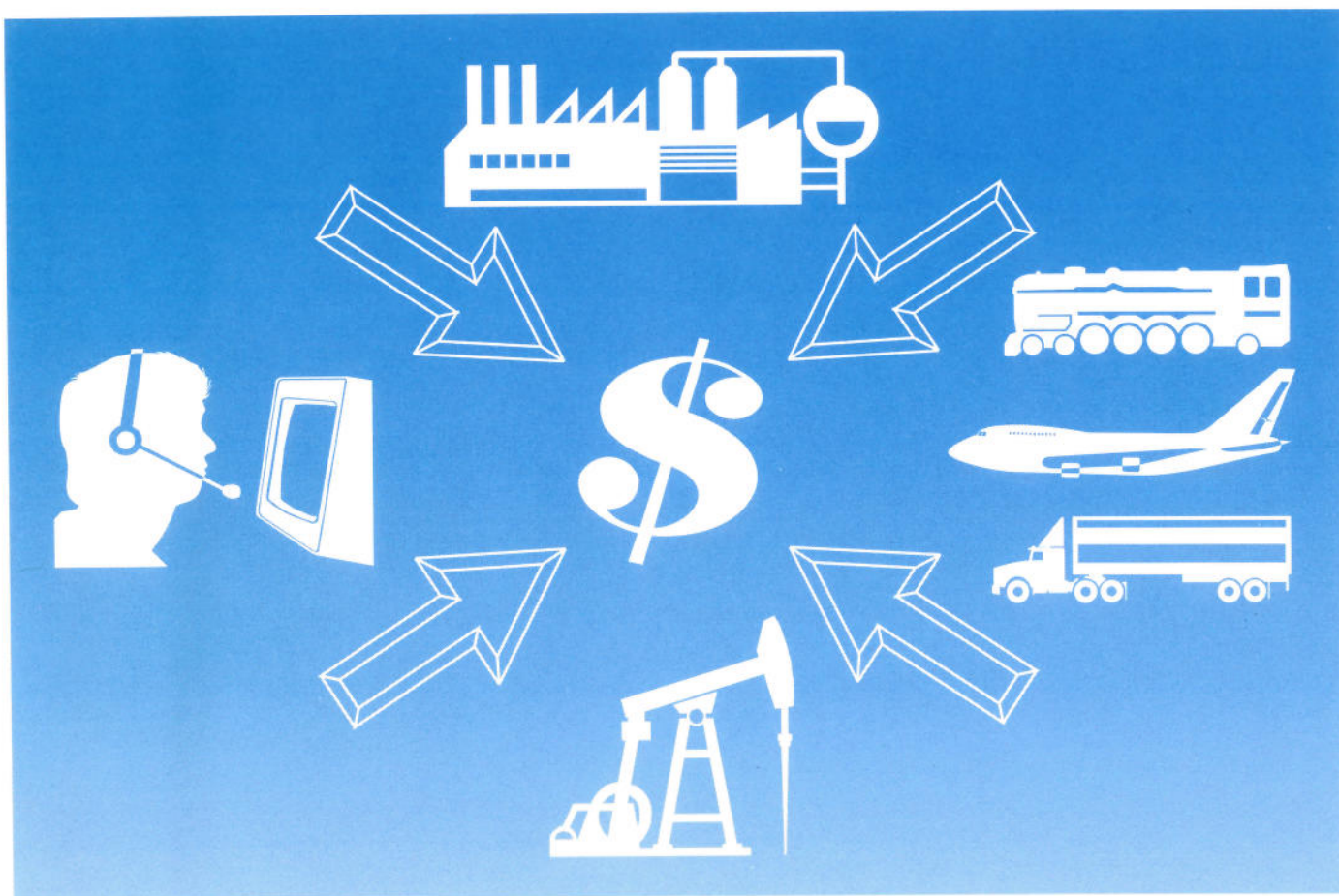
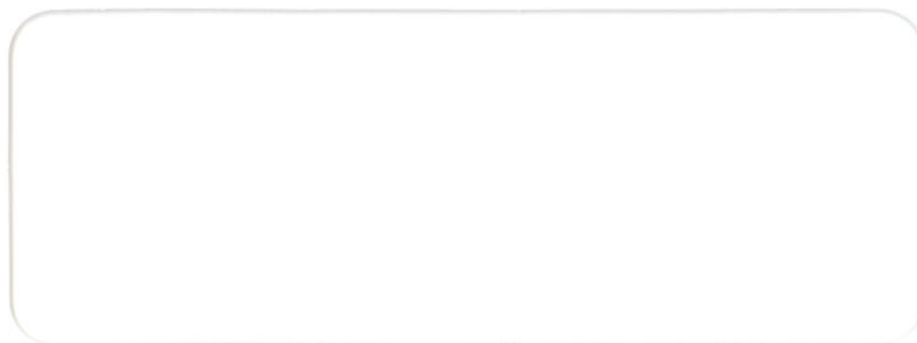




# Financial Performance Indicators for Canadian Business



Statistics  
Canada

Statistique  
Canada

Canada







Statistics Canada  
Industrial Organization and  
Finance Division

# ***Financial Performance Indicators for Canadian Business***

## **VOLUME 2**

### **SMALL AND MEDIUM FIRMS**

*(Firms with revenues under \$25 million)*

**1996 Reference Year**

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- x confidential to meet secrecy requirements of the Statistics Act.

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Industry No.	Industry Name	SIC-E	Page
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Industry 1 - Livestock farms (except animal specialties)  
 SICE Grouping 011

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	6,973					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	12.0	4.0	-4.1	3.6	4.5	1.2
Pretax profit margin	14.2	5.1	-3.5	4.9	5.5	1.6
Operating profit margin	19.9	9.6	-1.4	9.0	9.6	2.2
Gross profit margin	60.1	38.8	24.2	45.3	31.1	11.9
Operating revenue to net operating assets	94.3	53.7	30.5	37.4	80.1	227.8
Return on net operating assets	11.6	4.4	-1.2	2.6	8.5	9.2
Pretax profit to assets	7.3	2.6	-1.8	2.0	4.1	4.9
Return on capital employed	10.2	4.4	0.4	3.1	8.7	8.9
Return on equity (2)	14.7	5.5	-2.9	4.3	8.2	9.8
<i>Efficiency (ratios)</i>						
Receivable turnover	13.93	11.67	7.70	11.22	11.67	10.46
Inventory turnover	3.67	1.63	1.03	1.37	2.35	5.35
<i>Liquidity/Solvency (ratios)</i>						
Working capital	5.10	1.77	1.17	1.80	1.64	1.22
Debt to equity	0.31	0.93	2.15	0.65	1.70	1.33
Liabilities to assets	0.39	0.63	0.84	0.64	0.60	0.66
Interest coverage	5.01	2.57	0.27	1.66	3.32	3.37
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				73	27	
Pretax profit				69	31	
Net profit				69	31	
Percentage of firms with zero or negative equity(2)				16		

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms****Financial Performance Indicators for Canadian Business****Revenue under \$25 million, Reference Year 1996**

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**Industry** 1 - Livestock farms (except animal specialties)**SICE Grouping** 011

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	3.5	1.6
Accounts receivable	3.2	13.2
Inventory	18.0	30.0
Capital assets	50.5	33.7
Other assets	13.9	7.8
<b>Total operating assets</b>	<b>89.1</b>	<b>86.4</b>
Investments and accounts with affiliates	5.1	9.0
Portfolio investments and loans with non-affiliates	5.8	4.6
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	3.0	8.7
Borrowing:		
Banks	14.7	16.8
Short term paper	0.7	1.4
Mortgages	3.7	2.9
Bonds	8.2	15.5
Other loans	8.3	8.9
Amount owing to affiliates	22.3	8.8
Other liabilities	1.0	0.7
Deferred income tax	2.2	4.4
<b>Total liabilities</b>	<b>64.1</b>	<b>68.1</b>
<b>Shareholders' equity</b>		
Share capital	11.4	9.5
Retained earnings	21.9	19.1
Other surplus	2.7	3.3
<b>Total shareholders' equity</b>	<b>35.9</b>	<b>31.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>29.5</b>	<b>49.4</b>
<b>Current liabilities - % of total assets</b>	<b>17.0</b>	<b>38.8</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 2 - Other animal specialty farms

SICE Grouping 012

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	623					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	18.6	4.6	-11.7	3.3	9.0	2.0
Pretax profit margin	22.8	5.2	-10.2	4.3	10.5	2.3
Operating profit margin	20.6	3.4	-3.6	3.4	3.0	1.3
Gross profit margin	70.4	49.9	28.9	56.7	34.4	...
Operating revenue to net operating assets	98.0	74.3	57.5	62.3	224.1	...
Return on net operating assets	15.2	6.3	-0.9	1.3	16.3	...
Pretax profit to assets	19.5	3.5	-5.6	2.1	10.1	14.8
Return on capital employed	11.9	7.6	-1.2	2.5	16.3	21.2
Return on equity (2)	31.3	9.1	-4.1	7.5	21.7	...
<u>Efficiency (ratios)</u>						
Receivable turnover	...	2.25	...	...	...	9.85
Inventory turnover	...	1.63	...	...	4.43	18.26
<u>Liquidity/Solvency (ratios)</u>						
Working capital	10.23	3.35	1.05	4.02	2.35	1.22
Debt to equity	...	1.21	...	0.08	...	1.97
Liabilities to assets	0.33	0.63	1.02	0.64	0.61	0.76
Interest coverage	3.57	3.07	-0.41	0.76	4.40	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms****Financial Performance Indicators for Canadian Business**

Revenue under \$25 million, Reference Year 1996

Page : 13

Industry 2 - Other animal specialty farms

SICE Grouping 012

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.9	3.1
Accounts receivable	3.4	11.7
Inventory	16.6	36.1
Capital assets	43.5	18.5
Other assets	3.6	7.1
<b>Total operating assets</b>	<b>73.1</b>	<b>76.4</b>
Investments and accounts with affiliates	16.8	5.5
Portfolio investments and loans with non-affiliates	10.2	18.1
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	4.1	13.2
Borrowing:		
Banks	6.0	21.8
Short term paper	0.5	0.4
Mortgages	5.0	0.8
Bonds	5.5	4.9
Other loans	2.7	11.7
Amount owing to affiliates	23.0	15.5
Other liabilities	1.2	1.1
Deferred income tax	1.3	7.9
<b>Total liabilities</b>	<b>49.1</b>	<b>77.4</b>
<b>Shareholders' equity</b>		
Share capital	11.0	11.1
Retained earnings	31.3	11.5
Other surplus	8.6	-
<b>Total shareholders' equity</b>	<b>50.9</b>	<b>22.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>36.7</b>	<b>53.2</b>
<b>Current liabilities - % of total assets</b>	<b>14.7</b>	<b>41.0</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 3 - Field crop farms

SICE Grouping 013

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	4,144					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	24.9	10.9	-0.2	11.5	9.9	1.2
Pretax profit margin	30.2	13.5	1.0	14.3	12.3	1.5
Operating profit margin	25.8	11.6	7.7	11.8	10.5	2.8
Gross profit margin	68.5	47.4	27.5	53.3	40.9	7.9
Operating revenue to net operating assets	65.3	41.0	25.8	39.2	48.2	211.8
Return on net operating assets	13.0	6.0	2.3	6.0	7.5	9.8
Pretax profit to assets	12.8	6.1	0.4	5.7	7.0	6.3
Return on capital employed	13.2	6.5	3.0	6.3	6.6	9.4
Return on equity (2)	21.1	9.6	1.4	8.8	11.6	9.6
<u>Efficiency (ratios)</u>						
Receivable turnover	15.90	15.10	7.07	7.82	8.32	10.27
Inventory turnover	1.79	0.78	0.36	0.65	1.10	7.68
<u>Liquidity/Solvency (ratios)</u>						
Working capital	7.63	3.01	1.61	3.28	1.82	1.48
Debt to equity	0.30	0.81	1.78	0.58	0.99	1.16
Liabilities to assets	0.26	0.50	0.75	0.49	0.53	0.62
Interest coverage	6.10	3.57	1.24	3.86	3.25	2.70
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	78		22			
Pretax profit	75		25			
Net profit	75		25			
Percentage of firms with zero or negative equity(2)			12			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 3 - Field crop farms  
 SICE Grouping 013

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.2	1.8
Accounts receivable	2.2	19.3
Inventory	8.1	28.5
Capital assets	65.4	40.7
Other assets	5.2	2.8
<b>Total operating assets</b>	<b>87.1</b>	<b>93.1</b>
Investments and accounts with affiliates	4.4	5.1
Portfolio investments and loans with non-affiliates	8.5	1.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	1.8	8.5
Borrowing:		
Banks	14.0	12.8
Short term paper	0.5	1.4
Mortgages	2.4	2.6
Bonds	5.6	15.2
Other loans	8.4	7.3
Amount owing to affiliates	30.1	8.3
Other liabilities	1.0	1.1
Deferred income tax	2.0	3.2
<b>Total liabilities</b>	<b>65.8</b>	<b>60.3</b>
<b>Shareholders' equity</b>		
Share capital	10.6	3.8
Retained earnings	18.6	33.4
Other surplus	5.0	2.4
<b>Total shareholders' equity</b>	<b>34.2</b>	<b>39.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>21.7</b>	<b>57.0</b>
<b>Current liabilities - % of total assets</b>	<b>12.5</b>	<b>30.9</b>



# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 4 - Field crop combination farms

SICE Grouping 014

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	940					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	26.5	11.8	0.3	12.4	10.4	...
Pretax profit margin	31.8	14.5	2.0	15.3	12.9	...
Operating profit margin	31.9	14.6	6.7	17.2	...	...
Gross profit margin	78.5	57.6	35.7	60.3	44.5	...
Operating revenue to net operating assets	59.3	49.3	22.3	42.0	...	...
Return on net operating assets	12.4	8.0	-1.8	6.6	...	...
Pretax profit to assets	15.1	7.0	1.0	6.4	8.0	...
Return on capital employed	11.2	9.3	-1.1	7.8	...	...
Return on equity (2)	28.7	13.2	1.9	13.0	13.9	...
<i>Efficiency (ratios)</i>						
Receivable turnover	...	...	...	...	...	...
Inventory turnover	...	0.65	...	0.37	...	...
<i>Liquidity/Solvency (ratios)</i>						
Working capital	...	2.59	...	3.80	...	...
Debt to equity	...	0.73	...	0.72	...	...
Liabilities to assets	0.35	0.56	0.78	0.58	0.52	...
Interest coverage	...	2.02	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	75		25			
Pretax profit	82		18			
Net profit	75		25			
Percentage of firms with zero or negative equity(2)	...					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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**Industry** 4 - Field crop combination farms**SICE Grouping** 014

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.0	-
Accounts receivable	2.4	-
Inventory	23.6	-
Capital assets	56.0	-
Other assets	2.9	-
<b>Total operating assets</b>	<b>89.9</b>	<b>-</b>
Investments and accounts with affiliates	2.5	-
Portfolio investments and loans with non-affiliates	7.7	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	4.0	-
Borrowing:		
Banks	16.0	-
Short term paper	0.5	-
Mortgages	1.2	-
Bonds	5.8	-
Other loans	10.5	-
Amount owing to affiliates	8.8	-
Other liabilities	0.8	-
Deferred income tax	1.0	-
<b>Total liabilities</b>	<b>48.7</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	15.4	-
Retained earnings	23.0	-
Other surplus	13.0	-
<b>Total shareholders' equity</b>	<b>51.3</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>33.3</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>12.7</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 5 - Fruit and other vegetable farms

SICE Grouping 015

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,021					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	11.8	3.0	-4.0	2.6	3.7	2.7
Pretax profit margin	14.1	3.8	-3.7	3.0	4.5	3.6
Operating profit margin	16.2	4.2	-5.4	-6.7	4.2	3.8
Gross profit margin	63.2	38.7	22.4	44.3	33.0	17.4
Operating revenue to net operating assets	168.5	62.3	34.1	53.0	129.5	243.5
Return on net operating assets	14.4	11.8	-6.5	3.1	11.8	11.6
Pretax profit to assets	10.9	3.2	-3.1	1.9	5.4	4.6
Return on capital employed	14.9	9.8	-7.3	2.7	9.8	8.6
Return on equity (2)	21.0	8.8	-1.6	6.2	10.7	10.9
<u>Efficiency (ratios)</u>						
Receivable turnover	12.26	10.77	3.41	...	10.77	10.75
Inventory turnover	...	6.67	...	...	...	12.55
<u>Liquidity/Solvency (ratios)</u>						
Working capital	5.24	1.49	0.72	...	1.49	1.41
Debt to equity	0.24	1.77	4.33	...	0.24	0.82
Liabilities to assets	0.39	0.69	0.95	0.74	0.61	0.57
Interest coverage	1.94	-0.25	-5.13	-5.13	1.94	2.01
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	70		30			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			23			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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Industry 5 - Fruit and other vegetable farms  
 SICE Grouping 015

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.7	3.7
Accounts receivable	9.1	14.1
Inventory	2.3	10.9
Capital assets	63.5	59.0
Other assets	2.7	2.4
<b>Total operating assets</b>	<b>88.4</b>	<b>89.9</b>
Investments and accounts with affiliates	5.1	8.6
Portfolio investments and loans with non-affiliates	6.5	1.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	5.4	14.8
Borrowing:		
Banks	19.0	13.1
Short term paper	0.7	1.4
Mortgages	2.2	2.7
Bonds	7.8	15.6
Other loans	5.0	7.4
Amount owing to affiliates	20.0	2.1
Other liabilities	3.8	1.0
Deferred income tax	2.5	1.2
<b>Total liabilities</b>	<b>66.3</b>	<b>59.3</b>
<b>Shareholders' equity</b>		
Share capital	3.5	5.3
Retained earnings	22.6	30.9
Other surplus	7.7	4.5
<b>Total shareholders' equity</b>	<b>33.7</b>	<b>40.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>25.1</b>	<b>34.3</b>
<b>Current liabilities - % of total assets</b>	<b>22.6</b>	<b>31.2</b>



# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 6 - Horticultural specialties

SICE Grouping 016

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,159					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	9.1	2.6	-2.7	2.2	2.8	1.8
Pretax profit margin	10.8	3.0	-2.4	2.6	3.5	2.3
Operating profit margin	13.5	3.0	0.2	1.7	3.1	2.6
Gross profit margin	59.5	42.8	26.0	50.0	35.6	26.1
Operating revenue to net operating assets	150.4	109.3	73.0	92.2	128.2	266.3
Return on net operating assets	15.0	7.8	-1.1	3.6	8.9	11.2
Pretax profit to assets	10.6	3.1	-2.3	2.2	4.6	3.8
Return on capital employed	14.6	5.5	1.2	3.1	7.5	8.2
Return on equity (2)	22.2	9.5	0.4	7.8	11.0	14.1
<u>Efficiency (ratios)</u>						
Receivable turnover	12.75	11.42	8.58	...	10.08	9.29
Inventory turnover	2.73	1.82	0.66	...	2.20	8.63
<u>Liquidity/Solvency (ratios)</u>						
Working capital	1.82	1.11	0.98	1.47	1.07	1.21
Debt to equity	0.49	1.85	6.55	1.90	1.84	1.86
Liabilities to assets	0.39	0.69	0.96	0.73	0.64	0.76
Interest coverage	2.85	1.42	0.04	1.19	1.70	2.53
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	81		19			
Pretax profit	69		31			
Net profit	69		31			
Percentage of firms with zero or negative equity(2)			12			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**  
**Revenue under \$25 million, Reference Year 1996**

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Industry 6 - Horticultural specialties  
 SICE Grouping 016

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	3.4	1.8
Accounts receivable	6.6	16.9
Inventory	20.1	20.6
Capital assets	45.3	44.8
Other assets	3.9	4.0
<b>Total operating assets</b>	<b>79.4</b>	<b>88.2</b>
Investments and accounts with affiliates	18.3	8.9
Portfolio investments and loans with non-affiliates	2.3	3.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	7.2	15.4
Borrowing:		
Banks	18.4	15.9
Short term paper	0.7	1.8
Mortgages	5.1	3.7
Bonds	8.8	10.1
Other loans	10.3	4.9
Amount owing to affiliates	20.0	15.6
Other liabilities	4.5	2.3
Deferred income tax	1.8	4.4
<b>Total liabilities</b>	<b>76.8</b>	<b>74.2</b>
<b>Shareholders' equity</b>		
Share capital	8.5	9.6
Retained earnings	13.9	14.6
Other surplus	0.8	1.6
<b>Total shareholders' equity</b>	<b>23.2</b>	<b>25.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>33.9</b>	<b>46.3</b>
<b>Current liabilities - % of total assets</b>	<b>34.5</b>	<b>37.5</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 7 - Livestock, field crop and horticultural combination farms

SICE Grouping 017

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	2,592					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	18.9	6.8	-3.8	6.6	7.2	2.2
Pretax profit margin	22.2	8.4	-2.5	8.4	8.5	2.8
Operating profit margin	21.2	11.9	0.9	10.1	13.1	3.6
Gross profit margin	70.8	44.9	26.3	53.4	35.9	19.9
Operating revenue to net operating assets	52.5	36.8	24.9	36.8	44.7	242.5
Return on net operating assets	6.8	3.8	0.7	2.9	6.8	11.3
Pretax profit to assets	10.5	3.8	-1.3	3.1	5.8	4.9
Return on capital employed	7.6	3.6	1.7	2.7	6.2	9.9
Return on equity (2)	21.5	8.8	-1.5	7.3	12.3	12.4
<u>Efficiency (ratios)</u>						
Receivable turnover	15.94	12.34	7.41	11.63	14.21	6.17
Inventory turnover	2.13	0.77	0.61	0.68	0.87	5.46
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.04	2.00	1.20	2.09	1.97	1.29
Debt to equity	0.69	1.40	2.90	0.94	2.55	2.22
Liabilities to assets	0.39	0.63	0.85	0.63	0.61	0.62
Interest coverage	5.32	1.47	0.08	0.72	3.54	2.70
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	73		27			
Pretax profit	67		33			
Net profit	66		34			
Percentage of firms with zero or negative equity(2)			13			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 7 - Livestock, field crop and horticultural combination farms  
**SICE Grouping** 017

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	2.2	0.9
Accounts receivable	1.8	16.8
Inventory	13.1	36.0
Capital assets	67.3	36.6
Other assets	5.9	3.2
<b>Total operating assets</b>	<b>90.4</b>	<b>93.5</b>
Investments and accounts with affiliates	1.4	2.0
Portfolio investments and loans with non-affiliates	8.2	4.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	2.7	14.3
Borrowing:		
Banks	14.6	17.0
Short term paper	0.7	1.1
Mortgages	3.9	2.1
Bonds	7.7	12.1
Other loans	7.9	8.0
Amount owing to affiliates	25.4	30.0
Other liabilities	1.3	0.9
Deferred income tax	1.6	1.9
<b>Total liabilities</b>	<b>65.8</b>	<b>87.4</b>
<b>Shareholders' equity</b>		
Share capital	15.0	12.3
Retained earnings	11.3	-1.0
Other surplus	7.9	1.3
<b>Total shareholders' equity</b>	<b>34.2</b>	<b>12.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>20.2</b>	<b>59.0</b>
<b>Current liabilities - % of total assets</b>	<b>15.5</b>	<b>35.2</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

**Financial Performance Indicators for Canadian Business**

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Industry 8 - Services incidental to livestock and animal specialties

SICE Grouping 021

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,015					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	10.4	3.9	-0.7	3.2	4.8	1.3
Pretax profit margin	12.8	4.9	-0.5	4.0	6.0	1.9
Operating profit margin	16.2	4.6	1.0	5.5	4.3	3.9
Gross profit margin	66.2	43.4	26.0	50.8	36.0	7.6
Operating revenue to net operating assets	412.8	202.4	85.0	144.0	249.5	321.4
Return on net operating assets	24.0	8.7	2.1	9.1	7.3	12.0
Pretax profit to assets	22.0	7.8	-1.1	5.9	11.5	5.9
Return on capital employed	21.9	9.6	1.3	10.4	7.5	9.9
Return on equity (2)	33.3	15.0	2.4	12.5	18.7	9.5
<u>Efficiency (ratios)</u>						
Receivable turnover	13.39	10.96	6.10	6.59	11.40	7.07
Inventory turnover	8.60	4.00	1.63	4.44	3.76	4.06
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.70	1.81	1.13	1.31	1.98	1.26
Debt to equity	0.11	0.38	1.16	0.38	0.45	1.03
Liabilities to assets	0.32	0.62	0.93	0.67	0.55	0.65
Interest coverage	9.50	1.86	1.00	1.47	2.71	2.57
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	89		11			
Pretax profit	85		15			
Net profit	85		15			
Percentage of firms with zero or negative equity(2)			9			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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**Industry** 8 - Services incidental to livestock and animal specialties**SICE Grouping** 021

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.1	8.2
Accounts receivable	10.3	25.0
Inventory	11.8	8.1
Capital assets	39.6	11.0
Other assets	7.1	-8.2
<b>Total operating assets</b>	<b>78.9</b>	<b>44.1</b>
Investments and accounts with affiliates	9.0	48.3
Portfolio investments and loans with non-affiliates	12.1	7.6
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	10.8	13.7
Borrowing:		
Banks	10.9	6.4
Short term paper	0.4	0.5
Mortgages	3.3	1.5
Bonds	4.2	5.8
Other loans	5.0	3.0
Amount owing to affiliates	15.6	16.2
Other liabilities	1.4	5.0
Deferred income tax	0.7	5.0
<b>Total liabilities</b>	<b>52.3</b>	<b>57.2</b>
<b>Shareholders' equity</b>		
Share capital	4.0	0.9
Retained earnings	39.8	41.1
Other surplus	4.0	0.8
<b>Total shareholders' equity</b>	<b>47.7</b>	<b>42.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>40.7</b>	<b>49.2</b>
<b>Current liabilities - % of total assets</b>	<b>23.8</b>	<b>33.9</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 9 - Services incidental to agricultural crops

SICE Grouping 022

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	994					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	10.6	2.7	-3.4	2.9	2.3	1.1
Pretax profit margin	13.1	3.0	-3.3	3.3	2.6	1.4
Operating profit margin	10.7	3.1	-3.6	2.8	3.4	2.5
Gross profit margin	61.5	39.0	20.8	51.7	24.6	11.0
Operating revenue to net operating assets	232.3	105.9	32.0	98.5	168.6	316.6
Return on net operating assets	15.4	6.4	0.4	3.9	21.8	10.1
Pretax profit to assets	14.6	4.7	-4.7	4.0	7.1	4.9
Return on capital employed	16.3	8.4	2.2	4.6	15.5	7.2
Return on equity (2)	27.8	10.7	1.3	9.5	13.3	12.5
<u>Efficiency (ratios)</u>						
Receivable turnover	12.16	8.09	6.86	8.72	7.65	12.80
Inventory turnover	14.00	5.41	1.92	4.09	9.32	6.07
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.91	2.14	1.10	2.70	1.04	1.23
Debt to equity	0.18	0.58	1.17	0.57	0.87	1.29
Liabilities to assets	0.34	0.68	0.97	0.71	0.66	0.66
Interest coverage	3.21	1.29	-0.72	0.83	2.18	1.99
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	75		25			
Pretax profit	75		25			
Net profit	75		25			
Percentage of firms with zero or negative equity(2)			15			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms****Financial Performance Indicators for Canadian Business****Revenue under \$25 million, Reference Year 1996**

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**Industry** 9 - Services incidental to agricultural crops**SICE Grouping** 022

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	13.7	2.0
Accounts receivable	8.0	27.1
Inventory	4.7	22.0
Capital assets	55.4	31.0
Other assets	3.2	3.6
<b>Total operating assets</b>	<b>85.0</b>	<b>85.7</b>
Investments and accounts with affiliates	2.7	10.9
Portfolio investments and loans with non-affiliates	12.3	3.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	9.7	19.1
Borrowing:		
Banks	10.9	11.8
Short term paper	0.2	1.3
Mortgages	4.1	2.4
Bonds	2.4	14.1
Other loans	5.6	6.7
Amount owing to affiliates	15.5	9.0
Other liabilities	6.3	2.1
Deferred income tax	0.5	0.9
<b>Total liabilities</b>	<b>55.3</b>	<b>67.3</b>
<b>Shareholders' equity</b>		
Share capital	5.6	4.0
Retained earnings	32.5	27.3
Other surplus	6.6	1.3
<b>Total shareholders' equity</b>	<b>44.7</b>	<b>32.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>35.7</b>	<b>58.3</b>
<b>Current liabilities - % of total assets</b>	<b>21.9</b>	<b>46.6</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 10 - Other services incidental to agriculture

SICE Grouping 023

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	370					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	12.1	2.7	-3.2	2.2	4.8	...
Pretax profit margin	14.9	3.4	-3.0	3.2	5.9	...
Operating profit margin	23.5	5.0	-0.7	8.0	...	0.8
Gross profit margin	62.7	41.0	23.1	50.8	23.5	...
Operating revenue to net operating assets	...	235.7	...	175.2	...	...
Return on net operating assets	...	6.4	...	6.4	...	7.9
Pretax profit to assets	19.8	5.1	-3.9	4.0	9.4	...
Return on capital employed	4.3	3.8	-11.2	3.8	...	...
Return on equity (2)	29.8	12.4	-3.2	9.2	17.0	...
<u>Efficiency (ratios)</u>						
Receivable turnover	...	6.10	...	...	...	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.48	1.01	0.81	0.86	...	1.00
Debt to equity	...	0.59	...	0.59	...	...
Liabilities to assets	0.37	0.66	0.96	0.68	0.64	...
Interest coverage	...	6.70	...	...	...	...
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				88	12	
Pretax profit				88	12	
Net profit				82	18	
Percentage of firms with zero or negative equity(2)						12

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 10 - Other services incidental to agriculture

SICE Grouping 023

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.5	7.2
Accounts receivable	10.0	15.8
Inventory	3.5	21.1
Capital assets	36.7	41.5
Other assets	4.1	4.7
<b>Total operating assets</b>	<b>61.8</b>	<b>90.3</b>
Investments and accounts with affiliates	30.5	9.7
Portfolio investments and loans with non-affiliates	7.7	-
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	6.6	26.9
Borrowing:		
Banks	15.8	17.1
Short term paper	0.0	0.4
Mortgages	2.2	11.0
Bonds	1.0	5.0
Other loans	14.4	2.4
Amount owing to affiliates	11.1	14.8
Other liabilities	1.6	4.5
Deferred income tax	0.3	0.0
<b>Total liabilities</b>	<b>53.1</b>	<b>81.9</b>
<b>Shareholders' equity</b>		
Share capital	6.7	7.4
Retained earnings	13.3	10.6
Other surplus	26.9	-
<b>Total shareholders' equity</b>	<b>46.9</b>	<b>18.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>44.4</b>	<b>44.9</b>
<b>Current liabilities - % of total assets</b>	<b>20.7</b>	<b>46.8</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 11 - Fishing industries

SICE Grouping 031

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,409					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	16.0	4.1	-6.0	2.5	7.8	3.1
Pretax profit margin	20.5	5.5	-5.3	3.8	9.3	3.5
Operating profit margin	20.8	7.2	-1.8	7.3	6.5	0.1
Gross profit margin	56.8	33.3	18.7	47.6	30.9	...
Operating revenue to net operating assets	210.2	135.5	67.0	131.5	123.8	223.7
Return on net operating assets	16.3	8.7	-4.0	6.8	9.5	1.9
Pretax profit to assets	17.8	4.6	-3.8	2.5	10.1	7.3
Return on capital employed	13.5	9.5	-0.9	9.7	8.6	0.9
Return on equity (2)	24.9	8.1	-3.7	4.8	15.6	...
<u>Efficiency (ratios)</u>						
Receivable turnover	18.03	9.35	2.30	8.87	9.12	11.89
Inventory turnover	18.90	7.83	3.99	...	8.46	9.41
<u>Liquidity/Solvency (ratios)</u>						
Working capital	4.44	2.85	1.18	2.87	1.75	1.45
Debt to equity	0.13	0.51	1.61	0.51	0.76	0.67
Liabilities to assets	0.19	0.47	0.82	0.48	0.46	1.00
Interest coverage	3.97	1.69	-1.04	2.00	1.43	-0.31
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				65	35	
Pretax profit				69	31	
Net profit				68	32	
Percentage of firms with zero or negative equity(2)						15

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 11 - Fishing industries  
 SICE Grouping 031

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	17.4	4.9
Accounts receivable	6.7	9.2
Inventory	2.8	14.3
Capital assets	40.3	49.6
Other assets	13.7	13.1
<b>Total operating assets</b>	<b>80.9</b>	<b>91.0</b>
Investments and accounts with affiliates	12.8	6.0
Portfolio investments and loans with non-affiliates	6.3	3.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	8.8	9.7
Borrowing:		
Banks	13.0	8.0
Short term paper	0.0	0.3
Mortgages	2.2	27.9
Bonds	0.4	6.4
Other loans	8.5	5.6
Amount owing to affiliates	20.7	23.0
Other liabilities	2.0	1.1
Deferred income tax	0.9	3.6
<b>Total liabilities</b>	<b>56.6</b>	<b>85.7</b>
<b>Shareholders' equity</b>		
Share capital	2.4	1.6
Retained earnings	36.2	9.5
Other surplus	4.8	3.1
<b>Total shareholders' equity</b>	<b>43.4</b>	<b>14.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>33.2</b>	<b>32.2</b>
<b>Current liabilities - % of total assets</b>	<b>19.0</b>	<b>22.5</b>

# Small and Medium Firms

## Financial Performance Indicators for Canadian Business

Revenue under \$25 million, Reference Year 1996

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Industry 12 - Services incidental to fishing

SICE Grouping 032

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	353					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	13.8	4.1	-3.6	4.5	3.9	3.6
Pretax profit margin	15.6	4.9	-3.6	5.2	4.6	4.7
Operating profit margin	7.8	3.5	-1.6	3.5	-2.3	3.3
Gross profit margin	53.5	33.5	21.1	44.0	26.1	13.3
Operating revenue to net operating assets	307.1	131.3	81.4	108.9	141.0	...
Return on net operating assets	15.6	9.2	2.1	10.1	7.5	...
Pretax profit to assets	18.1	4.3	-5.0	3.6	6.0	11.7
Return on capital employed	10.0	5.1	0.3	5.3	3.6	...
Return on equity (2)	35.3	12.4	-2.3	11.2	14.9	...
<i>Efficiency (ratios)</i>						
Receivable turnover	7.40	4.58	3.86	...	7.40	...
Inventory turnover	...	0.83	...	...	1.25	16.19
<i>Liquidity/Solvency (ratios)</i>						
Working capital	4.23	1.44	1.10	1.66	1.20	1.12
Debt to equity	...	3.18	...	...	3.18	...
Liabilities to assets	0.45	0.76	1.04	0.81	0.70	0.57
Interest coverage	1.97	0.72	-0.25	...	0.86	19.80
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	72		28			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	23					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms****Financial Performance Indicators for Canadian Business****Revenue under \$25 million, Reference Year 1996**

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**Industry** 12 - Services incidental to fishing  
**SICE Grouping** 032

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.8	4.5
Accounts receivable	15.1	17.4
Inventory	25.7	32.1
Capital assets	36.6	23.5
Other assets	2.2	14.6
<b>Total operating assets</b>	<b>90.5</b>	<b>92.1</b>
Investments and accounts with affiliates	8.2	4.9
Portfolio investments and loans with non-affiliates	1.3	3.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	12.1	16.5
Borrowing:		
Banks	16.1	3.1
Short term paper	0.6	0.3
Mortgages	6.4	0.6
Bonds	6.5	3.4
Other loans	8.9	1.8
Amount owing to affiliates	30.8	31.6
Other liabilities	1.1	3.3
Deferred income tax	2.2	8.9
<b>Total liabilities</b>	<b>84.9</b>	<b>69.6</b>
<b>Shareholders' equity</b>		
Share capital	38.1	9.7
Retained earnings	-23.1	20.2
Other surplus	0.2	0.5
<b>Total shareholders' equity</b>	<b>15.1</b>	<b>30.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>58.1</b>	<b>57.9</b>
<b>Current liabilities - % of total assets</b>	<b>41.7</b>	<b>22.7</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 13 - Logging industry

SICE Grouping 041

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	4,598					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	8.7	2.1	-4.1	1.7	2.5	1.6
Pretax profit margin	10.7	2.7	-3.8	2.2	3.1	2.1
Operating profit margin	16.1	5.1	-0.7	5.1	4.9	2.3
Gross profit margin	50.7	26.7	15.3	35.5	20.6	12.7
Operating revenue to net operating assets	240.5	153.9	103.7	152.8	168.9	303.2
Return on net operating assets	19.3	7.8	-4.1	7.5	9.6	9.6
Pretax profit to assets	15.6	4.1	-6.1	2.6	6.1	5.4
Return on capital employed	19.9	9.3	2.8	9.4	9.1	9.7
Return on equity (2)	33.0	12.8	-2.3	10.6	15.1	14.0
<u>Efficiency (ratios)</u>						
Receivable turnover	14.17	11.44	7.35	11.21	11.57	13.15
Inventory turnover	14.38	5.12	3.27	5.12	9.32	12.07
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.36	1.39	1.02	1.55	1.34	1.09
Debt to equity	0.49	0.85	2.21	0.81	0.83	1.33
Liabilities to assets	0.42	0.70	0.94	0.71	0.68	0.70
Interest coverage	3.65	1.32	0.25	1.14	1.39	2.56
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	69		31			
Pretax profit	61		39			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			19			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 13 - Logging industry  
 SICE Grouping 041

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	11.7	5.4
Accounts receivable	8.9	20.8
Inventory	4.3	9.9
Capital assets	60.4	39.1
Other assets	3.4	3.8
<b>Total operating assets</b>	<b>88.7</b>	<b>79.1</b>
Investments and accounts with affiliates	4.2	12.4
Portfolio investments and loans with non-affiliates	7.1	8.6
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	12.3	21.1
Borrowing:		
Banks	18.2	12.3
Short term paper	0.8	1.7
Mortgages	2.2	2.1
Bonds	8.7	12.3
Other loans	11.2	6.8
Amount owing to affiliates	11.4	9.2
Other liabilities	3.1	2.6
Deferred income tax	0.2	2.5
<b>Total liabilities</b>	<b>68.0</b>	<b>70.5</b>
<b>Shareholders' equity</b>		
Share capital	3.0	4.8
Retained earnings	27.3	24.4
Other surplus	1.7	0.3
<b>Total shareholders' equity</b>	<b>32.0</b>	<b>29.5</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>31.1</b>	<b>50.6</b>
<b>Current liabilities - % of total assets</b>	<b>33.3</b>	<b>45.5</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 14 - Forestry services industry

SICE Grouping 051

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	656					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	8.3	2.2	-2.2	1.3	2.9	1.3
Pretax profit margin	10.1	2.8	-1.9	2.1	3.6	1.8
Operating profit margin	9.0	4.9	0.3	4.9	2.7	1.9
Gross profit margin	42.2	20.6	13.0	35.4	16.2	17.4
Operating revenue to net operating assets	412.9	275.4	141.9	209.2	314.1	352.3
Return on net operating assets	26.0	11.5	1.7	11.5	10.3	8.0
Pretax profit to assets	21.6	5.1	-4.1	2.3	9.1	4.5
Return on capital employed	21.2	10.2	1.9	9.5	10.7	8.7
Return on equity (2)	42.8	20.1	1.3	19.3	20.9	7.5
<u>Efficiency (ratios)</u>						
Receivable turnover	12.72	9.20	6.07	9.20	9.00	4.73
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.53	1.52	0.92	1.01	1.55	1.19
Debt to equity	0.22	0.55	1.92	0.97	0.38	...
Liabilities to assets	0.45	0.73	0.97	0.81	0.61	0.74
Interest coverage	8.60	1.91	0.82	1.64	3.42	4.12
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	79		21			
Pretax profit	75		25			
Net profit	72		28			
Percentage of firms with zero or negative equity(2)			14			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms***Revenue under \$25 million, Reference Year 1996***Financial Performance Indicators for Canadian Business**

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Industry 14 - Forestry services industry  
 SICE Grouping 051

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	13.5	1.6
Accounts receivable	16.1	43.2
Inventory	7.9	8.4
Capital assets	40.0	24.7
Other assets	2.9	4.6
<b>Total operating assets</b>	<b>80.4</b>	<b>82.6</b>
Investments and accounts with affiliates	16.4	16.2
Portfolio investments and loans with non-affiliates	3.2	1.2
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	13.1	23.7
Borrowing:		
Banks	18.4	6.5
Short term paper	0.1	0.7
Mortgages	3.4	1.4
Bonds	1.3	7.8
Other loans	10.6	3.7
Amount owing to affiliates	7.7	26.1
Other liabilities	2.7	11.4
Deferred income tax	1.0	3.0
<b>Total liabilities</b>	<b>58.2</b>	<b>84.2</b>
<b>Shareholders' equity</b>		
Share capital	12.4	3.3
Retained earnings	27.3	12.5
Other surplus	2.0	0.0
<b>Total shareholders' equity</b>	<b>41.8</b>	<b>15.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>37.5</b>	<b>58.9</b>
<b>Current liabilities - % of total assets</b>	<b>28.3</b>	<b>54.2</b>

# Small and Medium Firms

## Financial Performance Indicators for Canadian Business

Revenue under \$25 million, Reference Year 1996

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Industry 15 - Metal mines

SICE Grouping 061

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	167					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	14.5	-1.1	-100.0	-11.8	3.9	2.9
Pretax profit margin	18.4	-3.1	-100.0	-11.8	5.3	3.6
Operating profit margin	6.9	4.5	2.4	2.4	...	5.4
Gross profit margin	48.1	31.0	16.5	40.3	26.6	...
Operating revenue to net operating assets	347.5	107.8	23.9	186.7	7.2	70.4
Return on net operating assets	12.3	6.6	-13.0	6.6	...	3.1
Pretax profit to assets	10.8	-0.8	-9.3	-2.3	2.0	-0.1
Return on capital employed	17.8	1.3	-5.5	6.3	1.3	-0.9
Return on equity (2)	19.0	0.7	-5.9	-2.5	10.2	-2.3
<u>Efficiency (ratios)</u>						
Receivable turnover	3.12	1.14	0.88	0.88	...	4.37
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	8.68	2.20	1.00	2.00	...	...
Debt to equity	0.15	1.21	2.54	1.15	...	...
Liabilities to assets	0.04	0.28	0.79	0.20	0.43	0.56
Interest coverage	2.15	0.84	-3.48	0.84	...	...
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				79	21	
Pretax profit				79	21	
Net profit				79	21	
Percentage of firms with zero or negative equity(2)				21		

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 15 - Metal mines  
 SICE Grouping 061

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.0	6.0
Accounts receivable	7.8	7.5
Inventory	0.1	9.4
Capital assets	26.0	61.5
Other assets	27.5	6.6
<b>Total operating assets</b>	<b>65.4</b>	<b>91.0</b>
Investments and accounts with affiliates	23.2	1.7
Portfolio investments and loans with non-affiliates	11.5	7.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	8.3	11.3
Borrowing:		
Banks	3.8	10.4
Short term paper	0.2	-
Mortgages	0.1	4.1
Bonds	0.5	5.0
Other loans	2.4	4.4
Amount owing to affiliates	22.2	10.7
Other liabilities	0.6	9.7
Deferred income tax	1.7	-0.2
<b>Total liabilities</b>	<b>39.7</b>	<b>55.5</b>
<b>Shareholders' equity</b>		
Share capital	124.1	50.2
Retained earnings	-231.5	-11.6
Other surplus	167.7	5.8
<b>Total shareholders' equity</b>	<b>60.3</b>	<b>44.5</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>16.1</b>	<b>25.0</b>
<b>Current liabilities - % of total assets</b>	<b>10.0</b>	<b>19.3</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 16 - Non-metal mines (except coal)  
SICE Grouping 062

	Small firms with revenue under \$5 million			Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median	
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million
Number of firms in the group		53			

### Financial ratios

#### Profitability (percentages)

Net profit margin	17.7	5.6	-6.9	-1.1	12.5	5.5
Pretax profit margin	22.0	6.2	-6.9	-0.5	14.0	6.4
Operating profit margin	...	11.7	...	...	15.9	2.3
Gross profit margin	62.4	40.5	20.9	46.2	38.1	30.2
Operating revenue to net operating assets	...	42.4	...	...	59.3	100.1
Return on net operating assets	...	8.5	...	...	10.9	10.4
Pretax profit to assets	16.0	3.1	-5.1	-0.7	9.6	5.3
Return on capital employed	10.0	7.0	1.9	3.6	7.7	7.4
Return on equity (2)	21.7	4.9	-7.9	-2.3	11.7	11.8

#### Efficiency (ratios)

Receivable turnover	...	7.20	...	...	5.91	7.93
Inventory turnover	...	0.98	...	...	...	5.89

#### Liquidity/Solvency (ratios)

Working capital	...	3.34	...	...	4.00	1.86
Debt to equity	...	0.66	...	...	0.05	0.12
Liabilities to assets	0.30	0.49	0.88	0.61	0.48	0.64
Interest coverage	...	0.53	...	...	...	4.23

### Distribution of firms by profits/losses

	<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>
Operating profit	60	40
Pretax profit	60	40
Net profit	60	40
Percentage of firms with zero or negative equity(2)	30	

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 16 - Non-metal mines (except coal)

SICE Grouping 062

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.4	3.0
Accounts receivable	8.3	11.1
Inventory	14.2	15.3
Capital assets	49.0	42.8
Other assets	9.7	11.2
<b>Total operating assets</b>	<b>88.6</b>	<b>83.3</b>
Investments and accounts with affiliates	3.6	16.3
Portfolio investments and loans with non-affiliates	7.8	0.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	7.4	9.0
Borrowing:		
Banks	7.8	33.8
Short term paper	0.2	0.0
Mortgages	0.3	0.8
Bonds	1.9	3.4
Other loans	3.0	12.8
Amount owing to affiliates	35.5	12.8
Other liabilities	5.5	15.4
Deferred income tax	0.3	4.1
<b>Total liabilities</b>	<b>61.9</b>	<b>92.1</b>
<b>Shareholders' equity</b>		
Share capital	18.2	32.2
Retained earnings	19.9	-41.1
Other surplus	-	16.9
<b>Total shareholders' equity</b>	<b>38.1</b>	<b>7.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>40.2</b>	<b>34.8</b>
<b>Current liabilities - % of total assets</b>	<b>47.8</b>	<b>48.7</b>

Industry 17 - Crude petroleum and natural gas industries  
SICE Grouping 071

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,246					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	28.6	9.7	-6.5	9.4	11.0	12.3
Pretax profit margin	35.4	13.3	-4.5	13.0	14.1	14.1
Operating profit margin	21.8	15.8	-5.0	3.0	16.0	13.4
Gross profit margin	69.8	45.6	32.2	54.6	35.7	...
Operating revenue to net operating assets	138.8	58.8	29.8	58.1	58.8	48.0
Return on net operating assets	15.1	3.1	-2.9	1.9	8.4	8.4
Pretax profit to assets	16.1	5.4	-1.5	5.2	5.6	5.1
Return on capital employed	14.4	2.9	-2.9	2.1	9.2	1.7
Return on equity (2)	21.8	6.6	-1.2	6.4	7.3	9.8
<u>Efficiency (ratios)</u>						
Receivable turnover	10.94	6.31	3.12	6.31	5.35	4.88
Inventory turnover	...	4.67	...	...	4.67	12.53
<u>Liquidity/Solvency (ratios)</u>						
Working capital	6.53	2.59	1.39	4.50	1.65	1.09
Debt to equity	0.10	0.29	0.80	0.29	0.35	0.42
Liabilities to assets	0.11	0.31	0.64	0.29	0.35	0.43
Interest coverage	6.78	2.94	-1.64	0.32	3.73	-2.35
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	62		38			
Pretax profit	68		32			
Net profit	66		34			
Percentage of firms with zero or negative equity(2)			13			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 17 - Crude petroleum and natural gas industries  
 SICE Grouping 071

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.0	1.3
Accounts receivable	6.7	3.0
Inventory	0.5	0.1
Capital assets	49.1	18.8
Other assets	3.0	1.3
<b>Total operating assets</b>	<b>67.4</b>	<b>24.4</b>
Investments and accounts with affiliates	18.7	74.3
Portfolio investments and loans with non-affiliates	13.9	1.2
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	10.7	4.1
Borrowing:		
Banks	7.7	19.3
Short term paper	0.3	0.3
Mortgages	1.7	0.0
Bonds	2.9	0.3
Other loans	4.4	17.4
Amount owing to affiliates	12.0	3.5
Other liabilities	2.5	5.9
Deferred income tax	1.6	1.1
<b>Total liabilities</b>	<b>43.7</b>	<b>51.9</b>
<b>Shareholders' equity</b>		
Share capital	59.1	41.6
Retained earnings	-3.8	4.4
Other surplus	0.9	2.1
<b>Total shareholders' equity</b>	<b>56.3</b>	<b>48.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>27.6</b>	<b>35.4</b>
<b>Current liabilities - % of total assets</b>	<b>17.8</b>	<b>5.8</b>

Industry 18 - Stone quarries  
 SICE Grouping 081

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	194					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	10.0	2.2	-7.5	0.8	2.7	3.3
Pretax profit margin	13.3	3.3	-3.6	2.8	3.8	4.2
Operating profit margin	...	2.6	...	...	12.3	3.2
Gross profit margin	50.4	27.0	17.5	42.5	25.9	19.9
Operating revenue to net operating assets	...	88.9	...	...	108.3	108.6
Return on net operating assets	...	4.4	...	...	9.5	3.6
Pretax profit to assets	13.6	2.7	-2.9	1.4	4.0	4.0
Return on capital employed	...	6.3	...	1.5	9.7	4.8
Return on equity (2)	18.7	6.2	-2.5	4.1	7.1	7.2
<u>Efficiency (ratios)</u>						
Receivable turnover	...	6.32	...	...	5.66	4.96
Inventory turnover	...	6.94	...	...	...	11.35
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.40	...	...	1.35	3.01
Debt to equity	...	1.32	...	...	0.93	0.40
Liabilities to assets	0.29	0.61	0.88	0.63	0.59	0.48
Interest coverage	...	-1.42	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 18 - Stone quarries  
 SICE Grouping 081

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.2	4.5
Accounts receivable	17.1	18.7
Inventory	15.9	11.8
Capital assets	41.1	57.1
Other assets	2.1	2.9
<b>Total operating assets</b>	<b>80.3</b>	<b>94.9</b>
Investments and accounts with affiliates	16.0	5.0
Portfolio investments and loans with non-affiliates	3.7	0.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	15.3	6.9
Borrowing:		
Banks	13.5	18.2
Short term paper	-	-
Mortgages	3.5	3.2
Bonds	-	-
Other loans	7.5	6.0
Amount owing to affiliates	10.6	12.9
Other liabilities	1.3	2.2
Deferred income tax	1.4	2.4
<b>Total liabilities</b>	<b>53.0</b>	<b>51.9</b>
<b>Shareholders' equity</b>		
Share capital	16.3	27.8
Retained earnings	30.7	19.4
Other surplus	-	1.0
<b>Total shareholders' equity</b>	<b>47.0</b>	<b>48.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>41.9</b>	<b>37.1</b>
<b>Current liabilities - % of total assets</b>	<b>29.6</b>	<b>14.9</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 19 - Sand and gravel pits

