Preferred and common shares	17	17	19	21	22	22	21	23	23
Total portfolio at market	540	589	594	637	703	734	750	796	771
2. Total portfolio at cost (Item 5 - Table 5)	347	389	385	402	399	409	417	432	439
3. Unrealized appreciation (Item 1 minus 2)	193	200	209	235	304	325	333	364	332
TOTAL ASSETS AT MARKET PRICES (Item 8 - Table 5 plus Item 3 - Table 5A)....	568	609	615	656	722	762	775	838	803

TABLE 6. Investment Dealers
Quarterly Estimates of Selected Balance Sheet Items

	1962		1963				1964				1965	
	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
millions of dollars												
Selected assets												
1. Cash on hand and on deposit:												
(a) In Canadian dollars:												
(i) Cash and bank deposits	20	19	15	15	17	12	10	16	21	23	28	49
(ii) Cash in other institutions	5	6	12	9	10	8	7	7	2	55	35	2
(b) In foreign currency												
2. Securities owned or managed at book value: ¹												
(a) Investments in Canadian securities:												
(i) Short-term notes of finance companies, commercial paper and bankers' acceptances	21	22	32	45	46	66	84	105	150	162	146	136
(ii) Government of Canada treasury bills	96	159	94	165	163	187	105	115	116	126	78	117
(iii) Other Government of Canada debt:												
(a) Term less than 3 years	142	202	175	93	102	149	99	120	160	60	84	78
(b) Term over 3 years	50	54	28	45	23	12	15	33	24	40	63	5
(iv) Provincial government debt	28	68	38	42	32	46	37	44	56	49	69	41
(v) Municipal government debt	14	15	18	28	16	24	37	27	33	22	28	21
(vi) Corporation and institution bonds	40	47	34	48	46	52	42	38	38	49	50	53
(vii) Preferred and common stock ²	14	19	20	15	15	13	24	20	17	25	27	28
(viii) Other investments ²			2	6	3					3	5	6
(b) Investments in foreign securities			1	1		1	3	1	1	2	2	2
(c) Short-term loans from subsidiary and associated companies	6	2	8	7	10	3	7	4	3	3	4	1
Total selected assets	437	615	476	518	484	573	470	531	621	619	619	540
3. Short-term loans and notes payable:												
(a) Bank loans and overdrafts in Canadian currency	224	383	215	230	209	373	221	267	318	335	295	326
(b) Short-term loans from subsidiary and associated companies	6	9	5	6	7	11	8	7	9	10	7	6
(c) Other loans and notes, excluding buy-backs	153	185	235	266	201	184	196	229	240	243	300	207
Total selected liabilities	382	577	456	501	417	567	426	503	567	588	602	539
4. Total securities outstanding under buy-back agreements	70	50	91	131	110	112	114	188	107	201	189	236

¹ Net of short positions and excluding securities outstanding under buy-back agreements.

² Excluding investments in and loans and advances to subsidiary and associated companies.

CONTENT OF GROUPS

Trust Companies

This group includes all companies incorporated under the Trust Companies Act of Canada and corresponding provincial acts. Many of these companies are heavily engaged in mortgage lending as well as in the management of estate, trust and agency funds and other financial activities permitted under the federal and provincial trust companies acts.

The balance sheet data shown for this group includes both company funds (shareholders' equity) and guaranteed funds originating from deposits and the sale of certificates. Estate, trust and agency funds are not included.

Mortgage Loan Companies

This group consists of those companies which raise funds from the public (directly or through publicly owned parent companies) primarily for mortgage lending. It includes all companies incorporated under the Dominion Loan Companies Act, savings certificate companies and other institutional lenders engaged principally in mortgage lending. Privately financed mortgage companies are not included. They will be incorporated in one of the other financial groups to be published at a later date.

Sales Finance and Consumer Loan Companies

In general, sales finance companies are in the business of financing durable sales at the factory or wholesale levels and at the retail level. Consumer loan companies lend money to persons on the security of promissory notes with additional security frequently being provided by chattel mortgages on the goods purchased. Consumer loan companies include companies operating under the provisions of the Small Loans Act, and affiliated companies engaged in personal loans.

There is a close relationship between sales finance companies and consumer loan companies. Many carry out both sales financing and loan activities, while some engage primarily in one and have a wholly-owned subsidiary engaged in the other. Since consolidated returns are received from some of these companies, it was decided to include both sales finance and consumer loan companies in one table.

Sales finance companies which are wholly-owned subsidiaries of merchandising and manufacturing companies and finance only the sales of their parent company are not included in these tables. Also excluded are companies primarily engaged in loans to business, such as factoring companies and investment companies, and companies lending to home owners for home improvements. Insofar as possible, the companies in this group are the same as those covered in the DBS publication,

Credit Statistics. The footnote to Table 3, and the definition in the text of the item "accounts and notes receivable" show the relationship between this item, as reported in *Credit Statistics* and in this publication.