SICE Grouping 082

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better	Average	Worse	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
	Q3	Q2	Q1			
	75%	50%	25%			
Number of firms in the group	565					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	9.2	2.3	-6.6	2.4	2.3	2.4
Pretax profit margin	11.5	3.4	-6.0	3.5	3.2	3.0
Operating profit margin	10.8	6.5	-2.6	5.4	3.1	8.0
Gross profit margin	49.3	28.6	17.1	39.7	23.9	20.1
Operating revenue to net operating assets	187.6	117.9	51.6	68.8	175.2	133.2
Return on net operating assets	11.8	2.6	-3.8	1.4	7.7	7.6
Pretax profit to assets	10.0	2.6	-3.7	1.8	3.1	4.6
Return on capital employed	12.9	2.7	-2.2	2.5	8.1	6.3
Return on equity (2)	18.3	4.9	-4.6	4.5	5.3	6.9
<u>Efficiency (ratios)</u>						
Receivable turnover	11.49	6.87	5.99	7.03	6.87	5.36
Inventory turnover	12.47	8.73	0.92	...	9.81	6.12
<u>Liquidity/Solvency (ratios)</u>						
Working capital	7.05	1.30	1.08	1.90	1.16	0.91
Debt to equity	0.05	0.53	1.21	0.44	0.95	0.83
Liabilities to assets	0.31	0.63	0.89	0.66	0.59	0.63
Interest coverage	4.75	1.94	0.24	1.48	1.57	2.97
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	71		29			
Pretax profit	69		31			
Net profit	69		31			
Percentage of firms with zero or negative equity(2)			17			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms***Revenue under \$25 million, Reference Year 1996***Financial Performance Indicators for Canadian Business**

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Industry 19 - Sand and gravel pits  
 SICE Grouping 082

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.6	2.3
Accounts receivable	11.6	14.5
Inventory	13.4	7.3
Capital assets	42.7	50.4
Other assets	2.9	8.0
<b>Total operating assets</b>	<b>78.2</b>	<b>82.6</b>
Investments and accounts with affiliates	11.8	10.7
Portfolio investments and loans with non-affiliates	10.0	6.7
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	9.6	9.6
Borrowing:		
Banks	15.5	19.5
Short term paper	0.2	0.4
Mortgages	1.3	2.6
Bonds	2.8	4.1
Other loans	10.1	13.6
Amount owing to affiliates	13.2	11.4
Other liabilities	1.8	0.8
Deferred income tax	1.5	3.9
<b>Total liabilities</b>	<b>56.1</b>	<b>65.9</b>
<b>Shareholders' equity</b>		
Share capital	2.0	2.7
Retained earnings	42.0	31.4
Other surplus	0.0	-
<b>Total shareholders' equity</b>	<b>43.9</b>	<b>34.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>39.1</b>	<b>28.9</b>
<b>Current liabilities - % of total assets</b>	<b>28.3</b>	<b>21.4</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 20 - Service industries incidental to crude petroleum and natural gas

SICE Grouping 091

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,807					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	12.5	4.4	-2.5	4.7	4.1	2.2
Pretax profit margin	15.7	5.6	-2.2	5.9	5.2	2.7
Operating profit margin	16.2	10.6	3.2	12.0	5.4	2.4
Gross profit margin	69.0	43.9	27.0	54.9	35.6	28.8
Operating revenue to net operating assets	246.6	191.2	132.8	182.8	204.3	192.0
Return on net operating assets	25.9	13.1	0.6	13.1	11.9	7.2
Pretax profit to assets	25.3	8.5	-3.7	7.7	9.6	4.5
Return on capital employed	21.8	11.5	2.7	11.5	11.4	6.2
Return on equity (2)	35.3	15.8	-2.0	14.4	17.5	12.8
<u>Efficiency (ratios)</u>						
Receivable turnover	10.70	6.82	4.93	6.42	6.94	4.84
Inventory turnover	11.59	6.21	2.64	4.46	10.70	6.27
<u>Liquidity/Solvency (ratios)</u>						
Working capital	4.45	1.82	1.23	1.89	1.64	0.94
Debt to equity	0.28	0.61	1.51	0.50	0.69	1.33
Liabilities to assets	0.31	0.61	0.88	0.59	0.62	0.73
Interest coverage	7.29	4.10	1.06	6.13	3.27	2.39
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	77		23			
Pretax profit	78		22			
Net profit	79		21			
Percentage of firms with zero or negative equity(2)			6			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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**Industry** 20 - Service industries incidental to crude petroleum and natural gas  
**SICE Grouping** 091

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	12.6	7.2
Accounts receivable	21.6	22.5
Inventory	2.3	2.6
Capital assets	40.8	45.1
Other assets	2.0	5.5
<b>Total operating assets</b>	<b>79.3</b>	<b>83.0</b>
Investments and accounts with affiliates	18.3	15.5
Portfolio investments and loans with non-affiliates	2.5	1.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	12.0	17.6
Borrowing:		
Banks	12.7	12.9
Short term paper	0.2	0.2
Mortgages	0.6	0.4
Bonds	2.4	2.2
Other loans	6.3	6.3
Amount owing to affiliates	14.3	30.4
Other liabilities	2.2	1.7
Deferred income tax	1.0	2.9
<b>Total liabilities</b>	<b>51.6</b>	<b>74.6</b>
<b>Shareholders' equity</b>		
Share capital	12.9	13.0
Retained earnings	35.1	4.8
Other surplus	0.4	7.7
<b>Total shareholders' equity</b>	<b>48.4</b>	<b>25.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>35.7</b>	<b>34.9</b>
<b>Current liabilities - % of total assets</b>	<b>24.6</b>	<b>33.9</b>

Industry 21 - Service industries incidental to mining  
 SICE Grouping 092

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	657					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	10.1	0.3	-39.8	-1.9	3.1	1.2
Pretax profit margin	12.4	1.1	-37.4	-1.2	3.6	1.6
Operating profit margin	5.0	1.0	-3.5	-2.3	4.8	1.5
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	203.9	154.2	23.4	100.7	186.2	76.6
Return on net operating assets	8.4	-0.1	-10.0	-5.3	9.1	-0.6
Pretax profit to assets	14.5	0.8	-4.7	-0.6	4.5	3.9
Return on capital employed	14.7	5.0	-4.8	-0.9	11.4	0.0
Return on equity (2)	18.6	-0.1	-5.8	-1.8	9.6	7.8
<u>Efficiency (ratios)</u>						
Receivable turnover	8.20	5.28	3.15	4.82	6.32	7.82
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.78	1.29	0.97	1.66	1.15	0.79
Debt to equity	0.13	0.77	1.10	0.68	0.88	0.72
Liabilities to assets	0.09	0.37	0.76	0.27	0.53	0.60
Interest coverage	4.95	1.39	-0.32	-0.20	2.40	0.95
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	11					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 221 - Gambling operations  
 SICE Grouping 966

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	17.6	-
Accounts receivable	3.6	-
Inventory	2.8	-
Capital assets	42.4	-
Other assets	15.4	-
<b>Total operating assets</b>	<b>81.8</b>	-
Investments and accounts with affiliates	10.5	-
Portfolio investments and loans with non-affiliates	7.7	-
<b>Total assets</b>	<b>100.0</b>	-
<b>Liabilities</b>		
Accounts payable	15.2	-
Borrowing:		
Banks	10.3	-
Short term paper	0.4	-
Mortgages	6.7	-
Bonds	4.8	-
Other loans	8.2	-
Amount owing to affiliates	7.1	-
Other liabilities	2.8	-
Deferred income tax	0.0	-
<b>Total liabilities</b>	<b>55.5</b>	-
<b>Shareholders' equity</b>		
Share capital	-	-
Retained earnings	44.5	-
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>44.5</b>	-
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	-
<b>Current assets - % of total assets</b>	<b>28.3</b>	-
<b>Current liabilities - % of total assets</b>	<b>24.9</b>	-

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 222 - Other amusement and recreational services

SICE Grouping 969

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,314					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.9	-0.1	-7.6	-0.7	1.0	0.1
Pretax profit margin	7.1	0.3	-7.5	-0.5	1.2	0.1
Operating profit margin	9.3	2.6	-5.6	1.6	7.3	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	237.5	167.3	105.5	178.8	147.3	...
Return on net operating assets	16.4	5.8	-6.7	1.9	15.3	...
Pretax profit to assets	10.1	0.3	-9.3	-0.7	2.4	1.4
Return on capital employed	15.9	8.7	-2.4	3.5	13.2	...
Return on equity (2)	26.3	6.7	-7.8	5.6	9.7	-0.2
<u>Efficiency (ratios)</u>						
Receivable turnover	...	9.83	...	...	...	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.56	1.67	1.09	2.15	1.05	...
Debt to equity	0.26	0.53	2.06	0.48	0.56	...
Liabilities to assets	0.56	0.86	1.11	0.90	0.75	0.69
Interest coverage	3.80	0.93	-2.47	-0.09	1.83	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	70		30			
Pretax profit	64		36			
Net profit	64		36			
Percentage of firms with zero or negative equity(2)						20

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 222 - Other amusement and recreational services

**SICE Grouping** 969

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.6	-
Accounts receivable	1.7	-
Inventory	3.3	-
Capital assets	63.7	-
Other assets	4.6	-
<b>Total operating assets</b>	<b>80.0</b>	-
Investments and accounts with affiliates	9.4	-
Portfolio investments and loans with non-affiliates	10.6	-
<b>Total assets</b>	<b>100.0</b>	-
<b>Liabilities</b>		
Accounts payable	10.9	-
Borrowing:		
Banks	11.7	-
Short term paper	0.4	-
Mortgages	9.8	-
Bonds	5.8	-
Other loans	7.3	-
Amount owing to affiliates	11.3	-
Other liabilities	1.0	-
Deferred income tax	1.5	-
<b>Total liabilities</b>	<b>59.6</b>	-
<b>Shareholders' equity</b>		
Share capital	15.3	-
Retained earnings	25.0	-
Other surplus	0.0	-
<b>Total shareholders' equity</b>	<b>40.4</b>	-
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	-
<b>Current assets - % of total assets</b>	<b>18.5</b>	-
<b>Current liabilities - % of total assets</b>	<b>21.1</b>	-

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 223 - Barber and beauty shops

SICE Grouping 971

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	2,510					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	3.3	0.4	-3.4	0.3	1.0	...
Pretax profit margin	3.9	0.6	-3.2	0.5	1.1	...
Operating profit margin	5.7	1.1	-3.8	-0.2	1.5	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	422.8	187.9	150.1	187.9	218.5	...
Return on net operating assets	17.0	-3.3	-21.1	-3.3	17.8	...
Pretax profit to assets	14.6	1.4	-15.7	0.9	5.2	...
Return on capital employed	15.4	4.8	-17.3	-1.7	12.8	...
Return on equity (2)	30.0	10.0	-8.6	9.1	16.7	...
<i>Efficiency (ratios)</i>						
Receivable turnover	...	...	...	...	...	...
Inventory turnover	...	...	...	...	...	...
<i>Liquidity/Solvency (ratios)</i>						
Working capital	2.36	1.78	1.07	1.78	0.98	...
Debt to equity	0.42	0.75	2.06	0.75	0.61	...
Liabilities to assets	0.48	0.85	1.14	0.86	0.77	...
Interest coverage	3.25	1.64	-1.24	1.64	1.76	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)						30

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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Industry 223 - Barber and beauty shops

SICE Grouping 971

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	17.8	-
Accounts receivable	4.5	-
Inventory	15.4	-
Capital assets	37.6	-
Other assets	6.3	-
<b>Total operating assets</b>	<b>81.6</b>	<b>-</b>
Investments and accounts with affiliates	11.7	-
Portfolio investments and loans with non-affiliates	6.8	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	26.2	-
Borrowing:		
Banks	12.7	-
Short term paper	0.1	-
Mortgages	6.1	-
Bonds	1.9	-
Other loans	4.2	-
Amount owing to affiliates	21.0	-
Other liabilities	5.6	-
Deferred income tax	-0.1	-
<b>Total liabilities</b>	<b>77.7</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	3.3	-
Retained earnings	18.9	-
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>22.3</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>49.1</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>46.1</b>	<b>-</b>

Industry 224 - Laundries and cleaners  
SICE Grouping 972

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	2,048					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	4.5	0.3	-5.1	-0.4	0.9	1.3
Pretax profit margin	5.5	0.6	-4.8	0.4	1.4	1.8
Operating profit margin	9.6	2.9	-2.1	2.3	4.2	6.5
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	399.7	248.4	135.1	246.5	253.9	272.5
Return on net operating assets	16.2	8.4	-2.3	6.0	14.7	10.8
Pretax profit to assets	10.1	0.8	-9.5	-0.1	2.5	3.5
Return on capital employed	15.3	8.4	-1.9	6.0	14.8	16.9
Return on equity (2)	26.1	7.2	-8.3	6.9	7.9	12.6
<i>Efficiency (ratios)</i>						
Receivable turnover	14.44	12.40	10.09	12.72	9.86	9.12
Inventory turnover	...	...	...	...	...	...
<i>Liquidity/Solvency (ratios)</i>						
Working capital	1.91	1.15	0.81	1.15	1.23	0.83
Debt to equity	0.42	0.74	2.41	0.74	1.26	...
Liabilities to assets	0.58	0.92	1.15	0.96	0.73	0.76
Interest coverage	3.73	1.00	0.14	0.59	2.06	...
Distribution of firms by profits/losses						
	Firms with profits (%)		Firms with losses (%)			
Operating profit	77		23			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 224 - Laundries and cleaners  
 SICE Grouping 972

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	3.8	5.9
Accounts receivable	11.6	17.2
Inventory	13.1	9.3
Capital assets	54.7	59.1
Other assets	8.2	3.9
<b>Total operating assets</b>	<b>91.4</b>	<b>95.3</b>
Investments and accounts with affiliates	4.8	4.4
Portfolio investments and loans with non-affiliates	3.7	0.3
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	17.9	22.3
Borrowing:		
Banks	25.4	25.7
Short term paper	0.2	-
Mortgages	12.1	1.4
Bonds	2.6	3.4
Other loans	8.5	7.0
Amount owing to affiliates	28.5	11.5
Other liabilities	3.8	0.8
Deferred income tax	1.3	6.1
<b>Total liabilities</b>	<b>100.4</b>	<b>78.3</b>
<b>Shareholders' equity</b>		
Share capital	8.1	8.1
Retained earnings	-12.6	10.7
Other surplus	4.1	3.0
<b>Total shareholders' equity</b>	<b>-0.4</b>	<b>21.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>28.0</b>	<b>34.2</b>
<b>Current liabilities - % of total assets</b>	<b>39.3</b>	<b>35.3</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 225 - Funeral services

SICE Grouping 973

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	850					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	12.9	6.4	0.7	4.9	8.1	3.3
Pretax profit margin	16.9	8.5	1.3	6.4	10.9	5.8
Operating profit margin	17.4	9.1	2.0	5.7	14.5	4.6
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	178.2	96.0	59.0	96.0	87.2	99.7
Return on net operating assets	13.6	5.4	2.2	3.5	10.8	6.5
Pretax profit to assets	13.0	5.3	0.6	3.8	7.1	4.3
Return on capital employed	14.6	8.6	3.7	8.3	8.7	9.3
Return on equity (2)	21.0	11.3	3.5	9.5	12.4	7.7
<u>Efficiency (ratios)</u>						
Receivable turnover	15.22	10.30	6.71	10.59	8.88	9.64
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.91	1.46	0.98	1.56	1.42	0.76
Debt to equity	0.09	0.38	1.60	0.28	1.15	...
Liabilities to assets	0.34	0.63	0.87	0.68	0.59	0.73
Interest coverage	8.50	3.07	1.63	3.07	3.28	3.99
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	86		14			
Pretax profit	86		14			
Net profit	85		15			
Percentage of firms with zero or negative equity(2)			4			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 225 - Funeral services  
 SICE Grouping 973

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.7	3.7
Accounts receivable	6.0	11.8
Inventory	5.3	2.3
Capital assets	35.1	38.6
Other assets	10.1	18.6
<b>Total operating assets</b>	<b>67.2</b>	<b>75.2</b>
Investments and accounts with affiliates	4.5	5.7
Portfolio investments and loans with non-affiliates	28.3	19.1
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	7.7	9.1
Borrowing:		
Banks	9.9	8.1
Short term paper	0.4	0.3
Mortgages	3.3	1.1
Bonds	4.5	4.1
Other loans	4.8	2.9
Amount owing to affiliates	10.7	9.7
Other liabilities	29.3	33.4
Deferred income tax	0.2	1.0
<b>Total liabilities</b>	<b>70.8</b>	<b>69.6</b>
<b>Shareholders' equity</b>		
Share capital	1.7	1.9
Retained earnings	23.7	28.5
Other surplus	3.7	-
<b>Total shareholders' equity</b>	<b>29.2</b>	<b>30.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>28.2</b>	<b>20.4</b>
<b>Current liabilities - % of total assets</b>	<b>17.3</b>	<b>23.9</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 226 - Other personal and household services

SICE Grouping 979

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,250					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.5	0.5	-5.4	-0.4	1.4	1.3
Pretax profit margin	6.3	0.6	-5.2	-0.3	1.8	2.3
Operating profit margin	8.2	4.9	0.5	5.2	2.6	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	318.5	270.5	131.8	230.6	290.3	...
Return on net operating assets	22.0	14.2	2.0	10.6	14.2	...
Pretax profit to assets	14.4	1.2	-11.6	-0.2	3.8	4.6
Return on capital employed	23.5	10.3	0.2	7.4	11.6	...
Return on equity (2)	36.1	12.5	-3.8	12.6	11.9	17.7
<u>Efficiency (ratios)</u>						
Receivable turnover	...	9.70	...	...	9.70	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.75	2.00	1.31	2.07	1.27	...
Debt to equity	0.14	0.46	1.97	0.47	0.38	...
Liabilities to assets	0.55	0.89	1.13	0.92	0.74	0.62
Interest coverage	5.51	1.94	0.91	1.44	5.51	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	83		17			
Pretax profit	80		20			
Net profit	80		20			
Percentage of firms with zero or negative equity(2)	25					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 226 - Other personal and household services

SICE Grouping 979

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.8	-
Accounts receivable	7.1	-
Inventory	10.7	-
Capital assets	37.7	-
Other assets	8.5	-
<b>Total operating assets</b>	<b>71.8</b>	<b>-</b>
Investments and accounts with affiliates	13.8	-
Portfolio investments and loans with non-affiliates	14.4	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	14.6	-
Borrowing:		
Banks	16.9	-
Short term paper	0.1	-
Mortgages	1.9	-
Bonds	1.8	-
Other loans	13.8	-
Amount owing to affiliates	22.1	-
Other liabilities	7.5	-
Deferred income tax	1.4	-
<b>Total liabilities</b>	<b>80.1</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	15.4	-
Retained earnings	2.0	-
Other surplus	2.5	-
<b>Total shareholders' equity</b>	<b>19.9</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>40.9</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>31.1</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 227 - Machinery and equipment rental and leasing services  
SICE Grouping 991

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	5,997					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	10.2	1.9	-5.2	1.4	2.8	1.9
Pretax profit margin	12.5	2.6	-4.7	1.8	3.6	2.4
Operating profit margin	12.2	3.5	-3.7	2.2	6.0	2.6
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	214.3	143.1	79.2	127.8	179.3	231.1
Return on net operating assets	14.5	5.8	-3.8	3.2	10.3	11.5
Pretax profit to assets	11.9	2.5	-4.6	1.6	4.9	4.5
Return on capital employed	15.0	5.9	-2.4	4.4	10.0	9.5
Return on equity (2)	28.6	10.3	-1.9	8.6	13.2	13.2
<u>Efficiency (ratios)</u>						
Receivable turnover	12.63	8.08	5.82	8.69	7.66	5.56
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.23	1.66	1.04	1.67	1.55	0.86
Debt to equity	0.36	0.88	2.19	1.09	0.69	1.18
Liabilities to assets	0.43	0.74	1.00	0.78	0.67	0.72
Interest coverage	4.32	1.65	-0.80	1.29	2.68	1.50
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	72		28			
Pretax profit	69		31			
Net profit	69		31			
Percentage of firms with zero or negative equity(2)			14			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 227 - Machinery and equipment rental and leasing services

**SICE Grouping** 991

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.4	2.8
Accounts receivable	10.4	20.6
Inventory	7.9	11.4
Capital assets	54.2	50.1
Other assets	3.0	7.4
<b>Total operating assets</b>	<b>81.9</b>	<b>92.2</b>
Investments and accounts with affiliates	12.9	2.9
Portfolio investments and loans with non-affiliates	5.2	4.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	10.0	21.1
Borrowing:		
Banks	17.7	13.8
Short term paper	0.3	5.5
Mortgages	3.9	4.3
Bonds	3.0	4.5
Other loans	9.1	9.2
Amount owing to affiliates	20.4	32.4
Other liabilities	2.1	3.7
Deferred income tax	1.3	3.1
<b>Total liabilities</b>	<b>67.7</b>	<b>97.5</b>
<b>Shareholders' equity</b>		
Share capital	5.3	7.4
Retained earnings	24.0	-10.8
Other surplus	2.9	5.8
<b>Total shareholders' equity</b>	<b>32.3</b>	<b>2.5</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>29.4</b>	<b>37.9</b>
<b>Current liabilities - % of total assets</b>	<b>24.9</b>	<b>39.1</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 228 - Automobile and truck rental and leasing services

SICE Grouping 992

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,424					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	10.1	1.9	-5.0	1.9	1.9	0.7
Pretax profit margin	11.6	2.3	-4.4	2.6	2.1	0.9
Operating profit margin	17.6	6.2	0.1	6.1	6.8	3.0
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	135.9	64.9	40.1	63.1	68.7	94.8
Return on net operating assets	10.6	6.5	0.7	5.2	7.4	6.3
Pretax profit to assets	7.3	1.5	-3.4	1.3	1.8	1.3
Return on capital employed	11.7	7.2	1.4	5.7	8.1	7.5
Return on equity (2)	22.1	6.7	-2.8	6.2	7.2	7.4
<u>Efficiency (ratios)</u>						
Receivable turnover	12.79	10.11	5.63	8.01	10.46	9.45
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.58	1.82	1.02	2.05	1.25	1.22
Debt to equity	0.58	1.52	4.36	1.10	3.13	2.12
Liabilities to assets	0.56	0.83	0.98	0.79	0.86	0.89
Interest coverage	3.03	1.45	0.94	1.36	1.74	1.36
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	80		20			
Pretax profit	77		23			
Net profit	77		23			
Percentage of firms with zero or negative equity(2)			13			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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**Industry** 228 - Automobile and truck rental and leasing services**SICE Grouping** 992

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.0	2.1
Accounts receivable	8.6	11.8
Inventory	10.4	25.7
Capital assets	58.3	52.4
Other assets	3.9	1.5
<b>Total operating assets</b>	<b>86.1</b>	<b>93.5</b>
Investments and accounts with affiliates	10.0	3.5
Portfolio investments and loans with non-affiliates	3.9	3.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	4.6	6.3
Borrowing:		
Banks	34.7	33.7
Short term paper	1.6	1.3
Mortgages	3.4	3.3
Bonds	3.2	9.4
Other loans	21.6	20.4
Amount owing to affiliates	8.7	6.3
Other liabilities	3.4	3.3
Deferred income tax	2.2	5.1
<b>Total liabilities</b>	<b>83.4</b>	<b>89.1</b>
<b>Shareholders' equity</b>		
Share capital	2.7	2.0
Retained earnings	13.6	8.6
Other surplus	0.3	0.4
<b>Total shareholders' equity</b>	<b>16.6</b>	<b>10.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>26.7</b>	<b>38.0</b>
<b>Current liabilities - % of total assets</b>	<b>25.9</b>	<b>28.9</b>

Industry 229 - Photographers  
 SICE Grouping 993

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	2,191					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.8	1.1	-5.0	0.9	2.8	...
Pretax profit margin	8.3	1.2	-4.6	1.1	3.1	...
Operating profit margin	9.1	3.1	-1.9	2.2	6.2	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	335.6	212.1	137.9	208.0	190.4	...
Return on net operating assets	23.6	10.1	-2.6	8.4	18.4	...
Pretax profit to assets	16.6	2.4	-9.1	1.9	6.0	...
Return on capital employed	20.7	9.5	-1.7	8.4	13.0	...
Return on equity (2)	32.2	10.3	-6.3	9.5	14.1	...
<u>Efficiency (ratios)</u>						
Receivable turnover	8.54	7.38	6.60	7.59	6.30	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.27	1.58	1.02	1.45	1.70	...
Debt to equity	0.23	1.27	1.69	1.34	0.24	...
Liabilities to assets	0.41	0.77	1.05	0.77	0.71	...
Interest coverage	6.00	1.42	-1.54	1.33	3.88	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	70		30			
Pretax profit	67		33			
Net profit	67		33			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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Industry 229 - Photographers

SICE Grouping 993

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	12.0	-
Accounts receivable	12.8	-
Inventory	12.7	-
Capital assets	42.7	-
Other assets	4.2	-
<b>Total operating assets</b>	<b>84.4</b>	<b>-</b>
Investments and accounts with affiliates	8.3	-
Portfolio investments and loans with non-affiliates	7.3	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	18.1	-
Borrowing:		
Banks	14.7	-
Short term paper	0.1	-
Mortgages	5.8	-
Bonds	0.8	-
Other loans	8.7	-
Amount owing to affiliates	14.1	-
Other liabilities	3.4	-
Deferred income tax	0.3	-
<b>Total liabilities</b>	<b>66.0</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	0.8	-
Retained earnings	33.2	-
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>34.0</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>47.1</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>33.7</b>	<b>-</b>

Industry 230 - Other repair services  
 SICE Grouping 994

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	5,252					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	8.7	2.8	-1.4	2.5	3.4	2.0
Pretax profit margin	10.7	3.4	-1.3	3.0	4.3	2.5
Operating profit margin	9.0	4.0	0.8	3.4	4.8	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	382.0	254.8	160.4	253.7	281.5	...
Return on net operating assets	22.6	10.4	2.7	7.8	17.1	...
Pretax profit to assets	20.1	6.5	-2.8	5.3	9.0	5.8
Return on capital employed	18.6	8.6	3.0	6.8	13.4	...
Return on equity (2)	35.3	15.4	0.6	13.6	18.0	16.5
<u>Efficiency (ratios)</u>						
Receivable turnover	11.61	8.84	6.77	8.99	8.18	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.67	1.66	1.13	1.67	1.61	...
Debt to equity	0.21	0.62	1.81	0.63	0.58	...
Liabilities to assets	0.36	0.65	0.91	0.67	0.61	0.74
Interest coverage	5.14	1.90	0.50	1.57	3.64	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	84		16			
Pretax profit	77		23			
Net profit	77		23			
Percentage of firms with zero or negative equity(2)						12

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

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Industry 230 - Other repair services

SICE Grouping 994

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	11.0	-
Accounts receivable	24.4	-
Inventory	21.5	-
Capital assets	33.4	-
Other assets	2.0	-
<b>Total operating assets</b>	<b>92.3</b>	<b>-</b>
Investments and accounts with affiliates	3.1	-
Portfolio investments and loans with non-affiliates	4.6	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	21.8	-
Borrowing:		
Banks	15.5	-
Short term paper	0.1	-
Mortgages	2.7	-
Bonds	1.3	-
Other loans	6.7	-
Amount owing to affiliates	10.0	-
Other liabilities	1.6	-
Deferred income tax	0.3	-
<b>Total liabilities</b>	<b>60.0</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	1.8	-
Retained earnings	37.9	-
Other surplus	0.3	-
<b>Total shareholders' equity</b>	<b>40.0</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>60.9</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>37.0</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 231 - Services to buildings and dwellings

SICE Grouping 995

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	3,868					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.0	1.5	-2.0	1.3	2.0	1.3
Pretax profit margin	7.5	1.9	-1.8	1.6	2.7	1.5
Operating profit margin	7.2	2.0	-1.6	1.2	3.4	2.1
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	401.1	302.6	183.3	273.6	328.8	403.3
Return on net operating assets	18.5	8.4	-5.6	3.7	13.5	15.7
Pretax profit to assets	19.1	4.9	-6.2	3.9	7.9	5.3
Return on capital employed	16.4	8.3	-3.1	4.9	12.4	13.3
Return on equity (2)	35.3	14.6	-1.4	14.0	16.1	12.7
<u>Efficiency (ratios)</u>						
Receivable turnover	12.88	9.01	6.60	9.37	7.98	9.30
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.33	1.31	0.98	1.30	1.35	1.16
Debt to equity	0.19	0.75	1.83	0.80	0.61	0.62
Liabilities to assets	0.46	0.77	1.02	0.80	0.68	0.72
Interest coverage	4.75	1.23	-1.75	1.00	2.00	2.96
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	74		26			
Pretax profit	68		32			
Net profit	69		31			
Percentage of firms with zero or negative equity(2)			22			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 231 - Services to buildings and dwellings

SICE Grouping 995

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.6	7.2
Accounts receivable	25.9	29.5
Inventory	4.8	15.0
Capital assets	36.9	33.4
Other assets	6.1	3.3
<b>Total operating assets</b>	<b>84.3</b>	<b>88.3</b>
Investments and accounts with affiliates	10.7	7.8
Portfolio investments and loans with non-affiliates	5.0	3.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	20.4	23.3
Borrowing:		
Banks	15.4	6.7
Short term paper	0.1	0.8
Mortgages	5.0	7.7
Bonds	1.0	1.9
Other loans	6.8	1.4
Amount owing to affiliates	15.5	25.5
Other liabilities	2.6	2.6
Deferred income tax	0.5	0.3
<b>Total liabilities</b>	<b>67.3</b>	<b>70.2</b>
<b>Shareholders' equity</b>		
Share capital	3.4	5.0
Retained earnings	27.0	24.6
Other surplus	2.3	0.2
<b>Total shareholders' equity</b>	<b>32.7</b>	<b>29.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>45.8</b>	<b>55.8</b>
<b>Current liabilities - % of total assets</b>	<b>39.4</b>	<b>44.5</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 232 - Travel services

SICE Grouping 996

	Small firms with revenue under \$5 million			Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median	
	Better	Average	Worse	Firms under \$500,000	Firms \$500,000 to \$5 million
	Q3 75%	Q2 50%	Q1 25%		Median
Number of firms in the group	8,303				

**Financial ratios**Profitability (percentages)

Net profit margin	3.5	0.5	-1.6	1.2	0.3	0.5
Pretax profit margin	4.3	0.6	-1.4	1.5	0.4	0.6
Operating profit margin	9.2	3.5	-1.2	3.9	2.3	0.5
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	363.6	238.4	163.9	238.1	243.6	300.2
Return on net operating assets	22.7	9.3	-2.4	8.3	11.9	22.0
Pretax profit to assets	14.9	3.1	-8.1	2.5	3.8	7.7
Return on capital employed	18.9	8.7	1.3	7.7	12.0	16.0
Return on equity (2)	30.0	11.1	-2.4	9.0	13.2	19.4

Efficiency (ratios)

Receivable turnover	10.26	6.14	3.39	6.15	6.11	9.50
Inventory turnover	...	...	...	...	...	...

Liquidity/Solvency (ratios)

Working capital	3.43	2.07	1.43	2.15	1.62	1.25
Debt to equity	0.20	0.74	2.01	0.74	0.73	0.27
Liabilities to assets	0.42	0.70	0.98	0.68	0.71	0.69
Interest coverage	7.58	2.06	-0.30	1.67	4.03	3.11

**Distribution of firms by profits/losses**

	<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>
Operating profit	73	27
Pretax profit	72	28
Net profit	73	27
Percentage of firms with zero or negative equity(2)	18	

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**  
**Revenue under \$25 million, Reference Year 1996**

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Industry 232 - Travel services

SICE Grouping 996

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	28.6	21.4
Accounts receivable	23.3	24.0
Inventory	1.0	0.4
Capital assets	18.4	15.1
Other assets	9.3	19.8
<b>Total operating assets</b>	<b>80.6</b>	<b>80.7</b>
Investments and accounts with affiliates	8.8	9.8
Portfolio investments and loans with non-affiliates	10.6	9.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	28.9	42.0
Borrowing:		
Banks	5.5	6.4
Short term paper	0.2	0.0
Mortgages	1.9	1.1
Bonds	2.7	0.5
Other loans	2.6	2.6
Amount owing to affiliates	20.9	16.8
Other liabilities	5.1	12.2
Deferred income tax	0.2	0.2
<b>Total liabilities</b>	<b>68.0</b>	<b>81.8</b>
<b>Shareholders' equity</b>		
Share capital	13.7	9.9
Retained earnings	17.3	7.8
Other surplus	1.1	0.5
<b>Total shareholders' equity</b>	<b>32.0</b>	<b>18.2</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>68.1</b>	<b>77.4</b>
<b>Current liabilities - % of total assets</b>	<b>41.0</b>	<b>69.8</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 233 - Other services n.e.c.

SICE Grouping 999

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	4,160					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	9.2	2.0	-2.2	1.9	2.1	0.8
Pretax profit margin	12.2	2.6	-1.8	2.6	2.8	0.9
Operating profit margin	13.5	2.9	-1.6	2.9	2.0	0.8
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	437.2	321.5	153.5	300.7	409.6	...
Return on net operating assets	19.9	6.5	-4.8	6.0	11.8	...
Pretax profit to assets	20.5	4.8	-4.2	3.4	7.7	5.1
Return on capital employed	16.9	6.4	0.4	6.2	11.9	2.9
Return on equity (2)	39.9	13.6	-0.5	9.9	20.2	14.4
<u>Efficiency (ratios)</u>						
Receivable turnover	9.19	6.63	4.04	5.14	8.26	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.82	1.81	1.10	2.07	1.57	0.67
Debt to equity	0.24	0.50	2.19	0.46	0.51	...
Liabilities to assets	0.41	0.78	1.01	0.79	0.75	0.76
Interest coverage	7.03	1.86	0.44	1.95	1.70	1.74
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	76		24			
Pretax profit	71		29			
Net profit	70		30			
Percentage of firms with zero or negative equity(2)			15			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 233 - Other services n.e.c.  
SICE Grouping 999

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	16.9	3.8
Accounts receivable	14.4	8.6
Inventory	7.9	9.1
Capital assets	27.0	24.5
Other assets	5.1	10.6
<b>Total operating assets</b>	<b>71.3</b>	<b>56.6</b>
Investments and accounts with affiliates	13.0	43.4
Portfolio investments and loans with non-affiliates	15.7	0.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	16.0	19.9
Borrowing:		
Banks	14.3	9.3
Short term paper	0.2	0.1
Mortgages	3.3	9.1
Bonds	2.2	1.1
Other loans	8.6	6.2
Amount owing to affiliates	14.6	2.8
Other liabilities	4.0	20.6
Deferred income tax	0.4	12.0
<b>Total liabilities</b>	<b>63.5</b>	<b>81.1</b>
<b>Shareholders' equity</b>		
Share capital	5.6	3.6
Retained earnings	30.3	14.9
Other surplus	0.5	0.5
<b>Total shareholders' equity</b>	<b>36.5</b>	<b>18.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>55.1</b>	<b>25.6</b>
<b>Current liabilities - % of total assets</b>	<b>39.0</b>	<b>44.6</b>

Industry 234 - Total non-financial  
SICE Grouping

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	447,124					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.7	1.6	-2.5	1.5	1.8	1.2
Pretax profit margin	9.6	2.0	-2.3	1.9	2.2	1.6
Operating profit margin	10.9	3.3	-1.1	3.1	3.5	2.3
Gross profit margin	52.3	34.1	21.3	41.8	27.5	19.0
Operating revenue to net operating assets	346.2	203.0	89.0	175.0	257.4	314.3
Return on net operating assets	17.2	7.0	-2.2	5.2	10.0	10.1
Pretax profit to assets	14.9	3.4	-4.2	2.5	5.0	4.7
Return on capital employed	15.9	7.1	-0.3	5.7	9.3	8.7
Return on equity (2)	29.2	10.6	-1.1	8.9	12.7	12.9
<u>Efficiency (ratios)</u>						
Receivable turnover	12.26	8.33	5.42	8.56	8.04	7.65
Inventory turnover	11.83	5.00	2.17	4.50	5.52	5.95
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.33	1.75	1.14	1.91	1.58	1.32
Debt to equity	0.24	0.76	2.09	0.73	0.83	1.27
Liabilities to assets	0.41	0.73	1.00	0.76	0.70	0.74
Interest coverage	5.00	1.47	0.06	1.11	2.04	2.44
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	75		25			
Pretax profit	68		32			
Net profit	67		33			
Percentage of firms with zero or negative equity(2)					21	

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 234 - Total non-financial

SICE Grouping

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.8	5.4
Accounts receivable	12.3	19.9
Inventory	12.6	20.4
Capital assets	42.4	33.2
Other assets	4.1	4.9
<b>Total operating assets</b>	<b>79.1</b>	<b>83.7</b>
Investments and accounts with affiliates	12.5	11.7
Portfolio investments and loans with non-affiliates	8.4	4.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	12.7	18.3
Borrowing:		
Banks	15.3	15.6
Short term paper	0.4	0.8
Mortgages	8.8	7.6
Bonds	4.8	5.0
Other loans	8.0	7.4
Amount owing to affiliates	19.7	14.5
Other liabilities	3.2	4.0
Deferred income tax	0.7	1.5
<b>Total liabilities</b>	<b>73.8</b>	<b>74.7</b>
<b>Shareholders' equity</b>		
Share capital	8.6	13.3
Retained earnings	15.1	9.4
Other surplus	2.5	2.5
<b>Total shareholders' equity</b>	<b>26.2</b>	<b>25.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>39.7</b>	<b>49.7</b>
<b>Current liabilities - % of total assets</b>	<b>29.6</b>	<b>38.5</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 235 - Total mining

SICE Grouping

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	2,335					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	15.7	4.2	-5.8	4.2	4.2	3.5
Pretax profit margin	20.0	5.7	-4.6	5.8	5.4	4.7
Operating profit margin	17.5	5.4	-5.0	3.3	7.9	9.0
Gross profit margin	60.0	36.1	21.2	46.4	30.4	23.6
Operating revenue to net operating assets	163.8	85.8	36.3	71.0	91.8	82.3
Return on net operating assets	12.7	2.6	-5.9	2.1	8.9	8.5
Pretax profit to assets	18.6	5.0	-3.4	4.5	6.0	4.7
Return on capital employed	14.1	2.9	-3.7	2.1	9.3	6.4
Return on equity (2)	26.7	7.8	-3.1	6.3	10.7	9.9
<u>Efficiency (ratios)</u>						
Receivable turnover	10.33	6.52	3.54	5.99	6.69	5.66
Inventory turnover	14.48	6.85	2.21	3.21	10.09	6.42
<u>Liquidity/Solvency (ratios)</u>						
Working capital	5.81	2.01	1.20	2.98	1.30	1.12
Debt to equity	0.10	0.34	1.30	0.34	0.50	0.86
Liabilities to assets	0.19	0.49	0.82	0.46	0.53	0.60
Interest coverage	5.66	1.85	-1.45	0.97	3.73	2.15
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	66		34			
Pretax profit	70		30			
Net profit	69		31			
Percentage of firms with zero or negative equity(2)						
13						

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 235 - Total mining

SICE Grouping

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.8	4.7
Accounts receivable	7.8	9.1
Inventory	2.9	1.4
Capital assets	46.8	55.5
Other assets	3.3	3.4
<b>Total operating assets</b>	<b>68.5</b>	<b>74.2</b>
Investments and accounts with affiliates	19.6	24.1
Portfolio investments and loans with non-affiliates	11.9	1.7
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	9.7	8.6
Borrowing:		
Banks	9.3	14.2
Short term paper	0.2	0.7
Mortgages	1.6	0.5
Bonds	2.7	1.9
Other loans	5.2	7.5
Amount owing to affiliates	16.9	12.4
Other liabilities	2.3	2.0
Deferred income tax	1.5	3.5
<b>Total liabilities</b>	<b>49.4</b>	<b>51.6</b>
<b>Shareholders' equity</b>		
Share capital	49.4	37.8
Retained earnings	-3.8	4.0
Other surplus	5.0	6.6
<b>Total shareholders' equity</b>	<b>50.6</b>	<b>48.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>28.6</b>	<b>16.1</b>
<b>Current liabilities - % of total assets</b>	<b>19.2</b>	<b>16.2</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 236 - Total manufacturing

SICE Grouping

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	48,190					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.5	2.0	-2.0	1.0	2.7	2.1
Pretax profit margin	7.9	2.4	-1.9	1.2	3.3	2.7
Operating profit margin	9.1	3.5	-0.5	2.7	4.2	3.0
Gross profit margin	48.5	32.9	21.9	41.4	28.2	22.2
Operating revenue to net operating assets	353.9	236.8	146.4	206.5	270.6	284.0
Return on net operating assets	19.2	9.0	-1.3	5.2	11.7	10.9
Pretax profit to assets	14.6	4.5	-3.6	1.9	6.6	5.9
Return on capital employed	17.1	8.2	0.9	5.8	10.8	9.0
Return on equity (2)	29.2	12.1	0.2	7.5	14.5	13.3
<u>Efficiency (ratios)</u>						
Receivable turnover	10.62	7.48	5.48	7.70	7.37	7.23
Inventory turnover	13.75	7.03	3.45	6.35	7.29	6.67
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.11	1.64	1.12	1.72	1.60	1.43
Debt to equity	0.26	0.79	1.85	0.83	0.73	1.03
Liabilities to assets	0.40	0.69	0.95	0.77	0.64	0.65
Interest coverage	5.96	1.86	0.33	1.20	2.57	2.73
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	76		24			
Pretax profit	72		28			
Net profit	72		28			
Percentage of firms with zero or negative equity(2)						17

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 236 - Total manufacturing

SICE Grouping

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.5	6.8
Accounts receivable	21.4	27.0
Inventory	17.0	21.9
Capital assets	31.5	27.0
Other assets	4.4	5.2
<b>Total operating assets</b>	<b>82.9</b>	<b>87.9</b>
Investments and accounts with affiliates	11.2	9.4
Portfolio investments and loans with non-affiliates	5.9	2.7
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	17.5	21.3
Borrowing:		
Banks	15.4	15.8
Short term paper	0.3	0.4
Mortgages	2.8	1.8
Bonds	3.2	3.6
Other loans	7.2	6.6
Amount owing to affiliates	16.9	13.4
Other liabilities	3.3	4.2
Deferred income tax	0.8	1.4
<b>Total liabilities</b>	<b>67.3</b>	<b>68.5</b>
<b>Shareholders' equity</b>		
Share capital	7.9	12.2
Retained earnings	23.6	16.5
Other surplus	1.2	2.8
<b>Total shareholders' equity</b>	<b>32.7</b>	<b>31.5</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>54.8</b>	<b>61.4</b>
<b>Current liabilities - % of total assets</b>	<b>36.2</b>	<b>41.9</b>

Industry 237 - Total construction and real estate

SICE Grouping

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	91,866					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	8.2	1.6	-3.6	1.5	1.9	1.4
Pretax profit margin	10.3	2.0	-3.2	1.9	2.4	1.8
Operating profit margin	16.5	4.5	-1.4	4.5	4.4	2.3
Gross profit margin	44.8	27.4	16.1	33.9	20.4	12.4
Operating revenue to net operating assets	305.1	129.2	31.3	103.0	193.8	255.2
Return on net operating assets	15.5	6.4	-1.5	5.3	9.2	7.1
Pretax profit to assets	12.0	2.1	-3.7	1.4	4.1	4.0
Return on capital employed	14.4	6.6	-0.2	5.8	8.7	7.6
Return on equity (2)	25.0	7.6	-2.8	5.8	11.4	12.7
<u>Efficiency (ratios)</u>						
Receivable turnover	11.37	7.60	4.97	7.86	7.19	6.75
Inventory turnover	16.81	8.09	2.84	8.07	8.17	12.98
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.34	1.75	1.13	1.85	1.55	1.30
Debt to equity	0.30	0.81	2.18	0.85	0.75	1.33
Liabilities to assets	0.44	0.76	1.00	0.78	0.72	0.78
Interest coverage	4.50	1.28	0.38	1.13	2.00	2.18
Distribution of firms by profits/losses						
			<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>		
Operating profit			79	21		
Pretax profit			60	40		
Net profit			60	40		
Percentage of firms with zero or negative equity(2)						30

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 237 - Total construction and real estate

SICE Grouping

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.6	3.6
Accounts receivable	7.6	12.3
Inventory	8.9	13.0
Capital assets	53.7	48.3
Other assets	2.4	3.4
<b>Total operating assets</b>	<b>78.2</b>	<b>80.6</b>
Investments and accounts with affiliates	13.3	12.4
Portfolio investments and loans with non-affiliates	8.5	7.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	8.5	12.4
Borrowing:		
Banks	15.2	11.3
Short term paper	0.6	0.6
Mortgages	19.1	26.1
Bonds	6.9	5.7
Other loans	8.6	5.2
Amount owing to affiliates	23.2	17.9
Other liabilities	3.4	4.3
Deferred income tax	0.7	2.2
<b>Total liabilities</b>	<b>86.2</b>	<b>85.8</b>
<b>Shareholders' equity</b>		
Share capital	8.6	10.3
Retained earnings	1.9	0.5
Other surplus	3.4	3.5
<b>Total shareholders' equity</b>	<b>13.8</b>	<b>14.2</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>27.3</b>	<b>27.1</b>
<b>Current liabilities - % of total assets</b>	<b>24.2</b>	<b>22.6</b>

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Industry 238 - Total transportation, storage, communications and utilities

SICE Grouping

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	24,381					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.2	1.5	-3.4	1.3	1.9	1.4
Pretax profit margin	8.7	1.9	-3.1	1.6	2.4	1.9
Operating profit margin	10.2	3.6	-1.8	3.2	4.3	2.6
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	304.7	190.3	120.6	177.6	213.4	240.9
Return on net operating assets	18.2	7.7	-3.8	5.9	10.5	10.5
Pretax profit to assets	14.0	3.3	-5.8	2.5	4.9	4.5
Return on capital employed	16.6	8.0	-1.3	6.7	9.6	9.7
Return on equity (2)	30.0	11.3	-3.1	10.2	12.6	13.9
<u>Efficiency (ratios)</u>						
Receivable turnover	14.06	9.79	6.37	10.82	8.68	8.48
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.04	1.57	1.02	1.84	1.33	1.12
Debt to equity	0.29	0.79	2.00	0.71	0.94	1.46
Liabilities to assets	0.47	0.77	1.00	0.80	0.71	0.76
Interest coverage	4.50	1.65	0.10	1.26	2.38	2.16
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	75		25			
Pretax profit	72		28			
Net profit	71		29			
Percentage of firms with zero or negative equity(2)	17					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 238 - Total transportation, storage, communications and utilities

**SICE Grouping**

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.5	6.9
Accounts receivable	16.9	23.1
Inventory	1.9	2.3
Capital assets	50.1	47.3
Other assets	5.9	8.7
<b>Total operating assets</b>	<b>83.3</b>	<b>88.3</b>
Investments and accounts with affiliates	11.4	9.6
Portfolio investments and loans with non-affiliates	5.3	2.1
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	14.1	18.5
Borrowing:		
Banks	18.9	16.7
Short term paper	0.3	0.9
Mortgages	2.3	3.3
Bonds	3.7	4.4
Other loans	11.0	8.5
Amount owing to affiliates	15.2	17.4
Other liabilities	2.8	3.9
Deferred income tax	1.2	2.5
<b>Total liabilities</b>	<b>69.6</b>	<b>76.2</b>
<b>Shareholders' equity</b>		
Share capital	7.1	8.2
Retained earnings	21.0	13.2
Other surplus	2.2	2.5
<b>Total shareholders' equity</b>	<b>30.4</b>	<b>23.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>33.9</b>	<b>38.1</b>
<b>Current liabilities - % of total assets</b>	<b>31.4</b>	<b>38.0</b>

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Industry 239 - Total wholesale trade

SICE Grouping

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	29,256					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.2	1.4	-1.6	1.0	1.6	1.2
Pretax profit margin	6.5	1.7	-1.5	1.2	2.0	1.6
Operating profit margin	6.8	2.3	-0.7	1.5	2.8	2.2
Gross profit margin	41.5	29.2	19.3	35.6	26.1	19.1
Operating revenue to net operating assets	379.2	256.1	153.0	213.0	295.2	347.5
Return on net operating assets	17.1	7.5	-0.8	5.3	10.0	10.6
Pretax profit to assets	14.3	3.9	-3.5	2.0	5.3	4.8
Return on capital employed	15.6	7.7	0.6	5.1	9.1	8.5
Return on equity (2)	29.3	11.4	0.7	8.3	13.0	12.6
<u>Efficiency (ratios)</u>						
Receivable turnover	11.29	7.91	5.23	8.29	7.67	7.89
Inventory turnover	12.58	5.59	2.97	6.31	5.12	5.61
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.32	1.80	1.21	1.88	1.73	1.45
Debt to equity	0.22	0.71	1.83	0.60	0.80	1.09
Liabilities to assets	0.42	0.73	0.98	0.79	0.70	0.73
Interest coverage	6.00	1.66	0.41	1.29	2.04	2.49
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	71		29			
Pretax profit	67		33			
Net profit	67		33			
Percentage of firms with zero or negative equity(2)			20			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 239 - Total wholesale trade

SICE Grouping

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.1	6.2
Accounts receivable	25.2	30.7
Inventory	25.7	30.3
Capital assets	19.0	14.1
Other assets	3.4	5.0
<b>Total operating assets</b>	<b>82.3</b>	<b>86.3</b>
Investments and accounts with affiliates	11.3	9.0
Portfolio investments and loans with non-affiliates	6.4	4.7
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	21.4	25.4
Borrowing:		
Banks	15.3	14.9
Short term paper	0.1	0.5
Mortgages	2.7	1.3
Bonds	1.8	3.1
Other loans	5.4	4.8
Amount owing to affiliates	18.3	14.4
Other liabilities	2.8	4.9
Deferred income tax	-0.1	0.2
<b>Total liabilities</b>	<b>67.8</b>	<b>69.6</b>
<b>Shareholders' equity</b>		
Share capital	6.2	10.6
Retained earnings	24.5	18.0
Other surplus	1.5	1.7
<b>Total shareholders' equity</b>	<b>32.2</b>	<b>30.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>68.0</b>	<b>71.6</b>
<b>Current liabilities - % of total assets</b>	<b>41.5</b>	<b>47.4</b>

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Industry 240 - Total retail trade

SICE Grouping

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	51,474					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	3.4	0.6	-2.3	0.3	0.9	0.8
Pretax profit margin	4.1	0.8	-2.1	0.4	1.1	1.0
Operating profit margin	5.3	1.6	-1.4	1.3	1.9	1.5
Gross profit margin	45.4	32.5	21.5	39.0	26.9	18.0
Operating revenue to net operating assets	405.4	272.2	164.4	234.1	327.7	409.9
Return on net operating assets	15.4	6.3	-2.9	4.1	8.7	9.7
Pretax profit to assets	10.2	2.0	-5.8	0.6	3.5	4.1
Return on capital employed	13.7	6.2	-2.1	4.0	8.0	8.0
Return on equity (2)	24.5	8.6	-2.2	6.4	10.3	12.8
<u>Efficiency (ratios)</u>						
Receivable turnover	16.06	11.56	7.89	11.25	12.06	12.34
Inventory turnover	13.57	5.94	2.86	5.07	6.76	5.44
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.28	1.78	1.17	2.04	1.56	1.21
Debt to equity	0.26	0.87	2.38	0.86	0.87	1.95
Liabilities to assets	0.48	0.80	1.03	0.88	0.73	0.79
Interest coverage	3.17	1.13	-0.59	1.00	1.51	2.21
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	74		26			
Pretax profit	66		34			
Net profit	66		34			
Percentage of firms with zero or negative equity(2)			21			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 240 - Total retail trade

SICE Grouping

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.8	4.8
Accounts receivable	9.3	9.2
Inventory	32.6	51.7
Capital assets	32.3	20.9
Other assets	3.4	3.2
<b>Total operating assets</b>	<b>86.4</b>	<b>89.9</b>
Investments and accounts with affiliates	8.1	5.8
Portfolio investments and loans with non-affiliates	5.4	4.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	17.4	18.4
Borrowing:		
Banks	17.6	25.1
Short term paper	0.3	2.1
Mortgages	5.0	2.9
Bonds	3.0	8.6
Other loans	8.5	15.5
Amount owing to affiliates	17.5	7.5
Other liabilities	1.6	2.3
Deferred income tax	0.2	0.5
<b>Total liabilities</b>	<b>71.0</b>	<b>82.9</b>
<b>Shareholders' equity</b>		
Share capital	2.9	5.1
Retained earnings	25.1	11.3
Other surplus	1.0	0.7
<b>Total shareholders' equity</b>	<b>29.0</b>	<b>17.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>56.8</b>	<b>71.0</b>
<b>Current liabilities - % of total assets</b>	<b>37.6</b>	<b>59.6</b>

Industry 241 - Total services  
SICE Grouping

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	116,749					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	11.3	2.5	-2.2	2.5	2.3	1.3
Pretax profit margin	14.4	3.2	-1.9	3.3	3.0	1.8
Operating profit margin	13.1	4.3	-0.9	4.1	4.4	2.4
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	360.0	221.6	103.5	203.7	266.7	242.6
Return on net operating assets	20.8	7.7	-3.5	6.1	10.9	10.3
Pretax profit to assets	22.5	5.5	-4.5	4.9	6.7	4.8
Return on capital employed	18.5	8.3	-0.6	6.7	10.2	8.2
Return on equity (2)	37.1	14.8	0.9	14.2	16.5	13.9
<u>Efficiency (ratios)</u>						
Receivable turnover	11.84	8.06	4.83	8.14	8.04	6.80
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.57	1.79	1.11	1.96	1.46	1.23
Debt to equity	0.17	0.61	1.99	0.54	0.78	1.09
Liabilities to assets	0.36	0.71	1.01	0.71	0.71	0.76
Interest coverage	6.00	1.50	-0.14	1.25	2.12	1.91
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	74		26			
Pretax profit	70		30			
Net profit	70		30			
Percentage of firms with zero or negative equity(2)			22			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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Industry 241 - Total services

**SICE Grouping**

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.3	6.4
Accounts receivable	12.0	17.7
Inventory	3.5	6.9
Capital assets	40.0	44.9
Other assets	5.7	7.3
<b>Total operating assets</b>	<b>71.6</b>	<b>83.2</b>
Investments and accounts with affiliates	15.8	10.6
Portfolio investments and loans with non-affiliates	12.6	6.3
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	13.7	16.4
Borrowing:		
Banks	14.6	18.0
Short term paper	0.5	0.7
Mortgages	5.5	7.9
Bonds	4.8	5.6
Other loans	8.2	9.2
Amount owing to affiliates	18.5	16.2
Other liabilities	4.4	5.2
Deferred income tax	0.4	1.6
<b>Total liabilities</b>	<b>70.6</b>	<b>80.8</b>
<b>Shareholders' equity</b>		
Share capital	9.6	17.4
Retained earnings	17.8	0.1
Other surplus	1.9	1.7
<b>Total shareholders' equity</b>	<b>29.4</b>	<b>19.2</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>36.0</b>	<b>38.6</b>
<b>Current liabilities - % of total assets</b>	<b>29.0</b>	<b>35.5</b>







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**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 21 - Service industries incidental to mining

SICE Grouping 092

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.5	6.3
Accounts receivable	8.7	7.0
Inventory	2.3	4.5
Capital assets	47.2	49.0
Other assets	5.6	3.0
<b>Total operating assets</b>	<b>70.3</b>	<b>69.6</b>
Investments and accounts with affiliates	19.9	29.1
Portfolio investments and loans with non-affiliates	9.9	1.3
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	9.1	8.8
Borrowing:		
Banks	11.6	8.4
Short term paper	0.3	0.1
Mortgages	0.6	0.3
Bonds	3.4	3.6
Other loans	8.8	5.1
Amount owing to affiliates	22.2	6.0
Other liabilities	2.4	1.2
Deferred income tax	-0.9	1.5
<b>Total liabilities</b>	<b>57.5</b>	<b>35.0</b>
<b>Shareholders' equity</b>		
Share capital	75.4	86.7
Retained earnings	-33.0	-22.3
Other surplus	0.1	0.6
<b>Total shareholders' equity</b>	<b>42.5</b>	<b>65.0</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>22.0</b>	<b>20.4</b>
<b>Current liabilities - % of total assets</b>	<b>17.6</b>	<b>20.3</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 22 - Meat and poultry products industries

SICE Grouping 101

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	464					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	3.1	0.6	-2.0	-0.3	0.9	0.8
Pretax profit margin	3.9	0.7	-2.0	0.0	1.0	1.0
Operating profit margin	5.7	0.9	-0.6	3.1	0.9	1.1
Gross profit margin	40.3	29.1	18.6	39.7	24.0	13.4
Operating revenue to net operating assets	409.7	259.6	181.1	...	368.4	372.6
Return on net operating assets	14.6	3.0	-3.8	1.2	1.8	8.4
Pretax profit to assets	10.5	2.3	-4.3	-0.4	4.0	5.2
Return on capital employed	14.1	3.6	-6.1	6.5	2.4	8.8
Return on equity (2)	22.6	9.4	-1.7	6.3	10.4	12.3
<u>Efficiency (ratios)</u>						
Receivable turnover	...	9.40	...	...	10.96	13.87
Inventory turnover	...	15.58	...	...	13.66	20.93
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.12	1.52	1.15	2.04	1.52	1.54
Debt to equity	...	0.39	...	...	0.79	0.91
Liabilities to assets	0.38	0.75	1.02	0.81	0.72	0.65
Interest coverage	2.03	1.04	0.03	...	1.33	1.62
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	70		30			
Pretax profit	66		34			
Net profit	66		34			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 22 - Meat and poultry products industries  
**SICE Grouping** 101

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	3.3	3.3
Accounts receivable	7.9	26.2
Inventory	12.7	18.5
Capital assets	51.5	36.7
Other assets	2.7	3.4
<b>Total operating assets</b>	<b>78.1</b>	<b>88.1</b>
Investments and accounts with affiliates	20.0	10.7
Portfolio investments and loans with non-affiliates	1.9	1.3
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	13.4	19.0
Borrowing:		
Banks	14.3	25.8
Short term paper	0.5	0.1
Mortgages	0.9	1.6
Bonds	5.2	1.0
Other loans	11.2	4.2
Amount owing to affiliates	23.6	16.1
Other liabilities	0.8	6.2
Deferred income tax	1.0	0.8
<b>Total liabilities</b>	<b>70.9</b>	<b>74.6</b>
<b>Shareholders' equity</b>		
Share capital	1.7	8.2
Retained earnings	26.3	10.9
Other surplus	1.0	6.3
<b>Total shareholders' equity</b>	<b>29.1</b>	<b>25.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>32.0</b>	<b>51.9</b>
<b>Current liabilities - % of total assets</b>	<b>27.2</b>	<b>41.4</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 23 - Fish products industry  
SICE Grouping 102

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	385					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.8	0.6	-5.5	-1.5	1.0	0.7
Pretax profit margin	5.8	0.8	-5.1	-1.5	1.4	1.0
Operating profit margin	3.8	1.6	-2.1	...	1.6	2.0
Gross profit margin	33.2	20.0	9.6	32.6	16.1	10.2
Operating revenue to net operating assets	225.2	120.8	70.5	...	183.5	277.8
Return on net operating assets	7.9	2.1	-6.4	-5.6	7.0	6.7
Pretax profit to assets	11.6	1.8	-8.9	-1.1	3.0	2.7
Return on capital employed	8.8	5.9	0.7	1.9	5.9	7.1
Return on equity (2)	25.3	9.2	-2.4	5.3	9.6	6.3
<u>Efficiency (ratios)</u>						
Receivable turnover	11.78	6.96	8.26	...	4.19	9.44
Inventory turnover	...	6.13	...	...	6.32	12.89
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.38	1.10	1.02	...	1.10	1.34
Debt to equity	0.17	0.57	0.73	...	0.57	0.88
Liabilities to assets	0.34	0.64	0.96	0.77	0.61	0.61
Interest coverage	2.47	0.74	-1.03	...	1.58	1.29
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	12					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 23 - Fish products industry  
**SICE Grouping** 102

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	11.3	3.6
Accounts receivable	13.7	17.3
Inventory	11.3	16.4
Capital assets	35.7	37.2
Other assets	5.8	9.8
<b>Total operating assets</b>	<b>77.8</b>	<b>84.2</b>
Investments and accounts with affiliates	8.6	6.1
Portfolio investments and loans with non-affiliates	13.6	9.6
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	14.6	10.4
Borrowing:		
Banks	17.9	14.5
Short term paper	0.7	0.6
Mortgages	1.4	2.1
Bonds	8.1	7.0
Other loans	6.8	3.6
Amount owing to affiliates	14.9	22.8
Other liabilities	4.2	3.2
Deferred income tax	-0.1	0.8
<b>Total liabilities</b>	<b>68.5</b>	<b>65.1</b>
<b>Shareholders' equity</b>		
Share capital	6.8	2.3
Retained earnings	22.5	31.0
Other surplus	2.3	1.6
<b>Total shareholders' equity</b>	<b>31.5</b>	<b>34.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>42.7</b>	<b>50.2</b>
<b>Current liabilities - % of total assets</b>	<b>41.9</b>	<b>40.2</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 24 - Fruit and vegetable industries  
SICE Grouping 103

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	...					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.7	1.0	-3.2	-0.1	1.1	2.0
Pretax profit margin	5.3	1.2	-3.2	-0.1	1.2	2.8
Operating profit margin	...	...	...	...	...	2.5
Gross profit margin	43.2	27.4	15.8	37.4	25.2	20.6
Operating revenue to net operating assets	...	...	...	...	...	178.5
Return on net operating assets	...	...	...	...	...	5.8
Pretax profit to assets	9.2	2.1	-5.5	-0.9	3.5	5.5
Return on capital employed	...	...	...	...	...	8.1
Return on equity (2)	18.5	7.8	-1.0	10.8	7.1	12.0
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	8.63
Inventory turnover	...	...	...	...	...	7.54
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	...	...	...	...	1.30
Debt to equity	...	...	...	...	...	1.11
Liabilities to assets	0.43	0.74	1.01	0.96	0.68	0.70
Interest coverage	...	...	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	...		...			
Pretax profit	...		...			
Net profit	...		...			
Percentage of firms with zero or negative equity(2)	...					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 24 - Fruit and vegetable industries

SICE Grouping 103

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	-	-
Accounts receivable	-	-
Inventory	-	-
Capital assets	-	-
Other assets	-	-
<b>Total operating assets</b>	-	-
Investments and accounts with affiliates	-	-
Portfolio investments and loans with non-affiliates	-	-
<b>Total assets</b>	-	-
<b>Liabilities</b>		
Accounts payable	-	-
Borrowing:		
Banks	-	-
Short term paper	-	-
Mortgages	-	-
Bonds	-	-
Other loans	-	-
Amount owing to affiliates	-	-
Other liabilities	-	-
Deferred income tax	-	-
<b>Total liabilities</b>	-	-
<b>Shareholders' equity</b>		
Share capital	-	-
Retained earnings	-	-
Other surplus	-	-
<b>Total shareholders' equity</b>	-	-
<b>Total liabilities and shareholders' equity</b>	-	-
<b>Current assets - % of total assets</b>	-	-
<b>Current liabilities - % of total assets</b>	-	-

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 25 - Flour, prepared cereal food and feed industries

SICE Grouping 105

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	188					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	3.7	1.1	-1.9	-1.0	1.2	1.4
Pretax profit margin	4.9	1.4	-1.9	-0.9	1.5	1.6
Operating profit margin	...	2.1	...	...	5.0	2.0
Gross profit margin	31.6	20.3	15.4	27.7	18.9	14.6
Operating revenue to net operating assets	...	322.8	...	...	181.3	437.7
Return on net operating assets	...	9.8	...	...	9.8	7.2
Pretax profit to assets	10.1	3.8	-4.4	-1.1	4.6	4.6
Return on capital employed	...	10.9	...	...	12.1	10.0
Return on equity (2)	20.0	9.5	-0.9	3.9	10.9	12.1
<u>Efficiency (ratios)</u>						
Receivable turnover	...	11.95	...	...	10.55	8.99
Inventory turnover	...	8.02	...	...	6.55	10.20
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.54	...	...	1.45	1.35
Debt to equity	...	0.51	...	...	0.35	0.86
Liabilities to assets	0.34	0.62	0.88	0.61	0.63	0.67
Interest coverage	...	3.42	...	...	4.95	3.85
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)						21

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 25 - Flour, prepared cereal food and feed industries  
**SICE Grouping** 105

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.6	7.1
Accounts receivable	18.5	24.7
Inventory	19.7	20.0
Capital assets	35.1	30.3
Other assets	2.3	1.9
<b>Total operating assets</b>	<b>84.3</b>	<b>84.0</b>
Investments and accounts with affiliates	9.2	12.6
Portfolio investments and loans with non-affiliates	6.6	3.3
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	15.6	18.6
Borrowing:		
Banks	6.4	14.7
Short term paper	0.5	1.0
Mortgages	1.7	2.0
Bonds	5.3	10.5
Other loans	4.5	6.4
Amount owing to affiliates	5.0	9.3
Other liabilities	2.3	9.6
Deferred income tax	0.2	2.8
<b>Total liabilities</b>	<b>41.4</b>	<b>74.8</b>
<b>Shareholders' equity</b>		
Share capital	3.3	4.1
Retained earnings	55.1	19.9
Other surplus	0.2	1.3
<b>Total shareholders' equity</b>	<b>58.6</b>	<b>25.2</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>52.7</b>	<b>53.9</b>
<b>Current liabilities - % of total assets</b>	<b>24.7</b>	<b>36.0</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 26 - Bakery products industries

SICE Grouping 107

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	593					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	3.0	0.4	-3.4	-0.5	1.0	1.9
Pretax profit margin	3.6	0.6	-3.1	-0.4	1.1	2.3
Operating profit margin	7.2	0.6	-0.5	0.6	4.0	1.1
Gross profit margin	59.6	40.0	26.0	48.5	34.3	27.0
Operating revenue to net operating assets	...	262.9	...	364.9	91.1	...
Return on net operating assets	6.9	2.3	-4.7	-1.0	9.8	10.8
Pretax profit to assets	9.0	1.1	-8.6	-1.7	3.0	5.7
Return on capital employed	9.7	6.0	0.5	3.7	6.9	...
Return on equity (2)	16.2	6.3	-5.5	2.9	8.2	12.3
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	...
Inventory turnover	22.36	12.26	10.80	12.26	11.72	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.44	1.89	1.28	1.92	1.63	1.30
Debt to equity	0.37	0.80	2.63	1.43	0.41	0.94
Liabilities to assets	0.40	0.74	1.03	0.79	0.69	0.63
Interest coverage	9.92	1.63	0.08	1.25	6.81	1.60
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	75		25			
Pretax profit	71		29			
Net profit	71		29			
Percentage of firms with zero or negative equity(2)			20			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 26 - Bakery products industries  
 SICE Grouping 107

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	23.6	6.8
Accounts receivable	5.7	20.4
Inventory	9.5	14.4
Capital assets	49.2	40.3
Other assets	3.7	5.1
<b>Total operating assets</b>	<b>91.8</b>	<b>86.9</b>
Investments and accounts with affiliates	5.7	9.2
Portfolio investments and loans with non-affiliates	2.5	3.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	13.1	15.8
Borrowing:		
Banks	23.4	14.4
Short term paper	0.1	0.6
Mortgages	1.6	1.2
Bonds	1.2	6.8
Other loans	18.0	7.2
Amount owing to affiliates	9.6	12.5
Other liabilities	1.4	1.8
Deferred income tax	0.3	2.7
<b>Total liabilities</b>	<b>68.8</b>	<b>63.2</b>
<b>Shareholders' equity</b>		
Share capital	4.7	9.5
Retained earnings	26.5	27.1
Other surplus	-	0.3
<b>Total shareholders' equity</b>	<b>31.2</b>	<b>36.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>41.4</b>	<b>48.0</b>
<b>Current liabilities - % of total assets</b>	<b>28.4</b>	<b>35.8</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 27 - Other food products industries

SICE Grouping 109

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	260					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.0	1.2	-2.9	0.5	1.5	2.1
Pretax profit margin	5.7	1.5	-2.9	0.5	1.8	2.3
Operating profit margin	13.7	5.3	1.7	13.7	2.8	2.4
Gross profit margin	53.9	34.1	20.9	46.7	27.5	21.1
Operating revenue to net operating assets	329.9	202.2	48.4	159.0	251.5	320.2
Return on net operating assets	33.6	8.3	4.1	20.1	8.3	15.4
Pretax profit to assets	13.0	2.7	-6.6	0.8	4.0	6.6
Return on capital employed	22.3	9.5	4.8	...	7.9	12.6
Return on equity (2)	28.6	11.5	0.2	7.1	14.1	17.4
<u>Efficiency (ratios)</u>						
Receivable turnover	...	12.06	...	...	12.82	12.07
Inventory turnover	16.54	7.23	4.21	...	12.60	11.56
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.51	1.59	1.26	1.55	4.12	1.18
Debt to equity	...	0.68	...	...	1.54	1.58
Liabilities to assets	0.47	0.79	1.02	0.92	0.75	0.67
Interest coverage	...	5.13	...	...	2.42	3.91
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	80		20			
Pretax profit	90		10			
Net profit	90		10			
Percentage of firms with zero or negative equity(2)	10					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 27 - Other food products industries  
 SICE Grouping 109

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.7	6.3
Accounts receivable	11.8	24.5
Inventory	13.3	20.7
Capital assets	38.6	28.3
Other assets	2.8	3.5
<b>Total operating assets</b>	<b>76.2</b>	<b>83.3</b>
Investments and accounts with affiliates	5.2	5.8
Portfolio investments and loans with non-affiliates	18.6	11.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	11.7	25.6
Borrowing:		
Banks	5.4	11.7
Short term paper	0.3	0.3
Mortgages	7.5	0.8
Bonds	4.0	3.9
Other loans	3.6	3.9
Amount owing to affiliates	8.9	14.4
Other liabilities	0.4	3.5
Deferred income tax	1.3	1.4
<b>Total liabilities</b>	<b>43.0</b>	<b>65.5</b>
<b>Shareholders' equity</b>		
Share capital	26.8	8.4
Retained earnings	29.4	26.2
Other surplus	0.8	-
<b>Total shareholders' equity</b>	<b>57.0</b>	<b>34.5</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>56.4</b>	<b>64.6</b>
<b>Current liabilities - % of total assets</b>	<b>19.7</b>	<b>48.5</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 28 - Soft drink industry

SICE Grouping 111

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	115					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.3	-1.1	-6.5	-1.7	-1.1	1.3
Pretax profit margin	8.1	-1.1	-6.2	-0.9	-1.1	1.6
Operating profit margin	...	3.0	...	2.9	...	-34.2
Gross profit margin	52.1	34.1	21.6	47.9	29.9	28.3
Operating revenue to net operating assets	...	159.2	...	113.6	...	205.9
Return on net operating assets	...	8.9	...	4.0	...	-29.2
Pretax profit to assets	8.5	-0.6	-10.0	-0.5	-0.6	3.4
Return on capital employed	...	8.6	...	7.3	...	2.1
Return on equity (2)	16.8	4.8	-4.3	4.4	5.2	8.8
<u>Efficiency (ratios)</u>						
Receivable turnover	...	10.68	...	8.30	...	7.54
Inventory turnover	...	14.23	...	13.89	...	15.34
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.04	...	1.36	...	1.71
Debt to equity	...	0.49	...	...	...	1.39
Liabilities to assets	0.24	0.55	0.99	0.66	0.50	0.64
Interest coverage	...	1.57	...	...	...	4.43
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	67		33			
Pretax profit	74		26			
Net profit	74		26			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 28 - Soft drink industry  
 SICE Grouping 111

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	17.2	4.1
Accounts receivable	14.9	20.9
Inventory	10.0	7.5
Capital assets	26.9	16.0
Other assets	2.7	1.6
<b>Total operating assets</b>	<b>71.7</b>	<b>50.1</b>
Investments and accounts with affiliates	26.3	21.3
Portfolio investments and loans with non-affiliates	2.0	28.6
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	13.9	11.4
Borrowing:		
Banks	18.5	19.2
Short term paper	0.1	0.0
Mortgages	0.8	0.0
Bonds	1.0	0.3
Other loans	8.4	9.7
Amount owing to affiliates	18.4	6.6
Other liabilities	3.8	16.6
Deferred income tax	0.6	0.1
<b>Total liabilities</b>	<b>65.4</b>	<b>63.9</b>
<b>Shareholders' equity</b>		
Share capital	6.9	10.3
Retained earnings	26.0	25.5
Other surplus	1.7	0.3
<b>Total shareholders' equity</b>	<b>34.6</b>	<b>36.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>48.0</b>	<b>30.2</b>
<b>Current liabilities - % of total assets</b>	<b>35.3</b>	<b>17.8</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 29 - Brewery products industry

SICE Grouping 113

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	106					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	3.4	-0.8	-8.2	-1.3	2.7	2.0
Pretax profit margin	3.8	-0.8	-8.2	-1.3	3.5	2.5
Operating profit margin	...	-12.0	...	...	...	...
Gross profit margin	62.3	49.4	37.3	50.9	40.2	38.4
Operating revenue to net operating assets	...	141.7	...	...	...	...
Return on net operating assets	...	-16.4	...	...	...	...
Pretax profit to assets	7.8	-1.4	-13.6	-1.6	5.1	5.4
Return on capital employed	...	3.9	...	...	...	...
Return on equity (2)	54.3	11.9	-7.5	11.9	22.0	...
<u>Efficiency (ratios)</u>						
Receivable turnover	...	5.13	...	...	...	...
Inventory turnover	...	6.36	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.18	...	...	...	...
Debt to equity	...	0.42	...	...	...	...
Liabilities to assets	0.68	0.98	1.29	1.01	0.68	0.67
Interest coverage	...	-3.57	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)						30

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms***Revenue under \$25 million, Reference Year 1996***Financial Performance Indicators for Canadian Business**

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**Industry** 29 - Brewery products industry**SICE Grouping** 113

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	2.0	-
Accounts receivable	8.2	-
Inventory	10.8	-
Capital assets	71.1	-
Other assets	5.8	-
<b>Total operating assets</b>	<b>97.9</b>	<b>-</b>
Investments and accounts with affiliates	2.1	-
Portfolio investments and loans with non-affiliates	-	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	10.7	-
Borrowing:		
Banks	16.8	-
Short term paper	0.6	-
Mortgages	3.1	-
Bonds	7.0	-
Other loans	10.6	-
Amount owing to affiliates	18.0	-
Other liabilities	2.3	-
Deferred income tax	0.3	-
<b>Total liabilities</b>	<b>69.4</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	30.6	-
Retained earnings	-3.0	-
Other surplus	3.0	-
<b>Total shareholders' equity</b>	<b>30.6</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>23.3</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>21.0</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 30 - Wine industry

SICE Grouping 114

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	69					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	8.7	2.1	-3.8	-0.1	5.3	3.3
Pretax profit margin	10.0	2.4	-3.1	0.2	5.8	4.9
Operating profit margin	...	5.8	...	...	...	...
Gross profit margin	58.2	54.0	41.7	56.2	46.8	33.5
Operating revenue to net operating assets	...	211.8	...	...	...	...
Return on net operating assets	...	10.0	...	...	...	...
Pretax profit to assets	13.9	1.7	-8.9	0.2	8.0	7.1
Return on capital employed	...	8.0	...	...	...	...
Return on equity (2)	37.1	17.6	5.7	30.3	10.6	8.8
<u>Efficiency (ratios)</u>						
Receivable turnover	...	12.85	...	...	...	...
Inventory turnover	...	1.44	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.78	...	...	...	...
Debt to equity	...	2.39	...	...	...	...
Liabilities to assets	0.63	0.89	1.02	0.93	0.74	0.52
Interest coverage	...	1.48	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 30 - Wine industry  
**SICE Grouping** 114

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	3.6	-
Accounts receivable	7.1	-
Inventory	43.4	-
Capital assets	35.3	-
Other assets	3.7	-
<b>Total operating assets</b>	<b>93.1</b>	<b>-</b>
Investments and accounts with affiliates	3.3	-
Portfolio investments and loans with non-affiliates	3.6	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	9.7	-
Borrowing:		
Banks	28.7	-
Short term paper	0.5	-
Mortgages	4.4	-
Bonds	5.3	-
Other loans	5.0	-
Amount owing to affiliates	15.6	-
Other liabilities	0.7	-
Deferred income tax	1.3	-
<b>Total liabilities</b>	<b>71.3</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	11.8	-
Retained earnings	17.0	-
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>28.7</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>59.3</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>36.7</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 31 - Rubber hose and belting industry  
SICE Grouping 152

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	...					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	8.0	3.0	1.1	...	3.0	2.8
Pretax profit margin	10.0	3.5	1.4	...	3.5	3.4
Operating profit margin	...	...	...	...	...	...
Gross profit margin	42.1	35.5	22.3	...	34.7	34.2
Operating revenue to net operating assets	...	...	...	...	...	...
Return on net operating assets	...	...	...	...	...	...
Pretax profit to assets	13.6	6.8	1.5	...	8.6	10.2
Return on capital employed	...	...	...	...	...	...
Return on equity (2)	30.8	18.2	7.1	...	18.2	...
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	...	...	...	...	...
Debt to equity	...	...	...	...	...	...
Liabilities to assets	0.41	0.64	0.88	...	0.57	0.76
Interest coverage	...	...	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	...		...			
Pretax profit	...		...			
Net profit	...		...			
Percentage of firms with zero or negative equity(2)	...		...			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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Industry 31 - Rubber hose and belting industry  
 SICE Grouping 152

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	%	%
<b>Assets</b>		
Cash	-	-
Accounts receivable	-	-
Inventory	-	-
Capital assets	-	-
Other assets	-	-
<b>Total operating assets</b>	-	-
Investments and accounts with affiliates	-	-
Portfolio investments and loans with non-affiliates	-	-
<b>Total assets</b>	-	-
<b>Liabilities</b>		
Accounts payable	-	-
Borrowing:		
Banks	-	-
Short term paper	-	-
Mortgages	-	-
Bonds	-	-
Other loans	-	-
Amount owing to affiliates	-	-
Other liabilities	-	-
Deferred income tax	-	-
<b>Total liabilities</b>	-	-
<b>Shareholders' equity</b>		
Share capital	-	-
Retained earnings	-	-
Other surplus	-	-
<b>Total shareholders' equity</b>	-	-
<b>Total liabilities and shareholders' equity</b>	-	-
<b>Current assets - % of total assets</b>	-	-
<b>Current liabilities - % of total assets</b>	-	-

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 32 - Other rubber products industries  
SICE Grouping 159

Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	263					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	9.5	3.9	-1.0	6.3	3.2	4.9
Pretax profit margin	11.8	4.5	-1.0	8.0	3.9	5.0
Operating profit margin	10.8	5.4	-1.3	-0.3	7.3	5.4
Gross profit margin	45.9	32.3	22.7	44.4	30.3	20.4
Operating revenue to net operating assets	257.5	136.5	95.8	133.5	136.6	164.8
Return on net operating assets	24.1	8.6	-4.1	-0.1	9.8	14.9
Pretax profit to assets	20.1	6.9	-1.5	9.0	6.8	8.2
Return on capital employed	18.1	7.7	-0.8	-2.5	10.1	11.7
Return on equity (2)	31.0	18.0	4.0	21.4	16.0	29.2
<u>Efficiency (ratios)</u>						
Receivable turnover	8.93	7.14	5.92	6.86	8.52	7.17
Inventory turnover	12.03	5.25	3.69	...	4.84	4.63
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.45	1.33	1.04	1.04	1.66	1.01
Debt to equity	...	0.06	...	...	0.65	...
Liabilities to assets	0.38	0.65	0.93	0.80	0.64	0.73
Interest coverage	...	1.16	...	...	1.93	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	77		23			
Pretax profit	72		28			
Net profit	72		28			
Percentage of firms with zero or negative equity(2)			28			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

**Financial Performance Indicators for Canadian Business**

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Industry 32 - Other rubber products industries

SICE Grouping 159

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.1	12.8
Accounts receivable	19.6	21.6
Inventory	10.6	20.4
Capital assets	36.1	36.6
Other assets	2.5	7.6
<b>Total operating assets</b>	<b>79.0</b>	<b>99.1</b>
Investments and accounts with affiliates	0.6	0.9
Portfolio investments and loans with non-affiliates	20.4	0.1
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	15.2	20.4
Borrowing:		
Banks	14.6	12.3
Short term paper	0.1	0.4
Mortgages	7.1	0.8
Bonds	0.9	4.7
Other loans	11.5	10.6
Amount owing to affiliates	5.8	24.1
Other liabilities	3.0	1.1
Deferred income tax	0.3	2.1
<b>Total liabilities</b>	<b>58.4</b>	<b>76.6</b>
<b>Shareholders' equity</b>		
Share capital	6.2	6.8
Retained earnings	35.3	16.6
Other surplus	0.1	-
<b>Total shareholders' equity</b>	<b>41.6</b>	<b>23.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>63.1</b>	<b>56.9</b>
<b>Current liabilities - % of total assets</b>	<b>29.9</b>	<b>40.0</b>

# Small and Medium Firms

## Financial Performance Indicators for Canadian Business

Revenue under \$25 million, Reference Year 1996

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Industry 33 - Other plastic products industries

SICE Grouping 169

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	557					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.9	2.7	-0.9	1.6	3.3	2.8
Pretax profit margin	8.8	3.2	-0.8	1.7	4.1	3.4
Operating profit margin	7.5	5.1	2.1	3.9	6.3	3.7
Gross profit margin	40.8	29.9	20.3	38.2	27.4	21.3
Operating revenue to net operating assets	411.3	264.5	216.9	262.0	270.4	292.6
Return on net operating assets	19.1	11.4	5.7	6.0	14.9	13.4
Pretax profit to assets	15.6	6.1	-1.3	2.4	7.4	7.2
Return on capital employed	19.7	11.8	6.1	6.8	12.6	11.2
Return on equity (2)	34.9	15.8	2.9	11.1	16.9	18.5
<u>Efficiency (ratios)</u>						
Receivable turnover	8.90	6.12	5.22	7.13	6.01	7.52
Inventory turnover	12.97	8.14	3.96	6.48	9.58	10.14
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.03	1.56	1.16	1.23	1.87	1.21
Debt to equity	0.25	1.27	2.19	1.82	0.73	0.99
Liabilities to assets	0.43	0.70	0.93	0.77	0.65	0.68
Interest coverage	6.09	2.89	1.09	1.00	4.28	4.75
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	90		10			
Pretax profit	83		17			
Net profit	81		19			
Percentage of firms with zero or negative equity(2)			21			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms****Financial Performance Indicators for Canadian Business****Revenue under \$25 million, Reference Year 1996**

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Industry 33 - Other plastic products industries

SICE Grouping 169

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.1	7.2
Accounts receivable	26.5	27.4
Inventory	16.7	18.2
Capital assets	24.6	34.1
Other assets	6.5	5.7
<b>Total operating assets</b>	<b>83.4</b>	<b>92.6</b>
Investments and accounts with affiliates	8.8	4.1
Portfolio investments and loans with non-affiliates	7.8	3.3
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	15.5	23.8
Borrowing:		
Banks	18.9	18.3
Short term paper	0.1	0.3
Mortgages	1.3	1.0
Bonds	1.2	3.4
Other loans	12.0	9.9
Amount owing to affiliates	14.9	20.5
Other liabilities	6.3	2.1
Deferred income tax	0.1	2.1
<b>Total liabilities</b>	<b>70.3</b>	<b>81.4</b>
<b>Shareholders' equity</b>		
Share capital	3.0	5.3
Retained earnings	26.5	11.4
Other surplus	0.2	1.8
<b>Total shareholders' equity</b>	<b>29.7</b>	<b>18.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>62.4</b>	<b>59.0</b>
<b>Current liabilities - % of total assets</b>	<b>49.6</b>	<b>47.5</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 34 - Leather and allied products industries  
SICE Grouping 171

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	394					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.6	1.0	-4.8	0.4	1.9	2.1
Pretax profit margin	6.9	1.2	-4.4	0.6	2.3	2.7
Operating profit margin	7.2	1.2	-4.9	-1.6	3.9	4.0
Gross profit margin	45.4	30.5	20.9	37.9	25.5	21.1
Operating revenue to net operating assets	306.5	219.4	136.6	192.3	248.6	256.8
Return on net operating assets	12.8	2.0	-10.8	-2.2	9.7	10.0
Pretax profit to assets	10.7	1.8	-7.4	0.9	3.8	5.9
Return on capital employed	9.8	2.0	-9.5	-2.2	7.8	7.7
Return on equity (2)	26.3	6.9	0.6	4.0	9.9	11.5
<u>Efficiency (ratios)</u>						
Receivable turnover	8.25	6.94	5.40	7.27	6.91	5.72
Inventory turnover	6.68	2.97	1.58	1.75	6.26	5.47
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.72	1.93	1.01	2.41	1.72	1.54
Debt to equity	0.28	0.72	3.16	0.79	0.72	0.89
Liabilities to assets	0.47	0.75	1.00	0.81	0.62	0.64
Interest coverage	3.34	1.22	0.94	0.64	1.22	1.31
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	70		30			
Pretax profit	64		36			
Net profit	64		36			
Percentage of firms with zero or negative equity(2)			27			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 34 - Leather and allied products industries

SICE Grouping 171

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.9	5.1
Accounts receivable	25.2	37.1
Inventory	32.3	34.4
Capital assets	21.1	16.9
Other assets	3.2	2.2
<b>Total operating assets</b>	<b>87.7</b>	<b>95.7</b>
Investments and accounts with affiliates	10.3	3.2
Portfolio investments and loans with non-affiliates	2.0	1.1
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	15.2	19.4
Borrowing:		
Banks	30.5	23.6
Short term paper	0.2	0.1
Mortgages	1.8	2.6
Bonds	2.3	1.7
Other loans	15.8	2.4
Amount owing to affiliates	14.8	11.0
Other liabilities	1.4	6.3
Deferred income tax	0.5	0.3
<b>Total liabilities</b>	<b>82.5</b>	<b>67.5</b>
<b>Shareholders' equity</b>		
Share capital	10.0	11.5
Retained earnings	7.4	17.3
Other surplus	0.1	3.7
<b>Total shareholders' equity</b>	<b>17.5</b>	<b>32.5</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>67.2</b>	<b>80.0</b>
<b>Current liabilities - % of total assets</b>	<b>40.1</b>	<b>49.8</b>

# Small and Medium Firms

## Financial Performance Indicators for Canadian Business

Revenue under \$25 million, Reference Year 1996

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Industry 35 - Spun yarn and woven cloth industries  
SICE Grouping 182

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	175					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.3	-0.9	-5.3	-2.7	3.3	2.1
Pretax profit margin	7.8	-0.9	-5.3	-2.7	4.4	2.8
Operating profit margin	...	1.1	...	...	7.7	4.5
Gross profit margin	38.1	27.5	18.9	32.4	26.7	21.2
Operating revenue to net operating assets	...	201.6	...	...	240.9	182.6
Return on net operating assets	...	2.0	...	...	15.3	13.4
Pretax profit to assets	12.1	-1.7	-6.9	-5.0	5.5	6.5
Return on capital employed	...	1.9	...	...	13.0	9.9
Return on equity (2)	36.1	9.3	-10.0	-12.7	15.1	12.9
<u>Efficiency (ratios)</u>						
Receivable turnover	...	9.11	...	...	5.28	5.02
Inventory turnover	...	4.81	...	...	3.94	3.67
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	2.01	...	...	2.90	1.42
Debt to equity	...	1.48	...	...	...	0.87
Liabilities to assets	0.50	0.74	1.02	0.89	0.58	0.67
Interest coverage	...	3.49	...	...	3.49	2.83
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 35 - Spun yarn and woven cloth industries  
**SICE Grouping** 182

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.7	1.8
Accounts receivable	26.0	25.5
Inventory	16.4	19.1
Capital assets	24.5	38.1
Other assets	1.0	1.4
<b>Total operating assets</b>	<b>77.5</b>	<b>85.9</b>
Investments and accounts with affiliates	5.1	10.3
Portfolio investments and loans with non-affiliates	17.4	3.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	20.1	14.7
Borrowing:		
Banks	9.0	16.4
Short term paper	-	2.4
Mortgages	6.0	0.4
Bonds	-	2.6
Other loans	1.5	13.6
Amount owing to affiliates	14.6	3.0
Other liabilities	0.7	0.3
Deferred income tax	1.2	2.3
<b>Total liabilities</b>	<b>53.1</b>	<b>55.7</b>
<b>Shareholders' equity</b>		
Share capital	8.5	9.2
Retained earnings	38.4	34.7
Other surplus	-	0.5
<b>Total shareholders' equity</b>	<b>46.9</b>	<b>44.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>57.9</b>	<b>51.5</b>
<b>Current liabilities - % of total assets</b>	<b>36.6</b>	<b>28.8</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 36 - Broad knitted fabric industry  
SICE Grouping 183

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	73					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.3	0.6	-8.5	-8.5	1.6	1.5
Pretax profit margin	6.0	0.7	-8.5	-8.5	1.5	1.7
Operating profit margin	...	2.7	...	...	...	...
Gross profit margin	35.9	21.4	13.3	37.0	18.4	14.5
Operating revenue to net operating assets	...	228.1	...	...	...	...
Return on net operating assets	...	...	...	...	...	...
Pretax profit to assets	5.2	0.6	-7.0	-5.4	2.9	3.3
Return on capital employed	...	2.3	...	...	...	...
Return on equity (2)	20.5	4.3	-11.1	-16.5	6.0	7.6
<u>Efficiency (ratios)</u>						
Receivable turnover	...	5.69	...	...	...	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	0.94	...	...	...	...
Debt to equity	...	...	...	...	...	...
Liabilities to assets	0.47	0.71	0.85	0.69	0.74	0.59
Interest coverage	...	...	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)						30

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms***Revenue under \$25 million, Reference Year 1996***Financial Performance Indicators for Canadian Business**

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**Industry** 36 - Broad knitted fabric industry**SICE Grouping** 183

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	13.8	-
Accounts receivable	32.7	-
Inventory	19.2	-
Capital assets	29.4	-
Other assets	3.3	-
<b>Total operating assets</b>	<b>98.4</b>	<b>-</b>
Investments and accounts with affiliates	0.3	-
Portfolio investments and loans with non-affiliates	1.3	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	26.8	-
Borrowing:		
Banks	13.1	-
Short term paper	0.4	-
Mortgages	0.7	-
Bonds	4.0	-
Other loans	6.5	-
Amount owing to affiliates	15.4	-
Other liabilities	0.1	-
Deferred income tax	1.3	-
<b>Total liabilities</b>	<b>68.0</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	1.4	-
Retained earnings	30.6	-
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>32.0</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>70.5</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>43.2</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 37 - Canvas and related products industry  
SICE Grouping 193

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	...					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.0	1.9	-1.1	1.7	2.8	...
Pretax profit margin	4.9	2.2	-1.0	1.8	3.2	...
Operating profit margin	...	...	...	...	...	...
Gross profit margin	46.4	34.3	25.8	36.4	31.9	...
Operating revenue to net operating assets	...	...	...	...	...	...
Return on net operating assets	...	...	...	...	...	...
Pretax profit to assets	11.7	4.5	-1.8	4.1	6.5	...
Return on capital employed	...	...	...	...	...	...
Return on equity (2)	21.8	9.6	-1.0	6.9	13.5	...
<u>Efficiency (ratios)</u>						
Receivable turnover	...	8.86	...	...	...	...
Inventory turnover	...	7.43	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	2.25	...	...	...	...
Debt to equity	...	...	...	...	...	...
Liabilities to assets	0.45	0.69	0.99	0.76	0.64	...
Interest coverage	...	...	...	...	...	...
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				...	...	
Pretax profit				...	...	
Net profit				...	...	
Percentage of firms with zero or negative equity(2)				...		

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 37 - Canvas and related products industry  
 SICE Grouping 193

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	-	-
Accounts receivable	-	-
Inventory	-	-
Capital assets	-	-
Other assets	-	-
<b>Total operating assets</b>	-	-
Investments and accounts with affiliates	-	-
Portfolio investments and loans with non-affiliates	-	-
<b>Total assets</b>	-	-
<b>Liabilities</b>		
Accounts payable	-	-
Borrowing:		
Banks	-	-
Short term paper	-	-
Mortgages	-	-
Bonds	-	-
Other loans	-	-
Amount owing to affiliates	-	-
Other liabilities	-	-
Deferred income tax	-	-
<b>Total liabilities</b>	-	-
<b>Shareholders' equity</b>		
Share capital	-	-
Retained earnings	-	-
Other surplus	-	-
<b>Total shareholders' equity</b>	-	-
<b>Total liabilities and shareholders' equity</b>	-	-
<b>Current assets - % of total assets</b>	-	-
<b>Current liabilities - % of total assets</b>	-	-

Industry 38 - Other textile products industries  
 SICE Grouping 199

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	605					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.4	1.6	-2.0	1.4	1.9	1.4
Pretax profit margin	6.4	1.9	-1.9	1.6	2.5	2.0
Operating profit margin	11.9	6.2	2.2	7.3	5.0	3.7
Gross profit margin	46.1	32.8	22.8	40.1	26.2	21.4
Operating revenue to net operating assets	405.6	279.0	118.7	212.4	323.8	226.8
Return on net operating assets	31.9	12.7	4.8	23.0	10.9	7.7
Pretax profit to assets	13.4	4.3	-4.3	3.3	5.0	3.8
Return on capital employed	27.7	9.5	2.5	14.6	7.6	7.5
Return on equity (2)	25.0	10.0	-1.9	7.7	12.3	8.5
<u>Efficiency (ratios)</u>						
Receivable turnover	9.66	7.87	5.82	9.66	6.17	5.82
Inventory turnover	9.07	6.22	4.19	6.78	5.33	3.48
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.13	1.72	1.33	1.72	1.74	1.40
Debt to equity	0.25	0.40	0.69	0.45	0.35	1.47
Liabilities to assets	0.42	0.71	0.97	0.79	0.67	0.64
Interest coverage	6.15	2.47	1.34	2.06	2.57	1.41
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	77		23			
Pretax profit	72		28			
Net profit	72		28			
Percentage of firms with zero or negative equity(2)	21					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 38 - Other textile products industries  
 SICE Grouping 199

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.2	3.4
Accounts receivable	24.9	25.5
Inventory	19.9	30.0
Capital assets	24.2	20.0
Other assets	4.5	4.1
<b>Total operating assets</b>	<b>78.7</b>	<b>83.0</b>
Investments and accounts with affiliates	15.4	13.4
Portfolio investments and loans with non-affiliates	5.9	3.6
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	15.4	19.3
Borrowing:		
Banks	12.7	21.0
Short term paper	0.5	0.2
Mortgages	1.1	3.7
Bonds	5.6	2.3
Other loans	3.4	5.6
Amount owing to affiliates	8.0	11.2
Other liabilities	3.0	0.6
Deferred income tax	0.6	1.1
<b>Total liabilities</b>	<b>50.3</b>	<b>65.0</b>
<b>Shareholders' equity</b>		
Share capital	11.4	16.4
Retained earnings	37.2	18.7
Other surplus	1.1	-0.1
<b>Total shareholders' equity</b>	<b>49.7</b>	<b>35.0</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>58.2</b>	<b>66.7</b>
<b>Current liabilities - % of total assets</b>	<b>31.4</b>	<b>40.9</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 39 - Men's and boys' clothing industries

SICE Grouping 243

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	334					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.3	0.9	-4.4	-0.5	1.2	1.7
Pretax profit margin	5.2	1.0	-4.4	-0.9	1.6	2.3
Operating profit margin	...	-1.0	...	...	2.9	2.7
Gross profit margin	34.6	24.0	16.2	28.9	20.2	21.7
Operating revenue to net operating assets	...	355.3	...	...	236.8	237.5
Return on net operating assets	...	-1.5	...	...	...	7.1
Pretax profit to assets	10.5	2.1	-8.8	-0.9	3.8	5.1
Return on capital employed	...	-3.1	...	...	...	5.9
Return on equity (2)	24.6	7.1	-3.1	3.2	10.0	13.2
<u>Efficiency (ratios)</u>						
Receivable turnover	...	9.08	...	...	...	3.43
Inventory turnover	...	4.97	...	...	...	4.62
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.48	...	...	1.26	1.46
Debt to equity	...	...	...	...	...	1.01
Liabilities to assets	0.46	0.76	1.00	0.86	0.71	0.66
Interest coverage	...	0.65	...	...	...	1.43

### Distribution of firms by profits/losses

	<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>
Operating profit	60	40
Pretax profit	60	40
Net profit	60	40
Percentage of firms with zero or negative equity(2)	30	

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 39 - Men's and boys' clothing industries

**SICE Grouping** 243

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.5	0.3
Accounts receivable	26.5	44.4
Inventory	24.4	34.3
Capital assets	30.0	8.2
Other assets	5.0	1.7
<b>Total operating assets</b>	<b>92.4</b>	<b>88.8</b>
Investments and accounts with affiliates	2.0	9.8
Portfolio investments and loans with non-affiliates	5.6	1.3
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	21.4	14.4
Borrowing:		
Banks	13.1	25.3
Short term paper	1.2	0.2
Mortgages	5.3	2.4
Bonds	13.6	1.8
Other loans	7.9	1.8
Amount owing to affiliates	6.6	9.6
Other liabilities	2.1	0.4
Deferred income tax	0.2	0.3
<b>Total liabilities</b>	<b>71.5</b>	<b>56.1</b>
<b>Shareholders' equity</b>		
Share capital	7.8	4.5
Retained earnings	20.7	37.8
Other surplus	-	1.6
<b>Total shareholders' equity</b>	<b>28.5</b>	<b>43.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>65.5</b>	<b>86.5</b>
<b>Current liabilities - % of total assets</b>	<b>40.0</b>	<b>50.7</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 40 - Women's clothing industries

SICE Grouping 244

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,109					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.4	1.0	-4.3	-0.6	1.6	1.4
Pretax profit margin	5.1	1.2	-4.0	-0.4	1.9	1.8
Operating profit margin	6.5	3.0	-6.0	-16.4	3.7	2.1
Gross profit margin	40.0	26.0	16.5	32.1	22.2	20.4
Operating revenue to net operating assets	378.2	242.5	177.1	...	330.5	356.0
Return on net operating assets	18.1	16.9	-3.7	...	16.5	11.0
Pretax profit to assets	11.5	2.3	-10.5	-0.8	5.1	4.4
Return on capital employed	19.3	12.7	-3.0	17.8	9.2	8.9
Return on equity (2)	28.5	10.5	-1.6	7.0	13.2	10.2
<u>Efficiency (ratios)</u>						
Receivable turnover	10.55	7.62	5.18	...	7.07	4.99
Inventory turnover	9.49	6.86	3.61	...	4.77	5.67
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.33	1.69	1.08	2.22	1.44	1.42
Debt to equity	0.50	0.99	1.44	...	1.21	1.09
Liabilities to assets	0.43	0.74	1.00	0.87	0.65	0.64
Interest coverage	3.38	-0.51	-1.26	...	2.81	1.73
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			18			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 40 - Women's clothing industries

SICE Grouping 244

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.0	0.6
Accounts receivable	25.0	46.1
Inventory	24.0	32.9
Capital assets	26.5	7.1
Other assets	4.8	2.7
<b>Total operating assets</b>	<b>86.3</b>	<b>89.3</b>
Investments and accounts with affiliates	5.6	8.7
Portfolio investments and loans with non-affiliates	8.0	1.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	18.8	27.4
Borrowing:		
Banks	17.6	17.0
Short term paper	0.5	0.6
Mortgages	1.5	1.3
Bonds	5.7	7.3
Other loans	4.7	3.9
Amount owing to affiliates	32.6	9.0
Other liabilities	3.1	0.7
Deferred income tax	0.1	0.3
<b>Total liabilities</b>	<b>84.6</b>	<b>67.5</b>
<b>Shareholders' equity</b>		
Share capital	9.4	10.8
Retained earnings	6.0	21.6
Other surplus	-	0.1
<b>Total shareholders' equity</b>	<b>15.4</b>	<b>32.5</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>65.1</b>	<b>89.0</b>
<b>Current liabilities - % of total assets</b>	<b>41.1</b>	<b>53.7</b>

Industry 41 - Other clothing and apparel industries  
 SICE Grouping 249

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	944					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.2	1.2	-3.6	0.7	1.5	1.9
Pretax profit margin	6.2	1.5	-3.4	0.9	1.8	2.4
Operating profit margin	5.6	2.4	-25.6	-1.8	2.4	3.7
Gross profit margin	38.8	26.8	17.5	32.1	22.9	24.3
Operating revenue to net operating assets	285.7	204.5	198.5	151.6	265.9	203.2
Return on net operating assets	14.2	10.1	-23.3	-5.2	10.3	9.7
Pretax profit to assets	11.7	2.6	-5.9	0.9	3.6	5.2
Return on capital employed	11.3	6.0	-30.8	0.0	6.0	9.2
Return on equity (2)	23.6	6.5	-4.5	2.0	8.9	12.1
<u>Efficiency (ratios)</u>						
Receivable turnover	10.82	6.48	4.93	...	5.58	4.61
Inventory turnover	6.53	2.96	2.13	...	4.96	4.20
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.71	2.00	1.62	2.64	1.99	1.98
Debt to equity	0.25	0.91	1.00	...	0.51	0.26
Liabilities to assets	0.38	0.70	0.97	0.77	0.67	0.66
Interest coverage	3.39	2.60	0.30	...	2.09	1.95
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	68		32			
Pretax profit	65		35			
Net profit	65		35			
Percentage of firms with zero or negative equity(2)	17					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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**Industry** 41 - Other clothing and apparel industries**SICE Grouping** 249