Mutual Funds

This group includes those firms which have their major assets invested in a portfolio of various types of securities and in which the public may purchase any desired number of shares at a price fixed in relationship to net asset value, and redeem any number of shares held at net asset value. Because the number of outstanding shares constantly changes with purchases and redemptions of shares by each individual investor, the companies in this group are also referred to as open-end funds.

Included in this survey are those companies whose shares are available to the public through the companies' own salesmen or agents, or through stock brokers, trust companies or other managers of funds. Excluded are those funds set up to operate a pension plan, non-resident owned funds in which the Canadian public cannot purchase shares, funds which invest only in the shares of other mutual funds, investment clubs, and other investment companies the shares of which are not available to the general public.

Closed-end Funds

The main difference between this group and the mutual funds is the fact that shares of closed-end companies are not redeemable by the company at net asset value. Share capital is set up as in an ordinary limited corporation. Once the shares have been offered to the public, the number of outstanding shares remains constant. Shares of such corporations may be purchased only from existing holders and owners of such shares must find a buyer if they wish to sell their shares. Such companies are called closed-end funds to distinguish them from the mutual funds or open-end funds.

Closed-end funds have a common feature with mutual funds in that their major assets consist of investments in securities. Investment policies and objectives of many of the closed-end funds are also similar to those of the mutual funds. However, when an investment corporation exists primarily to gain control and provide management it is excluded from the totals and will be included in another group. Because of the various degrees between these two objectives—investment or control—and also because objectives often change, it is difficult to precisely define this group. We have, therefore, closely followed the group of closed-end funds found in the Financial Post Survey of Investment Funds. The user of these data is warned however, that reclassification into or out of this industry of few companies could change drastically the published totals.

Investment Dealers

This group includes firms which act as principals in the underwriting and trading of securities. Stock-brokers and, where possible, the brokerage business of investment dealers are excluded. Where investment dealers do not maintain separate accounts for their brokerage business, total operations of the firm are included but the effect on the data is believed to be small.

DEFINITION OF ITEMS

Noted below are items where special problems of interpretation may exist.

A. Trust Companies and Mortgage Loan Companies

Item 3 - Investments

Investments are at book value. Part of these investments will be after deduction of investment reserves since some companies show investments before deduction of investment reserves and other companies show them net of reserves. The understatement of assets due to deduction of reserves will be very small however. Item 3(a-viii), collateral loans, consists largely of call loans and day-to-day loans to investment dealers. Item 3(c), foreign investments, consists largely of short-term securities such as United States treasury bills.

Item 11 - Demand deposits and demand certificates

This item contains those deposits and certificates which can be withdrawn or cashed on demand.

Item 12 - Term deposits, guaranteed investment certificates, instalment certificates and debentures

This item contains deposits which cannot be withdrawn without a waiting period, and certificates and debentures for which there is an agreement covering a specific period. The certificates and debentures can be for any number of years, with the most common term being from three to five years.

Item 21 - General, investment and special reserves

As stated above under investments, some companies include investment reserves in the reported total of general, investment and special reserves, while others deduct these reserves directly from the appropriate investment category. Although transfers from surplus to reserves may take place at any time there is a tendency for these transfers to be concentrated at the fiscal year-end, which accounts for the increase in this item in the fourth quarter.

Item 30 - Net payables and retained income

A number of companies do not make quarterly calculations of interest accrued on investments or on obligations. They are not therefore able to report these items, or to report their retained income which is dependent on these calculations. The total of assets, excluding receivables, is therefore obtained,

Investment dealers do not report all balance sheet items, and total reported assets therefore do not equal total reported liabilities. Shareholders' equity, certain types of receivables and minor asset and liability items are not reported. The omission of these receivables is the largest single cause of difference between total reported assets and total reported liabilities.

and the balancing item on the liability side is net payables and retained income. Total assets are therefore understated by the amount of receivables, or by about one per cent.

B. Sales Finance and Consumer Loan Companies

Item 2 - Accounts and notes receivable

The questionnaire used in the survey requests only the total of accounts and notes receivable. The Dominion Bureau of Statistics publication, *Credit Statistics* contains more detail on these receivables and this information is given in the footnote to the table. Item (b) of the footnote, other receivables, is the difference between the receivables reported in the balance sheet survey and the receivables reported in *Credit Statistics*. A small part of this difference is due to the inclusion in consolidated returns of the receivables of subsidiaries engaged in other activities. Primarily however, it is made up of inventory financing, capital loans, other types of non-personal loans and sampling errors.

Item 11 - Total liabilities to parent and associated companies

Several of the larger consumer loan companies are owned by foreign parents or by Canadian incorporated sales finance companies, and an important part of their funds is supplied by loans from those parent companies. Since these loans are inter-company transactions they are eliminated when consolidated reports are filed. This item would therefore be larger if non-consolidated reports were received from all companies.