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.1	4.2
Accounts receivable	17.8	43.4
Inventory	20.5	32.6
Capital assets	15.0	16.3
Other assets	6.9	2.0
<b>Total operating assets</b>	<b>67.2</b>	<b>98.4</b>
Investments and accounts with affiliates	20.6	1.1
Portfolio investments and loans with non-affiliates	12.3	0.6
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	14.7	27.7
Borrowing:		
Banks	9.5	15.7
Short term paper	0.4	0.3
Mortgages	1.3	0.7
Bonds	5.0	4.8
Other loans	6.8	2.4
Amount owing to affiliates	18.5	21.2
Other liabilities	0.8	0.9
Deferred income tax	0.5	0.1
<b>Total liabilities</b>	<b>57.6</b>	<b>73.8</b>
<b>Shareholders' equity</b>		
Share capital	11.8	36.2
Retained earnings	29.4	-10.0
Other surplus	1.2	0.0
<b>Total shareholders' equity</b>	<b>42.4</b>	<b>26.2</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>63.7</b>	<b>82.0</b>
<b>Current liabilities - % of total assets</b>	<b>29.2</b>	<b>53.1</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 42 - Sawmill, planing mill and shingle mill products industries  
SICE Grouping 251

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	645					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.1	2.2	-4.0	0.2	3.3	2.5
Pretax profit margin	8.4	2.8	-3.0	0.7	3.9	2.8
Operating profit margin	10.0	5.2	-3.1	...	4.5	4.5
Gross profit margin	44.4	25.0	14.8	37.1	21.5	14.4
Operating revenue to net operating assets	336.6	246.7	181.5	...	246.7	215.9
Return on net operating assets	35.0	14.7	3.5	...	15.9	12.7
Pretax profit to assets	14.2	4.1	-5.2	0.4	6.8	5.3
Return on capital employed	26.3	14.5	3.3	...	15.7	10.7
Return on equity (2)	25.1	12.6	0.3	5.8	15.1	12.4
<u>Efficiency (ratios)</u>						
Receivable turnover	15.67	10.51	8.58	...	10.51	12.39
Inventory turnover	15.25	8.08	5.83	...	8.08	5.35
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.64	1.67	0.92	...	1.63	1.43
Debt to equity	0.57	1.13	2.06	...	1.13	0.97
Liabilities to assets	0.36	0.66	0.95	0.80	0.60	0.63
Interest coverage	9.50	2.83	0.85	...	2.83	5.24
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	75		25			
Pretax profit	69		31			
Net profit	69		31			
Percentage of firms with zero or negative equity(2)	20					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 42 - Sawmill, planing mill and shingle mill products industries

**SICE Grouping** 251

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.4	3.6
Accounts receivable	10.7	10.2
Inventory	14.9	24.2
Capital assets	41.8	49.1
Other assets	3.5	4.0
<b>Total operating assets</b>	<b>80.2</b>	<b>91.1</b>
Investments and accounts with affiliates	12.2	4.6
Portfolio investments and loans with non-affiliates	7.6	4.3
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	12.5	14.7
Borrowing:		
Banks	38.1	14.8
Short term paper	0.6	0.8
Mortgages	2.4	7.9
Bonds	7.3	9.1
Other loans	9.0	7.5
Amount owing to affiliates	36.4	8.7
Other liabilities	5.6	2.5
Deferred income tax	0.6	2.4
<b>Total liabilities</b>	<b>112.6</b>	<b>68.4</b>
<b>Shareholders' equity</b>		
Share capital	19.2	2.9
Retained earnings	-31.7	24.6
Other surplus	0.0	4.1
<b>Total shareholders' equity</b>	<b>-12.6</b>	<b>31.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>41.3</b>	<b>44.2</b>
<b>Current liabilities - % of total assets</b>	<b>67.4</b>	<b>31.9</b>

Industry 43 - Sash, door and other millwork industries

SICE Grouping 254

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,114					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.2	0.9	-2.8	0.2	1.3	1.7
Pretax profit margin	4.9	1.1	-2.8	0.5	1.6	2.2
Operating profit margin	6.8	2.9	-0.7	6.2	2.0	2.7
Gross profit margin	35.2	24.7	16.8	29.1	22.9	21.9
Operating revenue to net operating assets	410.1	297.1	148.2	142.9	302.8	310.3
Return on net operating assets	14.4	3.9	-11.2	-8.5	8.5	11.4
Pretax profit to assets	10.6	2.1	-5.9	0.5	3.2	5.5
Return on capital employed	12.9	3.7	1.0	-3.1	7.1	7.4
Return on equity (2)	22.4	7.2	-4.3	3.1	9.5	10.5
<u>Efficiency (ratios)</u>						
Receivable turnover	12.38	8.71	5.85	5.92	8.71	8.76
Inventory turnover	11.78	6.36	4.38	5.26	6.61	6.47
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.29	1.28	1.10	1.21	1.28	1.84
Debt to equity	0.19	0.92	1.48	...	1.00	0.74
Liabilities to assets	0.44	0.74	0.98	0.82	0.68	0.67
Interest coverage	5.42	1.91	0.15	...	1.53	1.38
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	80		20			
Pretax profit	71		29			
Net profit	69		31			
Percentage of firms with zero or negative equity(2)						
11						

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 43 - Sash, door and other millwork industries  
**SICE Grouping** 254

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.5	9.3
Accounts receivable	26.9	23.2
Inventory	25.7	22.4
Capital assets	29.9	28.8
Other assets	3.6	2.3
<b>Total operating assets</b>	<b>91.5</b>	<b>86.0</b>
Investments and accounts with affiliates	5.6	10.1
Portfolio investments and loans with non-affiliates	3.0	3.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	22.6	18.2
Borrowing:		
Banks	14.7	17.1
Short term paper	0.3	0.3
Mortgages	4.2	0.9
Bonds	4.0	3.7
Other loans	5.2	11.2
Amount owing to affiliates	11.5	16.4
Other liabilities	1.9	2.9
Deferred income tax	0.6	1.8
<b>Total liabilities</b>	<b>65.2</b>	<b>72.6</b>
<b>Shareholders' equity</b>		
Share capital	4.2	4.2
Retained earnings	30.0	14.3
Other surplus	0.6	8.9
<b>Total shareholders' equity</b>	<b>34.8</b>	<b>27.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>65.9</b>	<b>62.2</b>
<b>Current liabilities - % of total assets</b>	<b>41.7</b>	<b>37.5</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 44 - Wooden box and pallet industry

SICE Grouping 256

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	128					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.4	2.6	-0.5	0.2	3.4	1.9
Pretax profit margin	8.1	3.4	-0.3	1.2	4.0	2.5
Operating profit margin	...	9.9	...	...	8.4	...
Gross profit margin	36.9	24.4	17.9	34.4	21.1	19.9
Operating revenue to net operating assets	...	234.6	...	...	216.9	...
Return on net operating assets	...	7.1	...	...	7.1	...
Pretax profit to assets	15.8	7.1	-0.8	0.1	9.3	5.7
Return on capital employed	...	12.7	...	...	8.1	...
Return on equity (2)	31.5	15.3	1.2	4.8	17.3	14.6
<u>Efficiency (ratios)</u>						
Receivable turnover	...	4.94	...	...	5.69	...
Inventory turnover	...	5.32	...	...	5.32	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.50	...	...	1.38	...
Debt to equity	...	0.13	...	...	0.17	...
Liabilities to assets	0.41	0.66	0.89	0.69	0.63	0.53
Interest coverage	...	17.96	...	...	9.35	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms****Financial Performance Indicators for Canadian Business****Revenue under \$25 million, Reference Year 1996**

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**Industry** 44 - Wooden box and pallet industry**SICE Grouping** 256

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	15.4	-
Accounts receivable	21.1	-
Inventory	15.8	-
Capital assets	34.0	-
Other assets	1.0	-
<b>Total operating assets</b>	<b>87.3</b>	<b>-</b>
Investments and accounts with affiliates	2.5	-
Portfolio investments and loans with non-affiliates	10.1	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	21.1	-
Borrowing:		
Banks	5.9	-
Short term paper	0.3	-
Mortgages	0.5	-
Bonds	3.0	-
Other loans	2.7	-
Amount owing to affiliates	12.3	-
Other liabilities	2.8	-
Deferred income tax	1.4	-
<b>Total liabilities</b>	<b>50.1</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	7.5	-
Retained earnings	40.9	-
Other surplus	1.5	-
<b>Total shareholders' equity</b>	<b>49.9</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>55.4</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>29.9</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 45 - Other wood industries

SICE Grouping 259

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	583					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.7	1.4	-3.9	-0.5	2.5	3.0
Pretax profit margin	6.7	1.6	-3.6	-0.2	3.1	3.8
Operating profit margin	...	4.7	...	3.3	...	2.0
Gross profit margin	44.0	29.4	21.3	38.2	23.7	19.4
Operating revenue to net operating assets	259.4	188.5	63.7	145.6	...	158.6
Return on net operating assets	...	7.9	...	6.2	...	-7.4
Pretax profit to assets	13.5	3.0	-7.9	-0.3	6.6	5.8
Return on capital employed	...	10.7	...	5.2	...	-0.9
Return on equity (2)	29.9	11.4	-1.2	4.8	15.8	12.7
<u>Efficiency (ratios)</u>						
Receivable turnover	...	7.95	...	9.06	...	9.42
Inventory turnover	...	8.43	...	8.11	...	3.62
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.40	...	1.33	...	1.24
Debt to equity	...	1.14	...	...	...	...
Liabilities to assets	0.41	0.75	1.08	0.92	0.61	0.60
Interest coverage	...	-0.25	...	...	...	-4.01
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 45 - Other wood industries  
 SICE Grouping 259

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.7	1.5
Accounts receivable	25.5	16.9
Inventory	20.9	38.9
Capital assets	32.8	37.9
Other assets	2.7	3.5
<b>Total operating assets</b>	<b>90.6</b>	<b>98.8</b>
Investments and accounts with affiliates	7.7	0.4
Portfolio investments and loans with non-affiliates	1.7	0.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	25.2	16.5
Borrowing:		
Banks	16.7	26.9
Short term paper	0.8	0.2
Mortgages	2.0	1.9
Bonds	9.8	2.6
Other loans	8.4	3.2
Amount owing to affiliates	23.9	15.8
Other liabilities	2.5	26.3
Deferred income tax	0.7	0.7
<b>Total liabilities</b>	<b>90.0</b>	<b>94.0</b>
<b>Shareholders' equity</b>		
Share capital	11.0	13.5
Retained earnings	-1.2	-8.9
Other surplus	0.1	1.4
<b>Total shareholders' equity</b>	<b>10.0</b>	<b>6.0</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>64.5</b>	<b>58.5</b>
<b>Current liabilities - % of total assets</b>	<b>51.7</b>	<b>33.3</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 46 - Household furniture industries

SICE Grouping 261

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,303					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	4.6	0.7	-4.4	-0.4	1.2	2.1
Pretax profit margin	5.2	0.8	-4.4	-0.3	1.6	2.7
Operating profit margin	4.8	1.0	-5.3	0.9	1.6	1.7
Gross profit margin	39.2	26.1	17.4	31.3	23.6	19.9
Operating revenue to net operating assets	354.2	275.3	176.1	193.2	281.6	320.8
Return on net operating assets	11.9	3.7	-11.3	3.6	3.5	5.9
Pretax profit to assets	11.7	1.5	-9.2	-0.6	3.5	5.5
Return on capital employed	13.5	4.8	-2.9	6.7	3.9	5.9
Return on equity (2)	24.2	8.4	-3.7	5.9	10.1	15.1
<i>Efficiency (ratios)</i>						
Receivable turnover	12.19	7.04	5.02	5.63	8.97	8.66
Inventory turnover	8.52	7.42	3.12	8.23	5.11	5.68
<i>Liquidity/Solvency (ratios)</i>						
Working capital	2.00	1.46	1.08	1.27	1.47	1.48
Debt to equity	0.71	2.03	3.05	...	1.07	1.17
Liabilities to assets	0.51	0.77	1.04	0.84	0.71	0.65
Interest coverage	3.00	1.32	-0.75	1.45	0.86	1.15
Distribution of firms by profits/losses						
	Firms with profits (%)		Firms with losses (%)			
Operating profit	63		37			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			21			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 46 - Household furniture industries  
 SICE Grouping 261

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.3	2.0
Accounts receivable	23.4	25.7
Inventory	30.5	28.3
Capital assets	29.0	23.6
Other assets	4.6	5.8
<b>Total operating assets</b>	<b>91.8</b>	<b>85.4</b>
Investments and accounts with affiliates	3.8	11.9
Portfolio investments and loans with non-affiliates	4.4	2.7
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	21.1	16.3
Borrowing:		
Banks	15.7	15.3
Short term paper	0.5	0.5
Mortgages	3.5	1.0
Bonds	5.2	5.1
Other loans	8.1	7.7
Amount owing to affiliates	24.2	9.1
Other liabilities	3.4	1.6
Deferred income tax	0.4	0.9
<b>Total liabilities</b>	<b>82.1</b>	<b>57.5</b>
<b>Shareholders' equity</b>		
Share capital	7.1	36.2
Retained earnings	9.3	4.3
Other surplus	1.4	2.1
<b>Total shareholders' equity</b>	<b>17.9</b>	<b>42.5</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>64.5</b>	<b>62.3</b>
<b>Current liabilities - % of total assets</b>	<b>40.7</b>	<b>37.5</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 47 - Office furniture industries

SICE Grouping 264

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	128					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.3	2.1	-1.2	0.5	2.5	3.1
Pretax profit margin	6.5	2.9	-1.2	0.7	3.1	4.7
Operating profit margin	...	5.5	...	...	1.7	3.1
Gross profit margin	35.3	25.3	19.5	26.0	25.3	28.6
Operating revenue to net operating assets	...	238.4	...	...	257.3	255.0
Return on net operating assets	...	2.7	...	...	4.6	7.2
Pretax profit to assets	17.6	5.3	-2.2	1.0	6.5	8.2
Return on capital employed	...	4.3	...	...	6.9	7.8
Return on equity (2)	34.6	12.3	2.9	4.3	15.0	25.8
<u>Efficiency (ratios)</u>						
Receivable turnover	...	10.43	...	...	9.47	5.98
Inventory turnover	...	6.99	...	...	...	7.38
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.36	...	...	1.57	1.43
Debt to equity	...	0.76	...	...	...	1.04
Liabilities to assets	0.52	0.77	0.91	0.78	0.76	0.71
Interest coverage	...	1.13	...	...	...	4.02
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 47 - Office furniture industries

SICE Grouping 264

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.6	3.4
Accounts receivable	10.6	31.9
Inventory	11.8	21.0
Capital assets	22.0	31.3
Other assets	2.8	6.8
<b>Total operating assets</b>	<b>51.8</b>	<b>94.5</b>
Investments and accounts with affiliates	21.9	5.5
Portfolio investments and loans with non-affiliates	26.4	0.1
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	9.4	21.6
Borrowing:		
Banks	7.2	17.9
Short term paper	0.2	-
Mortgages	2.9	4.7
Bonds	1.8	0.5
Other loans	2.9	8.1
Amount owing to affiliates	36.0	13.4
Other liabilities	1.8	8.2
Deferred income tax	0.6	0.7
<b>Total liabilities</b>	<b>62.7</b>	<b>75.0</b>
<b>Shareholders' equity</b>		
Share capital	1.3	6.4
Retained earnings	36.0	13.4
Other surplus	-	5.2
<b>Total shareholders' equity</b>	<b>37.3</b>	<b>25.0</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>29.1</b>	<b>61.2</b>
<b>Current liabilities - % of total assets</b>	<b>35.8</b>	<b>41.1</b>

Industry 48 - Other furniture and fixture industries  
 SICE Grouping 269

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	244					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.5	1.1	-2.3	-0.3	1.5	2.1
Pretax profit margin	5.3	1.3	-2.2	0.0	2.1	2.3
Operating profit margin	8.3	1.2	-1.1	...	3.8	3.5
Gross profit margin	41.4	27.8	19.8	39.8	23.6	23.7
Operating revenue to net operating assets	431.9	274.8	130.8	...	274.8	301.9
Return on net operating assets	18.7	10.7	-4.1	...	11.9	12.9
Pretax profit to assets	11.2	2.5	-4.0	-0.2	4.2	5.7
Return on capital employed	23.1	9.6	-4.3	...	13.0	10.9
Return on equity (2)	22.6	9.5	-4.0	2.2	12.0	16.0
<u>Efficiency (ratios)</u>						
Receivable turnover	10.12	7.93	6.04	...	8.42	6.45
Inventory turnover	11.23	5.79	4.06	...	5.79	7.57
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.09	1.76	1.38	...	1.87	1.36
Debt to equity	0.27	0.70	1.15	...	0.44	0.88
Liabilities to assets	0.47	0.77	1.00	0.84	0.72	0.73
Interest coverage	...	1.17	...	...	1.33	3.31
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	78		22			
Pretax profit	78		22			
Net profit	78		22			
Percentage of firms with zero or negative equity(2)			18			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 48 - Other furniture and fixture industries  
 SICE Grouping 269

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.2	2.4
Accounts receivable	22.7	33.0
Inventory	19.9	27.6
Capital assets	42.7	24.1
Other assets	2.6	3.3
<b>Total operating assets</b>	<b>92.1</b>	<b>90.4</b>
Investments and accounts with affiliates	7.3	6.2
Portfolio investments and loans with non-affiliates	0.6	3.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	19.1	25.9
Borrowing:		
Banks	19.0	20.0
Short term paper	0.2	0.3
Mortgages	5.8	3.1
Bonds	2.6	4.8
Other loans	11.8	6.3
Amount owing to affiliates	10.3	10.5
Other liabilities	1.2	3.4
Deferred income tax	0.3	1.3
<b>Total liabilities</b>	<b>70.3</b>	<b>75.6</b>
<b>Shareholders' equity</b>		
Share capital	1.3	6.9
Retained earnings	26.6	17.1
Other surplus	1.7	0.3
<b>Total shareholders' equity</b>	<b>29.7</b>	<b>24.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>49.3</b>	<b>66.5</b>
<b>Current liabilities - % of total assets</b>	<b>35.4</b>	<b>55.5</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 49 - Pulp and paper industries

SICE Grouping 271

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	...					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.4	1.6	-3.5	-1.7	2.4	3.2
Pretax profit margin	7.8	2.4	-4.5	-2.1	3.2	3.3
Operating profit margin	...	...	...	...	...	2.0
Gross profit margin	40.6	27.5	18.4	53.7	22.7	19.9
Operating revenue to net operating assets	...	...	...	...	...	171.4
Return on net operating assets	...	...	...	...	...	4.0
Pretax profit to assets	17.9	5.8	-3.2	-0.7	8.1	5.9
Return on capital employed	...	4.5	...	...	...	4.2
Return on equity (2)	36.7	12.4	-2.7	5.5	20.9	16.7
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	7.20
Inventory turnover	...	...	...	...	...	9.00
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.11	...	...	...	1.72
Debt to equity	...	...	...	...	...	0.39
Liabilities to assets	0.62	0.79	0.97	0.81	0.77	0.79
Interest coverage	...	...	...	...	...	2.87
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				...	...	
Pretax profit				...	...	
Net profit				...	...	
Percentage of firms with zero or negative equity(2)				...		

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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**Industry** 49 - Pulp and paper industries**SICE Grouping** 271

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	-	-
Accounts receivable	-	-
Inventory	-	-
Capital assets	-	-
Other assets	-	-
<b>Total operating assets</b>	-	-
Investments and accounts with affiliates	-	-
Portfolio investments and loans with non-affiliates	-	-
<b>Total assets</b>	-	-
<b>Liabilities</b>		
Accounts payable	-	-
Borrowing:		
Banks	-	-
Short term paper	-	-
Mortgages	-	-
Bonds	-	-
Other loans	-	-
Amount owing to affiliates	-	-
Other liabilities	-	-
Deferred income tax	-	-
<b>Total liabilities</b>	-	-
<b>Shareholders' equity</b>		
Share capital	-	-
Retained earnings	-	-
Other surplus	-	-
<b>Total shareholders' equity</b>	-	-
<b>Total liabilities and shareholders' equity</b>	-	-
<b>Current assets - % of total assets</b>	-	-
<b>Current liabilities - % of total assets</b>	-	-

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 50 - Paper box and bag industries

SICE Grouping 273

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	122					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.4	2.7	-0.5	2.5	2.8	2.6
Pretax profit margin	7.2	3.5	0.3	2.5	3.7	3.1
Operating profit margin	...	1.5	...	...	2.1	4.6
Gross profit margin	39.2	31.1	20.5	42.8	28.1	25.0
Operating revenue to net operating assets	...	226.9	...	...	242.2	338.8
Return on net operating assets	...	4.2	...	...	9.7	13.1
Pretax profit to assets	18.3	6.3	0.6	2.4	7.9	6.8
Return on capital employed	...	7.0	...	...	11.1	11.7
Return on equity (2)	42.1	12.0	0.8	4.5	19.7	18.6
<u>Efficiency (ratios)</u>						
Receivable turnover	...	7.79	...	...	8.69	7.15
Inventory turnover	...	6.46	...	...	8.65	8.37
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.57	...	...	1.68	1.53
Debt to equity	...	0.69	...	...	1.28	0.54
Liabilities to assets	0.39	0.62	0.83	0.73	0.59	0.69
Interest coverage	...	1.69	...	...	2.89	8.32
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms****Financial Performance Indicators for Canadian Business****Revenue under \$25 million, Reference Year 1996**

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**Industry** 50 - Paper box and bag industries**SICE Grouping** 273

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.2	2.3
Accounts receivable	27.2	32.9
Inventory	18.2	22.4
Capital assets	40.9	31.2
Other assets	3.8	3.2
<b>Total operating assets</b>	<b>94.4</b>	<b>92.0</b>
Investments and accounts with affiliates	3.1	5.6
Portfolio investments and loans with non-affiliates	2.5	2.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	25.9	18.5
Borrowing:		
Banks	11.4	22.1
Short term paper	0.5	0.2
Mortgages	3.8	1.5
Bonds	5.4	2.6
Other loans	6.5	10.7
Amount owing to affiliates	16.7	5.0
Other liabilities	6.2	0.8
Deferred income tax	1.7	2.3
<b>Total liabilities</b>	<b>78.0</b>	<b>63.7</b>
<b>Shareholders' equity</b>		
Share capital	6.2	8.4
Retained earnings	11.0	27.4
Other surplus	4.7	0.4
<b>Total shareholders' equity</b>	<b>22.0</b>	<b>36.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>55.9</b>	<b>64.2</b>
<b>Current liabilities - % of total assets</b>	<b>39.4</b>	<b>36.0</b>

# Small and Medium Firms

## Financial Performance Indicators for Canadian Business

Revenue under \$25 million, Reference Year 1996

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Industry 51 - Other converted paper products industries

SICE Grouping 279

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	244					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	7.1	2.9	-1.6	1.0	3.3	3.0
Pretax profit margin	8.5	3.4	-1.6	2.0	3.9	4.3
Operating profit margin	13.2	2.8	-0.5	2.8	2.8	5.5
Gross profit margin	42.9	32.0	21.5	40.4	29.1	26.2
Operating revenue to net operating assets	265.8	184.0	141.7	149.5	186.9	299.4
Return on net operating assets	16.4	7.3	0.9	5.1	10.2	16.4
Pretax profit to assets	17.9	6.2	-3.0	1.5	8.3	8.4
Return on capital employed	22.9	9.4	2.2	9.0	9.4	12.9
Return on equity (2)	42.8	21.4	3.2	13.6	23.3	16.8
<i>Efficiency (ratios)</i>						
Receivable turnover	10.77	7.11	5.65	6.00	9.77	6.69
Inventory turnover	6.60	4.02	2.71	3.50	4.74	5.90
<i>Liquidity/Solvency (ratios)</i>						
Working capital	3.98	1.69	1.12	1.69	1.74	1.32
Debt to equity	0.30	0.92	3.60	...	0.57	1.14
Liabilities to assets	0.48	0.68	0.98	0.82	0.68	0.60
Interest coverage	6.64	2.76	0.22	...	2.14	4.36
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	74		26			
Pretax profit	65		35			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	14					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

**Financial Performance Indicators for Canadian Business**

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Industry 51 - Other converted paper products industries

SICE Grouping 279

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.9	3.3
Accounts receivable	14.8	23.0
Inventory	19.2	18.4
Capital assets	38.1	22.9
Other assets	5.5	6.0
<b>Total operating assets</b>	<b>88.5</b>	<b>73.7</b>
Investments and accounts with affiliates	7.7	25.7
Portfolio investments and loans with non-affiliates	3.8	0.6
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	18.1	12.3
Borrowing:		
Banks	8.1	22.5
Short term paper	0.4	0.1
Mortgages	1.2	0.4
Bonds	4.8	1.2
Other loans	4.1	18.1
Amount owing to affiliates	22.8	7.2
Other liabilities	0.6	1.8
Deferred income tax	0.4	1.0
<b>Total liabilities</b>	<b>60.5</b>	<b>64.6</b>
<b>Shareholders' equity</b>		
Share capital	15.2	13.2
Retained earnings	18.0	17.1
Other surplus	6.4	5.1
<b>Total shareholders' equity</b>	<b>39.5</b>	<b>35.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>51.6</b>	<b>46.8</b>
<b>Current liabilities - % of total assets</b>	<b>26.9</b>	<b>29.6</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

# Financial Performance Indicators for Canadian Business

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Industry 52 - Commercial printing industries

SICE Grouping 281

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	2,860					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.3	1.4	-2.1	0.5	2.5	1.5
Pretax profit margin	6.3	1.7	-2.0	0.5	3.1	2.1
Operating profit margin	5.7	1.8	-4.0	-1.7	3.9	2.9
Gross profit margin	54.7	37.1	26.9	43.5	32.6	27.7
Operating revenue to net operating assets	375.6	304.7	166.3	269.6	315.4	270.4
Return on net operating assets	18.6	6.9	-11.2	-1.3	12.7	10.2
Pretax profit to assets	12.8	3.7	-4.4	1.0	6.4	3.9
Return on capital employed	15.5	6.7	-11.2	-1.2	12.3	7.3
Return on equity (2)	29.1	10.5	-3.3	5.7	14.5	11.3
<u>Efficiency (ratios)</u>						
Receivable turnover	9.17	8.13	5.81	8.49	6.78	6.26
Inventory turnover	26.50	15.49	9.53	14.73	17.28	12.69
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.89	1.48	1.08	1.75	1.30	1.08
Debt to equity	0.23	0.53	1.36	0.30	0.70	2.25
Liabilities to assets	0.48	0.74	0.97	0.82	0.68	0.72
Interest coverage	2.94	1.17	-3.98	-0.75	1.69	2.46
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	68		32			
Pretax profit	65		35			
Net profit	63		37			
Percentage of firms with zero or negative equity(2)			11			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 52 - Commercial printing industries

SICE Grouping 281

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.4	9.8
Accounts receivable	30.1	30.2
Inventory	9.6	9.6
Capital assets	39.6	32.5
Other assets	4.2	5.6
<b>Total operating assets</b>	<b>92.8</b>	<b>87.7</b>
Investments and accounts with affiliates	3.9	10.7
Portfolio investments and loans with non-affiliates	3.3	1.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	22.1	23.7
Borrowing:		
Banks	15.9	22.1
Short term paper	0.2	0.5
Mortgages	2.5	1.2
Bonds	2.2	6.3
Other loans	6.4	11.9
Amount owing to affiliates	9.9	6.0
Other liabilities	3.0	2.8
Deferred income tax	0.8	1.8
<b>Total liabilities</b>	<b>63.2</b>	<b>76.4</b>
<b>Shareholders' equity</b>		
Share capital	2.5	5.2
Retained earnings	32.7	17.4
Other surplus	1.6	1.0
<b>Total shareholders' equity</b>	<b>36.8</b>	<b>23.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>54.4</b>	<b>53.4</b>
<b>Current liabilities - % of total assets</b>	<b>37.2</b>	<b>44.3</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 53 - Platemaking, typesetting and bindery industry  
SICE Grouping 282

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,048					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	6.5	1.4	-4.2	0.4	2.9	1.0
Pretax profit margin	7.4	1.6	-4.1	0.6	3.7	1.1
Operating profit margin	9.2	3.1	-3.2	0.1	9.2	2.5
Gross profit margin	60.3	45.0	31.3	51.8	35.8	24.9
Operating revenue to net operating assets	260.9	187.1	136.1	206.1	168.1	219.3
Return on net operating assets	11.4	6.7	-5.6	0.2	11.2	9.1
Pretax profit to assets	13.5	2.9	-6.7	0.8	6.1	3.4
Return on capital employed	11.2	6.4	-5.3	1.5	9.8	6.3
Return on equity (2)	28.4	11.4	-4.3	7.1	13.0	9.2
<i>Efficiency (ratios)</i>						
Receivable turnover	6.24	5.31	4.24	4.97	5.40	5.97
Inventory turnover	20.54	12.86	4.61	7.28	19.33	18.90
<i>Liquidity/Solvency (ratios)</i>						
Working capital	3.18	1.67	1.16	1.98	1.46	1.40
Debt to equity	0.58	1.63	2.14	1.90	1.26	1.08
Liabilities to assets	0.45	0.76	1.03	0.86	0.65	0.69
Interest coverage	2.40	0.86	-3.07	0.35	2.76	1.88
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	69		31			
Pretax profit	63		37			
Net profit	63		37			
Percentage of firms with zero or negative equity(2)			8			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 53 - Platemaking, typesetting and bindery industry

**SICE Grouping** 282

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.9	4.2
Accounts receivable	23.4	27.8
Inventory	8.9	5.3
Capital assets	46.1	34.2
Other assets	3.6	5.8
<b>Total operating assets</b>	<b>89.9</b>	<b>77.4</b>
Investments and accounts with affiliates	9.3	15.9
Portfolio investments and loans with non-affiliates	0.7	6.7
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	13.9	21.1
Borrowing:		
Banks	20.6	14.2
Short term paper	0.2	0.1
Mortgages	3.7	0.3
Bonds	2.2	1.5
Other loans	11.7	9.6
Amount owing to affiliates	12.1	11.3
Other liabilities	0.7	1.6
Deferred income tax	2.0	2.6
<b>Total liabilities</b>	<b>67.1</b>	<b>62.3</b>
<b>Shareholders' equity</b>		
Share capital	2.8	15.4
Retained earnings	30.1	22.3
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>32.9</b>	<b>37.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>44.9</b>	<b>41.3</b>
<b>Current liabilities - % of total assets</b>	<b>30.9</b>	<b>33.8</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

Financial Performance Indicators for Canadian Business

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Industry 54 - Publishing industries

SICE Grouping 283

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,063					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	9.0	2.3	-2.4	1.7	3.1	1.8
Pretax profit margin	11.6	2.8	-2.2	2.1	4.1	3.0
Operating profit margin	15.7	4.8	1.6	2.9	6.1	5.8
Gross profit margin	61.0	46.8	32.4	49.4	43.7	34.2
Operating revenue to net operating assets	460.4	239.5	120.6	105.4	394.4	244.8
Return on net operating assets	15.6	3.2	-2.9	-7.6	3.2	8.5
Pretax profit to assets	20.6	5.7	-5.4	3.7	7.8	5.3
Return on capital employed	11.2	9.4	-9.4	7.8	10.9	9.6
Return on equity (2)	34.3	15.4	2.2	13.5	16.6	9.4
<u>Efficiency (ratios)</u>						
Receivable turnover	6.13	5.10	4.65	4.95	6.38	4.95
Inventory turnover	...	5.73	...	...	5.73	5.29
<u>Liquidity/Solvency (ratios)</u>						
Working capital	1.55	1.03	0.81	0.79	1.55	1.32
Debt to equity	0.14	1.09	1.48	1.09	1.02	0.59
Liabilities to assets	0.46	0.77	1.02	0.81	0.69	0.71
Interest coverage	9.23	1.63	-0.66	...	2.28	1.88
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 54 - Publishing industries  
 SICE Grouping 283

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.3	3.9
Accounts receivable	23.2	33.9
Inventory	7.7	12.1
Capital assets	17.0	6.4
Other assets	7.0	19.1
<b>Total operating assets</b>	<b>64.3</b>	<b>75.4</b>
Investments and accounts with affiliates	11.5	23.5
Portfolio investments and loans with non-affiliates	24.2	1.1
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	24.7	22.7
Borrowing:		
Banks	13.8	7.8
Short term paper	0.3	0.3
Mortgages	3.1	0.5
Bonds	3.7	3.6
Other loans	8.3	1.7
Amount owing to affiliates	21.3	14.1
Other liabilities	10.0	18.6
Deferred income tax	1.7	0.0
<b>Total liabilities</b>	<b>86.8</b>	<b>69.4</b>
<b>Shareholders' equity</b>		
Share capital	7.1	10.9
Retained earnings	6.2	17.2
Other surplus	0.0	2.5
<b>Total shareholders' equity</b>	<b>13.2</b>	<b>30.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>64.8</b>	<b>63.4</b>
<b>Current liabilities - % of total assets</b>	<b>58.6</b>	<b>48.3</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 55 - Combined publishing and printing industries  
SICE Grouping 284

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	627					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.6	1.4	-3.3	0.0	2.6	2.1
Pretax profit margin	7.0	1.7	-2.9	0.4	3.1	3.0
Operating profit margin	19.0	3.9	2.4	...	3.9	0.5
Gross profit margin	64.0	48.9	29.2	51.2	44.0	25.7
Operating revenue to net operating assets	503.1	364.8	232.9	...	341.4	240.9
Return on net operating assets	14.2	11.4	-11.3	...	14.2	1.8
Pretax profit to assets	13.8	3.3	-7.8	-0.4	6.2	4.7
Return on capital employed	20.7	11.1	-2.8	...	20.7	2.1
Return on equity (2)	25.9	9.7	-1.6	5.8	12.0	8.6
<u>Efficiency (ratios)</u>						
Receivable turnover	10.09	8.97	5.19	...	8.82	8.62
Inventory turnover	...	20.66	...	...	18.17	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	1.40	1.20	1.01	...	1.63	2.11
Debt to equity	0.76	0.99	1.68	...	0.83	0.53
Liabilities to assets	0.40	0.71	1.00	0.73	0.71	0.61
Interest coverage	10.84	3.22	-0.90	...	10.84	1.93
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	80		20			
Pretax profit	76		24			
Net profit	76		24			
Percentage of firms with zero or negative equity(2)	4					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms***Revenue under \$25 million, Reference Year 1996**Financial Performance Indicators for Canadian Business*

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**Industry** 55 - Combined publishing and printing industries**SICE Grouping** 284

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.0	4.9
Accounts receivable	20.9	35.1
Inventory	4.7	8.8
Capital assets	37.6	28.0
Other assets	11.5	9.6
<b>Total operating assets</b>	<b>82.8</b>	<b>86.4</b>
Investments and accounts with affiliates	13.1	11.3
Portfolio investments and loans with non-affiliates	4.0	2.3
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	17.9	18.8
Borrowing:		
Banks	9.7	8.6
Short term paper	0.3	0.0
Mortgages	3.2	0.1
Bonds	3.4	0.3
Other loans	5.5	0.9
Amount owing to affiliates	16.7	57.2
Other liabilities	8.0	5.0
Deferred income tax	0.6	0.9
<b>Total liabilities</b>	<b>65.3</b>	<b>91.8</b>
<b>Shareholders' equity</b>		
Share capital	7.4	12.0
Retained earnings	26.4	-4.6
Other surplus	0.9	0.9
<b>Total shareholders' equity</b>	<b>34.7</b>	<b>8.2</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>41.0</b>	<b>56.7</b>
<b>Current liabilities - % of total assets</b>	<b>32.0</b>	<b>66.8</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 56 - Primary steel industries  
SICE Grouping 291

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	141					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.0	2.7	0.2	1.3	3.1	2.6
Pretax profit margin	8.8	3.1	0.4	1.8	4.0	3.6
Operating profit margin	8.5	4.8	2.5	...	8.5	3.9
Gross profit margin	35.8	24.6	19.1	32.6	24.1	17.4
Operating revenue to net operating assets	...	343.7	...	...	237.1	314.6
Return on net operating assets	...	9.3	...	...	12.0	12.4
Pretax profit to assets	18.2	9.4	0.9	1.9	10.0	7.3
Return on capital employed	21.8	9.0	4.3	...	9.9	9.5
Return on equity (2)	35.7	19.3	5.1	3.0	22.4	15.8
<u>Efficiency (ratios)</u>						
Receivable turnover	7.57	6.93	5.29	...	6.93	6.12
Inventory turnover	...	13.22	...	...	13.22	8.33
<u>Liquidity/Solvency (ratios)</u>						
Working capital	1.92	1.47	1.25	...	1.47	1.66
Debt to equity	...	1.97	...	...	1.00	0.58
Liabilities to assets	0.46	0.73	0.97	0.75	0.72	0.72
Interest coverage	...	4.83	...	...	6.35	2.84
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				100	...	
Pretax profit				94	6	
Net profit				94	6	
Percentage of firms with zero or negative equity(2)						6

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 56 - Primary steel industries

SICE Grouping 291

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	15.0	4.0
Accounts receivable	33.3	39.2
Inventory	12.2	22.2
Capital assets	16.2	26.8
Other assets	4.2	2.3
<b>Total operating assets</b>	<b>80.8</b>	<b>94.6</b>
Investments and accounts with affiliates	13.6	4.8
Portfolio investments and loans with non-affiliates	5.6	0.6
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	30.9	17.9
Borrowing:		
Banks	7.1	22.7
Short term paper	-	0.0
Mortgages	3.2	2.1
Bonds	-	0.3
Other loans	3.1	11.6
Amount owing to affiliates	17.4	11.2
Other liabilities	0.6	1.4
Deferred income tax	0.3	1.4
<b>Total liabilities</b>	<b>62.6</b>	<b>68.5</b>
<b>Shareholders' equity</b>		
Share capital	14.0	11.7
Retained earnings	21.4	15.1
Other surplus	2.0	4.7
<b>Total shareholders' equity</b>	<b>37.4</b>	<b>31.5</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>67.5</b>	<b>68.5</b>
<b>Current liabilities - % of total assets</b>	<b>43.0</b>	<b>38.6</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 57 - Iron foundries

SICE Grouping 294

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	138					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.3	2.6	-4.3	1.8	2.7	4.2
Pretax profit margin	7.7	3.1	-4.2	1.8	3.3	5.1
Operating profit margin	...	0.5	...	...	1.1	...
Gross profit margin	41.9	22.5	16.5	42.6	19.9	17.8
Operating revenue to net operating assets	...	350.3	...	...	207.9	...
Return on net operating assets	...	6.2	...	...	2.1	...
Pretax profit to assets	15.6	4.6	-6.2	1.8	6.1	12.3
Return on capital employed	...	10.2	...	...	10.2	...
Return on equity (2)	38.8	16.7	4.5	13.8	16.7	17.1
<u>Efficiency (ratios)</u>						
Receivable turnover	...	6.16	...	...	5.87	...
Inventory turnover	...	8.20	...	...	8.20	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.48	...	...	1.36	...
Debt to equity	...	0.50	...	...	0.75	...
Liabilities to assets	0.48	0.66	0.96	0.92	0.64	0.56
Interest coverage	...	0.83	...	...	1.87	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	67		33			
Pretax profit	67		33			
Net profit	67		33			
Percentage of firms with zero or negative equity(2)	22					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 57 - Iron foundries

SICE Grouping 294

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	21.7	-
Accounts receivable	27.0	-
Inventory	10.4	-
Capital assets	25.2	-
Other assets	0.9	-
<b>Total operating assets</b>	<b>85.0</b>	<b>-</b>
Investments and accounts with affiliates	1.6	-
Portfolio investments and loans with non-affiliates	13.3	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	25.0	-
Borrowing:		
Banks	12.1	-
Short term paper	-	-
Mortgages	0.5	-
Bonds	0.1	-
Other loans	4.3	-
Amount owing to affiliates	10.6	-
Other liabilities	7.7	-
Deferred income tax	2.2	-
<b>Total liabilities</b>	<b>62.4</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	4.1	-
Retained earnings	32.1	-
Other surplus	1.4	-
<b>Total shareholders' equity</b>	<b>37.6</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>61.3</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>48.7</b>	<b>-</b>

Industry 58 - Aluminum rolling, casting and extruding industry  
SICE Grouping 296

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	82					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.6	2.4	-2.0	1.2	2.6	2.0
Pretax profit margin	10.1	3.3	-1.1	1.4	3.5	3.0
Operating profit margin	...	2.8	...	...	5.5	3.3
Gross profit margin	34.4	25.9	16.4	27.1	25.6	25.3
Operating revenue to net operating assets	...	173.8	...	...	211.6	249.3
Return on net operating assets	...	3.5	...	...	6.8	7.7
Pretax profit to assets	17.9	3.8	-2.0	3.3	5.9	5.5
Return on capital employed	...	4.0	...	...	7.4	6.3
Return on equity (2)	32.9	9.9	3.4	23.7	8.8	7.7
<u>Efficiency (ratios)</u>						
Receivable turnover	...	5.65	...	...	6.41	5.70
Inventory turnover	...	5.02	...	...	4.80	5.46
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	0.90	...	...	1.58	1.35
Debt to equity	...	0.34	...	...	...	1.05
Liabilities to assets	0.44	0.59	0.97	0.56	0.62	0.56
Interest coverage	...	5.99	...	...	6.97	1.98
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	67		33			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 58 - Aluminum rolling, casting and extruding industry

**SICE Grouping** 296

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.5	2.0
Accounts receivable	15.5	30.5
Inventory	20.6	28.3
Capital assets	35.7	31.9
Other assets	0.9	1.5
<b>Total operating assets</b>	<b>80.2</b>	<b>94.2</b>
Investments and accounts with affiliates	3.4	5.8
Portfolio investments and loans with non-affiliates	16.4	-
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	22.7	28.2
Borrowing:		
Banks	10.9	16.3
Short term paper	0.1	-
Mortgages	1.1	1.9
Bonds	2.3	0.4
Other loans	2.3	6.4
Amount owing to affiliates	12.6	11.6
Other liabilities	1.9	0.6
Deferred income tax	1.0	1.2
<b>Total liabilities</b>	<b>54.8</b>	<b>66.6</b>
<b>Shareholders' equity</b>		
Share capital	3.8	3.3
Retained earnings	39.2	30.1
Other surplus	2.2	-
<b>Total shareholders' equity</b>	<b>45.2</b>	<b>33.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>47.3</b>	<b>61.8</b>
<b>Current liabilities - % of total assets</b>	<b>42.4</b>	<b>44.9</b>

Industry 59 - Other rolled, cast and extruded non-ferrous metal products industry  
 SICE Grouping 299

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	53					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	9.5	3.4	-0.8	1.0	3.9	2.6
Pretax profit margin	11.6	4.4	-0.6	1.7	5.2	3.4
Operating profit margin	...	4.4	...	...	6.2	2.1
Gross profit margin	39.0	26.9	16.7	38.0	24.6	18.9
Operating revenue to net operating assets	...	200.2	...	...	308.7	224.5
Return on net operating assets	...	10.2	...	...	22.2	4.0
Pretax profit to assets	15.8	7.6	-0.5	3.9	9.9	7.6
Return on capital employed	...	12.2	...	...	14.8	2.4
Return on equity (2)	39.2	19.3	6.0	6.4	21.4	10.0
<u>Efficiency (ratios)</u>						
Receivable turnover	...	7.13	...	...	8.21	6.91
Inventory turnover	...	6.48	...	...	8.05	4.24
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	2.56	...	...	1.53	1.70
Debt to equity	...	0.33	...	...	...	...
Liabilities to assets	0.33	0.69	1.00	0.74	0.65	0.56
Interest coverage	...	4.76	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 59 - Other rolled, cast and extruded non-ferrous metal products industry  
**SICE Grouping** 299

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.4	1.3
Accounts receivable	20.7	24.5
Inventory	12.6	20.6
Capital assets	37.6	42.8
Other assets	12.3	3.1
<b>Total operating assets</b>	<b>90.6</b>	<b>92.4</b>
Investments and accounts with affiliates	7.4	5.1
Portfolio investments and loans with non-affiliates	2.1	2.6
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	20.1	13.2
Borrowing:		
Banks	2.3	9.3
Short term paper	0.0	-
Mortgages	0.1	0.8
Bonds	0.3	0.3
Other loans	0.7	4.9
Amount owing to affiliates	33.7	7.2
Other liabilities	1.8	3.8
Deferred income tax	0.6	2.4
<b>Total liabilities</b>	<b>59.6</b>	<b>41.9</b>
<b>Shareholders' equity</b>		
Share capital	0.3	31.3
Retained earnings	32.9	23.7
Other surplus	7.2	3.1
<b>Total shareholders' equity</b>	<b>40.4</b>	<b>58.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>43.9</b>	<b>50.9</b>
<b>Current liabilities - % of total assets</b>	<b>40.3</b>	<b>25.7</b>

Industry 60 - Fabricated structural metal products industries  
SICE Grouping 302

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	310					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.4	3.2	0.1	1.3	3.4	2.4
Pretax profit margin	7.9	3.9	-1.0	1.9	4.3	2.8
Operating profit margin	6.1	4.6	-1.0	...	4.7	2.5
Gross profit margin	39.3	26.2	19.2	35.2	23.9	19.1
Operating revenue to net operating assets	335.5	150.4	120.2	...	309.1	303.1
Return on net operating assets	22.5	6.3	-25.0	...	21.4	8.7
Pretax profit to assets	16.9	7.9	0.5	2.1	9.7	6.1
Return on capital employed	24.6	11.4	3.8	...	17.1	10.1
Return on equity (2)	36.9	18.6	3.3	9.1	22.0	20.1
<u>Efficiency (ratios)</u>						
Receivable turnover	11.67	8.63	6.79	...	9.40	5.01
Inventory turnover	17.42	11.87	5.02	...	14.02	5.18
<u>Liquidity/Solvency (ratios)</u>						
Working capital	1.90	1.22	0.96	...	1.22	1.32
Debt to equity	0.38	0.68	2.17	...	0.61	0.82
Liabilities to assets	0.41	0.68	0.94	0.66	0.69	0.70
Interest coverage	6.92	6.26	2.32	...	6.26	2.45
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				88	12	
Pretax profit				84	16	
Net profit				84	16	
Percentage of firms with zero or negative equity(2)				29		

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 60 - Fabricated structural metal products industries

SICE Grouping 302

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.2	4.3
Accounts receivable	27.6	44.5
Inventory	20.3	29.4
Capital assets	35.8	14.1
Other assets	1.6	4.2
<b>Total operating assets</b>	<b>89.7</b>	<b>96.5</b>
Investments and accounts with affiliates	4.5	2.3
Portfolio investments and loans with non-affiliates	5.8	1.2
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	28.0	26.9
Borrowing:		
Banks	15.0	15.4
Short term paper	0.3	0.2
Mortgages	5.8	1.1
Bonds	3.3	2.6
Other loans	5.5	6.0
Amount owing to affiliates	15.1	11.9
Other liabilities	6.4	7.4
Deferred income tax	1.3	0.8
<b>Total liabilities</b>	<b>80.7</b>	<b>72.4</b>
<b>Shareholders' equity</b>		
Share capital	2.6	4.9
Retained earnings	15.7	21.3
Other surplus	1.0	1.4
<b>Total shareholders' equity</b>	<b>19.3</b>	<b>27.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>59.6</b>	<b>79.2</b>
<b>Current liabilities - % of total assets</b>	<b>46.3</b>	<b>58.3</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 61 - Ornamental and architectural metal products industries  
SICE Grouping 303

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	637					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.0	1.6	-1.6	0.2	2.4	2.2
Pretax profit margin	6.2	2.0	-1.4	0.3	2.6	2.8
Operating profit margin	7.8	4.0	-0.6	1.5	4.0	1.1
Gross profit margin	38.1	25.7	18.5	33.9	23.6	20.8
Operating revenue to net operating assets	389.0	276.1	208.2	258.8	328.0	397.7
Return on net operating assets	23.5	7.3	-1.6	6.0	11.4	5.3
Pretax profit to assets	12.3	3.8	-3.2	0.3	6.3	6.8
Return on capital employed	17.4	7.5	1.1	5.5	8.5	5.4
Return on equity (2)	25.0	10.8	0.7	4.6	14.0	12.5
<u>Efficiency (ratios)</u>						
Receivable turnover	11.30	8.73	5.46	9.81	8.08	5.94
Inventory turnover	13.46	7.47	4.06	15.96	6.20	11.34
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.37	1.60	1.18	1.89	1.44	1.25
Debt to equity	0.07	0.45	1.25	0.45	0.89	0.92
Liabilities to assets	0.37	0.65	0.93	0.76	0.62	0.69
Interest coverage	6.22	2.55	1.19	2.06	2.55	1.83
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	75		25			
Pretax profit	75		25			
Net profit	73		27			
Percentage of firms with zero or negative equity(2)			16			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 61 - Ornamental and architectural metal products industries

SICE Grouping 303

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.4	17.1
Accounts receivable	26.1	32.7
Inventory	23.3	21.6
Capital assets	31.6	23.7
Other assets	2.8	3.0
<b>Total operating assets</b>	<b>89.3</b>	<b>98.2</b>
Investments and accounts with affiliates	9.9	1.8
Portfolio investments and loans with non-affiliates	0.9	0.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	18.5	22.2
Borrowing:		
Banks	19.9	11.7
Short term paper	0.1	0.4
Mortgages	5.6	6.8
Bonds	1.5	4.7
Other loans	5.4	2.8
Amount owing to affiliates	17.6	18.4
Other liabilities	1.1	7.4
Deferred income tax	0.5	3.3
<b>Total liabilities</b>	<b>70.4</b>	<b>77.6</b>
<b>Shareholders' equity</b>		
Share capital	4.4	13.1
Retained earnings	23.9	9.3
Other surplus	1.3	-
<b>Total shareholders' equity</b>	<b>29.6</b>	<b>22.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>59.7</b>	<b>73.0</b>
<b>Current liabilities - % of total assets</b>	<b>36.7</b>	<b>51.4</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 62 - Stamped, pressed and coated metal products industries  
SICE Grouping 304

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	676					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.4	2.9	-0.8	1.4	3.2	2.3
Pretax profit margin	9.4	3.7	-0.7	1.7	4.1	3.1
Operating profit margin	8.4	4.0	-1.8	1.7	4.7	2.8
Gross profit margin	44.4	31.5	22.1	38.7	29.3	18.7
Operating revenue to net operating assets	404.3	224.3	178.4	214.7	251.0	300.2
Return on net operating assets	28.0	15.7	0.2	7.8	14.0	6.5
Pretax profit to assets	18.2	6.8	-1.1	3.5	8.6	6.0
Return on capital employed	21.5	13.7	0.2	7.0	12.2	7.7
Return on equity (2)	31.2	14.8	2.3	8.7	16.1	16.2
<u>Efficiency (ratios)</u>						
Receivable turnover	8.22	6.20	4.92	6.40	6.05	7.40
Inventory turnover	15.09	8.54	5.49	6.06	9.86	6.71
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.60	1.92	1.22	1.48	2.22	1.35
Debt to equity	0.05	0.24	0.68	0.22	0.27	0.70
Liabilities to assets	0.35	0.60	0.86	0.69	0.57	0.61
Interest coverage	7.58	3.00	0.88	...	3.40	2.11
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	73		27			
Pretax profit	73		27			
Net profit	69		31			
Percentage of firms with zero or negative equity(2)			11			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 62 - Stamped, pressed and coated metal products industries

SICE Grouping 304

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	14.1	2.6
Accounts receivable	25.4	24.1
Inventory	11.6	23.1
Capital assets	29.3	26.8
Other assets	1.7	6.6
<b>Total operating assets</b>	<b>82.1</b>	<b>83.1</b>
Investments and accounts with affiliates	9.5	14.1
Portfolio investments and loans with non-affiliates	8.4	2.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	17.3	22.4
Borrowing:		
Banks	12.6	17.2
Short term paper	0.2	0.7
Mortgages	1.8	2.5
Bonds	2.6	7.3
Other loans	3.5	5.1
Amount owing to affiliates	9.5	12.5
Other liabilities	5.0	2.1
Deferred income tax	1.6	1.6
<b>Total liabilities</b>	<b>54.3</b>	<b>71.3</b>
<b>Shareholders' equity</b>		
Share capital	6.4	3.5
Retained earnings	38.3	23.2
Other surplus	1.1	2.1
<b>Total shareholders' equity</b>	<b>45.7</b>	<b>28.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>56.8</b>	<b>65.1</b>
<b>Current liabilities - % of total assets</b>	<b>32.5</b>	<b>45.7</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 63 - Wire and wire products industries

SICE Grouping 305

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	86					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.3	3.2	0.6	3.2	3.3	2.1
Pretax profit margin	8.4	4.0	0.7	4.4	4.0	3.1
Operating profit margin	6.2	4.1	-7.4	...	4.1	1.8
Gross profit margin	40.3	28.9	21.7	39.5	28.1	20.8
Operating revenue to net operating assets	343.9	275.6	197.1	...	275.6	530.1
Return on net operating assets	17.7	12.3	-5.8	...	12.3	7.3
Pretax profit to assets	16.6	6.3	1.4	4.1	6.6	7.1
Return on capital employed	13.6	8.6	1.1	...	8.6	5.6
Return on equity (2)	30.1	14.7	4.9	7.8	15.3	14.0
<u>Efficiency (ratios)</u>						
Receivable turnover	6.17	5.53	4.13	...	5.53	7.10
Inventory turnover	12.49	6.03	5.10	...	6.03	6.35
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.21	1.65	1.24	...	1.65	1.86
Debt to equity	...	0.75	...	...	0.75	0.31
Liabilities to assets	0.32	0.61	0.86	0.75	0.59	0.59
Interest coverage	...	3.96	...	...	3.96	3.90
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	67		33			
Pretax profit	78		22			
Net profit	78		22			
Percentage of firms with zero or negative equity(2)			5			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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**Industry** 63 - Wire and wire products industries**SICE Grouping** 305

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	3.0	8.1
Accounts receivable	44.8	29.5
Inventory	18.3	29.3
Capital assets	28.2	22.3
Other assets	1.8	3.0
<b>Total operating assets</b>	<b>96.1</b>	<b>92.2</b>
Investments and accounts with affiliates	3.1	5.8
Portfolio investments and loans with non-affiliates	0.8	1.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	18.2	26.3
Borrowing:		
Banks	15.1	8.4
Short term paper	-	0.2
Mortgages	4.7	1.2
Bonds	-	1.9
Other loans	3.2	1.4
Amount owing to affiliates	5.8	9.5
Other liabilities	5.0	2.5
Deferred income tax	1.7	1.7
<b>Total liabilities</b>	<b>53.5</b>	<b>52.9</b>
<b>Shareholders' equity</b>		
Share capital	1.0	4.0
Retained earnings	41.2	42.8
Other surplus	4.3	0.3
<b>Total shareholders' equity</b>	<b>46.5</b>	<b>47.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>67.9</b>	<b>70.5</b>
<b>Current liabilities - % of total assets</b>	<b>34.9</b>	<b>37.9</b>

Industry 64 - Hardware, tool and cutlery industries

SICE Grouping 306

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,080					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	9.3	4.5	0.2	2.6	5.3	3.3
Pretax profit margin	11.7	5.5	0.3	3.3	6.8	3.8
Operating profit margin	11.7	7.4	1.6	2.1	7.8	3.7
Gross profit margin	50.2	35.3	24.8	49.1	31.4	25.3
Operating revenue to net operating assets	270.0	209.0	153.5	202.1	214.5	234.8
Return on net operating assets	22.8	13.0	6.2	7.1	16.9	10.3
Pretax profit to assets	19.1	8.7	0.3	5.1	10.5	6.8
Return on capital employed	23.1	10.6	5.0	6.3	16.9	8.8
Return on equity (2)	33.9	17.0	4.5	10.7	19.6	16.2
<u>Efficiency (ratios)</u>						
Receivable turnover	7.93	6.18	5.05	6.47	6.05	5.93
Inventory turnover	17.00	9.98	6.26	8.28	14.44	6.64
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.00	1.70	1.03	3.51	1.54	1.26
Debt to equity	0.27	0.69	1.75	0.40	0.71	1.01
Liabilities to assets	0.37	0.62	0.85	0.63	0.62	0.67
Interest coverage	6.26	2.96	1.07	1.94	4.34	2.01
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	86		14			
Pretax profit	84		16			
Net profit	84		16			
Percentage of firms with zero or negative equity(2)			9			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 64 - Hardware, tool and cutlery industries  
 SICE Grouping 306

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.6	2.6
Accounts receivable	20.4	29.8
Inventory	11.9	20.0
Capital assets	43.7	34.7
Other assets	4.1	6.4
<b>Total operating assets</b>	<b>87.7</b>	<b>93.6</b>
Investments and accounts with affiliates	8.8	5.9
Portfolio investments and loans with non-affiliates	3.5	0.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	17.3	56.5
Borrowing:		
Banks	15.7	16.1
Short term paper	0.1	0.1
Mortgages	4.2	1.4
Bonds	1.0	1.5
Other loans	6.8	7.9
Amount owing to affiliates	11.7	13.2
Other liabilities	4.9	15.7
Deferred income tax	2.2	2.9
<b>Total liabilities</b>	<b>63.9</b>	<b>115.2</b>
<b>Shareholders' equity</b>		
Share capital	5.3	3.3
Retained earnings	30.7	-19.3
Other surplus	0.1	0.8
<b>Total shareholders' equity</b>	<b>36.1</b>	<b>-15.2</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>44.9</b>	<b>57.4</b>
<b>Current liabilities - % of total assets</b>	<b>35.2</b>	<b>80.7</b>

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Industry 65 - Heating equipment industry

SICE Grouping 307

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	...					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.1	3.2	-4.4	-0.2	3.7	2.7
Pretax profit margin	8.3	3.6	-4.4	-0.2	4.4	3.2
Operating profit margin	...	...	...	...	...	3.5
Gross profit margin	40.0	28.5	18.8	32.4	27.4	23.5
Operating revenue to net operating assets	...	...	...	...	...	308.5
Return on net operating assets	...	...	...	...	...	20.1
Pretax profit to assets	15.0	5.4	-5.1	-0.8	8.4	6.7
Return on capital employed	...	...	...	...	...	16.6
Return on equity (2)	34.4	11.8	1.6	5.2	13.0	16.6
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	7.24
Inventory turnover	...	...	...	...	...	6.38
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	...	...	...	...	1.75
Debt to equity	...	...	...	...	...	0.50
Liabilities to assets	0.44	0.74	0.97	0.82	0.61	0.57
Interest coverage	...	...	...	...	...	5.01
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	...		...			
Pretax profit	...		...			
Net profit	...		...			
Percentage of firms with zero or negative equity(2)	...					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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Industry 65 - Heating equipment industry

SICE Grouping 307

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	-	-
Accounts receivable	-	-
Inventory	-	-
Capital assets	-	-
Other assets	-	-
<b>Total operating assets</b>	-	-
Investments and accounts with affiliates	-	-
Portfolio investments and loans with non-affiliates	-	-
<b>Total assets</b>	-	-
<b>Liabilities</b>		
Accounts payable	-	-
Borrowing:		
Banks	-	-
Short term paper	-	-
Mortgages	-	-
Bonds	-	-
Other loans	-	-
Amount owing to affiliates	-	-
Other liabilities	-	-
Deferred income tax	-	-
<b>Total liabilities</b>	-	-
<b>Shareholders' equity</b>		
Share capital	-	-
Retained earnings	-	-
Other surplus	-	-
<b>Total shareholders' equity</b>	-	-
<b>Total liabilities and shareholders' equity</b>	-	-
<b>Current assets - % of total assets</b>	-	-
<b>Current liabilities - % of total assets</b>	-	-

Industry 66 - Machine shop industry  
SICE Grouping 308

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	2,030					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	9.4	3.9	0.3	2.8	4.8	2.6
Pretax profit margin	11.5	4.8	0.4	3.2	5.9	3.2
Operating profit margin	10.8	4.7	1.5	1.8	7.2	5.9
Gross profit margin	51.0	35.7	24.7	44.2	30.9	25.8
Operating revenue to net operating assets	319.6	241.3	164.0	198.3	249.1	200.0
Return on net operating assets	25.1	14.5	2.4	4.8	18.9	11.3
Pretax profit to assets	19.0	8.3	0.7	5.6	10.8	6.5
Return on capital employed	19.7	12.2	3.6	7.0	15.1	11.7
Return on equity (2)	35.9	18.4	4.8	13.6	21.6	19.1
<u>Efficiency (ratios)</u>						
Receivable turnover	9.12	6.74	5.93	7.64	6.65	5.43
Inventory turnover	12.30	9.15	4.44	9.33	8.85	8.53
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.38	1.53	1.16	1.24	1.61	1.31
Debt to equity	0.30	0.70	1.54	0.85	0.67	0.88
Liabilities to assets	0.38	0.64	0.87	0.67	0.60	0.72
Interest coverage	5.75	2.07	1.10	1.28	4.58	3.24
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	84		16			
Pretax profit	84		16			
Net profit	84		16			
Percentage of firms with zero or negative equity(2)			10			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 66 - Machine shop industry

SICE Grouping 308

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.8	2.1
Accounts receivable	22.9	32.8
Inventory	13.9	19.4
Capital assets	38.8	37.8
Other assets	3.5	1.7
<b>Total operating assets</b>	<b>89.8</b>	<b>93.8</b>
Investments and accounts with affiliates	6.8	2.4
Portfolio investments and loans with non-affiliates	3.3	3.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	17.0	23.8
Borrowing:		
Banks	16.7	17.9
Short term paper	0.2	0.3
Mortgages	2.6	2.0
Bonds	2.1	2.8
Other loans	8.5	11.5
Amount owing to affiliates	12.2	5.4
Other liabilities	2.0	3.2
Deferred income tax	1.0	2.3
<b>Total liabilities</b>	<b>62.1</b>	<b>69.3</b>
<b>Shareholders' equity</b>		
Share capital	1.6	1.5
Retained earnings	35.1	29.0
Other surplus	1.2	0.2
<b>Total shareholders' equity</b>	<b>37.9</b>	<b>30.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>53.4</b>	<b>59.8</b>
<b>Current liabilities - % of total assets</b>	<b>32.7</b>	<b>42.6</b>

# Small and Medium Firms

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Industry 67 - Other metal fabricating industries

SICE Grouping 309

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	466					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.7	3.3	-0.5	1.9	4.0	2.9
Pretax profit margin	9.4	4.0	-0.5	2.3	4.7	3.8
Operating profit margin	10.9	7.2	1.8	5.0	7.6	4.4
Gross profit margin	41.2	30.3	21.2	39.0	27.5	23.1
Operating revenue to net operating assets	337.9	210.1	130.3	127.0	280.3	292.6
Return on net operating assets	22.7	12.7	8.0	10.0	15.0	18.3
Pretax profit to assets	17.3	7.7	-0.8	3.6	9.8	8.3
Return on capital employed	20.5	11.7	6.5	11.7	11.4	15.2
Return on equity (2)	32.7	14.3	2.0	8.6	17.1	15.8
<u>Efficiency (ratios)</u>						
Receivable turnover	10.41	7.48	5.20	7.48	6.42	5.54
Inventory turnover	20.47	8.65	4.41	...	10.16	8.74
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.95	1.28	1.16	1.25	1.61	1.23
Debt to equity	0.15	0.63	1.52	1.06	0.52	0.97
Liabilities to assets	0.36	0.64	0.87	0.67	0.63	0.64
Interest coverage	6.81	2.56	1.17	...	1.77	2.42
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	87		13			
Pretax profit	83		17			
Net profit	83		17			
Percentage of firms with zero or negative equity(2)			5			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 67 - Other metal fabricating industries

**SICE Grouping** 309

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.6	4.4
Accounts receivable	23.0	28.6
Inventory	13.4	22.9
Capital assets	33.9	23.0
Other assets	2.1	2.0
<b>Total operating assets</b>	<b>83.1</b>	<b>80.9</b>
Investments and accounts with affiliates	15.0	12.3
Portfolio investments and loans with non-affiliates	1.9	6.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	18.8	19.0
Borrowing:		
Banks	10.7	32.3
Short term paper	0.2	0.1
Mortgages	3.8	1.2
Bonds	6.3	1.1
Other loans	6.0	14.7
Amount owing to affiliates	8.5	9.6
Other liabilities	1.7	4.3
Deferred income tax	0.7	1.1
<b>Total liabilities</b>	<b>56.7</b>	<b>83.4</b>
<b>Shareholders' equity</b>		
Share capital	5.2	23.7
Retained earnings	37.7	-8.4
Other surplus	0.4	1.3
<b>Total shareholders' equity</b>	<b>43.3</b>	<b>16.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>52.0</b>	<b>58.2</b>
<b>Current liabilities - % of total assets</b>	<b>30.9</b>	<b>62.0</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 68 - Agricultural implement industry  
SICE Grouping 311

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	95					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.2	3.4	-1.0	1.9	4.0	3.0
Pretax profit margin	9.0	4.4	-0.9	2.3	4.9	3.6
Operating profit margin	...	3.4	...	...	2.4	4.7
Gross profit margin	41.0	30.2	20.0	33.9	27.4	22.1
Operating revenue to net operating assets	...	244.0	...	...	244.0	276.0
Return on net operating assets	...	3.7	...	...	-0.1	15.7
Pretax profit to assets	13.7	7.5	-1.0	3.0	10.0	7.2
Return on capital employed	...	3.6	...	...	5.4	8.6
Return on equity (2)	29.0	14.6	3.6	10.1	16.3	14.5
<u>Efficiency (ratios)</u>						
Receivable turnover	...	6.86	...	...	6.86	6.04
Inventory turnover	...	4.45	...	...	4.45	3.12
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.80	...	...	1.80	1.62
Debt to equity	...	0.25	...	...	0.25	0.29
Liabilities to assets	0.32	0.58	0.87	0.67	0.57	0.61
Interest coverage	...	0.20	...	...	0.20	5.98
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)						30

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 68 - Agricultural implement industry

SICE Grouping 311

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.2	4.7
Accounts receivable	20.4	30.1
Inventory	42.0	41.0
Capital assets	18.1	18.9
Other assets	1.9	2.2
<b>Total operating assets</b>	<b>89.7</b>	<b>96.9</b>
Investments and accounts with affiliates	7.0	2.7
Portfolio investments and loans with non-affiliates	3.3	0.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	19.0	26.4
Borrowing:		
Banks	12.8	12.5
Short term paper	0.1	0.2
Mortgages	0.2	0.3
Bonds	1.1	1.9
Other loans	6.0	4.1
Amount owing to affiliates	17.6	9.2
Other liabilities	1.4	3.3
Deferred income tax	0.3	1.4
<b>Total liabilities</b>	<b>58.5</b>	<b>59.3</b>
<b>Shareholders' equity</b>		
Share capital	13.8	3.9
Retained earnings	27.6	36.5
Other surplus	0.1	0.3
<b>Total shareholders' equity</b>	<b>41.5</b>	<b>40.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>77.6</b>	<b>77.8</b>
<b>Current liabilities - % of total assets</b>	<b>37.8</b>	<b>45.6</b>

**Small and Medium Firms****Financial Performance Indicators for Canadian Business**

Revenue under \$25 million, Reference Year 1996

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Industry 69 - Other machinery and equipment industries

SICE Grouping 319

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,782					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.3	3.2	-0.7	1.5	3.9	2.5
Pretax profit margin	9.2	3.8	-0.6	1.9	4.9	3.0
Operating profit margin	9.6	4.0	0.1	2.0	4.9	5.0
Gross profit margin	45.1	31.5	22.4	41.0	28.8	24.7
Operating revenue to net operating assets	312.1	233.2	180.3	220.1	251.0	296.7
Return on net operating assets	21.2	8.5	1.4	4.5	8.9	19.0
Pretax profit to assets	17.1	7.1	-0.9	3.0	9.0	6.4
Return on capital employed	19.5	9.2	1.4	14.2	7.8	14.6
Return on equity (2)	31.3	15.2	3.0	9.2	16.5	15.2
<u>Efficiency (ratios)</u>						
Receivable turnover	8.95	7.02	5.44	7.09	6.59	7.35
Inventory turnover	11.37	5.58	3.09	5.59	5.50	5.48
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.38	1.76	1.17	1.41	1.76	1.55
Debt to equity	0.18	0.52	1.02	0.52	0.50	0.40
Liabilities to assets	0.39	0.66	0.93	0.73	0.63	0.70
Interest coverage	6.02	2.29	0.31	1.43	2.89	3.35
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	80		20			
Pretax profit	79		21			
Net profit	77		23			
Percentage of firms with zero or negative equity(2)			15			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 69 - Other machinery and equipment industries  
**SICE Grouping** 319

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.5	5.5
Accounts receivable	25.7	30.0
Inventory	21.5	28.1
Capital assets	26.6	20.3
Other assets	2.4	6.2
<b>Total operating assets</b>	<b>84.7</b>	<b>90.1</b>
Investments and accounts with affiliates	10.0	8.1
Portfolio investments and loans with non-affiliates	5.4	1.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	19.1	25.4
Borrowing:		
Banks	15.2	8.2
Short term paper	0.3	0.3
Mortgages	1.9	2.3
Bonds	3.5	3.8
Other loans	4.3	4.2
Amount owing to affiliates	12.7	9.2
Other liabilities	4.3	4.5
Deferred income tax	1.2	0.9
<b>Total liabilities</b>	<b>62.5</b>	<b>58.8</b>
<b>Shareholders' equity</b>		
Share capital	11.3	10.2
Retained earnings	23.7	27.5
Other surplus	2.6	3.5
<b>Total shareholders' equity</b>	<b>37.5</b>	<b>41.2</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>64.9</b>	<b>67.6</b>
<b>Current liabilities - % of total assets</b>	<b>36.3</b>	<b>41.1</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 70 - Aircraft and aircraft parts industry  
SICE Grouping 321

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	100					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.6	3.1	-0.8	1.8	3.8	2.5
Pretax profit margin	8.4	4.2	-0.9	2.1	4.9	3.9
Operating profit margin	...	2.5	...	...	4.9	...
Gross profit margin	48.3	33.8	23.0	41.9	28.5	19.9
Operating revenue to net operating assets	...	128.5	...	...	128.5	...
Return on net operating assets	...	15.9	...	...	15.9	...
Pretax profit to assets	15.5	5.2	-0.9	2.5	10.1	5.5
Return on capital employed	...	13.5	...	...	14.5	...
Return on equity (2)	33.0	15.4	0.3	4.6	21.6	16.2
<u>Efficiency (ratios)</u>						
Receivable turnover	...	9.61	...	...	9.61	...
Inventory turnover	...	3.17	...	...	3.17	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.45	...	...	1.78	...
Debt to equity	...	1.67	...	...	1.67	...
Liabilities to assets	0.49	0.71	0.92	0.73	0.71	0.67
Interest coverage	...	1.31	...	...	2.11	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 70 - Aircraft and aircraft parts industry

SICE Grouping 321

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.1	-
Accounts receivable	16.2	-
Inventory	27.4	-
Capital assets	16.1	-
Other assets	4.8	-
<b>Total operating assets</b>	<b>68.6</b>	<b>-</b>
Investments and accounts with affiliates	31.4	-
Portfolio investments and loans with non-affiliates	-	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	10.6	-
Borrowing:		
Banks	7.0	-
Short term paper	-	-
Mortgages	0.2	-
Bonds	-	-
Other loans	4.3	-
Amount owing to affiliates	49.3	-
Other liabilities	9.6	-
Deferred income tax	0.7	-
<b>Total liabilities</b>	<b>81.7</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	11.5	-
Retained earnings	6.8	-
Other surplus	0.0	-
<b>Total shareholders' equity</b>	<b>18.3</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>51.3</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>23.1</b>	<b>-</b>

Industry 71 - Truck and bus body and trailer industries

SICE Grouping 324

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	376					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	5.0	1.8	-2.4	1.0	2.2	2.1
Pretax profit margin	5.8	2.1	-2.2	1.3	2.9	2.5
Operating profit margin	11.5	5.7	3.3	11.4	4.3	2.9
Gross profit margin	35.0	24.5	15.5	33.9	21.5	16.7
Operating revenue to net operating assets	299.0	262.5	91.8	181.3	262.5	366.4
Return on net operating assets	16.2	9.4	2.6	...	11.5	20.4
Pretax profit to assets	10.1	4.8	-3.0	0.7	6.2	6.0
Return on capital employed	15.9	9.5	2.2	...	10.2	13.8
Return on equity (2)	22.0	10.8	2.6	5.9	11.9	17.9
<i>Efficiency (ratios)</i>						
Receivable turnover	13.48	9.00	6.59	...	9.00	7.15
Inventory turnover	26.35	9.27	3.75	...	4.06	6.36
<i>Liquidity/Solvency (ratios)</i>						
Working capital	6.39	1.85	1.69	...	1.68	1.53
Debt to equity	0.37	0.64	1.26	...	1.02	0.55
Liabilities to assets	0.35	0.68	0.94	0.86	0.64	0.70
Interest coverage	6.36	1.03	-9.25	...	3.09	7.31
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	90		10			
Pretax profit	80		20			
Net profit	80		20			
Percentage of firms with zero or negative equity(2)	13					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry**                71   - Truck and bus body and trailer industries  
**SICE Grouping**        324

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.7	7.7
Accounts receivable	16.0	29.4
Inventory	23.6	33.8
Capital assets	41.2	17.1
Other assets	2.4	2.2
<b>Total operating assets</b>	<b>89.8</b>	<b>90.2</b>
Investments and accounts with affiliates	3.8	7.8
Portfolio investments and loans with non-affiliates	6.4	2.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	22.0	23.3
Borrowing:		
Banks	13.2	12.9
Short term paper	0.1	0.0
Mortgages	1.8	4.6
Bonds	0.7	0.5
Other loans	8.3	3.6
Amount owing to affiliates	9.2	14.6
Other liabilities	2.5	1.6
Deferred income tax	2.2	0.5
<b>Total liabilities</b>	<b>60.0</b>	<b>61.7</b>
<b>Shareholders' equity</b>		
Share capital	4.8	5.9
Retained earnings	33.0	31.6
Other surplus	2.1	0.8
<b>Total shareholders' equity</b>	<b>40.0</b>	<b>38.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>52.2</b>	<b>74.3</b>
<b>Current liabilities - % of total assets</b>	<b>35.1</b>	<b>43.1</b>

Industry 72 - Motor vehicle parts and accessories industries  
SICE Grouping 325

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	361					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.2	2.2	-1.9	1.6	3.1	3.8
Pretax profit margin	7.6	2.8	-1.8	1.8	3.5	5.4
Operating profit margin	5.9	1.4	-3.3	-2.1	4.8	3.2
Gross profit margin	42.1	30.8	21.0	36.9	28.0	22.8
Operating revenue to net operating assets	315.1	214.3	106.2	78.9	266.7	279.0
Return on net operating assets	17.0	6.3	-3.6	-0.7	12.0	10.3
Pretax profit to assets	13.2	4.6	-2.6	2.3	5.9	9.9
Return on capital employed	13.7	6.7	-3.6	-0.6	11.3	8.8
Return on equity (2)	28.1	9.6	-1.5	3.1	13.5	19.6
<u>Efficiency (ratios)</u>						
Receivable turnover	16.07	9.11	5.15	10.79	7.93	6.25
Inventory turnover	12.58	6.52	2.94	...	6.52	6.04
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.61	1.59	1.45	1.50	1.59	1.35
Debt to equity	0.07	0.13	1.01	...	0.32	0.89
Liabilities to assets	0.32	0.62	0.90	0.63	0.61	0.66
Interest coverage	3.28	1.60	0.40	...	2.67	3.34
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	69		31			
Pretax profit	63		37			
Net profit	63		37			
Percentage of firms with zero or negative equity(2)	18					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 72 - Motor vehicle parts and accessories industries  
 SICE Grouping 325

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	12.3	3.8
Accounts receivable	17.8	27.9
Inventory	23.4	18.5
Capital assets	30.1	30.4
Other assets	3.6	5.2
<b>Total operating assets</b>	<b>87.2</b>	<b>85.9</b>
Investments and accounts with affiliates	6.6	9.1
Portfolio investments and loans with non-affiliates	6.2	4.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	16.5	21.3
Borrowing:		
Banks	21.2	12.7
Short term paper	0.1	0.1
Mortgages	4.3	0.4
Bonds	1.1	1.0
Other loans	12.0	5.2
Amount owing to affiliates	17.3	15.5
Other liabilities	0.7	12.2
Deferred income tax	0.4	2.2
<b>Total liabilities</b>	<b>73.4</b>	<b>70.6</b>
<b>Shareholders' equity</b>		
Share capital	9.8	13.2
Retained earnings	15.4	12.7
Other surplus	1.4	3.5
<b>Total shareholders' equity</b>	<b>26.6</b>	<b>29.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>59.3</b>	<b>59.4</b>
<b>Current liabilities - % of total assets</b>	<b>42.9</b>	<b>35.2</b>

Industry 73 - Boatbuilding and repair industry

SICE Grouping 328

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	291					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.6	1.7	-4.7	1.3	2.0	1.8
Pretax profit margin	6.9	1.9	-4.5	1.6	2.6	2.3
Operating profit margin	6.8	1.3	-5.1	-1.3	2.7	...
Gross profit margin	44.4	28.6	18.4	37.5	23.5	21.0
Operating revenue to net operating assets	216.8	125.2	86.0	102.5	230.8	...
Return on net operating assets	8.6	2.8	-18.1	-2.2	9.4	...
Pretax profit to assets	12.9	3.5	-6.4	2.5	4.9	4.7
Return on capital employed	11.8	6.9	3.2	4.5	13.6	...
Return on equity (2)	31.2	11.4	-1.7	8.9	14.0	6.2
<u>Efficiency (ratios)</u>						
Receivable turnover	...	9.44	...	...	...	...
Inventory turnover	6.72	3.25	1.58	2.45	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.06	1.17	0.61	0.84	1.19	...
Debt to equity	...	0.53	...	2.45	...	...
Liabilities to assets	0.45	0.78	1.01	0.84	0.73	0.68
Interest coverage	...	0.65	...	-7.00	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	90		10			
Pretax profit	79		21			
Net profit	79		21			
Percentage of firms with zero or negative equity(2)						15

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 73 - Boatbuilding and repair industry

SICE Grouping 328

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	14.6	-
Accounts receivable	7.6	-
Inventory	25.2	-
Capital assets	32.5	-
Other assets	1.0	-
<b>Total operating assets</b>	<b>80.8</b>	<b>-</b>
Investments and accounts with affiliates	17.4	-
Portfolio investments and loans with non-affiliates	1.8	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	16.5	-
Borrowing:		
Banks	10.0	-
Short term paper	0.4	-
Mortgages	2.2	-
Bonds	3.9	-
Other loans	5.2	-
Amount owing to affiliates	13.6	-
Other liabilities	5.9	-
Deferred income tax	1.7	-
<b>Total liabilities</b>	<b>59.4</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	2.1	-
Retained earnings	38.4	-
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>40.6</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>49.2</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>36.7</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 74 - Electric lighting industries

SICE Grouping 333

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	151					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.1	1.4	-2.7	0.4	3.3	1.8
Pretax profit margin	7.2	1.7	-2.5	0.4	3.5	2.4
Operating profit margin	...	3.1	...	...	3.4	...
Gross profit margin	41.5	31.0	21.2	33.2	30.8	21.6
Operating revenue to net operating assets	...	327.9	...	...	291.6	...
Return on net operating assets	...	3.3	...	...	11.3	...
Pretax profit to assets	13.3	3.3	-2.5	0.4	5.9	5.0
Return on capital employed	...	10.0	...	...	12.6	...
Return on equity (2)	33.2	12.5	-0.1	5.5	18.7	9.0
<u>Efficiency (ratios)</u>						
Receivable turnover	...	5.96	...	...	5.96	...
Inventory turnover	...	5.32	...	...	4.61	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	2.00	...	...	1.44	...
Debt to equity	...	...	...	...	...	...
Liabilities to assets	0.51	0.74	0.97	0.78	0.71	0.48
Interest coverage	...	4.59	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 74 - Electric lighting industries  
 SICE Grouping 333

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	12.3	-
Accounts receivable	24.3	-
Inventory	30.9	-
Capital assets	7.1	-
Other assets	6.5	-
<b>Total operating assets</b>	<b>81.2</b>	<b>-</b>
Investments and accounts with affiliates	5.7	-
Portfolio investments and loans with non-affiliates	13.1	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	21.8	-
Borrowing:		
Banks	13.7	-
Short term paper	0.0	-
Mortgages	0.2	-
Bonds	0.7	-
Other loans	1.3	-
Amount owing to affiliates	52.0	-
Other liabilities	0.1	-
Deferred income tax	0.1	-
<b>Total liabilities</b>	<b>90.0</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	2.0	-
Retained earnings	8.0	-
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>10.0</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>78.0</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>55.4</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 75 - Communication and other electronic equipment industries  
SICE Grouping 335

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	394					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	9.6	3.2	-2.9	1.0	4.3	4.2
Pretax profit margin	12.2	3.7	-2.8	1.5	5.0	4.7
Operating profit margin	17.0	5.4	-1.9	0.7	6.3	4.7
Gross profit margin	53.6	37.1	24.2	45.4	30.9	29.9
Operating revenue to net operating assets	405.9	292.4	195.0	257.6	323.9	236.8
Return on net operating assets	17.4	7.3	-5.4	...	17.4	15.2
Pretax profit to assets	18.0	5.8	-4.1	2.3	8.0	7.4
Return on capital employed	15.6	7.0	-3.6	6.8	14.4	12.0
Return on equity (2)	33.0	16.1	1.8	10.8	19.1	17.4
<u>Efficiency (ratios)</u>						
Receivable turnover	9.15	7.97	6.90	...	7.63	6.13
Inventory turnover	11.02	9.69	6.61	...	15.68	6.44
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.99	2.15	1.15	2.15	1.86	1.84
Debt to equity	0.07	0.33	0.72	...	0.42	0.57
Liabilities to assets	0.36	0.62	0.88	0.68	0.60	0.62
Interest coverage	15.50	9.50	2.11	...	5.26	4.20
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	67		33			
Pretax profit	75		25			
Net profit	75		25			
Percentage of firms with zero or negative equity(2)	14					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 75 - Communication and other electronic equipment industries  
 SICE Grouping 335

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.9	13.6
Accounts receivable	19.3	28.5
Inventory	9.2	19.6
Capital assets	20.1	16.3
Other assets	2.2	7.7
<b>Total operating assets</b>	<b>60.8</b>	<b>85.8</b>
Investments and accounts with affiliates	22.8	10.1
Portfolio investments and loans with non-affiliates	16.5	4.1
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	18.7	23.3
Borrowing:		
Banks	11.4	13.5
Short term paper	0.1	0.0
Mortgages	0.2	0.1
Bonds	0.9	0.8
Other loans	4.2	5.9
Amount owing to affiliates	29.6	6.0
Other liabilities	3.4	5.0
Deferred income tax	0.5	1.7
<b>Total liabilities</b>	<b>69.0</b>	<b>56.4</b>
<b>Shareholders' equity</b>		
Share capital	3.4	13.4
Retained earnings	27.3	30.1
Other surplus	0.3	0.1
<b>Total shareholders' equity</b>	<b>31.0</b>	<b>43.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>59.2</b>	<b>70.6</b>
<b>Current liabilities - % of total assets</b>	<b>38.6</b>	<b>40.0</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 76 - Office, store and business machine industries  
SICE Grouping 336

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	102					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.9	1.9	-4.4	0.3	2.5	3.8
Pretax profit margin	9.8	2.3	-3.9	0.5	3.2	4.2
Operating profit margin	12.5	2.9	1.0	...	2.4	5.7
Gross profit margin	58.2	39.1	25.3	48.2	32.9	31.6
Operating revenue to net operating assets	387.2	267.6	164.0	...	165.4	192.1
Return on net operating assets	15.7	5.5	-36.4	...	4.4	10.3
Pretax profit to assets	16.7	4.3	-5.2	0.6	8.3	6.8
Return on capital employed	14.7	6.8	2.7	...	3.5	9.1
Return on equity (2)	30.8	11.9	-4.3	4.0	16.0	12.0
<u>Efficiency (ratios)</u>						
Receivable turnover	9.39	6.43	3.69	...	5.96	3.72
Inventory turnover	9.75	5.42	3.36	...	4.78	4.11
<u>Liquidity/Solvency (ratios)</u>						
Working capital	5.45	3.56	2.43	...	3.56	1.75
Debt to equity	...	0.40	...	...	0.20	0.41
Liabilities to assets	0.38	0.61	0.99	0.67	0.54	0.52
Interest coverage	...	6.00	...	...	6.88	2.42
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	80		20			
Pretax profit	80		20			
Net profit	80		20			
Percentage of firms with zero or negative equity(2)	10					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms****Financial Performance Indicators for Canadian Business****Revenue under \$25 million, Reference Year 1996**

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**Industry** 76 - Office, store and business machine industries  
**SICE Grouping** 336

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.2	8.9
Accounts receivable	34.2	30.2
Inventory	19.5	19.2
Capital assets	21.1	10.3
Other assets	4.8	5.1
<b>Total operating assets</b>	<b>85.7</b>	<b>73.7</b>
Investments and accounts with affiliates	7.6	25.9
Portfolio investments and loans with non-affiliates	6.7	0.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	15.1	18.8
Borrowing:		
Banks	7.0	14.7
Short term paper	-	0.1
Mortgages	3.6	1.7
Bonds	0.0	1.9
Other loans	2.6	11.0
Amount owing to affiliates	7.4	8.9
Other liabilities	9.1	9.8
Deferred income tax	-0.4	0.3
<b>Total liabilities</b>	<b>44.5</b>	<b>67.3</b>
<b>Shareholders' equity</b>		
Share capital	42.8	32.4
Retained earnings	9.4	-22.5
Other surplus	3.3	22.8
<b>Total shareholders' equity</b>	<b>55.5</b>	<b>32.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>68.9</b>	<b>59.5</b>
<b>Current liabilities - % of total assets</b>	<b>21.6</b>	<b>31.2</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 77 - Electrical industrial equipment industries  
SICE Grouping 337

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	195					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	7.3	2.6	-2.0	0.9	3.2	1.8
Pretax profit margin	8.4	2.9	-1.8	1.1	3.9	1.9
Operating profit margin	...	2.5	...	...	5.1	4.5
Gross profit margin	42.5	29.6	20.6	35.2	27.4	25.8
Operating revenue to net operating assets	...	231.4	...	...	284.6	255.1
Return on net operating assets	...	4.0	...	...	10.4	11.5
Pretax profit to assets	16.1	5.9	-2.7	2.3	8.9	3.8
Return on capital employed	...	2.8	...	...	8.1	9.5
Return on equity (2)	32.4	15.4	0.5	8.2	17.7	13.1
<i>Efficiency (ratios)</i>						
Receivable turnover	...	6.38	...	...	6.38	6.87
Inventory turnover	...	8.29	...	...	10.06	6.77
<i>Liquidity/Solvency (ratios)</i>						
Working capital	...	1.84	...	...	1.69	1.25
Debt to equity	...	0.48	...	...	1.98	2.01
Liabilities to assets	0.39	0.68	0.88	0.65	0.68	0.62
Interest coverage	...	-0.62	...	...	2.95	1.77
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 77 - Electrical industrial equipment industries  
**SICE Grouping** 337

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	15.2	6.5
Accounts receivable	27.7	24.1
Inventory	13.9	24.7
Capital assets	16.4	26.7
Other assets	5.2	10.2
<b>Total operating assets</b>	<b>78.3</b>	<b>92.1</b>
Investments and accounts with affiliates	21.3	4.2
Portfolio investments and loans with non-affiliates	0.4	3.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	22.4	21.2
Borrowing:		
Banks	5.5	9.5
Short term paper	0.2	0.2
Mortgages	2.2	0.5
Bonds	2.7	2.4
Other loans	2.8	5.1
Amount owing to affiliates	19.6	20.7
Other liabilities	15.8	12.5
Deferred income tax	0.9	0.6
<b>Total liabilities</b>	<b>72.3</b>	<b>72.7</b>
<b>Shareholders' equity</b>		
Share capital	4.8	17.1
Retained earnings	22.6	8.9
Other surplus	0.3	1.3
<b>Total shareholders' equity</b>	<b>27.7</b>	<b>27.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>73.5</b>	<b>60.9</b>
<b>Current liabilities - % of total assets</b>	<b>45.9</b>	<b>45.2</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

Financial Performance Indicators for Canadian Business

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Industry 78 - Other electrical products industries  
SICE Grouping 339

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	114					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	9.4	4.8	-0.2	4.2	5.1	2.5
Pretax profit margin	12.7	6.2	-0.2	5.4	6.3	4.3
Operating profit margin	...	2.7	...	...	7.6	5.2
Gross profit margin	47.4	36.6	28.0	40.2	36.2	25.8
Operating revenue to net operating assets	...	252.3	...	...	263.8	213.6
Return on net operating assets	...	13.8	...	...	30.0	12.9
Pretax profit to assets	21.2	10.1	-1.5	6.3	11.1	10.0
Return on capital employed	...	4.2	...	...	4.0	10.5
Return on equity (2)	34.6	21.4	5.9	15.2	22.3	21.3
<u>Efficiency (ratios)</u>						
Receivable turnover	...	6.53	...	...	7.01	2.32
Inventory turnover	...	14.92	...	...	14.92	6.18
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.69	...	...	1.70	1.05
Debt to equity	...	0.38	...	...	0.27	...
Liabilities to assets	0.30	0.56	0.83	0.60	0.55	0.66
Interest coverage	...	1.71	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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**Industry** 78 - Other electrical products industries  
**SICE Grouping** 339

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	14.9	4.5
Accounts receivable	21.0	47.0
Inventory	13.6	25.0
Capital assets	20.3	17.0
Other assets	9.7	3.0
<b>Total operating assets</b>	<b>79.5</b>	<b>96.6</b>
Investments and accounts with affiliates	17.1	0.3
Portfolio investments and loans with non-affiliates	3.5	3.1
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	13.9	23.9
Borrowing:		
Banks	19.2	23.1
Short term paper	0.0	-
Mortgages	0.1	1.4
Bonds	0.3	-
Other loans	17.8	7.1
Amount owing to affiliates	8.1	4.8
Other liabilities	14.5	4.0
Deferred income tax	-0.1	0.6
<b>Total liabilities</b>	<b>73.8</b>	<b>64.9</b>
<b>Shareholders' equity</b>		
Share capital	9.6	8.0
Retained earnings	15.9	27.0
Other surplus	0.7	0.1
<b>Total shareholders' equity</b>	<b>26.2</b>	<b>35.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>59.2</b>	<b>80.7</b>
<b>Current liabilities - % of total assets</b>	<b>29.0</b>	<b>54.1</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 79 - Clay products industries  
SICE Grouping 351

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	177					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.3	0.8	-4.5	1.1	0.1	5.8
Pretax profit margin	8.0	1.0	-3.7	1.6	0.5	9.2
Operating profit margin	...	0.5	...	1.5	-0.5	5.0
Gross profit margin	60.7	41.6	30.7	50.9	31.2	23.5
Operating revenue to net operating assets	...	223.3	...	...	...	...
Return on net operating assets	...	1.4	...	...	...	...
Pretax profit to assets	9.9	1.3	-6.7	1.8	0.8	7.6
Return on capital employed	...	2.3	...	...	2.3	4.5
Return on equity (2)	22.5	4.9	-7.2	8.5	1.8	5.0
<u>Efficiency (ratios)</u>						
Receivable turnover	...	9.65	...	...	...	...
Inventory turnover	...	2.57	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.24	...	...	...	2.26
Debt to equity	...	...	...	...	...	...
Liabilities to assets	0.49	0.84	1.04	0.86	0.70	0.49
Interest coverage	...	0.84	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)						30

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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**Industry** 79 - Clay products industries**SICE Grouping** 351

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	0.7	5.4
Accounts receivable	18.5	11.0
Inventory	19.0	19.1
Capital assets	49.1	39.8
Other assets	3.5	7.4
<b>Total operating assets</b>	<b>90.7</b>	<b>82.5</b>
Investments and accounts with affiliates	7.5	16.8
Portfolio investments and loans with non-affiliates	1.7	0.7
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	21.0	7.6
Borrowing:		
Banks	19.9	15.1
Short term paper	0.1	0.0
Mortgages	17.5	0.1
Bonds	1.0	2.9
Other loans	3.8	10.9
Amount owing to affiliates	13.9	8.0
Other liabilities	6.7	7.8
Deferred income tax	0.4	3.9
<b>Total liabilities</b>	<b>84.4</b>	<b>56.3</b>
<b>Shareholders' equity</b>		
Share capital	16.3	9.9
Retained earnings	-0.8	33.9
Other surplus	0.1	-
<b>Total shareholders' equity</b>	<b>15.6</b>	<b>43.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>44.3</b>	<b>38.8</b>
<b>Current liabilities - % of total assets</b>	<b>38.2</b>	<b>18.4</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 80 - Concrete products industries  
 SICE Grouping 354

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	123					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.5	2.1	-1.1	2.0	2.4	2.4
Pretax profit margin	7.5	2.6	-0.9	2.3	3.1	3.2
Operating profit margin	...	4.6	...	...	4.6	3.2
Gross profit margin	45.5	32.2	22.4	41.7	28.3	26.0
Operating revenue to net operating assets	...	156.0	...	...	166.2	338.0
Return on net operating assets	...	10.1	...	...	7.7	10.3
Pretax profit to assets	10.5	3.8	-1.0	2.9	4.5	5.5
Return on capital employed	...	10.1	...	...	6.8	7.9
Return on equity (2)	19.2	6.4	-1.3	6.3	6.4	12.7
<u>Efficiency (ratios)</u>						
Receivable turnover	...	6.50	...	...	5.45	8.02
Inventory turnover	...	4.76	...	...	4.28	7.13
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.71	...	...	1.92	1.30
Debt to equity	...	0.68	...	...	0.67	0.82
Liabilities to assets	0.33	0.60	0.88	0.72	0.52	0.71
Interest coverage	...	2.18	...	...	2.01	5.88
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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**Industry** 80 - Concrete products industries  
**SICE Grouping** 354

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	3.5	0.7
Accounts receivable	20.9	25.8
Inventory	15.8	17.8
Capital assets	47.4	42.6
Other assets	2.8	2.9
<b>Total operating assets</b>	<b>90.2</b>	<b>89.8</b>
Investments and accounts with affiliates	6.4	5.5
Portfolio investments and loans with non-affiliates	3.4	4.7
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	12.4	21.8
Borrowing:		
Banks	15.6	12.7
Short term paper	0.2	0.2
Mortgages	0.4	8.8
Bonds	2.3	5.4
Other loans	11.3	3.2
Amount owing to affiliates	8.4	15.1
Other liabilities	2.1	0.4
Deferred income tax	1.2	3.0
<b>Total liabilities</b>	<b>54.0</b>	<b>70.7</b>
<b>Shareholders' equity</b>		
Share capital	29.8	8.6
Retained earnings	16.2	20.7
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>46.0</b>	<b>29.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>42.1</b>	<b>49.4</b>
<b>Current liabilities - % of total assets</b>	<b>21.2</b>	<b>38.2</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 81 - Ready-mix concrete industry  
SICE Grouping 355

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	472					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.7	1.1	-3.4	-0.5	1.6	1.8
Pretax profit margin	6.1	1.5	-3.1	-0.5	2.4	2.2
Operating profit margin	9.1	5.0	0.9	...	5.1	1.2
Gross profit margin	53.9	31.6	17.2	38.7	29.8	19.4
Operating revenue to net operating assets	283.4	241.3	210.1	...	247.5	225.6
Return on net operating assets	26.1	14.0	3.8	...	13.8	3.5
Pretax profit to assets	9.3	2.0	-3.9	-1.0	3.0	4.0
Return on capital employed	15.1	7.6	1.5	...	15.5	5.7
Return on equity (2)	16.9	5.4	-3.9	1.6	6.4	7.0
<u>Efficiency (ratios)</u>						
Receivable turnover	17.15	10.43	7.63	...	10.43	9.37
Inventory turnover	24.17	18.70	15.06	...	16.85	15.07
<u>Liquidity/Solvency (ratios)</u>						
Working capital	4.27	1.69	1.08	...	1.69	1.19
Debt to equity	0.15	0.36	0.83	...	0.36	0.42
Liabilities to assets	0.29	0.58	0.86	0.63	0.55	0.58
Interest coverage	14.75	2.03	0.73	...	2.03	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	82		18			
Pretax profit	67		33			
Net profit	67		33			
Percentage of firms with zero or negative equity(2)			25			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms**  
**Revenue under \$25 million, Reference Year 1996**

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Industry 81 - Ready-mix concrete industry  
 SICE Grouping 355

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.5	8.3
Accounts receivable	23.8	26.3
Inventory	7.6	12.3
Capital assets	45.7	48.0
Other assets	1.8	1.6
<b>Total operating assets</b>	<b>86.5</b>	<b>96.4</b>
Investments and accounts with affiliates	12.4	3.1
Portfolio investments and loans with non-affiliates	1.1	0.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	21.1	18.1
Borrowing:		
Banks	18.4	11.5
Short term paper	0.7	0.4
Mortgages	1.6	0.8
Bonds	7.6	4.4
Other loans	10.5	7.1
Amount owing to affiliates	16.4	8.5
Other liabilities	0.9	1.6
Deferred income tax	1.7	3.5
<b>Total liabilities</b>	<b>78.9</b>	<b>55.7</b>
<b>Shareholders' equity</b>		
Share capital	2.0	17.4
Retained earnings	19.0	24.0
Other surplus	0.2	2.9
<b>Total shareholders' equity</b>	<b>21.1</b>	<b>44.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>42.3</b>	<b>49.6</b>
<b>Current liabilities - % of total assets</b>	<b>37.1</b>	<b>33.1</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

Financial Performance Indicators for Canadian Business

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Industry 82 - Glass and glass products industries  
SICE Grouping 356

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	170					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.6	1.8	-2.0	1.6	1.8	4.7
Pretax profit margin	6.9	2.0	-1.9	1.6	2.2	5.6
Operating profit margin	...	3.2	...	...	10.4	...
Gross profit margin	51.8	33.8	22.4	48.1	28.5	23.3
Operating revenue to net operating assets	...	242.9	...	...	184.6	...
Return on net operating assets	...	-11.0	...	...	18.3	...
Pretax profit to assets	14.2	3.9	-4.1	2.8	4.5	9.0
Return on capital employed	...	2.0	...	...	15.1	...
Return on equity (2)	34.5	15.4	1.1	12.4	17.4	22.2
<u>Efficiency (ratios)</u>						
Receivable turnover	...	8.83	...	...	11.65	...
Inventory turnover	...	6.40	...	...	5.53	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.86	...	...	1.25	...
Debt to equity	...	...	...	...	...	...
Liabilities to assets	0.49	0.82	1.06	0.90	0.75	0.56
Interest coverage	...	1.43	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms****Financial Performance Indicators for Canadian Business**

Revenue under \$25 million, Reference Year 1996

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Industry 82 - Glass and glass products industries

SICE Grouping 356

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.1	-
Accounts receivable	22.5	-
Inventory	26.2	-
Capital assets	39.3	-
Other assets	3.6	-
<b>Total operating assets</b>	<b>96.8</b>	<b>-</b>
Investments and accounts with affiliates	3.1	-
Portfolio investments and loans with non-affiliates	0.1	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	25.0	-
Borrowing:		
Banks	14.0	-
Short term paper	0.0	-
Mortgages	0.1	-
Bonds	44.5	-
Other loans	3.0	-
Amount owing to affiliates	16.4	-
Other liabilities	1.6	-
Deferred income tax	0.0	-
<b>Total liabilities</b>	<b>104.6</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	8.3	-
Retained earnings	-13.0	-
Other surplus	0.2	-
<b>Total shareholders' equity</b>	<b>-4.6</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>55.7</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>40.6</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 83 - Other non-metallic mineral products industries  
SICE Grouping 359

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	173					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.7	2.2	-3.1	1.5	2.6	2.9
Pretax profit margin	8.0	2.2	-3.1	1.4	2.8	3.7
Operating profit margin	9.4	2.8	-1.1	...	3.7	3.3
Gross profit margin	50.1	32.0	20.8	42.1	27.4	27.2
Operating revenue to net operating assets	216.3	146.3	96.4	...	195.0	301.2
Return on net operating assets	12.4	5.3	-1.9	...	4.9	11.5
Pretax profit to assets	11.7	3.3	-4.0	2.4	3.4	6.5
Return on capital employed	10.1	4.9	-1.9	...	4.9	9.5
Return on equity (2)	19.6	7.7	-1.9	9.3	6.7	13.1
<u>Efficiency (ratios)</u>						
Receivable turnover	6.75	5.39	3.84	...	5.63	5.85
Inventory turnover	5.81	4.03	1.68	...	4.78	4.65
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.81	2.25	1.52	...	1.95	2.01
Debt to equity	0.05	0.31	1.21	...	1.03	0.43
Liabilities to assets	0.35	0.69	0.97	0.77	0.64	0.65
Interest coverage	3.56	0.59	-0.82	...	1.23	1.62
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	86		14			
Pretax profit	75		25			
Net profit	71		29			
Percentage of firms with zero or negative equity(2)	14					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms****Financial Performance Indicators for Canadian Business**

Revenue under \$25 million, Reference Year 1996

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Industry 83 - Other non-metallic mineral products industries

SICE Grouping 359

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.6	18.1
Accounts receivable	17.9	21.3
Inventory	20.9	18.0
Capital assets	30.6	28.4
Other assets	5.6	4.9
<b>Total operating assets</b>	<b>82.5</b>	<b>90.7</b>
Investments and accounts with affiliates	14.0	6.4
Portfolio investments and loans with non-affiliates	3.6	2.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	8.7	14.0
Borrowing:		
Banks	11.3	11.3
Short term paper	0.6	-
Mortgages	2.1	0.2
Bonds	7.2	2.4
Other loans	6.0	5.4
Amount owing to affiliates	25.8	15.4
Other liabilities	3.0	2.3
Deferred income tax	1.2	2.2
<b>Total liabilities</b>	<b>66.1</b>	<b>53.1</b>
<b>Shareholders' equity</b>		
Share capital	17.6	50.6
Retained earnings	15.9	-4.5
Other surplus	0.4	0.7
<b>Total shareholders' equity</b>	<b>33.9</b>	<b>46.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>63.6</b>	<b>61.9</b>
<b>Current liabilities - % of total assets</b>	<b>44.9</b>	<b>24.8</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 84 - Refined petroleum products industries  
SICE Grouping 361

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	615					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	10.2	3.5	-7.4	-0.4	5.9	2.5
Pretax profit margin	14.9	4.3	-5.6	-0.4	7.1	3.4
Operating profit margin	9.7	6.5	0.9	2.4	7.6	4.5
Gross profit margin	61.4	40.8	24.3	44.4	40.3	28.1
Operating revenue to net operating assets	261.0	131.1	36.8	94.9	189.4	373.1
Return on net operating assets	20.6	13.1	-3.1	9.6	13.4	16.2
Pretax profit to assets	11.1	5.0	-5.4	-2.0	8.6	5.8
Return on capital employed	13.5	10.7	0.7	7.3	12.0	10.8
Return on equity (2)	17.3	9.5	-1.4	4.6	12.8	11.4
<u>Efficiency (ratios)</u>						
Receivable turnover	8.46	6.04	3.95	5.82	7.82	6.88
Inventory turnover	...	10.70	...	...	12.13	7.94
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.23	1.74	1.31	1.54	2.23	1.64
Debt to equity	0.65	0.98	1.27	0.98	0.81	0.40
Liabilities to assets	0.27	0.58	0.81	0.58	0.58	0.54
Interest coverage	10.20	3.25	0.25	0.50	10.20	2.46
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	73		27			
Pretax profit	69		31			
Net profit	73		27			
Percentage of firms with zero or negative equity(2)	6					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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**Industry** 84 - Refined petroleum products industries**SICE Grouping** 361

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.1	10.3
Accounts receivable	14.4	26.9
Inventory	3.7	15.3
Capital assets	54.1	32.9
Other assets	3.9	5.5
<b>Total operating assets</b>	<b>86.1</b>	<b>90.8</b>
Investments and accounts with affiliates	4.8	7.5
Portfolio investments and loans with non-affiliates	9.1	1.6
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	13.8	34.5
Borrowing:		
Banks	11.6	9.0
Short term paper	0.7	0.2
Mortgages	1.7	0.4
Bonds	8.2	3.7
Other loans	7.0	6.5
Amount owing to affiliates	11.2	6.9
Other liabilities	2.1	0.8
Deferred income tax	0.7	1.5
<b>Total liabilities</b>	<b>57.1</b>	<b>63.5</b>
<b>Shareholders' equity</b>		
Share capital	22.6	15.7
Retained earnings	19.6	20.5
Other surplus	0.7	0.2
<b>Total shareholders' equity</b>	<b>42.9</b>	<b>36.5</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>35.8</b>	<b>57.3</b>
<b>Current liabilities - % of total assets</b>	<b>24.0</b>	<b>42.4</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

**Financial Performance Indicators for Canadian Business**

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Industry 85 - Other petroleum and coal products industries

SICE Grouping 369

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	46					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.8	2.0	-1.9	-1.3	2.2	2.2
Pretax profit margin	7.3	2.5	-1.9	-1.1	3.7	2.6
Operating profit margin	5.3	2.5	-1.0	...	3.9	2.8
Gross profit margin	43.7	21.8	15.1	...	21.3	...
Operating revenue to net operating assets	292.4	132.8	65.2	...	179.5	...
Return on net operating assets	12.6	6.3	-5.4	...	8.7	11.7
Pretax profit to assets	11.5	3.0	-2.9	-0.3	5.5	4.8
Return on capital employed	9.2	4.8	-1.8	...	5.3	7.4
Return on equity (2)	27.4	8.6	-0.1	4.6	8.9	6.9
<u>Efficiency (ratios)</u>						
Receivable turnover	13.87	8.68	6.98	...	8.41	...
Inventory turnover	17.41	9.11	7.11	...	8.39	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	4.57	1.81	1.11	...	1.73	2.18
Debt to equity	0.29	0.66	2.03	...	0.94	...
Liabilities to assets	0.29	0.50	0.84	0.48	0.54	0.56
Interest coverage	4.39	1.65	-0.72	...	1.84	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	83		17			
Pretax profit	79		21			
Net profit	74		26			
Percentage of firms with zero or negative equity(2)			...			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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**Industry** 85 - Other petroleum and coal products industries**SICE Grouping** 369

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.7	8.8
Accounts receivable	11.5	14.3
Inventory	10.3	6.0
Capital assets	39.0	45.3
Other assets	2.1	2.0
<b>Total operating assets</b>	<b>72.6</b>	<b>76.4</b>
Investments and accounts with affiliates	25.1	21.0
Portfolio investments and loans with non-affiliates	2.3	2.6
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	9.3	8.7
Borrowing:		
Banks	6.3	2.2
Short term paper	0.3	0.0
Mortgages	0.6	0.0
Bonds	3.3	25.2
Other loans	3.1	0.1
Amount owing to affiliates	17.8	19.0
Other liabilities	0.5	2.6
Deferred income tax	1.9	4.3
<b>Total liabilities</b>	<b>43.1</b>	<b>62.1</b>
<b>Shareholders' equity</b>		
Share capital	15.7	12.7
Retained earnings	38.3	25.1
Other surplus	2.9	-
<b>Total shareholders' equity</b>	<b>56.9</b>	<b>37.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>36.6</b>	<b>33.8</b>
<b>Current liabilities - % of total assets</b>	<b>17.0</b>	<b>19.8</b>

Industry 86 - Industrial chemicals industries n.e.c.  
SICE Grouping 371

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	59					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	10.1	2.6	-1.2	7.1	1.4	5.2
Pretax profit margin	13.1	4.8	-0.3	9.2	2.0	6.9
Operating profit margin	...	4.3	...	...	...	4.4
Gross profit margin	61.5	39.3	26.9	49.9	33.1	27.5
Operating revenue to net operating assets	...	106.1	...	...	...	199.5
Return on net operating assets	...	7.0	...	...	...	11.0
Pretax profit to assets	23.2	5.6	-0.6	7.3	4.7	9.6
Return on capital employed	...	7.1	...	...	...	9.1
Return on equity (2)	29.9	8.4	-0.8	16.1	5.9	17.7
<u>Efficiency (ratios)</u>						
Receivable turnover	...	4.81	...	...	...	6.91
Inventory turnover	...	...	...	...	...	4.81
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	4.39	...	...	...	1.20
Debt to equity	...	...	...	...	...	2.73
Liabilities to assets	0.19	0.53	0.87	0.45	0.63	0.55
Interest coverage	...	...	...	...	...	1.87
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)						14

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 86 - Industrial chemicals industries n.e.c.