Item 13 - Short-term loans and notes payable

Demand and short-term notes represent an important source of funds to sales finance and consumer loan companies. They are sold, either directly or through investment dealers, to corporations, governments, foreign buyers and persons with short-term funds to invest, and are one of the major money-market instruments.

Item 15 - Dealers' credit balances

When an automobile dealer sells customers' paper to sales finance companies, under most agreements the dealer is liable for any default and the sales finance company customarily withholds part of the purchase price. This item represents the total amount so withheld.

Item 17 - Unearned and deferred income and charges

When loans are made it is customary to show under accounts and notes receivable the total which must be repaid, including all interest and other charges. The unearned portion of these charges is included in this item.

C. Mutual Funds and Closed-end Funds

Item 5 - Investment Portfolio

Investment in securities represents the major assets for these groups. There is a particular interest in the market value of the portfolio since the price of mutual fund shares depends directly on this value. The price of closed-end fund shares also has a close relationship to the market value of the portfolio. For this survey, therefore, the portfolio is shown at both cost price and market value.

Item 21 - Paid-in capital

Included in this item are all the contributions made by shareholders including share capital, capital or paid-in surplus, capital redemption reserves, etc.

Item 24 - Unrealized appreciation

This item is the difference between the value of the portfolio at market price and its cost price.

D. Investment Dealers

Item 1 - Cash on hand and on deposit

Included in this item are demand and term deposits with banks and other institutions. Short term notes of chartered banks and guaranteed investment certificates are also included, as are foreign currency and swapped deposits.

Item 2 - Securities owned or managed by the firm

The major assets of investment dealers are various types of securities. Since the accounting practices of investment dealers often differ from the practices of other types of firms in respect to security accounts, dealers are requested to report their securities in the following manner:

- (1) Securities should be reported at book value.
- (2) Securities outstanding under buy-back agreements should be excluded. This avoids duplication, since the owner of the securities is requested to report them.

- (3) Securities held under sell-back agreements should be included. This follows the rule that the owner should report the securities.
- (4) Short positions should be deducted from long positions.
- (5) Securities sold on an "if, as and when" basis should be omitted.
- (6) Borrowed securities should not be included in reported inventory.
- (7) The accounting of security transactions may differ at any specific point in time, depending on which accounting basis is employed.

By using:

- (a) **Trade date** - securities are entered on the accounts on the date that a buy or sell agreement or commitment was made.
- (b) **Value date** - securities are entered on the accounts on the date that settlement of the transactions was due.
- (c) **Delivery date** - securities are entered on the accounts on the date that delivery of the securities took place.

Generally, value and delivery dates coincide. Since financial institutions usually use the delivered date for accounting purposes, investment dealers are requested to use delivery date as well for reporting inventories of securities to DBS in order to have the securities counted in the statistics.

Item 3 - Short term loans and notes payable

3(a) includes short term and day-to-day loans from chartered banks in Canadian currency. Loans from subsidiary and affiliated companies are reported in 3(b), and all other loans, excluding buy-backs, are reported in 3(c).

Item 4 - Securities outstanding under buy-back agreements

Investment dealers raise funds through buy-back (re-purchase) agreements with various financial institutions, non-financial corporations and government agencies. Dealers generally regard the transactions as loans, but since the other parties to this type of transaction treat the securities as owned, dealers have been requested to exclude buy-backs from borrowing and to exclude the underlying securities from inventory reported. The amount of securities outstanding under these buy-back agreements is reported in Item 4.

QUALITY AND COVERAGE OF THE ESTIMATES

As a result of full cooperation by the surveyed corporations and the relatively small number of companies in each of the published groups, coverage in terms of assets is very high for each of the groups in this publication. The estimates for all companies contained here will therefore contain relatively small sampling errors. There may be some errors in individual items due to differences in accounting

practices of companies. A complete description of the procedures of estimation used will be given in a later publication.

Where available, the tables will carry figures for the thirteen most recent quarters. The figures are published in one million dollar amounts.

OTHER SOURCES OF FINANCIAL INFORMATION

Included among the more valuable sources of background information are:

Report of the Royal Commission on Banking and Finance, 1964

The Financing of Economic Activity in Canada, by Wm. C. Hood, for the Royal Commission on Canada's Economic Prospects

Additional financial statistics on the companies and industries included in this report are available in the following publications:

Report of the Superintendent of Insurance for Canada: Loan and Trust Companies (annual)

Report of the Superintendent of Insurance for Canada: Small Loan Companies and Money Lenders (annual)

Report of the Ontario Registrar of Loan and Trust Corporations (annual)

Summary of Financial Statements filed within the office of the Inspector of Trust Companies for the Province of Quebec (annual)

Department of National Revenue *Taxation Statistics* (annual)

Bank of Canada *Statistical Summary* (monthly)

Dominion Bureau of Statistics *Credit Statistics* (monthly)

Financial Post *Survey of Industrials* (annual)

Financial Post *Survey of Investment Funds* (annual)

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