SICE Grouping 371

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.9	7.3
Accounts receivable	8.6	20.3
Inventory	4.1	15.7
Capital assets	12.2	17.4
Other assets	3.2	1.9
<b>Total operating assets</b>	<b>34.0</b>	<b>62.7</b>
Investments and accounts with affiliates	62.1	12.8
Portfolio investments and loans with non-affiliates	3.8	24.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	20.2	11.6
Borrowing:		
Banks	9.5	9.4
Short term paper	-	0.3
Mortgages	-	0.5
Bonds	-	2.9
Other loans	5.6	7.2
Amount owing to affiliates	26.2	19.2
Other liabilities	0.4	4.0
Deferred income tax	0.8	0.4
<b>Total liabilities</b>	<b>62.8</b>	<b>55.4</b>
<b>Shareholders' equity</b>		
Share capital	22.8	11.3
Retained earnings	0.6	33.0
Other surplus	13.9	0.3
<b>Total shareholders' equity</b>	<b>37.2</b>	<b>44.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>23.3</b>	<b>47.1</b>
<b>Current liabilities - % of total assets</b>	<b>29.0</b>	<b>23.3</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 87 - Agricultural chemical industries

SICE Grouping 372

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	32					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	9.0	2.8	-0.5	-0.5	2.9	2.3
Pretax profit margin	13.4	3.6	-0.5	-0.5	3.8	3.1
Operating profit margin	...	2.6	...	...	2.6	2.3
Gross profit margin	36.9	22.3	18.2	...	22.3	20.4
Operating revenue to net operating assets	...	257.9	...	...	257.9	416.9
Return on net operating assets	...	16.1	...	...	16.1	12.9
Pretax profit to assets	12.1	7.0	-0.5	-0.5	8.4	6.9
Return on capital employed	...	11.1	...	...	11.1	13.4
Return on equity (2)	25.8	13.6	2.5	-0.2	16.0	17.6
<u>Efficiency (ratios)</u>						
Receivable turnover	...	6.70	...	...	6.70	6.38
Inventory turnover	...	5.13	...	...	5.13	7.86
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.78	...	...	1.78	1.34
Debt to equity	...	...	...	...	...	3.18
Liabilities to assets	0.34	0.54	0.77	0.49	0.54	0.68
Interest coverage	...	...	...	...	...	2.53
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			28			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 87 - Agricultural chemical industries

SICE Grouping 372

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.1	1.9
Accounts receivable	20.9	43.8
Inventory	24.4	18.3
Capital assets	31.2	28.6
Other assets	3.5	1.1
<b>Total operating assets</b>	<b>86.1</b>	<b>93.8</b>
Investments and accounts with affiliates	12.9	1.2
Portfolio investments and loans with non-affiliates	1.1	5.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	15.7	8.9
Borrowing:		
Banks	10.4	16.0
Short term paper	-	0.6
Mortgages	-	1.1
Bonds	-	6.8
Other loans	7.9	5.7
Amount owing to affiliates	22.8	23.5
Other liabilities	6.1	8.0
Deferred income tax	0.8	1.6
<b>Total liabilities</b>	<b>63.7</b>	<b>72.1</b>
<b>Shareholders' equity</b>		
Share capital	0.5	4.7
Retained earnings	35.8	23.2
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>36.3</b>	<b>27.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>62.9</b>	<b>66.1</b>
<b>Current liabilities - % of total assets</b>	<b>35.5</b>	<b>56.7</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 88 - Plastic and synthetic resin industry

SICE Grouping 373

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	...					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	9.4	4.7	0.7	1.4	5.5	3.4
Pretax profit margin	12.1	6.2	1.4	2.0	6.5	5.4
Operating profit margin	...	...	...	...	...	5.8
Gross profit margin	48.8	35.0	19.0	43.2	33.0	19.9
Operating revenue to net operating assets	...	...	...	...	...	329.8
Return on net operating assets	...	...	...	...	...	20.2
Pretax profit to assets	27.0	13.3	2.5	4.7	14.7	8.9
Return on capital employed	...	...	...	...	...	14.4
Return on equity (2)	48.4	20.5	6.1	9.5	20.8	8.4
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	6.62
Inventory turnover	...	...	...	...	...	11.69
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	...	...	...	...	1.07
Debt to equity	...	...	...	...	...	6.48
Liabilities to assets	0.40	0.70	0.86	0.74	0.66	0.66
Interest coverage	...	...	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	...		...			
Pretax profit	...		...			
Net profit	...		...			
Percentage of firms with zero or negative equity(2)	...					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 88 - Plastic and synthetic resin industry  
 SICE Grouping 373

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	-	-
Accounts receivable	-	-
Inventory	-	-
Capital assets	-	-
Other assets	-	-
<b>Total operating assets</b>	-	-
Investments and accounts with affiliates	-	-
Portfolio investments and loans with non-affiliates	-	-
<b>Total assets</b>	-	-
<b>Liabilities</b>		
Accounts payable	-	-
Borrowing:		
Banks	-	-
Short term paper	-	-
Mortgages	-	-
Bonds	-	-
Other loans	-	-
Amount owing to affiliates	-	-
Other liabilities	-	-
Deferred income tax	-	-
<b>Total liabilities</b>	-	-
<b>Shareholders' equity</b>		
Share capital	-	-
Retained earnings	-	-
Other surplus	-	-
<b>Total shareholders' equity</b>	-	-
<b>Total liabilities and shareholders' equity</b>	-	-
<b>Current assets - % of total assets</b>	-	-
<b>Current liabilities - % of total assets</b>	-	-

Industry 89 - Pharmaceutical and medicine industry  
SICE Grouping 374

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	88					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	12.7	4.9	-0.7	1.9	5.1	2.3
Pretax profit margin	14.9	5.6	-0.5	2.8	6.5	4.2
Operating profit margin	...	9.2	...	...	...	6.0
Gross profit margin	64.7	45.7	34.7	48.7	41.7	25.1
Operating revenue to net operating assets	...	168.6	...	...	...	177.8
Return on net operating assets	...	1.8	...	...	...	9.8
Pretax profit to assets	25.2	7.4	-2.1	3.8	9.0	6.6
Return on capital employed	...	9.0	...	...	...	7.1
Return on equity (2)	46.2	17.3	2.0	14.3	23.1	24.6
<u>Efficiency (ratios)</u>						
Receivable turnover	...	5.30	...	...	...	6.99
Inventory turnover	...	2.60	...	...	...	3.21
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.53	...	...	...	1.23
Debt to equity	...	...	...	...	...	3.90
Liabilities to assets	0.30	0.65	0.94	0.80	0.55	0.69
Interest coverage	...	...	...	...	...	1.17
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 89 - Pharmaceutical and medicine industry

SICE Grouping 374

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.5	1.8
Accounts receivable	22.8	23.9
Inventory	21.6	22.8
Capital assets	33.0	12.3
Other assets	12.3	13.8
<b>Total operating assets</b>	<b>96.3</b>	<b>74.7</b>
Investments and accounts with affiliates	3.5	25.3
Portfolio investments and loans with non-affiliates	0.1	0.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	22.0	14.8
Borrowing:		
Banks	10.4	10.0
Short term paper	0.1	0.3
Mortgages	0.5	1.6
Bonds	1.4	2.9
Other loans	4.6	2.5
Amount owing to affiliates	40.2	21.1
Other liabilities	1.6	6.6
Deferred income tax	0.7	0.7
<b>Total liabilities</b>	<b>81.6</b>	<b>60.4</b>
<b>Shareholders' equity</b>		
Share capital	23.2	17.0
Retained earnings	-6.9	22.3
Other surplus	2.1	0.2
<b>Total shareholders' equity</b>	<b>18.4</b>	<b>39.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>54.0</b>	<b>51.3</b>
<b>Current liabilities - % of total assets</b>	<b>39.8</b>	<b>32.4</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 90 - Paint and varnish industry

SICE Grouping 375

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	92					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	6.2	2.1	-3.7	0.8	2.5	2.3
Pretax profit margin	7.6	2.6	-4.8	1.0	2.8	2.8
Operating profit margin	...	6.4	...	...	...	6.1
Gross profit margin	40.1	34.3	23.4	40.9	32.2	31.2
Operating revenue to net operating assets	...	246.8	...	...	...	354.9
Return on net operating assets	...	22.8	...	...	...	20.4
Pretax profit to assets	12.9	5.0	-5.8	1.2	6.5	8.5
Return on capital employed	...	12.3	...	...	...	15.2
Return on equity (2)	18.5	12.7	2.1	3.4	12.9	11.7
<i>Efficiency (ratios)</i>						
Receivable turnover	...	6.04	...	...	...	7.78
Inventory turnover	...	3.32	...	...	...	4.42
<i>Liquidity/Solvency (ratios)</i>						
Working capital	...	1.92	...	...	...	3.24
Debt to equity	...	...	...	...	...	...
Liabilities to assets	0.30	0.56	0.85	0.65	0.51	0.61
Interest coverage	...	...	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 90 - Paint and varnish industry

SICE Grouping 375

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.2	17.2
Accounts receivable	32.1	31.1
Inventory	25.3	30.8
Capital assets	19.2	17.7
Other assets	4.7	0.7
<b>Total operating assets</b>	<b>90.5</b>	<b>97.6</b>
Investments and accounts with affiliates	8.1	2.4
Portfolio investments and loans with non-affiliates	1.5	-
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	23.7	15.3
Borrowing:		
Banks	7.0	8.8
Short term paper	0.6	-
Mortgages	2.7	-
Bonds	6.5	-
Other loans	4.7	6.8
Amount owing to affiliates	12.3	3.1
Other liabilities	0.8	1.9
Deferred income tax	0.0	0.4
<b>Total liabilities</b>	<b>58.3</b>	<b>36.2</b>
<b>Shareholders' equity</b>		
Share capital	5.5	1.1
Retained earnings	36.2	61.0
Other surplus	-	1.6
<b>Total shareholders' equity</b>	<b>41.7</b>	<b>63.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>78.9</b>	<b>80.2</b>
<b>Current liabilities - % of total assets</b>	<b>40.8</b>	<b>22.4</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 91 - Soap and cleaning compounds industry

SICE Grouping 376

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	185					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.3	1.8	-1.3	1.1	2.1	2.5
Pretax profit margin	5.8	2.1	-1.3	1.3	2.5	3.4
Operating profit margin	...	2.0	...	...	-0.4	...
Gross profit margin	52.2	36.2	24.9	42.4	33.3	30.0
Operating revenue to net operating assets	...	224.0	...	...	326.3	...
Return on net operating assets	...	-2.4	...	...	-1.0	...
Pretax profit to assets	11.2	4.6	-1.7	3.0	5.9	7.9
Return on capital employed	...	-0.5	...	...	1.9	...
Return on equity (2)	23.7	7.3	-2.4	1.9	12.5	14.8
<u>Efficiency (ratios)</u>						
Receivable turnover	...	6.58	...	...	5.65	...
Inventory turnover	...	5.13	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.49	...	...	1.55	...
Debt to equity	...	0.68	...	...	...	...
Liabilities to assets	0.39	0.60	0.86	0.71	0.56	0.58
Interest coverage	...	0.73	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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Industry 91 - Soap and cleaning compounds industry

SICE Grouping 376

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.5	-
Accounts receivable	26.9	-
Inventory	19.8	-
Capital assets	27.6	-
Other assets	1.1	-
<b>Total operating assets</b>	<b>84.9</b>	<b>-</b>
Investments and accounts with affiliates	11.0	-
Portfolio investments and loans with non-affiliates	4.1	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	18.3	-
Borrowing:		
Banks	16.7	-
Short term paper	0.4	-
Mortgages	3.3	-
Bonds	-	-
Other loans	3.5	-
Amount owing to affiliates	7.6	-
Other liabilities	1.8	-
Deferred income tax	-0.2	-
<b>Total liabilities</b>	<b>51.4</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	7.1	-
Retained earnings	41.2	-
Other surplus	0.3	-
<b>Total shareholders' equity</b>	<b>48.6</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>61.1</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>35.2</b>	<b>-</b>

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Revenue under \$25 million, Reference Year 1996

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Industry 92 - Toilet preparations industry

SICE Grouping 377

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	83					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.7	1.4	-1.3	0.6	3.1	4.6
Pretax profit margin	8.4	2.3	-1.3	0.7	3.4	6.1
Operating profit margin	...	4.1	...	...	...	3.0
Gross profit margin	54.9	43.8	30.0	50.0	34.9	26.2
Operating revenue to net operating assets	...	247.0	...	...	247.0	211.2
Return on net operating assets	...	6.6	...	...	...	5.0
Pretax profit to assets	13.9	2.9	-3.2	1.3	6.1	8.3
Return on capital employed	...	10.6	...	...	...	6.2
Return on equity (2)	29.2	13.4	2.8	20.0	13.2	25.2
<u>Efficiency (ratios)</u>						
Receivable turnover	...	4.75	...	...	...	7.90
Inventory turnover	...	3.16	...	...	...	2.65
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.94	...	...	1.24	1.11
Debt to equity	...	...	...	...	...	3.85
Liabilities to assets	0.62	0.82	1.07	0.95	0.71	0.74
Interest coverage	...	...	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)						30

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

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Industry 92 - Toilet preparations industry

SICE Grouping 377

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.1	1.8
Accounts receivable	24.7	23.8
Inventory	29.7	35.8
Capital assets	23.4	20.6
Other assets	6.7	11.9
<b>Total operating assets</b>	<b>88.6</b>	<b>93.9</b>
Investments and accounts with affiliates	10.2	4.2
Portfolio investments and loans with non-affiliates	1.2	1.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	16.2	26.2
Borrowing:		
Banks	17.4	21.1
Short term paper	0.4	0.7
Mortgages	1.7	1.4
Bonds	4.0	8.4
Other loans	7.3	4.0
Amount owing to affiliates	27.4	15.1
Other liabilities	0.4	0.8
Deferred income tax	0.5	1.4
<b>Total liabilities</b>	<b>75.3</b>	<b>79.1</b>
<b>Shareholders' equity</b>		
Share capital	14.6	11.1
Retained earnings	5.5	7.8
Other surplus	4.6	2.0
<b>Total shareholders' equity</b>	<b>24.7</b>	<b>20.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>66.5</b>	<b>70.2</b>
<b>Current liabilities - % of total assets</b>	<b>34.2</b>	<b>68.8</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 93 - Other chemical products industries

SICE Grouping 379

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	239					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.8	2.2	-2.0	1.9	2.7	2.6
Pretax profit margin	9.1	3.0	-1.5	2.4	3.3	3.3
Operating profit margin	16.3	7.0	0.7	...	2.7	4.3
Gross profit margin	52.9	41.2	28.6	45.4	36.0	29.5
Operating revenue to net operating assets	429.9	295.7	222.2	...	338.3	257.2
Return on net operating assets	38.3	17.7	1.6	...	5.8	10.1
Pretax profit to assets	16.8	5.9	-3.3	4.1	7.0	5.5
Return on capital employed	27.1	8.0	2.0	...	3.9	7.8
Return on equity (2)	30.8	11.8	0.2	11.1	14.8	10.8
<u>Efficiency (ratios)</u>						
Receivable turnover	8.22	6.20	4.94	...	6.20	6.22
Inventory turnover	7.78	5.87	3.60	...	6.53	5.23
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.05	1.57	1.20	...	1.41	1.76
Debt to equity	0.23	0.71	1.07	...	0.97	0.50
Liabilities to assets	0.34	0.63	0.96	0.74	0.61	0.60
Interest coverage	7.97	1.22	0.45	...	1.23	4.08
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	77		23			
Pretax profit	66		34			
Net profit	70		30			
Percentage of firms with zero or negative equity(2)	3					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 93 - Other chemical products industries  
**SICE Grouping** 379

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.7	8.9
Accounts receivable	25.3	21.2
Inventory	12.2	24.0
Capital assets	23.0	30.2
Other assets	4.9	5.2
<b>Total operating assets</b>	<b>76.1</b>	<b>89.5</b>
Investments and accounts with affiliates	11.3	9.5
Portfolio investments and loans with non-affiliates	12.6	1.1
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	18.9	16.8
Borrowing:		
Banks	7.1	16.9
Short term paper	0.2	0.0
Mortgages	0.5	0.9
Bonds	2.6	0.5
Other loans	2.8	4.4
Amount owing to affiliates	15.9	6.7
Other liabilities	2.4	2.0
Deferred income tax	1.0	1.1
<b>Total liabilities</b>	<b>51.4</b>	<b>49.1</b>
<b>Shareholders' equity</b>		
Share capital	21.7	22.4
Retained earnings	26.9	23.0
Other surplus	-	5.5
<b>Total shareholders' equity</b>	<b>48.6</b>	<b>50.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>60.7</b>	<b>57.1</b>
<b>Current liabilities - % of total assets</b>	<b>30.9</b>	<b>29.2</b>

Industry 94 - Scientific and professional equipment industries  
SICE Grouping 391

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	464					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	8.7	3.0	-1.5	2.2	3.6	3.9
Pretax profit margin	10.4	3.5	-1.4	2.9	4.3	4.4
Operating profit margin	7.7	3.4	0.0	3.9	2.4	6.1
Gross profit margin	54.1	40.6	28.0	45.2	36.2	31.1
Operating revenue to net operating assets	222.4	185.8	106.6	112.7	209.6	191.0
Return on net operating assets	14.7	8.3	2.2	5.7	9.0	12.7
Pretax profit to assets	18.8	5.9	-3.1	3.3	8.9	7.6
Return on capital employed	13.3	6.7	1.7	2.6	8.7	8.7
Return on equity (2)	32.4	13.3	0.9	8.2	16.7	9.0
<u>Efficiency (ratios)</u>						
Receivable turnover	7.79	5.59	4.38	4.38	5.59	5.96
Inventory turnover	21.35	5.04	2.37	...	6.74	3.94
<u>Liquidity/Solvency (ratios)</u>						
Working capital	4.10	2.17	1.07	2.20	1.83	1.78
Debt to equity	0.11	0.34	0.87	0.23	0.70	0.70
Liabilities to assets	0.35	0.61	0.91	0.59	0.61	0.58
Interest coverage	21.77	1.32	-5.43	1.05	6.66	3.59
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	72		28			
Pretax profit	74		26			
Net profit	74		26			
Percentage of firms with zero or negative equity(2)						
11						

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

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Industry 94 - Scientific and professional equipment industries

SICE Grouping 391

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	12.7	10.6
Accounts receivable	23.3	30.0
Inventory	20.5	28.1
Capital assets	15.7	16.8
Other assets	4.9	8.9
<b>Total operating assets</b>	<b>77.1</b>	<b>94.4</b>
Investments and accounts with affiliates	17.2	4.6
Portfolio investments and loans with non-affiliates	5.7	1.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	19.5	25.1
Borrowing:		
Banks	13.3	6.1
Short term paper	-	0.1
Mortgages	0.0	0.2
Bonds	-	1.2
Other loans	3.2	2.3
Amount owing to affiliates	8.3	16.4
Other liabilities	6.0	4.4
Deferred income tax	0.9	0.5
<b>Total liabilities</b>	<b>51.2</b>	<b>56.3</b>
<b>Shareholders' equity</b>		
Share capital	17.4	14.5
Retained earnings	30.1	21.8
Other surplus	1.2	7.4
<b>Total shareholders' equity</b>	<b>48.8</b>	<b>43.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>68.0</b>	<b>71.9</b>
<b>Current liabilities - % of total assets</b>	<b>34.4</b>	<b>40.5</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 95 - Jewellery and precious metal industries

SICE Grouping 392

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	438					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.0	1.2	-3.8	0.6	2.0	1.9
Pretax profit margin	6.0	1.5	-3.7	0.7	2.5	2.5
Operating profit margin	...	0.9	...	0.4	...	2.8
Gross profit margin	55.4	37.3	21.5	45.6	30.8	24.6
Operating revenue to net operating assets	...	239.6	...	...	...	268.1
Return on net operating assets	...	9.8	...	7.1	...	6.8
Pretax profit to assets	10.4	2.2	-6.4	0.9	4.8	5.1
Return on capital employed	...	9.4	...	7.4	...	8.7
Return on equity (2)	23.6	6.9	-5.4	3.8	12.1	8.4
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	6.49
Inventory turnover	...	2.07	...	2.07	...	3.57
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	2.74	...	2.18	...	2.06
Debt to equity	...	1.21	...	...	...	1.08
Liabilities to assets	0.42	0.72	0.98	0.80	0.65	0.71
Interest coverage	...	0.88	...	...	...	2.85
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 95 - Jewellery and precious metal industries  
 SICE Grouping 392

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	1.1	4.3
Accounts receivable	22.7	33.3
Inventory	51.3	35.0
Capital assets	18.1	10.9
Other assets	2.8	3.0
<b>Total operating assets</b>	<b>96.0</b>	<b>86.5</b>
Investments and accounts with affiliates	2.2	1.0
Portfolio investments and loans with non-affiliates	1.9	12.6
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	11.3	27.3
Borrowing:		
Banks	36.4	6.5
Short term paper	-	0.3
Mortgages	1.9	0.6
Bonds	0.1	3.7
Other loans	17.6	3.4
Amount owing to affiliates	11.7	15.1
Other liabilities	0.9	3.3
Deferred income tax	0.6	0.5
<b>Total liabilities</b>	<b>80.6</b>	<b>60.8</b>
<b>Shareholders' equity</b>		
Share capital	1.0	5.0
Retained earnings	18.4	34.6
Other surplus	-	-0.3
<b>Total shareholders' equity</b>	<b>19.4</b>	<b>39.2</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>77.1</b>	<b>88.5</b>
<b>Current liabilities - % of total assets</b>	<b>44.2</b>	<b>42.2</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 96 - Sporting goods and toy industries  
SICE Grouping 393

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	349					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	6.7	1.6	-1.6	1.0	2.1	1.1
Pretax profit margin	7.4	1.8	-1.6	1.2	2.9	1.4
Operating profit margin	5.0	1.9	-4.6	...	5.0	-2.2
Gross profit margin	47.5	32.7	23.0	37.9	26.7	24.6
Operating revenue to net operating assets	...	206.9	...	...	205.9	176.0
Return on net operating assets	...	4.8	...	...	13.0	-2.7
Pretax profit to assets	14.9	3.0	-3.8	2.0	4.0	2.4
Return on capital employed	11.4	4.8	2.0	...	11.4	-5.6
Return on equity (2)	27.0	9.5	-0.9	6.5	11.6	10.2
<i>Efficiency (ratios)</i>						
Receivable turnover	...	6.63	...	...	7.66	5.50
Inventory turnover	...	2.76	...	...	2.05	2.21
<i>Liquidity/Solvency (ratios)</i>						
Working capital	2.16	1.52	0.75	...	2.16	1.01
Debt to equity	...	0.48	...	...	0.48	1.93
Liabilities to assets	0.43	0.75	1.00	0.85	0.67	0.71
Interest coverage	2.03	0.85	0.27	...	2.03	1.65
Distribution of firms by profits/losses						
			<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>		
Operating profit			88	12		
Pretax profit			82	18		
Net profit			82	18		
Percentage of firms with zero or negative equity(2)				30		

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 96 - Sporting goods and toy industries

**SICE Grouping** 393

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	11.9	6.8
Accounts receivable	11.3	28.8
Inventory	29.2	35.7
Capital assets	32.2	11.8
Other assets	1.7	8.2
<b>Total operating assets</b>	<b>86.3</b>	<b>91.4</b>
Investments and accounts with affiliates	9.2	8.6
Portfolio investments and loans with non-affiliates	4.6	0.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	17.7	17.2
Borrowing:		
Banks	11.8	14.6
Short term paper	3.0	0.3
Mortgages	34.9	0.6
Bonds	0.4	3.2
Other loans	2.2	2.3
Amount owing to affiliates	33.3	38.2
Other liabilities	4.3	2.0
Deferred income tax	3.7	0.1
<b>Total liabilities</b>	<b>111.3</b>	<b>78.4</b>
<b>Shareholders' equity</b>		
Share capital	1.6	10.0
Retained earnings	-12.9	8.8
Other surplus	-	2.7
<b>Total shareholders' equity</b>	<b>-11.3</b>	<b>21.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>62.0</b>	<b>76.7</b>
<b>Current liabilities - % of total assets</b>	<b>47.6</b>	<b>66.1</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 97 - Sign and display industry

SICE Grouping 397

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	753					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.4	1.2	-2.2	0.9	2.2	2.1
Pretax profit margin	6.2	1.4	-2.2	0.9	2.6	3.1
Operating profit margin	10.6	2.4	-2.2	2.9	1.3	4.2
Gross profit margin	58.6	41.8	28.4	47.2	33.1	31.6
Operating revenue to net operating assets	286.9	242.5	142.8	195.4	242.5	212.6
Return on net operating assets	25.8	7.6	0.7	4.7	7.6	19.9
Pretax profit to assets	13.6	3.2	-4.1	2.1	5.3	6.6
Return on capital employed	13.5	4.3	-0.3	4.5	4.3	12.7
Return on equity (2)	31.8	10.4	-5.6	8.6	13.0	15.9
<u>Efficiency (ratios)</u>						
Receivable turnover	9.71	7.71	6.16	8.80	6.58	5.86
Inventory turnover	...	0.56	...	...	0.80	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.07	1.07	0.94	1.00	1.41	1.57
Debt to equity	0.90	1.18	1.58	1.18	1.07	0.20
Liabilities to assets	0.49	0.76	1.00	0.85	0.68	0.68
Interest coverage	3.32	1.49	-1.85	1.20	1.49	5.69
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	72		28			
Pretax profit	62		38			
Net profit	62		38			
Percentage of firms with zero or negative equity(2)	23					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms**

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Industry 97 - Sign and display industry

SICE Grouping 397

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	3.9	7.0
Accounts receivable	24.6	29.6
Inventory	19.4	16.3
Capital assets	32.7	28.4
Other assets	2.4	3.9
<b>Total operating assets</b>	<b>83.0</b>	<b>85.2</b>
Investments and accounts with affiliates	15.7	12.3
Portfolio investments and loans with non-affiliates	1.3	2.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	20.5	29.8
Borrowing:		
Banks	19.4	11.4
Short term paper	0.2	0.2
Mortgages	5.0	2.2
Bonds	2.1	1.9
Other loans	7.3	3.4
Amount owing to affiliates	10.6	7.0
Other liabilities	2.0	2.7
Deferred income tax	0.6	2.5
<b>Total liabilities</b>	<b>67.8</b>	<b>61.1</b>
<b>Shareholders' equity</b>		
Share capital	8.0	11.0
Retained earnings	23.0	27.9
Other surplus	1.2	-
<b>Total shareholders' equity</b>	<b>32.2</b>	<b>38.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>51.6</b>	<b>67.6</b>
<b>Current liabilities - % of total assets</b>	<b>40.1</b>	<b>44.1</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 98 - Other manufactured products industries

SICE Grouping 399

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,775					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	8.2	2.7	-1.4	2.0	3.4	2.0
Pretax profit margin	10.2	3.3	-1.2	2.3	4.2	2.5
Operating profit margin	7.3	2.6	-0.2	2.6	2.5	4.3
Gross profit margin	57.6	39.6	26.6	46.4	32.3	25.3
Operating revenue to net operating assets	360.7	215.9	151.9	212.6	252.2	252.3
Return on net operating assets	16.6	9.9	1.4	8.5	10.2	10.9
Pretax profit to assets	18.2	6.0	-2.3	4.2	8.7	4.9
Return on capital employed	17.0	7.9	0.9	6.4	8.7	9.9
Return on equity (2)	31.4	12.8	0.6	9.0	15.5	12.4
<u>Efficiency (ratios)</u>						
Receivable turnover	11.13	8.60	6.33	8.86	8.17	7.03
Inventory turnover	18.77	10.29	3.71	10.66	8.52	4.30
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.23	1.46	1.02	1.64	1.35	1.80
Debt to equity	0.22	0.45	1.21	0.30	0.51	0.99
Liabilities to assets	0.31	0.60	0.91	0.59	0.61	0.66
Interest coverage	3.54	1.54	-0.29	1.00	2.17	3.24
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	76		24			
Pretax profit	71		29			
Net profit	70		30			
Percentage of firms with zero or negative equity(2)			20			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 98 - Other manufactured products industries

**SICE Grouping** 399

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.5	8.2
Accounts receivable	21.7	23.4
Inventory	15.3	27.5
Capital assets	32.0	24.9
Other assets	4.0	6.3
<b>Total operating assets</b>	<b>80.5</b>	<b>90.3</b>
Investments and accounts with affiliates	15.8	6.8
Portfolio investments and loans with non-affiliates	3.7	3.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	16.4	18.6
Borrowing:		
Banks	13.1	18.1
Short term paper	0.0	0.3
Mortgages	4.3	1.8
Bonds	0.6	2.0
Other loans	4.7	7.0
Amount owing to affiliates	22.6	17.8
Other liabilities	6.7	3.1
Deferred income tax	0.2	1.1
<b>Total liabilities</b>	<b>68.6</b>	<b>69.9</b>
<b>Shareholders' equity</b>		
Share capital	3.0	10.0
Retained earnings	26.4	18.0
Other surplus	2.1	2.2
<b>Total shareholders' equity</b>	<b>31.4</b>	<b>30.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>48.3</b>	<b>63.8</b>
<b>Current liabilities - % of total assets</b>	<b>36.5</b>	<b>37.3</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 99 - Residential building and development  
 SICE Grouping 401

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	15,864					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.3	0.9	-4.1	0.5	1.2	1.1
Pretax profit margin	6.5	1.1	-3.9	0.8	1.5	1.4
Operating profit margin	6.7	1.6	-4.2	1.4	2.8	2.1
Gross profit margin	34.6	19.6	11.1	26.2	13.7	9.2
Operating revenue to net operating assets	400.9	215.1	99.4	205.0	278.9	253.3
Return on net operating assets	15.5	5.8	-12.0	2.5	7.6	4.1
Pretax profit to assets	12.6	1.7	-7.5	0.7	3.3	3.8
Return on capital employed	14.2	4.4	-7.7	2.9	7.3	9.4
Return on equity (2)	26.7	7.5	-5.6	5.1	10.8	13.9
<u>Efficiency (ratios)</u>						
Receivable turnover	11.49	7.62	4.70	7.17	8.49	7.46
Inventory turnover	13.31	5.38	1.55	6.04	4.66	5.27
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.69	1.62	1.19	1.62	1.58	1.32
Debt to equity	0.24	0.73	1.76	0.81	0.68	1.28
Liabilities to assets	0.45	0.77	1.00	0.77	0.77	0.80
Interest coverage	4.50	1.12	-3.90	1.00	1.57	1.47
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	66		34			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)						30

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 99 - Residential building and development  
**SICE Grouping** 401

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.8	4.8
Accounts receivable	12.4	19.7
Inventory	23.5	33.4
Capital assets	29.1	21.3
Other assets	2.5	1.9
<b>Total operating assets</b>	<b>75.3</b>	<b>80.9</b>
Investments and accounts with affiliates	15.2	12.3
Portfolio investments and loans with non-affiliates	9.5	6.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	16.3	25.5
Borrowing:		
Banks	12.7	14.6
Short term paper	0.3	0.3
Mortgages	16.5	16.3
Bonds	3.3	3.5
Other loans	4.9	5.2
Amount owing to affiliates	24.3	21.9
Other liabilities	9.0	11.6
Deferred income tax	0.6	1.5
<b>Total liabilities</b>	<b>87.9</b>	<b>100.5</b>
<b>Shareholders' equity</b>		
Share capital	9.4	2.7
Retained earnings	0.9	-4.0
Other surplus	1.8	0.9
<b>Total shareholders' equity</b>	<b>12.1</b>	<b>-0.5</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>51.7</b>	<b>56.6</b>
<b>Current liabilities - % of total assets</b>	<b>36.8</b>	<b>40.3</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 100 - Non-residential building and development

SICE Grouping 402

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	905					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.5	1.4	-3.1	0.8	1.8	1.2
Pretax profit margin	6.8	1.7	-2.8	0.8	2.3	1.7
Operating profit margin	40.0	5.8	0.2	24.9	1.1	0.2
Gross profit margin	32.5	19.1	11.7	28.7	15.3	8.8
Operating revenue to net operating assets	174.5	71.1	30.6	46.4	234.3	267.8
Return on net operating assets	15.3	7.5	1.4	5.6	12.2	4.5
Pretax profit to assets	12.8	2.7	-3.7	0.5	5.6	5.1
Return on capital employed	11.9	8.0	0.7	4.3	11.9	5.0
Return on equity (2)	26.3	7.8	-1.7	3.2	12.1	13.9
<u>Efficiency (ratios)</u>						
Receivable turnover	8.68	7.38	5.00	3.76	8.68	6.95
Inventory turnover	...	25.98	...	...	4.46	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.82	1.47	1.25	5.26	1.27	1.13
Debt to equity	0.13	1.31	2.24	1.71	0.40	1.10
Liabilities to assets	0.39	0.70	0.97	0.77	0.67	0.75
Interest coverage	8.40	3.04	1.01	1.50	3.04	1.29
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	81		19			
Pretax profit	66		34			
Net profit	66		34			
Percentage of firms with zero or negative equity(2)	29					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 100 - Non-residential building and development

SICE Grouping 402

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.3	7.4
Accounts receivable	17.9	48.0
Inventory	9.7	7.8
Capital assets	45.3	22.0
Other assets	1.5	2.5
<b>Total operating assets</b>	<b>79.7</b>	<b>87.7</b>
Investments and accounts with affiliates	11.3	1.8
Portfolio investments and loans with non-affiliates	9.0	10.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	14.8	40.4
Borrowing:		
Banks	14.5	9.4
Short term paper	0.9	0.2
Mortgages	5.0	1.8
Bonds	10.2	2.9
Other loans	6.5	4.6
Amount owing to affiliates	24.3	5.1
Other liabilities	1.5	3.6
Deferred income tax	0.0	2.5
<b>Total liabilities</b>	<b>77.7</b>	<b>70.7</b>
<b>Shareholders' equity</b>		
Share capital	20.3	1.9
Retained earnings	0.8	27.3
Other surplus	1.2	0.1
<b>Total shareholders' equity</b>	<b>22.3</b>	<b>29.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>37.0</b>	<b>75.3</b>
<b>Current liabilities - % of total assets</b>	<b>32.3</b>	<b>57.8</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 101 - Industrial construction (other than buildings)

SICE Grouping 411

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	397					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	11.1	3.1	-3.0	3.8	2.8	1.5
Pretax profit margin	14.1	4.4	-2.3	7.1	4.1	1.9
Operating profit margin	11.4	3.5	-11.3	...	-0.1	1.2
Gross profit margin	42.2	26.8	13.7	44.4	23.8	16.5
Operating revenue to net operating assets	216.9	148.9	75.8	...	182.2	244.8
Return on net operating assets	14.4	7.5	-0.2	...	8.0	3.0
Pretax profit to assets	18.2	6.7	-3.4	6.7	6.7	3.8
Return on capital employed	19.1	9.6	-0.2	2.4	9.6	6.8
Return on equity (2)	34.1	13.7	0.5	16.0	12.6	13.7
<u>Efficiency (ratios)</u>						
Receivable turnover	5.79	5.06	2.91	...	5.98	11.31
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.47	2.02	1.22	...	2.88	1.24
Debt to equity	0.30	1.50	1.97	...	0.67	...
Liabilities to assets	0.35	0.65	0.87	0.60	0.66	0.77
Interest coverage	...	5.16	...	...	7.24	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	70		30			
Pretax profit	70		30			
Net profit	66		34			
Percentage of firms with zero or negative equity(2)			13			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 101 - Industrial construction (other than buildings)  
**SICE Grouping** 411

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	14.6	9.9
Accounts receivable	18.7	30.9
Inventory	3.5	3.3
Capital assets	39.8	42.9
Other assets	7.5	10.2
<b>Total operating assets</b>	<b>84.1</b>	<b>97.2</b>
Investments and accounts with affiliates	9.1	2.8
Portfolio investments and loans with non-affiliates	6.8	0.1
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	14.8	25.6
Borrowing:		
Banks	8.0	17.3
Short term paper	0.3	0.5
Mortgages	1.2	0.9
Bonds	5.9	5.5
Other loans	4.2	9.9
Amount owing to affiliates	23.8	13.7
Other liabilities	1.9	1.5
Deferred income tax	1.5	2.2
<b>Total liabilities</b>	<b>61.6</b>	<b>77.1</b>
<b>Shareholders' equity</b>		
Share capital	9.9	3.1
Retained earnings	28.4	17.8
Other surplus	0.1	2.0
<b>Total shareholders' equity</b>	<b>38.4</b>	<b>22.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>43.7</b>	<b>35.8</b>
<b>Current liabilities - % of total assets</b>	<b>28.0</b>	<b>35.9</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 102 - Highway and heavy construction  
SICE Grouping 412

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,768					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.2	1.5	-3.9	0.7	2.0	0.9
Pretax profit margin	8.7	1.8	-3.8	1.0	2.7	1.3
Operating profit margin	9.0	2.5	-5.5	0.9	4.1	1.9
Gross profit margin	44.3	26.2	15.9	36.1	22.4	13.1
Operating revenue to net operating assets	327.3	184.3	103.7	123.9	240.1	291.0
Return on net operating assets	26.7	9.6	-3.0	5.9	14.2	4.4
Pretax profit to assets	13.1	3.2	-5.3	1.2	4.7	3.1
Return on capital employed	16.5	6.4	-2.2	4.0	9.9	5.9
Return on equity (2)	23.6	7.5	-6.1	4.5	9.1	7.8
<u>Efficiency (ratios)</u>						
Receivable turnover	10.02	5.50	3.80	4.62	6.51	10.60
Inventory turnover	...	22.93	...	...	3.76	10.24
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.12	1.20	0.92	1.01	1.30	1.09
Debt to equity	0.19	0.51	2.07	0.41	0.71	1.01
Liabilities to assets	0.35	0.64	0.89	0.67	0.61	0.72
Interest coverage	7.94	2.42	0.23	0.83	3.24	3.24
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	65		35			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			17			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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**Industry** 102 - Highway and heavy construction**SICE Grouping** 412

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.8	10.5
Accounts receivable	17.3	24.1
Inventory	3.7	6.1
Capital assets	44.6	46.8
Other assets	2.7	3.0
<b>Total operating assets</b>	<b>79.1</b>	<b>90.6</b>
Investments and accounts with affiliates	14.3	6.0
Portfolio investments and loans with non-affiliates	6.6	3.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	16.5	19.0
Borrowing:		
Banks	13.2	16.6
Short term paper	0.2	0.4
Mortgages	0.5	1.6
Bonds	2.3	4.9
Other loans	6.5	9.0
Amount owing to affiliates	22.0	5.6
Other liabilities	2.3	1.2
Deferred income tax	1.8	4.9
<b>Total liabilities</b>	<b>65.4</b>	<b>63.2</b>
<b>Shareholders' equity</b>		
Share capital	7.1	6.2
Retained earnings	25.8	30.4
Other surplus	1.7	0.2
<b>Total shareholders' equity</b>	<b>34.6</b>	<b>36.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>41.4</b>	<b>40.2</b>
<b>Current liabilities - % of total assets</b>	<b>30.8</b>	<b>34.8</b>

Industry 103 - Site work  
SICE Grouping 421

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	7,845					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	6.4	1.1	-4.7	0.7	2.1	1.2
Pretax profit margin	7.6	1.4	-4.4	0.8	2.7	1.7
Operating profit margin	8.8	3.7	-0.5	2.1	5.0	2.1
Gross profit margin	53.4	33.0	19.3	39.7	24.6	13.7
Operating revenue to net operating assets	288.3	207.0	129.7	207.0	198.9	300.1
Return on net operating assets	19.1	6.9	1.6	5.7	10.0	8.0
Pretax profit to assets	12.1	2.2	-7.0	1.2	4.9	4.1
Return on capital employed	16.5	8.4	2.1	6.8	10.8	4.4
Return on equity (2)	24.3	7.2	-8.1	5.5	10.0	8.6
<i>Efficiency (ratios)</i>						
Receivable turnover	11.84	8.78	6.22	10.27	6.99	7.07
Inventory turnover	15.59	11.13	5.38	11.33	11.12	18.39
<i>Liquidity/Solvency (ratios)</i>						
Working capital	2.66	1.58	1.02	1.58	1.51	1.31
Debt to equity	0.40	0.95	2.41	0.94	0.96	1.23
Liabilities to assets	0.44	0.71	0.95	0.75	0.65	0.67
Interest coverage	3.50	1.63	0.50	1.05	2.20	1.85
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	78		22			
Pretax profit	69		31			
Net profit	69		31			
Percentage of firms with zero or negative equity(2)	11					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 103 - Site work  
 SICE Grouping 421

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.7	2.4
Accounts receivable	19.5	35.2
Inventory	3.4	6.4
Capital assets	53.6	41.6
Other assets	2.4	2.1
<b>Total operating assets</b>	<b>87.6</b>	<b>87.7</b>
Investments and accounts with affiliates	9.0	12.0
Portfolio investments and loans with non-affiliates	3.3	0.3
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	12.8	22.8
Borrowing:		
Banks	18.9	17.9
Short term paper	0.3	1.0
Mortgages	2.0	2.8
Bonds	3.8	8.4
Other loans	10.9	7.8
Amount owing to affiliates	9.2	12.8
Other liabilities	2.3	1.4
Deferred income tax	1.6	4.6
<b>Total liabilities</b>	<b>61.9</b>	<b>79.4</b>
<b>Shareholders' equity</b>		
Share capital	3.6	0.7
Retained earnings	33.7	16.3
Other surplus	0.9	3.7
<b>Total shareholders' equity</b>	<b>38.1</b>	<b>20.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>36.7</b>	<b>44.8</b>
<b>Current liabilities - % of total assets</b>	<b>31.7</b>	<b>36.5</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 104 - Structural and related work

SICE Grouping 422

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	3,294					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.9	1.3	-3.5	0.9	2.1	2.1
Pretax profit margin	7.1	1.6	-3.4	1.0	2.6	2.8
Operating profit margin	6.4	3.3	-0.4	3.3	3.5	1.5
Gross profit margin	41.3	27.1	17.2	31.4	21.9	14.3
Operating revenue to net operating assets	413.5	343.3	217.3	343.3	294.2	299.1
Return on net operating assets	18.4	10.7	4.8	9.7	11.9	5.4
Pretax profit to assets	16.6	3.3	-8.5	1.8	6.4	6.9
Return on capital employed	18.6	11.1	4.2	7.1	11.3	5.2
Return on equity (2)	31.0	9.4	-5.7	7.4	12.2	19.5
<u>Efficiency (ratios)</u>						
Receivable turnover	9.69	6.98	5.54	7.31	6.13	4.73
Inventory turnover	18.84	11.59	5.04	9.88	10.59	13.32
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.50	1.69	0.95	1.69	1.18	1.88
Debt to equity	0.31	0.89	2.55	0.89	1.95	0.41
Liabilities to assets	0.41	0.69	0.98	0.74	0.63	0.72
Interest coverage	5.84	2.98	0.26	3.00	2.98	2.60
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	75		25			
Pretax profit	67		33			
Net profit	67		33			
Percentage of firms with zero or negative equity(2)			23			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 104 - Structural and related work  
**SICE Grouping** 422

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.5	7.1
Accounts receivable	33.1	42.7
Inventory	8.2	13.1
Capital assets	31.8	18.6
Other assets	2.0	2.3
<b>Total operating assets</b>	<b>84.6</b>	<b>83.7</b>
Investments and accounts with affiliates	7.8	12.9
Portfolio investments and loans with non-affiliates	7.6	3.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	28.0	25.9
Borrowing:		
Banks	12.5	8.9
Short term paper	0.2	0.2
Mortgages	1.0	3.0
Bonds	2.6	1.8
Other loans	4.4	3.2
Amount owing to affiliates	20.0	8.4
Other liabilities	3.8	1.8
Deferred income tax	0.5	2.8
<b>Total liabilities</b>	<b>73.1</b>	<b>55.9</b>
<b>Shareholders' equity</b>		
Share capital	1.5	21.0
Retained earnings	25.4	21.0
Other surplus	0.0	2.1
<b>Total shareholders' equity</b>	<b>26.9</b>	<b>44.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>59.8</b>	<b>65.8</b>
<b>Current liabilities - % of total assets</b>	<b>53.1</b>	<b>37.3</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 105 - Exterior close-in work

SICE Grouping 423

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	5,454					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.7	1.0	-3.0	0.7	1.5	1.8
Pretax profit margin	5.7	1.2	-2.8	0.8	1.8	2.0
Operating profit margin	6.2	1.2	-3.0	1.1	1.2	2.5
Gross profit margin	43.8	27.9	18.2	33.8	22.6	17.8
Operating revenue to net operating assets	414.9	319.5	166.2	325.1	302.1	379.0
Return on net operating assets	24.4	7.5	-2.6	6.5	11.3	9.5
Pretax profit to assets	15.4	3.0	-8.6	1.7	5.4	6.3
Return on capital employed	21.2	7.0	-2.5	5.1	10.0	7.8
Return on equity (2)	30.4	10.0	-5.5	7.1	13.0	16.7
<u>Efficiency (ratios)</u>						
Receivable turnover	10.72	7.76	5.63	8.19	6.25	5.67
Inventory turnover	20.89	9.86	6.94	9.00	16.27	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.05	1.42	1.04	1.42	1.38	1.46
Debt to equity	0.24	0.70	1.68	0.74	0.42	1.59
Liabilities to assets	0.41	0.71	0.98	0.72	0.69	0.66
Interest coverage	8.00	2.42	0.50	2.00	4.88	2.76
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	69		31			
Pretax profit	63		37			
Net profit	63		37			
Percentage of firms with zero or negative equity(2)	19					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 105 - Exterior close-in work  
**SICE Grouping** 423

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.2	4.6
Accounts receivable	34.0	35.9
Inventory	9.5	6.1
Capital assets	34.3	25.1
Other assets	2.8	6.4
<b>Total operating assets</b>	<b>90.8</b>	<b>78.1</b>
Investments and accounts with affiliates	5.4	17.0
Portfolio investments and loans with non-affiliates	3.8	4.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	28.1	17.7
Borrowing:		
Banks	13.5	10.3
Short term paper	0.1	0.2
Mortgages	5.3	1.2
Bonds	2.1	2.2
Other loans	6.9	2.8
Amount owing to affiliates	8.9	32.6
Other liabilities	2.6	2.0
Deferred income tax	0.5	2.0
<b>Total liabilities</b>	<b>67.9</b>	<b>71.1</b>
<b>Shareholders' equity</b>		
Share capital	5.0	7.2
Retained earnings	25.0	17.6
Other surplus	2.1	4.2
<b>Total shareholders' equity</b>	<b>32.1</b>	<b>28.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>60.6</b>	<b>54.0</b>
<b>Current liabilities - % of total assets</b>	<b>45.9</b>	<b>49.1</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 106 - Plumbing, heating and air conditioning, mechanical work  
 SICE Grouping 424

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	6,624					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.1	1.3	-2.2	0.8	1.8	1.5
Pretax profit margin	6.3	1.5	-2.1	1.0	2.3	1.9
Operating profit margin	6.6	2.8	-1.9	2.3	2.8	1.7
Gross profit margin	45.6	31.0	20.2	37.3	24.1	14.6
Operating revenue to net operating assets	447.0	328.3	185.0	247.9	354.9	381.7
Return on net operating assets	20.5	8.9	-5.6	8.7	9.3	12.8
Pretax profit to assets	15.8	3.8	-5.7	2.2	6.4	5.5
Return on capital employed	21.1	8.2	-3.1	9.1	7.4	12.2
Return on equity (2)	31.6	11.2	-3.8	8.0	15.2	18.1
<u>Efficiency (ratios)</u>						
Receivable turnover	10.64	8.14	5.78	8.39	7.78	4.99
Inventory turnover	23.06	14.08	7.81	13.02	13.05	13.12
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.18	1.57	1.14	1.52	1.46	1.13
Debt to equity	0.25	0.78	1.73	0.80	0.54	1.59
Liabilities to assets	0.42	0.70	0.96	0.71	0.68	0.75
Interest coverage	7.65	1.80	-0.25	1.53	3.69	4.14
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	76		24			
Pretax profit	73		27			
Net profit	72		28			
Percentage of firms with zero or negative equity(2)	22					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 106 - Plumbing, heating and air conditioning, mechanical work

SICE Grouping 424

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	11.2	6.9
Accounts receivable	40.4	66.2
Inventory	16.0	9.6
Capital assets	17.7	8.4
Other assets	2.6	1.2
<b>Total operating assets</b>	<b>87.9</b>	<b>92.1</b>
Investments and accounts with affiliates	6.7	5.6
Portfolio investments and loans with non-affiliates	5.4	2.3
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	31.8	47.8
Borrowing:		
Banks	9.9	4.0
Short term paper	0.3	0.3
Mortgages	2.2	1.1
Bonds	3.2	3.7
Other loans	3.9	2.3
Amount owing to affiliates	11.7	12.4
Other liabilities	2.1	5.5
Deferred income tax	0.5	3.5
<b>Total liabilities</b>	<b>65.6</b>	<b>80.4</b>
<b>Shareholders' equity</b>		
Share capital	5.1	6.1
Retained earnings	28.9	13.4
Other surplus	0.5	0.0
<b>Total shareholders' equity</b>	<b>34.4</b>	<b>19.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>74.0</b>	<b>77.4</b>
<b>Current liabilities - % of total assets</b>	<b>49.9</b>	<b>60.5</b>

Industry 107 - Mechanical specialty work  
SICE Grouping 425

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	676					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.8	2.3	-1.3	1.9	2.7	1.6
Pretax profit margin	8.6	3.0	-1.1	2.7	3.4	2.0
Operating profit margin	8.9	4.2	-5.0	3.1	4.2	...
Gross profit margin	51.2	32.5	22.4	42.6	25.3	17.1
Operating revenue to net operating assets	416.6	196.9	74.5	117.9	426.7	...
Return on net operating assets	10.1	4.0	-17.5	4.0	-21.4	...
Pretax profit to assets	19.9	7.1	-3.2	5.6	8.5	6.1
Return on capital employed	26.2	7.1	-13.2	7.1	3.4	...
Return on equity (2)	36.5	15.4	-0.5	12.5	17.9	17.4
<u>Efficiency (ratios)</u>						
Receivable turnover	8.04	5.86	3.71	6.04	5.86	...
Inventory turnover	...	17.51	...	...	10.61	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	6.63	1.10	0.84	0.92	1.63	...
Debt to equity	...	0.53	...	...	0.54	...
Liabilities to assets	0.37	0.66	0.91	0.69	0.63	0.76
Interest coverage	...	-2.95	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			10			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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**Industry** 107 - Mechanical specialty work**SICE Grouping** 425

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.4	-
Accounts receivable	26.0	-
Inventory	5.0	-
Capital assets	22.3	-
Other assets	2.4	-
<b>Total operating assets</b>	<b>65.1</b>	<b>-</b>
Investments and accounts with affiliates	29.1	-
Portfolio investments and loans with non-affiliates	5.7	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	15.7	-
Borrowing:		
Banks	13.1	-
Short term paper	0.3	-
Mortgages	2.5	-
Bonds	3.1	-
Other loans	6.4	-
Amount owing to affiliates	10.0	-
Other liabilities	6.1	-
Deferred income tax	0.6	-
<b>Total liabilities</b>	<b>57.8</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	2.4	-
Retained earnings	38.0	-
Other surplus	1.8	-
<b>Total shareholders' equity</b>	<b>42.2</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>56.3</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>34.0</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 108 - Electrical work

SICE Grouping 426

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		Median
	Better	Average	Worse	Firms under \$500,000	Firms \$500,000 to \$5 million	
	Q3 75%	Q2 50%	Q1 25%			
Number of firms in the group		4,836				

### Financial ratios

#### Profitability (percentages)

Net profit margin	5.9	1.6	-2.2	1.2	2.4	2.0
Pretax profit margin	7.1	1.9	-2.1	1.4	3.0	2.5
Operating profit margin	7.5	1.9	-1.6	-0.4	4.2	1.4
Gross profit margin	50.0	32.4	20.7	38.3	23.7	17.6
Operating revenue to net operating assets	444.8	325.0	184.7	321.9	337.2	166.8
Return on net operating assets	16.5	3.3	-7.9	-5.2	13.7	7.1
Pretax profit to assets	16.9	4.5	-5.9	3.1	7.5	6.7
Return on capital employed	17.5	4.9	-7.6	-2.5	11.8	12.7
Return on equity (2)	30.3	10.3	-4.0	7.8	15.2	20.2

#### Efficiency (ratios)

Receivable turnover	10.13	7.15	4.82	7.38	6.29	5.25
Inventory turnover	18.94	9.85	6.55	7.60	14.95	...

#### Liquidity/Solvency (ratios)

Working capital	3.27	1.81	1.22	1.81	1.81	1.22
Debt to equity	0.21	0.40	1.05	0.40	0.37	...
Liabilities to assets	0.38	0.65	0.92	0.67	0.62	0.72
Interest coverage	6.92	1.49	-0.52	-0.23	6.35	...

### Distribution of firms by profits/losses

	<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>
Operating profit	75	25
Pretax profit	72	28
Net profit	73	27
Percentage of firms with zero or negative equity(2)	17	

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 108 - Electrical work

SICE Grouping 426

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.6	1.8
Accounts receivable	41.5	44.9
Inventory	12.4	3.2
Capital assets	15.0	19.9
Other assets	2.2	22.4
<b>Total operating assets</b>	<b>81.8</b>	<b>92.3</b>
Investments and accounts with affiliates	8.6	3.0
Portfolio investments and loans with non-affiliates	9.6	4.7
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	25.6	28.4
Borrowing:		
Banks	9.3	10.8
Short term paper	0.2	0.4
Mortgages	1.2	0.7
Bonds	2.1	4.2
Other loans	3.3	9.1
Amount owing to affiliates	16.5	3.3
Other liabilities	2.6	6.0
Deferred income tax	0.7	4.9
<b>Total liabilities</b>	<b>61.5</b>	<b>67.6</b>
<b>Shareholders' equity</b>		
Share capital	1.8	14.0
Retained earnings	36.6	18.1
Other surplus	0.1	0.3
<b>Total shareholders' equity</b>	<b>38.5</b>	<b>32.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>71.6</b>	<b>58.6</b>
<b>Current liabilities - % of total assets</b>	<b>44.3</b>	<b>42.8</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 109 - Interior and finishing work

SICE Grouping 427

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	8,212					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.2	0.9	-3.1	0.7	1.4	1.6
Pretax profit margin	6.2	1.2	-2.8	0.9	1.8	2.0
Operating profit margin	8.6	1.5	-5.2	1.2	3.9	1.0
Gross profit margin	46.2	29.2	18.3	34.6	21.5	16.3
Operating revenue to net operating assets	411.0	254.6	159.6	250.7	373.3	...
Return on net operating assets	17.1	3.8	-7.6	2.5	14.8	4.9
Pretax profit to assets	16.7	3.0	-9.5	1.8	4.9	6.3
Return on capital employed	18.3	4.0	-9.6	1.4	13.0	5.0
Return on equity (2)	31.4	10.3	-5.2	9.1	12.5	14.8
<u>Efficiency (ratios)</u>						
Receivable turnover	11.71	7.59	4.92	8.17	5.72	5.94
Inventory turnover	15.00	7.03	3.29	6.33	14.95	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.68	2.14	1.24	2.30	1.54	1.30
Debt to equity	0.24	0.54	1.01	0.53	0.74	...
Liabilities to assets	0.42	0.72	1.00	0.73	0.70	0.72
Interest coverage	3.73	1.00	-1.17	1.00	2.09	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	64		36			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			25			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 109 - Interior and finishing work  
**SICE Grouping** 427

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	12.8	3.2
Accounts receivable	33.8	36.6
Inventory	10.3	27.5
Capital assets	26.9	17.1
Other assets	2.5	1.6
<b>Total operating assets</b>	<b>86.2</b>	<b>86.1</b>
Investments and accounts with affiliates	6.5	5.4
Portfolio investments and loans with non-affiliates	7.3	8.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	22.3	38.0
Borrowing:		
Banks	14.6	10.1
Short term paper	0.1	-
Mortgages	5.3	0.3
Bonds	1.2	-
Other loans	5.1	1.5
Amount owing to affiliates	15.6	17.2
Other liabilities	3.0	3.4
Deferred income tax	0.3	1.5
<b>Total liabilities</b>	<b>67.7</b>	<b>72.0</b>
<b>Shareholders' equity</b>		
Share capital	1.5	5.1
Retained earnings	29.8	22.9
Other surplus	1.1	-
<b>Total shareholders' equity</b>	<b>32.3</b>	<b>28.0</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>65.3</b>	<b>66.3</b>
<b>Current liabilities - % of total assets</b>	<b>42.7</b>	<b>49.2</b>

Industry 110 - Other trade work  
SICE Grouping 429

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	2,525					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.4	1.7	-2.0	1.5	1.8	1.9
Pretax profit margin	7.9	2.0	-1.8	1.9	2.3	2.5
Operating profit margin	7.5	2.8	-7.2	-1.6	4.4	8.5
Gross profit margin	50.1	33.4	21.8	41.2	27.4	17.8
Operating revenue to net operating assets	410.1	266.4	143.8	245.1	365.3	376.7
Return on net operating assets	19.1	5.6	-19.1	-8.5	14.3	16.6
Pretax profit to assets	18.4	5.0	-4.3	4.3	6.4	7.9
Return on capital employed	17.8	4.9	-8.6	-4.7	10.1	11.9
Return on equity (2)	32.5	11.3	-3.2	8.9	14.3	17.5
<u>Efficiency (ratios)</u>						
Receivable turnover	8.60	5.86	4.37	5.45	6.89	3.58
Inventory turnover	11.05	7.07	5.60	8.21	6.17	8.12
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.42	1.32	1.00	1.21	1.41	1.48
Debt to equity	0.05	0.41	0.85	0.29	0.38	...
Liabilities to assets	0.39	0.71	0.96	0.76	0.66	0.70
Interest coverage	12.04	3.87	0.19	3.80	3.87	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	70		30			
Pretax profit	68		32			
Net profit	68		32			
Percentage of firms with zero or negative equity(2)	26					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 110 - Other trade work

SICE Grouping 429

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.9	4.6
Accounts receivable	26.4	52.2
Inventory	13.5	17.7
Capital assets	25.6	19.5
Other assets	6.1	4.7
<b>Total operating assets</b>	<b>81.4</b>	<b>98.8</b>
Investments and accounts with affiliates	11.7	1.0
Portfolio investments and loans with non-affiliates	6.8	0.3
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	18.8	26.3
Borrowing:		
Banks	9.8	10.8
Short term paper	0.2	0.6
Mortgages	0.8	0.4
Bonds	1.9	2.2
Other loans	4.5	1.3
Amount owing to affiliates	20.4	35.2
Other liabilities	2.0	3.3
Deferred income tax	0.5	3.8
<b>Total liabilities</b>	<b>58.9</b>	<b>83.9</b>
<b>Shareholders' equity</b>		
Share capital	2.0	2.6
Retained earnings	35.3	13.5
Other surplus	3.7	-
<b>Total shareholders' equity</b>	<b>41.1</b>	<b>16.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>62.1</b>	<b>70.6</b>
<b>Current liabilities - % of total assets</b>	<b>39.0</b>	<b>68.7</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 111 - Project management, construction

SICE Grouping 441

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,209					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	13.3	2.9	-2.3	3.2	2.7	1.3
Pretax profit margin	17.5	3.9	-1.9	4.6	3.3	1.6
Operating profit margin	19.0	1.1	-4.0	-1.6	8.8	0.8
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	217.1	148.8	72.9	148.8	310.2	...
Return on net operating assets	-0.6	-7.3	-24.4	-24.4	-0.3	7.9
Pretax profit to assets	26.7	6.7	-4.3	5.9	7.3	5.0
Return on capital employed	20.9	-0.4	-19.7	-10.8	7.1	4.0
Return on equity (2)	40.0	15.4	0.1	13.5	20.8	28.5
<u>Efficiency (ratios)</u>						
Receivable turnover	5.76	2.73	1.58	2.31	9.82	4.69
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	6.69	1.59	1.20	1.50	1.59	1.06
Debt to equity	0.42	0.50	1.20	0.50	0.69	0.54
Liabilities to assets	0.34	0.68	0.97	0.66	0.73	0.87
Interest coverage	7.92	1.98	-3.77	...	7.92	4.76
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			27			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 111 - Project management, construction  
**SICE Grouping** 441

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	11.4	7.7
Accounts receivable	17.4	38.6
Inventory	6.1	3.9
Capital assets	25.7	30.1
Other assets	4.7	2.5
<b>Total operating assets</b>	<b>65.3</b>	<b>82.8</b>
Investments and accounts with affiliates	28.4	16.2
Portfolio investments and loans with non-affiliates	6.3	1.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	15.4	43.7
Borrowing:		
Banks	13.5	3.1
Short term paper	0.1	-
Mortgages	2.7	12.8
Bonds	0.5	-
Other loans	4.5	0.1
Amount owing to affiliates	27.7	29.8
Other liabilities	7.9	5.2
Deferred income tax	0.7	1.0
<b>Total liabilities</b>	<b>73.0</b>	<b>95.7</b>
<b>Shareholders' equity</b>		
Share capital	5.3	2.5
Retained earnings	20.7	1.7
Other surplus	1.0	0.0
<b>Total shareholders' equity</b>	<b>27.0</b>	<b>4.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>43.2</b>	<b>49.3</b>
<b>Current liabilities - % of total assets</b>	<b>34.4</b>	<b>42.8</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 112 - Other services incidental to construction

SICE Grouping 449

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	4,983					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	18.0	2.6	-8.5	3.1	1.4	1.9
Pretax profit margin	22.6	3.5	-7.5	4.1	2.1	2.4
Operating profit margin	33.3	7.8	-2.1	7.9	7.7	3.2
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	121.2	30.2	15.2	18.2	99.7	104.0
Return on net operating assets	8.7	3.2	-2.8	1.4	8.3	4.1
Pretax profit to assets	9.2	1.3	-2.5	1.3	1.4	4.4
Return on capital employed	8.8	4.1	-0.5	3.6	7.2	3.9
Return on equity (2)	21.3	5.5	-2.3	4.6	9.4	19.7
<u>Efficiency (ratios)</u>						
Receivable turnover	9.29	7.28	3.78	7.33	7.19	7.35
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	6.04	2.03	1.13	2.42	1.63	3.39
Debt to equity	0.33	1.14	3.55	1.74	1.01	1.24
Liabilities to assets	0.47	0.82	1.01	0.79	0.89	0.89
Interest coverage	3.35	1.05	-0.29	1.00	1.56	1.01
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	63		37			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)						30

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 112 - Other services incidental to construction  
**SICE Grouping** 449

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.1	2.6
Accounts receivable	3.3	3.5
Inventory	27.6	29.5
Capital assets	38.9	32.5
Other assets	2.3	7.0
<b>Total operating assets</b>	<b>77.3</b>	<b>75.1</b>
Investments and accounts with affiliates	14.8	19.1
Portfolio investments and loans with non-affiliates	7.9	5.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	6.4	10.0
Borrowing:		
Banks	18.2	13.0
Short term paper	0.7	0.3
Mortgages	13.5	27.8
Bonds	7.8	3.0
Other loans	10.5	5.8
Amount owing to affiliates	38.0	27.2
Other liabilities	1.8	8.1
Deferred income tax	0.5	1.9
<b>Total liabilities</b>	<b>97.3</b>	<b>97.0</b>
<b>Shareholders' equity</b>		
Share capital	9.9	6.7
Retained earnings	-8.7	-7.2
Other surplus	1.5	3.4
<b>Total shareholders' equity</b>	<b>2.7</b>	<b>3.0</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>38.2</b>	<b>30.2</b>
<b>Current liabilities - % of total assets</b>	<b>25.4</b>	<b>15.8</b>

Industry 113 - Air transport industries  
SICE Grouping 451

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	588					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.9	1.1	-5.7	0.6	1.8	1.2
Pretax profit margin	9.6	1.7	-4.7	0.9	2.4	1.5
Operating profit margin	9.1	4.6	-2.7	-8.4	4.6	2.9
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	177.2	154.0	79.1	92.2	155.3	200.6
Return on net operating assets	18.2	8.6	-4.7	-13.9	11.4	6.9
Pretax profit to assets	12.2	2.2	-6.7	0.9	3.7	1.9
Return on capital employed	18.8	7.7	-5.5	-12.0	12.0	6.7
Return on equity (2)	26.2	8.0	-3.7	5.7	12.2	8.7
<u>Efficiency (ratios)</u>						
Receivable turnover	15.12	10.31	6.11	...	9.38	9.27
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.21	1.60	1.03	1.63	1.55	1.03
Debt to equity	0.12	0.94	2.24	0.12	1.08	4.01
Liabilities to assets	0.48	0.76	1.00	0.83	0.73	0.77
Interest coverage	3.53	2.19	-3.87	-4.47	2.86	1.48
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	67		33			
Pretax profit	62		38			
Net profit	62		38			
Percentage of firms with zero or negative equity(2)			13			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 113 - Air transport industries  
 SICE Grouping 451

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.2	3.5
Accounts receivable	9.1	13.9
Inventory	5.5	5.0
Capital assets	58.3	65.4
Other assets	3.9	7.4
<b>Total operating assets</b>	<b>82.9</b>	<b>95.1</b>
Investments and accounts with affiliates	8.8	3.0
Portfolio investments and loans with non-affiliates	8.3	1.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	21.3	12.6
Borrowing:		
Banks	20.8	31.1
Short term paper	0.2	0.2
Mortgages	1.4	2.6
Bonds	2.7	3.2
Other loans	10.3	20.3
Amount owing to affiliates	13.9	10.8
Other liabilities	2.5	2.3
Deferred income tax	2.2	2.9
<b>Total liabilities</b>	<b>75.5</b>	<b>86.2</b>
<b>Shareholders' equity</b>		
Share capital	10.7	15.4
Retained earnings	13.5	-1.8
Other surplus	0.2	0.2
<b>Total shareholders' equity</b>	<b>24.5</b>	<b>13.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>26.8</b>	<b>27.7</b>
<b>Current liabilities - % of total assets</b>	<b>35.4</b>	<b>32.1</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 114 - Service industries incidental to air transport

SICE Grouping 452

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	335					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	13.6	3.1	-3.5	1.9	3.7	2.4
Pretax profit margin	17.2	4.3	-2.6	3.4	5.2	3.8
Operating profit margin	12.3	5.4	-7.6	1.4	5.4	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	256.9	147.5	61.0	129.4	147.5	...
Return on net operating assets	16.6	4.2	-2.0	4.2	4.6	...
Pretax profit to assets	15.6	4.5	-2.6	2.9	6.2	7.9
Return on capital employed	14.5	2.2	-1.1	7.6	-0.3	...
Return on equity (2)	39.6	16.5	0.0	11.8	19.8	10.7
<u>Efficiency (ratios)</u>						
Receivable turnover	13.49	7.96	5.59	6.43	9.18	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.21	0.99	0.86	0.93	1.16	...
Debt to equity	0.06	0.37	1.54	0.06	1.54	...
Liabilities to assets	0.50	0.79	0.99	0.82	0.75	0.64
Interest coverage	3.00	1.58	-1.86	0.99	1.58	...
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				61	39	
Pretax profit				67	33	
Net profit				67	33	
Percentage of firms with zero or negative equity(2)						21

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 114 - Service industries incidental to air transport

SICE Grouping 452

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.2	-
Accounts receivable	8.2	-
Inventory	4.4	-
Capital assets	65.5	-
Other assets	1.8	-
<b>Total operating assets</b>	<b>84.1</b>	<b>-</b>
Investments and accounts with affiliates	14.1	-
Portfolio investments and loans with non-affiliates	1.8	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	9.9	-
Borrowing:		
Banks	22.9	-
Short term paper	0.1	-
Mortgages	8.3	-
Bonds	2.4	-
Other loans	10.4	-
Amount owing to affiliates	20.0	-
Other liabilities	4.6	-
Deferred income tax	2.9	-
<b>Total liabilities</b>	<b>81.7</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	8.5	-
Retained earnings	8.3	-
Other surplus	1.5	-
<b>Total shareholders' equity</b>	<b>18.3</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>19.0</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>27.0</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 115 - Railway transport and related service industries

SICE Grouping 453

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	40					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	9.9	2.4	-2.7	-0.2	3.2	1.7
Pretax profit margin	13.3	3.0	-2.7	-0.2	4.3	2.9
Operating profit margin	20.8	10.4	3.1	...	17.9	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	...	114.0	...	...	84.7	...
Return on net operating assets	...	24.0	...	...	17.1	...
Pretax profit to assets	13.9	3.4	-4.8	-0.8	4.8	4.6
Return on capital employed	18.0	10.7	8.9	...	18.0	...
Return on equity (2)	33.4	5.8	-9.0	3.4	9.6	...
<u>Efficiency (ratios)</u>						
Receivable turnover	...	8.06	...	...	8.06	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.54	...	...	1.07	...
Debt to equity	...	0.21	...	...	0.21	...
Liabilities to assets	0.25	0.68	0.97	0.77	0.59	0.74
Interest coverage	...	5.44	...	...	2.75	...
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				75	25	
Pretax profit				75	25	
Net profit				75	25	
Percentage of firms with zero or negative equity(2)				12		

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 115 - Railway transport and related service industries  
**SICE Grouping** 453

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.6	-
Accounts receivable	24.8	-
Inventory	2.6	-
Capital assets	49.4	-
Other assets	9.5	-
<b>Total operating assets</b>	<b>91.8</b>	-
Investments and accounts with affiliates	7.5	-
Portfolio investments and loans with non-affiliates	0.7	-
<b>Total assets</b>	<b>100.0</b>	-
<b>Liabilities</b>		
Accounts payable	19.2	-
Borrowing:		
Banks	3.2	-
Short term paper	0.2	-
Mortgages	0.3	-
Bonds	1.9	-
Other loans	1.5	-
Amount owing to affiliates	84.9	-
Other liabilities	1.4	-
Deferred income tax	0.8	-
<b>Total liabilities</b>	<b>113.5</b>	-
<b>Shareholders' equity</b>		
Share capital	7.6	-
Retained earnings	-24.2	-
Other surplus	3.1	-
<b>Total shareholders' equity</b>	<b>-13.5</b>	-
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	-
<b>Current assets - % of total assets</b>	<b>41.0</b>	-
<b>Current liabilities - % of total assets</b>	<b>29.5</b>	-

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 116 - Water transport industries

SICE Grouping 454

	Small firms with revenue under \$5 million			Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median	
	Better	Average	Worse	Firms under \$500,000	Firms \$500,000 to \$5 million
	Q3 75%	Q2 50%	Q1 25%		Median
Number of firms in the group		331			

### Financial ratios

#### Profitability (percentages)

Net profit margin	8.9	1.5	-6.8	0.8	2.6	1.7
Pretax profit margin	10.7	2.0	-6.5	1.0	3.5	3.6
Operating profit margin	20.1	6.3	-0.9	1.5	21.1	2.3
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	313.7	135.7	116.9	135.7	337.0	178.0
Return on net operating assets	12.7	8.8	-2.7	4.3	13.0	17.0
Pretax profit to assets	12.5	2.6	-5.5	0.6	4.4	6.1
Return on capital employed	16.6	12.0	2.1	11.0	12.2	10.7
Return on equity (2)	23.5	9.8	-2.9	8.1	12.8	13.7

#### Efficiency (ratios)

Receivable turnover	16.79	11.99	9.40	17.78	9.40	10.87
Inventory turnover	...	...	...	...	...	...

#### Liquidity/Solvency (ratios)

Working capital	4.21	1.79	0.93	2.39	1.79	1.10
Debt to equity	0.05	0.64	1.13	0.69	0.54	0.53
Liabilities to assets	0.44	0.79	1.03	0.83	0.72	0.73
Interest coverage	5.56	2.67	0.58	1.45	5.56	10.78

### Distribution of firms by profits/losses

	<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>
Operating profit	65	35
Pretax profit	63	37
Net profit	63	37
Percentage of firms with zero or negative equity(2)	15	

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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**Industry** 116 - Water transport industries**SICE Grouping** 454

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.1	10.6
Accounts receivable	12.2	18.2
Inventory	0.8	1.2
Capital assets	46.3	51.3
Other assets	2.8	11.4
<b>Total operating assets</b>	<b>69.2</b>	<b>92.8</b>
Investments and accounts with affiliates	25.1	6.7
Portfolio investments and loans with non-affiliates	5.7	0.6
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	13.6	18.9
Borrowing:		
Banks	24.6	5.3
Short term paper	1.0	3.3
Mortgages	0.5	5.3
Bonds	1.9	2.1
Other loans	7.1	4.4
Amount owing to affiliates	18.1	8.7
Other liabilities	3.9	4.7
Deferred income tax	1.5	7.8
<b>Total liabilities</b>	<b>72.0</b>	<b>60.4</b>
<b>Shareholders' equity</b>		
Share capital	6.9	6.7
Retained earnings	19.6	21.7
Other surplus	1.5	11.3
<b>Total shareholders' equity</b>	<b>28.0</b>	<b>39.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>26.6</b>	<b>35.1</b>
<b>Current liabilities - % of total assets</b>	<b>37.5</b>	<b>35.2</b>

Industry 117 - Service industries incidental to water transport  
SICE Grouping 455

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	165					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	11.9	2.4	-1.7	1.2	5.3	3.7
Pretax profit margin	16.1	3.6	-1.3	1.9	7.0	3.7
Operating profit margin	16.7	10.5	2.1	...	10.2	1.6
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	389.1	150.5	93.6	...	310.8	176.0
Return on net operating assets	41.3	21.1	-8.3	...	21.1	3.5
Pretax profit to assets	21.0	6.1	-3.1	1.7	10.8	8.3
Return on capital employed	29.7	23.0	14.3	...	16.2	7.5
Return on equity (2)	43.7	16.6	2.7	8.3	19.6	16.2
<u>Efficiency (ratios)</u>						
Receivable turnover	6.50	4.73	0.88	...	4.73	4.14
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.53	1.45	1.01	1.28	1.60	1.23
Debt to equity	0.26	1.02	1.59	...	0.47	0.24
Liabilities to assets	0.37	0.65	0.92	0.64	0.68	0.55
Interest coverage	...	4.69	...	...	8.39	3.49
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	88		12			
Pretax profit	92		8			
Net profit	92		8			
Percentage of firms with zero or negative equity(2)			25			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 117 - Service industries incidental to water transport  
 SICE Grouping 455

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	23.3	27.1
Accounts receivable	25.6	15.9
Inventory	2.5	0.2
Capital assets	23.7	35.9
Other assets	1.8	6.3
<b>Total operating assets</b>	<b>76.9</b>	<b>85.4</b>
Investments and accounts with affiliates	4.2	11.4
Portfolio investments and loans with non-affiliates	18.8	3.2
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	31.0	24.6
Borrowing:		
Banks	8.0	10.7
Short term paper	0.3	0.0
Mortgages	0.7	0.2
Bonds	3.8	0.2
Other loans	6.1	2.1
Amount owing to affiliates	13.6	10.0
Other liabilities	19.9	16.3
Deferred income tax	0.3	3.1
<b>Total liabilities</b>	<b>83.8</b>	<b>67.2</b>
<b>Shareholders' equity</b>		
Share capital	3.7	4.2
Retained earnings	9.3	27.8
Other surplus	3.2	0.8
<b>Total shareholders' equity</b>	<b>16.2</b>	<b>32.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>64.9</b>	<b>50.0</b>
<b>Current liabilities - % of total assets</b>	<b>50.2</b>	<b>30.5</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 118 - Truck transport industries

SICE Grouping 456

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	15,257					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.3	1.2	-3.9	1.0	1.4	1.2
Pretax profit margin	7.6	1.4	-3.8	1.3	1.7	1.5
Operating profit margin	8.9	3.1	-2.3	2.3	3.7	2.8
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	314.2	205.7	128.8	195.4	232.8	300.6
Return on net operating assets	16.2	6.8	-5.3	4.9	10.4	10.6
Pretax profit to assets	13.1	2.7	-7.0	2.1	4.0	4.1
Return on capital employed	15.7	7.3	-2.5	5.7	9.8	10.5
Return on equity (2)	28.8	10.3	-5.6	9.7	11.3	12.8
<u>Efficiency (ratios)</u>						
Receivable turnover	14.34	10.45	6.78	11.00	9.12	8.65
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.06	1.54	1.00	1.60	1.29	1.06
Debt to equity	0.33	0.81	2.00	0.74	0.98	1.65
Liabilities to assets	0.50	0.79	1.01	0.82	0.72	0.77
Interest coverage	3.91	1.49	-0.12	1.11	2.18	2.03
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	74		26			
Pretax profit	69		31			
Net profit	68		32			
Percentage of firms with zero or negative equity(2)	16					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 118 - Truck transport industries  
 SICE Grouping 456

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.3	4.3
Accounts receivable	18.6	29.9
Inventory	1.9	1.5
Capital assets	53.4	48.7
Other assets	4.8	5.5
<b>Total operating assets</b>	<b>88.0</b>	<b>89.9</b>
Investments and accounts with affiliates	7.8	7.5
Portfolio investments and loans with non-affiliates	4.2	2.7
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	13.2	18.4
Borrowing:		
Banks	21.2	19.9
Short term paper	0.3	0.6
Mortgages	2.2	1.6
Bonds	3.8	6.2
Other loans	12.6	12.0
Amount owing to affiliates	10.8	14.1
Other liabilities	1.6	2.4
Deferred income tax	1.2	2.4
<b>Total liabilities</b>	<b>67.0</b>	<b>77.7</b>
<b>Shareholders' equity</b>		
Share capital	3.0	1.6
Retained earnings	29.2	20.0
Other surplus	0.9	0.6
<b>Total shareholders' equity</b>	<b>33.0</b>	<b>22.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>35.6</b>	<b>41.7</b>
<b>Current liabilities - % of total assets</b>	<b>32.1</b>	<b>44.5</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 119 - Public passenger transit systems industries

SICE Grouping 457

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,089					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	9.6	4.1	-0.6	4.4	3.9	2.0
Pretax profit margin	12.4	5.3	-0.3	5.6	5.0	2.0
Operating profit margin	14.8	8.0	3.6	8.0	7.9	1.8
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	203.5	146.4	114.7	145.3	149.6	227.0
Return on net operating assets	21.3	13.1	5.2	11.5	13.1	5.4
Pretax profit to assets	14.1	6.6	-0.6	6.3	7.1	2.7
Return on capital employed	17.8	11.0	7.1	11.6	10.8	4.7
Return on equity (2)	22.5	10.4	2.3	9.7	11.4	9.8
<u>Efficiency (ratios)</u>						
Receivable turnover	17.30	13.52	9.50	15.00	12.45	15.90
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.13	1.69	1.03	2.63	1.51	0.81
Debt to equity	0.26	0.63	1.63	0.55	0.74	3.02
Liabilities to assets	0.28	0.56	0.81	0.53	0.58	0.76
Interest coverage	7.26	3.05	1.71	2.75	3.43	1.58
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	93		7			
Pretax profit	92		8			
Net profit	92		8			
Percentage of firms with zero or negative equity(2)			3			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 119 - Public passenger transit systems industries

**SICE Grouping** 457

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.8	4.3
Accounts receivable	6.6	8.0
Inventory	1.1	1.3
Capital assets	62.9	53.2
Other assets	6.3	18.0
<b>Total operating assets</b>	<b>85.6</b>	<b>84.8</b>
Investments and accounts with affiliates	10.5	12.5
Portfolio investments and loans with non-affiliates	3.9	2.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	9.4	11.8
Borrowing:		
Banks	19.0	31.8
Short term paper	0.2	0.1
Mortgages	1.7	0.0
Bonds	1.8	2.2
Other loans	14.0	8.6
Amount owing to affiliates	7.9	17.1
Other liabilities	2.4	2.6
Deferred income tax	2.7	5.3
<b>Total liabilities</b>	<b>59.1</b>	<b>79.6</b>
<b>Shareholders' equity</b>		
Share capital	2.4	5.4
Retained earnings	37.5	14.9
Other surplus	1.0	0.2
<b>Total shareholders' equity</b>	<b>40.9</b>	<b>20.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>24.0</b>	<b>18.4</b>
<b>Current liabilities - % of total assets</b>	<b>23.5</b>	<b>31.4</b>

Industry 120 - Other transportation industries  
SICE Grouping 458

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,221					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.7	1.1	-4.8	0.9	1.7	0.0
Pretax profit margin	8.0	1.2	-4.8	1.0	1.9	0.0
Operating profit margin	5.6	2.8	-3.8	2.6	2.8	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	331.6	200.1	118.0	169.0	248.7	...
Return on net operating assets	16.1	5.2	-5.4	4.9	8.0	...
Pretax profit to assets	14.6	2.2	-7.1	1.5	4.5	1.9
Return on capital employed	13.3	4.0	-4.1	3.0	7.7	...
Return on equity (2)	30.4	9.3	-5.0	7.6	12.7	...
<u>Efficiency (ratios)</u>						
Receivable turnover	12.12	9.50	6.75	10.37	6.18	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.70	2.14	1.22	2.22	1.49	...
Debt to equity	0.40	0.70	1.63	0.70	0.72	...
Liabilities to assets	0.46	0.81	1.06	0.83	0.76	0.97
Interest coverage	3.15	1.02	-1.36	1.00	2.34	...
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				68	32	
Pretax profit				64	36	
Net profit				63	37	
Percentage of firms with zero or negative equity(2)				21		

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 120 - Other transportation industries  
**SICE Grouping** 458

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.1	-
Accounts receivable	17.4	-
Inventory	0.8	-
Capital assets	35.8	-
Other assets	18.6	-
<b>Total operating assets</b>	<b>78.8</b>	<b>-</b>
Investments and accounts with affiliates	10.7	-
Portfolio investments and loans with non-affiliates	10.5	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	13.0	-
Borrowing:		
Banks	18.6	-
Short term paper	0.2	-
Mortgages	2.4	-
Bonds	1.8	-
Other loans	13.0	-
Amount owing to affiliates	20.3	-
Other liabilities	2.2	-
Deferred income tax	0.4	-
<b>Total liabilities</b>	<b>71.9</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	6.6	-
Retained earnings	19.0	-
Other surplus	2.4	-
<b>Total shareholders' equity</b>	<b>28.1</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>31.6</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>29.8</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 121 - Other service industries incidental to transportation

SICE Grouping 459

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,220					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.0	1.8	-1.4	2.0	1.8	1.2
Pretax profit margin	8.7	2.4	-1.2	2.7	2.3	1.8
Operating profit margin	11.0	3.1	-1.7	2.4	3.1	2.1
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	371.8	207.3	116.8	162.0	235.5	182.3
Return on net operating assets	29.6	10.2	-6.3	10.3	10.2	11.0
Pretax profit to assets	17.7	5.4	-3.6	4.1	6.7	5.9
Return on capital employed	24.4	10.7	-1.6	11.0	10.1	15.7
Return on equity (2)	39.3	17.6	2.9	15.8	20.0	20.4
<u>Efficiency (ratios)</u>						
Receivable turnover	12.96	8.21	5.02	8.66	8.03	8.94
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.51	1.33	0.91	1.86	1.15	1.09
Debt to equity	0.18	0.49	2.58	0.36	1.03	0.96
Liabilities to assets	0.48	0.78	1.00	0.78	0.78	0.80
Interest coverage	3.54	2.08	-0.18	1.93	2.16	4.70
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				69	31	
Pretax profit				71	29	
Net profit				68	32	
Percentage of firms with zero or negative equity(2)				22		

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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**Industry** 121 - Other service industries incidental to transportation**SICE Grouping** 459

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	13.9	11.2
Accounts receivable	30.8	37.8
Inventory	1.1	3.3
Capital assets	33.9	31.2
Other assets	3.4	4.8
<b>Total operating assets</b>	<b>83.1</b>	<b>88.3</b>
Investments and accounts with affiliates	12.8	9.9
Portfolio investments and loans with non-affiliates	4.1	1.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	30.7	30.9
Borrowing:		
Banks	15.4	8.6
Short term paper	0.3	0.3
Mortgages	1.0	1.1
Bonds	3.9	3.5
Other loans	10.4	5.1
Amount owing to affiliates	12.8	13.5
Other liabilities	7.9	9.9
Deferred income tax	0.3	1.0
<b>Total liabilities</b>	<b>82.7</b>	<b>74.0</b>
<b>Shareholders' equity</b>		
Share capital	6.9	8.6
Retained earnings	9.4	17.2
Other surplus	1.0	0.3
<b>Total shareholders' equity</b>	<b>17.3</b>	<b>26.0</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>55.4</b>	<b>58.1</b>
<b>Current liabilities - % of total assets</b>	<b>51.4</b>	<b>46.3</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 122 - Pipeline transport industries

SICE Grouping 461

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	...					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	28.6	13.6	1.7	8.2	17.1	25.3
Pretax profit margin	42.4	22.5	4.0	20.4	33.4	46.7
Operating profit margin	...	...	...	...	...	11.4
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	...	...	...	...	...	117.3
Return on net operating assets	...	...	...	...	...	26.3
Pretax profit to assets	21.2	9.9	2.5	15.6	8.4	23.4
Return on capital employed	...	...	...	...	...	21.2
Return on equity (2)	23.9	17.5	7.6	21.7	14.7	19.7
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	8.47
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	...	...	...	...	1.40
Debt to equity	...	...	...	...	...	...
Liabilities to assets	0.26	0.57	0.83	0.62	0.52	0.44
Interest coverage	...	...	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	...		...			
Pretax profit	...		...			
Net profit	...		...			
Percentage of firms with zero or negative equity(2)	...					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 122 - Pipeline transport industries

SICE Grouping 461

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	-	-
Accounts receivable	-	-
Inventory	-	-
Capital assets	-	-
Other assets	-	-
<b>Total operating assets</b>	-	-
Investments and accounts with affiliates	-	-
Portfolio investments and loans with non-affiliates	-	-
<b>Total assets</b>	-	-
<b>Liabilities</b>		
Accounts payable	-	-
Borrowing:		
Banks	-	-
Short term paper	-	-
Mortgages	-	-
Bonds	-	-
Other loans	-	-
Amount owing to affiliates	-	-
Other liabilities	-	-
Deferred income tax	-	-
<b>Total liabilities</b>	-	-
<b>Shareholders' equity</b>		
Share capital	-	-
Retained earnings	-	-
Other surplus	-	-
<b>Total shareholders' equity</b>	-	-
<b>Total liabilities and shareholders' equity</b>	-	-
<b>Current assets - % of total assets</b>	-	-
<b>Current liabilities - % of total assets</b>	-	-

Industry 123 - Other storage and warehousing industries

SICE Grouping 479

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	632					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	10.9	2.4	-2.0	1.9	2.9	1.4
Pretax profit margin	13.9	2.8	-1.8	2.3	3.3	2.2
Operating profit margin	22.0	7.7	0.9	7.4	7.7	2.4
Gross profit margin	50.6	29.5	19.4	29.3	29.5	21.5
Operating revenue to net operating assets	230.2	84.3	44.4	69.2	92.6	155.1
Return on net operating assets	17.2	9.5	2.3	8.5	9.5	8.8
Pretax profit to assets	12.4	2.8	-1.7	1.9	5.4	3.2
Return on capital employed	15.3	9.2	1.9	8.5	9.3	8.5
Return on equity (2)	32.0	12.6	0.7	9.1	21.7	17.0
<u>Efficiency (ratios)</u>						
Receivable turnover	12.69	8.87	5.04	5.59	9.46	7.14
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.73	1.28	0.96	1.33	1.27	0.78
Debt to equity	0.38	0.92	3.04	0.95	0.78	0.90
Liabilities to assets	0.54	0.86	1.04	0.91	0.83	0.83
Interest coverage	3.51	1.52	0.90	1.58	1.45	1.44
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	84		16			
Pretax profit	73		27			
Net profit	72		28			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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Revenue under \$25 million, Reference Year 1996

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Industry 123 - Other storage and warehousing industries

SICE Grouping 479

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.2	2.6
Accounts receivable	10.0	17.3
Inventory	1.9	2.7
Capital assets	65.2	58.3
Other assets	3.6	9.3
<b>Total operating assets</b>	<b>84.8</b>	<b>90.3</b>
Investments and accounts with affiliates	11.3	9.0
Portfolio investments and loans with non-affiliates	3.9	0.7
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	9.8	10.5
Borrowing:		
Banks	24.5	15.9
Short term paper	0.7	7.1
Mortgages	7.3	12.1
Bonds	8.0	5.8
Other loans	13.9	8.0
Amount owing to affiliates	16.5	20.5
Other liabilities	2.3	1.8
Deferred income tax	0.9	2.6
<b>Total liabilities</b>	<b>83.9</b>	<b>84.4</b>
<b>Shareholders' equity</b>		
Share capital	11.7	11.7
Retained earnings	3.0	3.3
Other surplus	1.4	0.6
<b>Total shareholders' equity</b>	<b>16.1</b>	<b>15.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>23.9</b>	<b>26.1</b>
<b>Current liabilities - % of total assets</b>	<b>24.7</b>	<b>35.8</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 124 - Telecommunication broadcasting industries

SICE Grouping 481

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	499					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	11.7	5.0	-0.1	4.9	5.0	4.8
Pretax profit margin	15.1	6.1	0.3	6.3	6.1	5.5
Operating profit margin	16.6	7.0	0.3	10.2	5.4	3.1
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	213.3	147.1	91.0	137.3	181.0	164.5
Return on net operating assets	16.3	9.8	2.8	8.8	11.6	12.6
Pretax profit to assets	17.0	6.9	0.3	5.0	8.8	5.9
Return on capital employed	14.3	9.5	2.8	8.5	9.8	12.8
Return on equity (2)	30.7	13.9	4.8	13.4	15.0	17.0
<u>Efficiency (ratios)</u>						
Receivable turnover	9.54	7.57	5.10	8.94	6.61	4.29
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.50	1.70	0.91	2.40	1.23	1.29
Debt to equity	0.31	0.71	1.47	0.62	0.80	1.08
Liabilities to assets	0.35	0.63	0.91	0.66	0.62	0.73
Interest coverage	6.99	2.35	0.95	2.78	1.83	1.05
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	80		20			
Pretax profit	77		23			
Net profit	75		25			
Percentage of firms with zero or negative equity(2)			20			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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**Industry** 124 - Telecommunication broadcasting industries**SICE Grouping** 481

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.1	5.1
Accounts receivable	10.1	17.5
Inventory	1.7	2.3
Capital assets	34.1	36.6
Other assets	19.0	17.4
<b>Total operating assets</b>	<b>75.0</b>	<b>78.9</b>
Investments and accounts with affiliates	15.3	19.7
Portfolio investments and loans with non-affiliates	9.8	1.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	11.1	13.0
Borrowing:		
Banks	17.1	14.2
Short term paper	0.2	0.5
Mortgages	0.7	1.6
Bonds	5.1	9.0
Other loans	6.1	7.2
Amount owing to affiliates	14.2	24.8
Other liabilities	5.2	2.4
Deferred income tax	0.6	0.7
<b>Total liabilities</b>	<b>60.3</b>	<b>73.4</b>
<b>Shareholders' equity</b>		
Share capital	21.3	5.3
Retained earnings	10.0	20.8
Other surplus	8.4	0.5
<b>Total shareholders' equity</b>	<b>39.7</b>	<b>26.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>29.1</b>	<b>29.7</b>
<b>Current liabilities - % of total assets</b>	<b>24.2</b>	<b>29.0</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 125 - Telecommunication carriers industry

SICE Grouping 482

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	472					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	11.2	3.2	-3.1	2.0	4.5	1.8
Pretax profit margin	14.6	4.4	-2.6	2.4	5.4	2.1
Operating profit margin	29.1	26.0	23.3	...	8.6	2.0
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	228.5	124.0	59.3	...	51.7	134.2
Return on net operating assets	50.0	39.9	14.1	...	13.7	10.4
Pretax profit to assets	22.4	8.4	-5.6	4.3	12.2	5.4
Return on capital employed	42.4	31.1	10.9	42.4	9.0	-1.9
Return on equity (2)	51.7	17.9	5.5	18.4	17.8	22.2
<u>Efficiency (ratios)</u>						
Receivable turnover	1.73	1.12	0.79	...	5.19	6.01
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.86	2.46	2.02	...	1.34	1.39
Debt to equity	...	0.45	...	...	0.54	0.53
Liabilities to assets	0.47	0.76	1.03	0.86	0.69	0.88
Interest coverage	...	5.20	...	...	4.29	-5.03
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	89		11			
Pretax profit	89		11			
Net profit	89		11			
Percentage of firms with zero or negative equity(2)			29			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms**

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Industry 125 - Telecommunication carriers industry

SICE Grouping 482

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.7	5.8
Accounts receivable	19.0	16.1
Inventory	2.3	3.5
Capital assets	51.0	59.3
Other assets	6.4	2.0
<b>Total operating assets</b>	<b>83.5</b>	<b>86.7</b>
Investments and accounts with affiliates	12.1	11.3
Portfolio investments and loans with non-affiliates	4.4	2.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	15.2	23.4
Borrowing:		
Banks	7.2	10.7
Short term paper	0.3	0.0
Mortgages	0.7	2.5
Bonds	3.6	0.4
Other loans	3.5	10.4
Amount owing to affiliates	32.3	70.2
Other liabilities	1.1	7.3
Deferred income tax	0.2	-0.5
<b>Total liabilities</b>	<b>64.1</b>	<b>124.6</b>
<b>Shareholders' equity</b>		
Share capital	16.9	20.0
Retained earnings	18.9	-44.6
Other surplus	-	0.0
<b>Total shareholders' equity</b>	<b>35.9</b>	<b>-24.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>42.8</b>	<b>31.8</b>
<b>Current liabilities - % of total assets</b>	<b>25.4</b>	<b>47.0</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 126 - Other telecommunication industries

SICE Grouping 483

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	279					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.8	2.6	-4.5	1.5	3.2	2.4
Pretax profit margin	9.3	3.6	-4.4	2.4	4.6	3.0
Operating profit margin	...	9.5	...	...	...	...
Gross profit margin	55.3	45.1	29.7	48.7	44.3	...
Operating revenue to net operating assets	...	277.9	...	...	...	...
Return on net operating assets	...	16.6	...	...	...	...
Pretax profit to assets	17.9	4.1	-9.1	2.4	8.3	13.0
Return on capital employed	...	10.5	...	...	...	...
Return on equity (2)	39.8	16.3	3.3	14.4	24.2	...
<u>Efficiency (ratios)</u>						
Receivable turnover	...	9.59	...	...	...	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	2.15	...	...	...	...
Debt to equity	...	...	...	...	...	...
Liabilities to assets	0.46	0.80	1.13	0.81	0.78	0.86
Interest coverage	...	2.70	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 126 - Other telecommunication industries

SICE Grouping 483

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	15.8	-
Accounts receivable	21.3	-
Inventory	16.7	-
Capital assets	20.4	-
Other assets	3.7	-
<b>Total operating assets</b>	<b>77.9</b>	<b>-</b>
Investments and accounts with affiliates	8.7	-
Portfolio investments and loans with non-affiliates	13.4	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	36.5	-
Borrowing:		
Banks	5.9	-
Short term paper	0.6	-
Mortgages	1.3	-
Bonds	7.0	-
Other loans	3.4	-
Amount owing to affiliates	8.8	-
Other liabilities	12.9	-
Deferred income tax	0.4	-
<b>Total liabilities</b>	<b>76.8</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	12.7	-
Retained earnings	10.5	-
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>23.2</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>71.3</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>49.8</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 127 - Postal and courier service industries

SICE Grouping 484

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,511					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	5.1	1.5	-1.4	1.7	1.0	1.1
Pretax profit margin	5.8	1.6	-1.3	2.0	1.3	1.9
Operating profit margin	20.0	2.5	-1.8	3.0	1.2	1.9
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	268.1	188.4	106.6	170.5	348.9	...
Return on net operating assets	27.6	6.3	-8.5	2.7	18.2	...
Pretax profit to assets	21.4	6.8	-4.5	7.1	6.4	5.7
Return on capital employed	25.3	14.8	-18.3	-1.2	15.0	...
Return on equity (2)	41.6	20.3	4.0	20.0	20.4	22.6
<i>Efficiency (ratios)</i>						
Receivable turnover	16.41	10.64	7.46	10.88	7.74	7.06
Inventory turnover	...	...	...	...	...	...
<i>Liquidity/Solvency (ratios)</i>						
Working capital	2.95	1.59	1.03	1.93	1.41	1.56
Debt to equity	0.05	0.33	1.08	0.31	0.38	...
Liabilities to assets	0.55	0.83	1.06	0.85	0.78	0.73
Interest coverage	4.51	1.39	-1.32	0.95	1.86	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	79		21			
Pretax profit	74		26			
Net profit	74		26			
Percentage of firms with zero or negative equity(2)						24

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 127 - Postal and courier service industries  
**SICE Grouping** 484

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	25.1	4.7
Accounts receivable	30.0	46.9
Inventory	3.0	5.1
Capital assets	24.7	14.6
Other assets	7.3	10.6
<b>Total operating assets</b>	<b>90.1</b>	<b>81.8</b>
Investments and accounts with affiliates	3.9	5.7
Portfolio investments and loans with non-affiliates	6.0	12.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	24.7	46.7
Borrowing:		
Banks	12.3	6.7
Short term paper	0.3	-
Mortgages	1.3	-
Bonds	3.4	-
Other loans	3.8	3.2
Amount owing to affiliates	12.1	24.7
Other liabilities	5.0	1.6
Deferred income tax	0.3	0.8
<b>Total liabilities</b>	<b>63.3</b>	<b>83.6</b>
<b>Shareholders' equity</b>		
Share capital	3.6	36.9
Retained earnings	32.8	-20.5
Other surplus	0.3	-
<b>Total shareholders' equity</b>	<b>36.7</b>	<b>16.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>68.1</b>	<b>77.3</b>
<b>Current liabilities - % of total assets</b>	<b>44.2</b>	<b>57.9</b>

Industry 128 - Electric power systems industry  
 SICE Grouping 491

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	55					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	21.7	6.0	-5.9	7.3	5.9	7.0
Pretax profit margin	24.8	7.7	-0.7	7.3	9.2	9.3
Operating profit margin	27.3	7.3	2.4	...	7.3	20.9
Gross profit margin	68.2	50.3	20.7	...	45.4	...
Operating revenue to net operating assets	149.9	41.8	20.2	...	109.3	43.1
Return on net operating assets	14.7	13.1	-0.6	...	9.1	10.1
Pretax profit to assets	13.2	4.7	0.1	4.3	4.8	7.1
Return on capital employed	24.7	9.5	3.2	...	18.9	8.0
Return on equity (2)	29.5	13.6	1.0	13.3	18.9	11.1
<u>Efficiency (ratios)</u>						
Receivable turnover	13.81	8.39	5.59	...	6.71	5.78
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.09	1.48	1.01	...	1.38	1.13
Debt to equity	...	1.13	...	...	0.41	0.80
Liabilities to assets	0.57	0.75	0.97	0.75	0.72	0.53
Interest coverage	...	2.87	...	...	4.90	1.96
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	89		11			
Pretax profit	83		17			
Net profit	83		17			
Percentage of firms with zero or negative equity(2)	17					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 128 - Electric power systems industry  
**SICE Grouping** 491

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.2	1.6
Accounts receivable	7.3	6.0
Inventory	1.4	0.4
Capital assets	79.2	70.0
Other assets	5.0	14.2
<b>Total operating assets</b>	<b>98.1</b>	<b>92.1</b>
Investments and accounts with affiliates	0.4	5.5
Portfolio investments and loans with non-affiliates	1.5	2.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	4.4	4.7
Borrowing:		
Banks	30.5	12.8
Short term paper	0.6	-
Mortgages	2.7	19.5
Bonds	6.9	2.0
Other loans	24.8	6.2
Amount owing to affiliates	13.3	12.7
Other liabilities	1.7	1.3
Deferred income tax	1.3	7.8
<b>Total liabilities</b>	<b>86.2</b>	<b>67.1</b>
<b>Shareholders' equity</b>		
Share capital	9.5	13.6
Retained earnings	4.3	-4.1
Other surplus	-	23.5
<b>Total shareholders' equity</b>	<b>13.8</b>	<b>32.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>15.1</b>	<b>8.2</b>
<b>Current liabilities - % of total assets</b>	<b>15.2</b>	<b>8.8</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 129 - Gas distribution systems industry  
SICE Grouping 492

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	87					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	10.4	6.1	2.0	4.0	7.3	0.9
Pretax profit margin	11.9	6.3	2.0	4.7	7.7	0.9
Operating profit margin	9.9	4.3	-0.1	...	4.3	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	77.5	38.6	24.6	...	32.6	...
Return on net operating assets	3.4	1.0	0.0	...	1.2	...
Pretax profit to assets	8.2	3.3	1.2	2.1	4.0	3.2
Return on capital employed	7.1	2.0	0.9	...	2.1	...
Return on equity (2)	13.0	4.9	1.6	2.2	5.7	21.1
<u>Efficiency (ratios)</u>						
Receivable turnover	6.61	5.06	3.69	...	4.43	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.90	2.70	1.59	...	2.72	...
Debt to equity	0.05	0.09	1.69	...	0.06	...
Liabilities to assets	0.08	0.19	0.79	0.39	0.18	0.90
Interest coverage	24.05	9.01	1.79	...	9.01	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	80		20			
Pretax profit	88		12			
Net profit	88		12			
Percentage of firms with zero or negative equity(2)	2					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 129 - Gas distribution systems industry  
**SICE Grouping** 492

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.4	-
Accounts receivable	7.0	-
Inventory	1.3	-
Capital assets	56.7	-
Other assets	18.7	-
<b>Total operating assets</b>	<b>90.1</b>	<b>-</b>
Investments and accounts with affiliates	2.5	-
Portfolio investments and loans with non-affiliates	7.4	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	7.4	-
Borrowing:		
Banks	14.1	-
Short term paper	0.1	-
Mortgages	0.2	-
Bonds	0.8	-
Other loans	13.6	-
Amount owing to affiliates	4.1	-
Other liabilities	3.2	-
Deferred income tax	0.4	-
<b>Total liabilities</b>	<b>43.9</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	15.9	-
Retained earnings	6.5	-
Other surplus	33.6	-
<b>Total shareholders' equity</b>	<b>56.1</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>18.2</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>10.6</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 130 - Other utility industries n.e.c.

SICE Grouping 499

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,054					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	8.2	1.4	-4.3	1.1	2.9	4.1
Pretax profit margin	10.5	2.1	-3.6	1.4	3.3	4.4
Operating profit margin	9.7	0.9	-2.5	0.8	1.1	5.2
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	459.9	222.9	144.7	187.1	280.8	82.4
Return on net operating assets	8.0	0.6	-7.1	0.1	5.0	...
Pretax profit to assets	14.1	2.6	-7.5	1.6	5.7	6.5
Return on capital employed	9.6	4.7	-2.8	5.9	4.3	1.7
Return on equity (2)	30.1	11.1	-4.5	10.0	12.2	10.4
<u>Efficiency (ratios)</u>						
Receivable turnover	12.27	7.31	5.89	7.31	6.65	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.67	1.38	1.17	1.38	1.13	1.34
Debt to equity	0.56	1.22	3.24	0.92	1.22	...
Liabilities to assets	0.41	0.71	0.97	0.74	0.65	0.69
Interest coverage	4.80	1.25	0.49	0.82	1.33	4.93
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			20			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 130 - Other utility industries n.e.c.  
**SICE Grouping** 499

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.5	9.6
Accounts receivable	19.7	8.2
Inventory	2.0	0.3
Capital assets	47.8	54.6
Other assets	7.2	7.9
<b>Total operating assets</b>	<b>81.2</b>	<b>80.5</b>
Investments and accounts with affiliates	14.2	19.0
Portfolio investments and loans with non-affiliates	4.5	0.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	16.1	10.3
Borrowing:		
Banks	12.7	15.5
Short term paper	0.4	1.8
Mortgages	4.3	1.1
Bonds	5.1	0.3
Other loans	6.9	14.6
Amount owing to affiliates	23.8	16.4
Other liabilities	1.4	2.0
Deferred income tax	0.8	2.1
<b>Total liabilities</b>	<b>71.6</b>	<b>64.2</b>
<b>Shareholders' equity</b>		
Share capital	12.0	18.4
Retained earnings	15.3	13.9
Other surplus	1.2	3.5
<b>Total shareholders' equity</b>	<b>28.4</b>	<b>35.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>34.3</b>	<b>31.6</b>
<b>Current liabilities - % of total assets</b>	<b>35.7</b>	<b>30.2</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 131 - Farm products, wholesale

SICE Grouping 501

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,085					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	4.4	0.7	-3.3	0.6	0.8	0.8
Pretax profit margin	5.6	0.9	-3.0	0.7	1.0	1.0
Operating profit margin	3.8	0.6	-5.0	0.0	1.4	0.3
Gross profit margin	37.5	24.4	12.2	31.0	19.4	9.7
Operating revenue to net operating assets	301.9	192.7	100.5	130.0	248.0	530.3
Return on net operating assets	14.1	6.1	-4.4	1.5	10.5	4.8
Pretax profit to assets	10.8	1.7	-5.8	0.5	3.6	5.9
Return on capital employed	11.3	5.8	-2.1	3.5	7.7	4.5
Return on equity (2)	22.0	7.4	-2.7	5.0	10.5	12.3
<i>Efficiency (ratios)</i>						
Receivable turnover	12.74	7.99	4.97	6.73	8.46	10.64
Inventory turnover	14.54	4.45	2.53	3.28	8.16	21.99
<i>Liquidity/Solvency (ratios)</i>						
Working capital	2.31	1.51	1.00	1.69	1.45	1.27
Debt to equity	0.33	0.89	1.76	0.59	0.99	1.02
Liabilities to assets	0.42	0.74	0.99	0.77	0.70	0.70
Interest coverage	2.83	1.62	-0.56	1.27	1.64	1.27
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				60	40	
Pretax profit				60	40	
Net profit				60	40	
Percentage of firms with zero or negative equity(2)						22

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 131 - Farm products, wholesale  
 SICE Grouping 501

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.5	11.0
Accounts receivable	19.6	34.6
Inventory	23.3	20.9
Capital assets	28.2	20.3
Other assets	2.5	3.2
<b>Total operating assets</b>	<b>81.1</b>	<b>90.0</b>
Investments and accounts with affiliates	9.3	6.9
Portfolio investments and loans with non-affiliates	9.6	3.1
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	13.2	26.6
Borrowing:		
Banks	28.3	17.6
Short term paper	0.0	0.0
Mortgages	1.9	3.0
Bonds	0.2	0.1
Other loans	9.5	4.6
Amount owing to affiliates	17.4	9.8
Other liabilities	1.3	9.5
Deferred income tax	1.4	0.7
<b>Total liabilities</b>	<b>73.2</b>	<b>71.9</b>
<b>Shareholders' equity</b>		
Share capital	3.1	2.8
Retained earnings	22.0	24.3
Other surplus	1.7	1.0
<b>Total shareholders' equity</b>	<b>26.8</b>	<b>28.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>57.4</b>	<b>74.9</b>
<b>Current liabilities - % of total assets</b>	<b>44.5</b>	<b>49.9</b>

Industry 132 - Petroleum products, wholesale  
 SICE Grouping 511

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,259					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.0	1.7	-1.3	2.0	1.5	1.1
Pretax profit margin	8.5	2.3	-1.1	2.8	1.9	1.3
Operating profit margin	8.8	2.0	-3.3	0.5	3.2	1.4
Gross profit margin	38.2	22.7	12.2	33.5	17.5	12.5
Operating revenue to net operating assets	284.3	156.0	89.6	115.6	266.7	442.1
Return on net operating assets	21.6	6.9	-5.5	-1.0	14.6	9.9
Pretax profit to assets	13.7	4.6	-2.4	3.4	5.4	5.8
Return on capital employed	18.8	9.5	-0.6	1.0	13.3	8.4
Return on equity (2)	24.2	9.8	-0.3	6.9	11.7	13.9
<u>Efficiency (ratios)</u>						
Receivable turnover	10.83	8.98	4.36	8.13	8.98	8.02
Inventory turnover	13.13	8.75	3.04	6.07	10.08	31.70
<u>Liquidity/Solvency (ratios)</u>						
Working capital	4.39	2.31	1.04	2.04	2.31	1.18
Debt to equity	0.07	0.93	2.65	2.18	0.37	1.47
Liabilities to assets	0.27	0.59	0.87	0.56	0.61	0.72
Interest coverage	6.94	2.14	0.32	1.85	2.14	2.25
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	67		33			
Pretax profit	70		30			
Net profit	69		31			
Percentage of firms with zero or negative equity(2)			14			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 132 - Petroleum products, wholesale

SICE Grouping 511

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	11.1	5.9
Accounts receivable	26.3	32.5
Inventory	5.8	6.4
Capital assets	31.1	35.8
Other assets	4.8	4.5
<b>Total operating assets</b>	<b>79.1</b>	<b>85.1</b>
Investments and accounts with affiliates	11.1	11.0
Portfolio investments and loans with non-affiliates	9.8	4.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	12.9	33.6
Borrowing:		
Banks	12.8	22.1
Short term paper	0.1	0.1
Mortgages	1.3	3.2
Bonds	1.3	0.7
Other loans	6.0	10.5
Amount owing to affiliates	25.3	10.3
Other liabilities	3.2	1.6
Deferred income tax	0.3	1.2
<b>Total liabilities</b>	<b>63.2</b>	<b>83.2</b>
<b>Shareholders' equity</b>		
Share capital	8.0	5.3
Retained earnings	27.8	11.1
Other surplus	1.0	0.3
<b>Total shareholders' equity</b>	<b>36.8</b>	<b>16.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>47.9</b>	<b>54.7</b>
<b>Current liabilities - % of total assets</b>	<b>25.0</b>	<b>54.4</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 133 - Food, wholesale  
 SICE Grouping 521

	Small firms with revenue under \$5 million			Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median	
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million
Number of firms in the group					Median
		3,668			
<b>Financial ratios</b>					
<u>Profitability (percentages)</u>					
Net profit margin	3.3	0.7	-1.8	0.4	0.7
Pretax profit margin	4.3	0.8	-1.6	0.7	0.9
Operating profit margin	3.9	1.1	-1.2	0.7	1.4
Gross profit margin	33.6	20.1	12.2	28.1	17.6
Operating revenue to net operating assets	445.1	299.8	178.1	251.1	408.4
Return on net operating assets	16.3	5.4	-5.3	3.5	7.4
Pretax profit to assets	14.2	3.1	-6.0	1.3	4.1
Return on capital employed	15.8	6.0	-3.0	4.6	7.1
Return on equity (2)	28.2	11.4	-0.4	9.5	12.2
<u>Efficiency (ratios)</u>					
Receivable turnover	14.42	10.99	7.37	10.92	11.15
Inventory turnover	21.51	11.60	6.53	8.87	11.90
<u>Liquidity/Solvency (ratios)</u>					
Working capital	3.33	1.54	1.10	1.46	1.54
Debt to equity	0.30	1.05	2.88	1.28	0.66
Liabilities to assets	0.46	0.81	1.02	0.87	0.78
Interest coverage	4.95	1.34	-0.66	1.14	1.61
<b>Distribution of firms by profits/losses</b>					
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>		
Operating profit	70		30		
Pretax profit	64		36		
Net profit	64		36		
Percentage of firms with zero or negative equity(2)			22		

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 133 - Food, wholesale  
 SICE Grouping 521

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	11.2	8.2
Accounts receivable	26.0	36.8
Inventory	17.9	24.5
Capital assets	25.5	16.5
Other assets	3.3	5.1
<b>Total operating assets</b>	<b>83.8</b>	<b>91.2</b>
Investments and accounts with affiliates	10.5	6.4
Portfolio investments and loans with non-affiliates	5.7	2.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	24.0	34.4
Borrowing:		
Banks	17.5	18.6
Short term paper	0.0	0.2
Mortgages	2.3	1.8
Bonds	0.6	2.3
Other loans	6.9	6.0
Amount owing to affiliates	15.7	11.7
Other liabilities	1.8	3.9
Deferred income tax	0.2	0.1
<b>Total liabilities</b>	<b>69.1</b>	<b>79.1</b>
<b>Shareholders' equity</b>		
Share capital	3.5	4.6
Retained earnings	26.2	16.1
Other surplus	1.2	0.2
<b>Total shareholders' equity</b>	<b>30.9</b>	<b>20.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>61.2</b>	<b>74.4</b>
<b>Current liabilities - % of total assets</b>	<b>44.1</b>	<b>57.7</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 134 - Beverages, wholesale

SICE Grouping 522

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	453					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.3	1.4	-2.5	1.4	1.4	1.2
Pretax profit margin	8.6	1.6	-2.2	1.4	1.6	1.5
Operating profit margin	5.5	1.3	-9.6	-5.7	4.6	1.8
Gross profit margin	50.9	31.7	20.2	40.8	24.3	17.8
Operating revenue to net operating assets	394.4	128.4	37.8	119.6	322.9	309.9
Return on net operating assets	16.9	3.0	-13.5	-7.0	15.1	15.1
Pretax profit to assets	13.3	3.9	-6.0	2.6	5.0	4.7
Return on capital employed	23.9	4.7	0.8	3.7	11.0	6.7
Return on equity (2)	27.6	10.5	-1.2	9.7	11.4	10.4
<u>Efficiency (ratios)</u>						
Receivable turnover	14.88	8.69	7.11	6.69	9.49	9.51
Inventory turnover	13.76	9.17	1.71	5.93	9.50	22.26
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.47	1.40	0.98	1.55	1.40	1.01
Debt to equity	0.18	0.54	1.11	0.16	0.54	0.08
Liabilities to assets	0.40	0.75	1.01	0.80	0.70	0.72
Interest coverage	12.56	1.20	-2.30	-0.90	2.62	2.74
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	70		30			
Pretax profit	74		26			
Net profit	74		26			
Percentage of firms with zero or negative equity(2)	16					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 134 - Beverages, wholesale  
**SICE Grouping** 522

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	12.3	10.2
Accounts receivable	17.0	23.1
Inventory	13.1	20.5
Capital assets	30.7	15.4
Other assets	7.8	7.1
<b>Total operating assets</b>	<b>80.9</b>	<b>76.3</b>
Investments and accounts with affiliates	8.4	10.2
Portfolio investments and loans with non-affiliates	10.7	13.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	20.3	31.5
Borrowing:		
Banks	9.1	20.7
Short term paper	-	0.0
Mortgages	2.5	1.9
Bonds	0.0	0.4
Other loans	5.0	13.1
Amount owing to affiliates	24.3	21.2
Other liabilities	1.9	0.6
Deferred income tax	0.1	0.2
<b>Total liabilities</b>	<b>63.2</b>	<b>89.7</b>
<b>Shareholders' equity</b>		
Share capital	20.6	2.7
Retained earnings	15.5	7.6
Other surplus	0.7	-
<b>Total shareholders' equity</b>	<b>36.8</b>	<b>10.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>53.7</b>	<b>67.5</b>
<b>Current liabilities - % of total assets</b>	<b>30.6</b>	<b>64.8</b>

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Revenue under \$25 million, Reference Year 1996

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Industry 135 - Drugs and toilet preparations, wholesale

SICE Grouping 523

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,062					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.0	1.8	-1.8	1.6	2.3	1.4
Pretax profit margin	7.5	2.3	-1.6	1.8	2.8	1.8
Operating profit margin	7.7	1.4	-2.5	0.8	4.0	2.4
Gross profit margin	49.9	39.4	27.7	41.4	38.3	37.2
Operating revenue to net operating assets	444.8	280.1	184.2	208.5	284.5	291.5
Return on net operating assets	17.4	5.5	-4.8	4.4	8.7	9.7
Pretax profit to assets	16.3	4.6	-3.8	2.5	6.6	5.2
Return on capital employed	17.3	6.4	-3.2	4.7	9.3	9.0
Return on equity (2)	34.8	14.5	2.9	15.6	14.5	10.7
<u>Efficiency (ratios)</u>						
Receivable turnover	10.40	8.42	5.08	7.09	8.68	7.30
Inventory turnover	5.60	3.07	2.31	2.97	3.07	4.08
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.42	2.05	1.22	2.27	1.90	1.47
Debt to equity	0.19	0.63	2.22	0.69	0.30	0.87
Liabilities to assets	0.38	0.74	1.01	0.86	0.68	0.76
Interest coverage	5.68	1.06	-1.27	-0.25	2.99	1.91
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				74	26	
Pretax profit				72	28	
Net profit				71	29	
Percentage of firms with zero or negative equity(2)						14

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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**Industry** 135 - Drugs and toilet preparations, wholesale  
**SICE Grouping** 523

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	12.9	19.8
Accounts receivable	27.0	21.3
Inventory	28.8	22.5
Capital assets	12.1	13.0
Other assets	3.4	18.2
<b>Total operating assets</b>	<b>84.2</b>	<b>94.8</b>
Investments and accounts with affiliates	12.3	3.4
Portfolio investments and loans with non-affiliates	3.5	1.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	22.4	18.3
Borrowing:		
Banks	9.8	6.5
Short term paper	-	0.0
Mortgages	3.2	3.0
Bonds	-	0.3
Other loans	3.1	1.8
Amount owing to affiliates	10.5	17.6
Other liabilities	4.3	2.0
Deferred income tax	0.0	0.3
<b>Total liabilities</b>	<b>53.3</b>	<b>49.9</b>
<b>Shareholders' equity</b>		
Share capital	11.8	33.4
Retained earnings	34.2	10.2
Other surplus	0.7	6.5
<b>Total shareholders' equity</b>	<b>46.7</b>	<b>50.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>74.9</b>	<b>65.7</b>
<b>Current liabilities - % of total assets</b>	<b>39.1</b>	<b>36.3</b>

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Revenue under \$25 million, Reference Year 1996

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 Industry 136 - Tobacco products, wholesale  
 SICE Grouping 524

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	38					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.5	0.8	-4.2	0.0	0.8	0.6
Pretax profit margin	5.6	0.8	-4.0	0.0	1.0	0.8
Operating profit margin	...	3.3	...	...	...	1.6
Gross profit margin	34.3	21.1	9.8	28.7	19.2	9.1
Operating revenue to net operating assets	...	238.6	...	...	...	494.5
Return on net operating assets	...	7.2	...	...	...	8.5
Pretax profit to assets	8.6	1.9	-4.0	0.0	3.0	3.9
Return on capital employed	...	6.8	...	...	...	6.8
Return on equity (2)	23.2	3.0	-2.4	1.2	4.2	5.6
<u>Efficiency (ratios)</u>						
Receivable turnover	...	8.15	...	...	...	15.61
Inventory turnover	...	...	...	...	...	10.16
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.73	...	...	...	2.15
Debt to equity	...	0.34	...	...	...	0.54
Liabilities to assets	0.36	0.58	0.91	0.63	0.47	0.56
Interest coverage	...	0.86	...	...	...	2.29
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 136 - Tobacco products, wholesale  
 SICE Grouping 524

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.4	3.0
Accounts receivable	13.9	32.2
Inventory	12.9	44.1
Capital assets	34.6	14.1
Other assets	8.5	3.3
<b>Total operating assets</b>	<b>77.3</b>	<b>96.7</b>
Investments and accounts with affiliates	4.8	0.4
Portfolio investments and loans with non-affiliates	17.8	2.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	9.7	23.5
Borrowing:		
Banks	4.7	16.8
Short term paper	-	-
Mortgages	22.0	5.8
Bonds	-	-
Other loans	1.2	0.1
Amount owing to affiliates	18.8	4.7
Other liabilities	0.9	1.5
Deferred income tax	2.7	0.0
<b>Total liabilities</b>	<b>60.0</b>	<b>52.3</b>
<b>Shareholders' equity</b>		
Share capital	5.3	2.7
Retained earnings	34.7	45.0
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>40.0</b>	<b>47.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>41.8</b>	<b>80.3</b>
<b>Current liabilities - % of total assets</b>	<b>21.6</b>	<b>44.9</b>

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Revenue under \$25 million, Reference Year 1996

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Industry 137 - Apparel, wholesale

SICE Grouping 531

	Small firms with revenue under \$5 million			Medium firms with revenue from \$5 million to \$25 million	
	Better Q3 75%	Quartile Boundary (1) Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million
Number of firms in the group		1,212			Median
<b>Financial ratios</b>					
<u>Profitability (percentages)</u>					
Net profit margin	5.0	0.8	-4.7	0.3	1.2
Pretax profit margin	6.1	1.1	-4.1	0.3	1.6
Operating profit margin	7.4	2.3	-7.3	2.4	2.2
Gross profit margin	40.2	29.6	21.5	34.9	27.0
Operating revenue to net operating assets	328.9	224.2	171.5	193.2	274.9
Return on net operating assets	14.9	9.4	-10.4	-1.1	9.4
Pretax profit to assets	11.5	2.1	-7.2	0.5	3.3
Return on capital employed	13.7	4.9	-7.9	0.1	6.9
Return on equity (2)	25.0	8.4	-1.0	6.6	8.9
<u>Efficiency (ratios)</u>					
Receivable turnover	13.96	6.49	3.48	7.54	6.26
Inventory turnover	8.85	4.15	2.10	4.51	4.06
<u>Liquidity/Solvency (ratios)</u>					
Working capital	3.11	1.78	1.44	2.19	1.57
Debt to equity	0.79	1.53	4.09	1.04	1.57
Liabilities to assets	0.41	0.74	1.01	0.84	0.70
Interest coverage	5.18	1.61	0.84	2.08	1.37
<b>Distribution of firms by profits/losses</b>					
		<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>		
Operating profit		67	33		
Pretax profit		62	38		
Net profit		62	38		
Percentage of firms with zero or negative equity(2)			30		

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 137 - Apparel, wholesale  
 SICE Grouping 531

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.9	5.2
Accounts receivable	30.0	35.6
Inventory	35.2	37.2
Capital assets	4.9	8.4
Other assets	5.2	3.0
<b>Total operating assets</b>	<b>82.2</b>	<b>89.3</b>
Investments and accounts with affiliates	13.3	7.3
Portfolio investments and loans with non-affiliates	4.5	3.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	21.5	27.7
Borrowing:		
Banks	27.0	17.7
Short term paper	0.4	0.1
Mortgages	1.2	0.9
Bonds	4.3	1.4
Other loans	3.5	1.5
Amount owing to affiliates	37.9	11.8
Other liabilities	1.3	1.8
Deferred income tax	0.1	0.1
<b>Total liabilities</b>	<b>97.2</b>	<b>63.0</b>
<b>Shareholders' equity</b>		
Share capital	7.5	12.8
Retained earnings	-15.1	24.0
Other surplus	10.4	0.2
<b>Total shareholders' equity</b>	<b>2.8</b>	<b>37.0</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>81.7</b>	<b>83.4</b>
<b>Current liabilities - % of total assets</b>	<b>54.5</b>	<b>46.9</b>

Industry 138 - Dry goods, wholesale  
 SICE Grouping 532

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	578					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.9	1.1	-2.8	0.4	1.6	1.5
Pretax profit margin	6.1	1.4	-2.0	0.5	1.8	1.9
Operating profit margin	2.5	1.3	-0.3	-2.5	1.9	3.1
Gross profit margin	38.0	29.0	20.2	33.2	26.1	19.9
Operating revenue to net operating assets	336.9	241.1	192.1	219.3	317.1	263.7
Return on net operating assets	9.0	2.9	1.1	1.1	9.0	6.8
Pretax profit to assets	9.0	2.4	-3.4	0.6	3.4	4.6
Return on capital employed	7.3	3.2	1.2	1.4	7.3	12.0
Return on equity (2)	21.0	7.2	-0.9	6.5	7.6	12.7
<u>Efficiency (ratios)</u>						
Receivable turnover	7.16	4.99	3.26	3.20	6.52	4.95
Inventory turnover	17.70	6.07	2.63	...	3.83	4.08
<u>Liquidity/Solvency (ratios)</u>						
Working capital	1.90	1.32	0.94	0.89	1.54	1.60
Debt to equity	0.09	0.75	2.11	...	1.71	1.79
Liabilities to assets	0.38	0.68	0.92	0.81	0.64	0.68
Interest coverage	1.68	1.00	0.97	0.88	1.68	2.23
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	67		33			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	21					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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**Industry** 138 - Dry goods, wholesale**SICE Grouping** 532

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.9	2.4
Accounts receivable	34.2	40.1
Inventory	33.2	41.5
Capital assets	8.7	7.3
Other assets	3.8	1.0
<b>Total operating assets</b>	<b>88.6</b>	<b>92.4</b>
Investments and accounts with affiliates	9.2	2.7
Portfolio investments and loans with non-affiliates	2.1	4.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	28.6	22.2
Borrowing:		
Banks	17.6	13.6
Short term paper	0.0	0.3
Mortgages	0.3	0.6
Bonds	-	3.3
Other loans	3.3	2.9
Amount owing to affiliates	14.1	25.1
Other liabilities	4.3	1.8
Deferred income tax	-0.3	-0.1
<b>Total liabilities</b>	<b>67.9</b>	<b>69.7</b>
<b>Shareholders' equity</b>		
Share capital	1.7	6.1
Retained earnings	30.5	22.3
Other surplus	0.0	2.0
<b>Total shareholders' equity</b>	<b>32.1</b>	<b>30.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>82.1</b>	<b>90.8</b>
<b>Current liabilities - % of total assets</b>	<b>49.4</b>	<b>40.2</b>

**Small and Medium Firms**

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Industry 139 - Electrical and electronic household appliances and part, wholesale  
 SICE Grouping 541

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	597					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.6	1.2	-2.4	0.3	1.9	1.0
Pretax profit margin	5.5	1.7	-2.1	0.5	2.5	1.2
Operating profit margin	7.3	2.7	-1.4	-0.2	4.1	2.1
Gross profit margin	45.2	31.9	22.7	38.8	28.8	23.2
Operating revenue to net operating assets	383.7	357.2	255.5	...	257.9	424.3
Return on net operating assets	17.7	7.9	2.2	...	9.3	10.4
Pretax profit to assets	12.6	3.1	-4.6	0.6	6.3	3.7
Return on capital employed	21.6	13.6	2.7	...	9.2	8.1
Return on equity (2)	32.3	12.2	1.4	5.4	16.5	11.1
<u>Efficiency (ratios)</u>						
Receivable turnover	13.78	6.69	4.88	...	6.02	7.39
Inventory turnover	9.05	3.67	2.61	...	4.86	5.81
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.47	1.43	1.08	...	2.10	1.22
Debt to equity	0.83	0.93	3.15	...	0.41	0.73
Liabilities to assets	0.46	0.74	1.01	0.77	0.72	0.78
Interest coverage	1.52	1.11	0.50	...	2.12	1.31
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	70		30			
Pretax profit	65		35			
Net profit	65		35			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 139 - Electrical and electronic household appliances and part, wholesale

SICE Grouping 541

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.3	7.0
Accounts receivable	34.9	39.5
Inventory	23.2	37.0
Capital assets	14.5	5.3
Other assets	3.2	2.0
<b>Total operating assets</b>	<b>83.1</b>	<b>90.8</b>
Investments and accounts with affiliates	11.8	4.3
Portfolio investments and loans with non-affiliates	5.0	4.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	30.9	38.3
Borrowing:		
Banks	12.1	16.4
Short term paper	0.0	0.0
Mortgages	0.0	0.1
Bonds	1.7	0.3
Other loans	1.6	0.7
Amount owing to affiliates	36.6	23.8
Other liabilities	7.8	1.7
Deferred income tax	0.0	0.1
<b>Total liabilities</b>	<b>90.7</b>	<b>81.4</b>
<b>Shareholders' equity</b>		
Share capital	5.8	6.6
Retained earnings	1.9	9.0
Other surplus	1.5	3.0
<b>Total shareholders' equity</b>	<b>9.3</b>	<b>18.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>70.8</b>	<b>85.9</b>
<b>Current liabilities - % of total assets</b>	<b>57.8</b>	<b>67.5</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 140 - Household furniture, wholesale

SICE Grouping 542

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	261					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.6	1.3	-3.9	1.2	1.4	0.2
Pretax profit margin	8.2	1.9	-3.6	1.7	1.9	0.2
Operating profit margin	...	9.7	...	9.7	...	...
Gross profit margin	41.5	27.3	20.6	32.8	26.0	23.7
Operating revenue to net operating assets	...	268.9	...	215.8	...	...
Return on net operating assets	...	7.6	...	...	...	...
Pretax profit to assets	14.7	3.5	-6.4	2.2	4.1	0.4
Return on capital employed	...	9.9	...	9.9	...	...
Return on equity (2)	27.4	8.6	-2.3	5.6	15.1	...
<u>Efficiency (ratios)</u>						
Receivable turnover	...	6.98	...	...	...	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	3.80	...	2.96	...	...
Debt to equity	...	...	...	...	...	...
Liabilities to assets	0.28	0.70	1.03	0.71	0.69	0.71
Interest coverage	...	2.36	...	...	...	...
Distribution of firms by profits/losses						
			<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>		
Operating profit			60	40		
Pretax profit			60	40		
Net profit			60	40		
Percentage of firms with zero or negative equity(2)						30

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 140 - Household furniture, wholesale  
 SICE Grouping 542

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.7	-
Accounts receivable	19.1	-
Inventory	19.2	-
Capital assets	17.1	-
Other assets	1.9	-
<b>Total operating assets</b>	<b>67.0</b>	<b>-</b>
Investments and accounts with affiliates	13.5	-
Portfolio investments and loans with non-affiliates	19.5	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	8.1	-
Borrowing:		
Banks	21.5	-
Short term paper	-	-
Mortgages	-	-
Bonds	-	-
Other loans	7.4	-
Amount owing to affiliates	15.3	-
Other liabilities	2.6	-
Deferred income tax	0.0	-
<b>Total liabilities</b>	<b>55.0</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	0.5	-
Retained earnings	44.6	-
Other surplus	0.0	-
<b>Total shareholders' equity</b>	<b>45.0</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>69.4</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>35.8</b>	<b>-</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 141 - Household furnishings, wholesale

SICE Grouping 543

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	759					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.4	1.1	-1.7	0.8	1.3	1.3
Pretax profit margin	5.3	1.4	-1.7	1.0	1.5	1.6
Operating profit margin	3.4	0.1	-7.2	-3.7	3.1	2.1
Gross profit margin	43.8	32.0	23.1	36.1	29.0	26.4
Operating revenue to net operating assets	224.2	164.1	141.0	160.3	190.7	313.7
Return on net operating assets	5.9	0.5	-8.2	-3.5	6.7	8.4
Pretax profit to assets	10.6	2.5	-3.4	1.4	3.4	3.7
Return on capital employed	3.8	0.1	-6.4	-0.6	5.9	6.8
Return on equity (2)	30.0	9.2	0.2	7.1	11.2	10.5
<u>Efficiency (ratios)</u>						
Receivable turnover	9.23	6.95	3.62	5.93	6.95	6.01
Inventory turnover	8.64	2.79	1.81	2.14	4.91	3.69
<u>Liquidity/Solvency (ratios)</u>						
Working capital	5.98	1.68	1.40	2.30	1.42	1.42
Debt to equity	0.34	1.28	1.65	...	1.43	1.24
Liabilities to assets	0.48	0.79	1.03	0.87	0.75	0.72
Interest coverage	2.23	0.82	-3.01	-3.86	1.68	2.49
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 141 - Household furnishings, wholesale  
**SICE Grouping** 543

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.3	4.3
Accounts receivable	21.3	26.1
Inventory	35.8	30.0
Capital assets	20.8	13.9
Other assets	1.8	2.9
<b>Total operating assets</b>	<b>86.0</b>	<b>77.2</b>
Investments and accounts with affiliates	9.9	19.7
Portfolio investments and loans with non-affiliates	4.1	3.1
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	17.6	18.0
Borrowing:		
Banks	13.6	23.7
Short term paper	0.2	0.0
Mortgages	9.1	1.6
Bonds	2.3	0.2
Other loans	1.8	2.0
Amount owing to affiliates	25.8	11.3
Other liabilities	1.5	3.2
Deferred income tax	-0.1	0.1
<b>Total liabilities</b>	<b>71.8</b>	<b>60.1</b>
<b>Shareholders' equity</b>		
Share capital	2.6	6.8
Retained earnings	25.6	32.0
Other surplus	0.0	1.1
<b>Total shareholders' equity</b>	<b>28.2</b>	<b>39.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>70.3</b>	<b>71.1</b>
<b>Current liabilities - % of total assets</b>	<b>41.1</b>	<b>44.4</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 142 - Motor vehicles, wholesale

SICE Grouping 551

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,198					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.0	0.9	-1.6	0.4	1.1	0.6
Pretax profit margin	5.1	1.2	-1.5	0.4	1.4	0.7
Operating profit margin	10.7	3.0	0.3	3.4	2.2	1.3
Gross profit margin	36.9	23.4	11.2	33.8	18.3	12.9
Operating revenue to net operating assets	361.0	214.7	126.4	148.7	279.6	318.9
Return on net operating assets	16.6	9.9	0.8	10.3	9.9	5.5
Pretax profit to assets	13.7	2.9	-4.5	1.0	4.4	2.8
Return on capital employed	12.1	9.0	1.2	6.4	10.5	6.5
Return on equity (2)	30.0	12.0	-0.7	6.6	14.3	12.8
<u>Efficiency (ratios)</u>						
Receivable turnover	9.62	6.24	5.40	5.40	7.93	12.90
Inventory turnover	8.28	3.79	1.69	1.54	5.06	7.24
<u>Liquidity/Solvency (ratios)</u>						
Working capital	4.78	1.54	1.02	2.70	1.38	1.78
Debt to equity	0.53	1.59	2.35	2.01	0.67	1.65
Liabilities to assets	0.49	0.77	1.01	0.82	0.75	0.83
Interest coverage	3.08	1.24	0.21	1.07	1.72	1.53
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	72		28			
Pretax profit	64		36			
Net profit	64		36			
Percentage of firms with zero or negative equity(2)			28			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 142 - Motor vehicles, wholesale  
 SICE Grouping 551

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.2	5.8
Accounts receivable	17.6	18.5
Inventory	40.6	40.9
Capital assets	23.9	27.8
Other assets	1.6	1.8
<b>Total operating assets</b>	<b>89.8</b>	<b>94.7</b>
Investments and accounts with affiliates	7.7	4.1
Portfolio investments and loans with non-affiliates	2.5	1.2
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	18.7	15.9
Borrowing:		
Banks	18.9	25.9
Short term paper	0.1	5.3
Mortgages	1.9	2.8
Bonds	0.9	8.8
Other loans	10.8	14.2
Amount owing to affiliates	18.4	5.6
Other liabilities	1.4	0.7
Deferred income tax	0.3	0.8
<b>Total liabilities</b>	<b>71.4</b>	<b>80.1</b>
<b>Shareholders' equity</b>		
Share capital	8.2	4.7
Retained earnings	20.1	14.6
Other surplus	0.4	0.6
<b>Total shareholders' equity</b>	<b>28.6</b>	<b>19.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>71.2</b>	<b>68.8</b>
<b>Current liabilities - % of total assets</b>	<b>46.7</b>	<b>52.1</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 143 - Motor vehicle parts and accessories, wholesale  
SICE Grouping 552

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	2,135					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.5	1.5	-0.9	0.8	1.8	1.5
Pretax profit margin	5.5	1.8	-0.8	0.9	2.2	2.1
Operating profit margin	6.1	2.3	-1.1	1.4	3.2	2.5
Gross profit margin	39.1	32.2	25.3	35.2	31.2	24.3
Operating revenue to net operating assets	405.3	309.7	189.5	251.7	309.7	339.3
Return on net operating assets	16.9	8.1	-1.8	3.3	10.9	11.0
Pretax profit to assets	11.4	4.1	-1.8	1.8	5.2	5.4
Return on capital employed	13.8	6.4	0.6	3.3	9.6	8.6
Return on equity (2)	23.4	10.5	1.7	7.7	11.7	13.9
<u>Efficiency (ratios)</u>						
Receivable turnover	12.11	9.87	7.38	11.01	9.09	6.41
Inventory turnover	6.51	4.22	2.59	4.28	4.07	4.28
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.34	2.03	1.38	1.73	2.19	1.49
Debt to equity	0.23	0.87	2.24	1.24	0.58	1.33
Liabilities to assets	0.41	0.70	0.95	0.78	0.66	0.76
Interest coverage	5.00	1.94	-0.21	0.94	2.39	2.57
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	77		23			
Pretax profit	68		32			
Net profit	67		33			
Percentage of firms with zero or negative equity(2)						13

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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Revenue under \$25 million, Reference Year 1996

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Industry 143 - Motor vehicle parts and accessories, wholesale

SICE Grouping 552

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.3	4.7
Accounts receivable	20.7	37.2
Inventory	32.8	38.5
Capital assets	21.6	11.1
Other assets	1.6	2.7
<b>Total operating assets</b>	<b>83.0</b>	<b>94.1</b>
Investments and accounts with affiliates	12.5	4.4
Portfolio investments and loans with non-affiliates	4.4	1.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	19.1	34.0
Borrowing:		
Banks	15.3	16.2
Short term paper	0.0	0.1
Mortgages	3.2	0.3
Bonds	0.3	1.6
Other loans	7.3	5.5
Amount owing to affiliates	15.0	11.4
Other liabilities	2.2	2.0
Deferred income tax	0.2	0.3
<b>Total liabilities</b>	<b>62.6</b>	<b>71.3</b>
<b>Shareholders' equity</b>		
Share capital	3.8	7.4
Retained earnings	31.7	20.4
Other surplus	1.8	0.9
<b>Total shareholders' equity</b>	<b>37.4</b>	<b>28.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>63.2</b>	<b>84.3</b>
<b>Current liabilities - % of total assets</b>	<b>33.1</b>	<b>56.4</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 144 - Metal and metal products, wholesale  
 SICE Grouping 561

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	322					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.3	2.2	-0.5	2.0	2.4	1.4
Pretax profit margin	8.1	2.8	-0.3	2.2	3.0	1.8
Operating profit margin	18.3	3.0	-3.3	...	3.0	3.4
Gross profit margin	39.9	28.7	19.1	30.7	27.5	18.7
Operating revenue to net operating assets	392.8	282.6	115.8	...	392.8	328.7
Return on net operating assets	19.2	11.6	-18.0	...	-2.1	13.7
Pretax profit to assets	17.5	5.9	-0.9	3.4	7.3	5.5
Return on capital employed	24.0	6.3	-1.7	...	3.5	9.3
Return on equity (2)	31.8	15.5	2.1	14.5	15.8	13.4
<u>Efficiency (ratios)</u>						
Receivable turnover	7.84	4.66	1.45	...	6.62	6.98
Inventory turnover	...	6.20	...	...	7.48	3.97
<u>Liquidity/Solvency (ratios)</u>						
Working capital	1.40	1.07	1.01	...	1.44	1.25
Debt to equity	...	0.83	...	...	1.04	1.74
Liabilities to assets	0.39	0.65	0.90	0.74	0.63	0.74
Interest coverage	25.60	4.80	-1.60	...	3.10	3.62
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	67		33			
Pretax profit	63		37			
Net profit	63		37			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 144 - Metal and metal products, wholesale  
**SICE Grouping** 561

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.3	4.7
Accounts receivable	24.6	33.2
Inventory	17.2	42.1
Capital assets	16.4	10.3
Other assets	3.8	4.8
<b>Total operating assets</b>	<b>66.3</b>	<b>95.0</b>
Investments and accounts with affiliates	26.8	4.6
Portfolio investments and loans with non-affiliates	6.9	0.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	23.1	38.1
Borrowing:		
Banks	10.9	14.7
Short term paper	0.2	0.6
Mortgages	3.0	1.1
Bonds	2.4	6.1
Other loans	8.3	3.1
Amount owing to affiliates	18.3	11.0
Other liabilities	2.7	2.1
Deferred income tax	0.5	0.4
<b>Total liabilities</b>	<b>69.4</b>	<b>77.2</b>
<b>Shareholders' equity</b>		
Share capital	1.3	6.1
Retained earnings	28.3	11.6
Other surplus	1.0	5.1
<b>Total shareholders' equity</b>	<b>30.6</b>	<b>22.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>67.6</b>	<b>83.5</b>
<b>Current liabilities - % of total assets</b>	<b>44.8</b>	<b>64.4</b>

**Small and Medium Firms**

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**Industry** 145 - Hardware and plumbing, heating and air conditioning equipment and supplies, wholesale  
**SICE Grouping** 562

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,856					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.0	1.6	-1.0	1.1	1.9	1.6
Pretax profit margin	6.2	2.1	-1.0	1.2	2.5	2.1
Operating profit margin	6.0	1.7	-2.1	-2.1	3.7	2.1
Gross profit margin	39.5	30.3	23.7	34.3	28.9	26.8
Operating revenue to net operating assets	370.3	306.0	193.0	280.9	349.1	298.8
Return on net operating assets	21.8	10.6	-2.9	-2.9	14.9	7.3
Pretax profit to assets	13.4	4.3	-2.3	2.2	5.6	5.3
Return on capital employed	15.6	6.9	-1.3	-5.0	12.8	5.7
Return on equity (2)	25.6	10.2	1.0	6.5	12.1	10.7
<u>Efficiency (ratios)</u>						
Receivable turnover	11.71	8.70	6.17	8.89	7.21	7.41
Inventory turnover	12.90	4.99	2.70	3.82	5.55	3.49
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.69	1.71	1.29	1.57	1.73	1.69
Debt to equity	0.20	0.60	1.94	0.37	0.61	0.96
Liabilities to assets	0.43	0.69	0.95	0.75	0.65	0.63
Interest coverage	6.00	2.97	0.89	1.35	3.27	1.70
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	79		21			
Pretax profit	74		26			
Net profit	74		26			
Percentage of firms with zero or negative equity(2)			17			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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**Industry** 145 - Hardware and plumbing, heating and air conditioning equipment and supplies, wholesale  
**SICE Grouping** 562

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.2	2.5
Accounts receivable	27.8	28.0
Inventory	34.3	46.0
Capital assets	15.6	13.4
Other assets	2.0	3.8
<b>Total operating assets</b>	<b>88.0</b>	<b>93.7</b>
Investments and accounts with affiliates	6.1	4.6
Portfolio investments and loans with non-affiliates	5.9	1.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	24.8	23.2
Borrowing:		
Banks	10.2	17.5
Short term paper	0.3	2.6
Mortgages	1.7	0.5
Bonds	3.8	1.4
Other loans	2.9	4.0
Amount owing to affiliates	15.1	13.7
Other liabilities	1.7	1.4
Deferred income tax	0.1	0.4
<b>Total liabilities</b>	<b>60.6</b>	<b>64.8</b>
<b>Shareholders' equity</b>		
Share capital	4.4	5.9
Retained earnings	34.2	25.7
Other surplus	0.7	3.6
<b>Total shareholders' equity</b>	<b>39.4</b>	<b>35.2</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>75.0</b>	<b>80.3</b>
<b>Current liabilities - % of total assets</b>	<b>44.2</b>	<b>45.2</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 146 - Lumber and building materials, wholesale

SICE Grouping 563

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	3,715					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	3.9	0.9	-2.0	0.2	1.1	1.1
Pretax profit margin	4.8	1.2	-1.9	0.3	1.5	1.5
Operating profit margin	6.2	3.0	-1.8	5.1	1.5	2.2
Gross profit margin	33.6	25.3	19.3	31.9	24.0	20.6
Operating revenue to net operating assets	330.4	168.9	128.7	128.7	286.5	402.3
Return on net operating assets	11.9	7.4	2.7	6.6	8.3	11.2
Pretax profit to assets	10.0	2.3	-3.8	0.3	3.3	4.2
Return on capital employed	10.4	8.4	3.0	8.4	7.9	8.9
Return on equity (2)	20.3	6.9	-1.6	3.8	8.0	10.0
<i>Efficiency (ratios)</i>						
Receivable turnover	9.85	6.52	3.97	3.97	7.38	9.30
Inventory turnover	6.95	4.38	2.63	3.89	4.43	5.51
<i>Liquidity/Solvency (ratios)</i>						
Working capital	3.99	1.75	1.02	1.61	1.75	1.37
Debt to equity	0.16	0.95	1.37	0.82	1.13	1.14
Liabilities to assets	0.40	0.69	0.93	0.78	0.66	0.68
Interest coverage	4.48	1.00	-0.13	0.78	1.12	2.69
Distribution of firms by profits/losses						
	Firms with profits (%)		Firms with losses (%)			
Operating profit	71		29			
Pretax profit	62		38			
Net profit	62		38			
Percentage of firms with zero or negative equity(2)			19			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 146 - Lumber and building materials, wholesale

SICE Grouping 563

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.2	5.6
Accounts receivable	21.5	30.3
Inventory	27.2	36.6
Capital assets	20.4	17.7
Other assets	3.3	2.2
<b>Total operating assets</b>	<b>79.5</b>	<b>92.5</b>
Investments and accounts with affiliates	12.8	4.9
Portfolio investments and loans with non-affiliates	7.7	2.7
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	18.5	25.1
Borrowing:		
Banks	17.1	13.4
Short term paper	0.2	0.9
Mortgages	2.2	3.0
Bonds	3.6	3.1
Other loans	6.7	3.1
Amount owing to affiliates	15.5	21.1
Other liabilities	2.2	1.5
Deferred income tax	-1.0	0.4
<b>Total liabilities</b>	<b>65.1</b>	<b>71.6</b>
<b>Shareholders' equity</b>		
Share capital	3.9	3.6
Retained earnings	30.0	23.3
Other surplus	1.0	1.5
<b>Total shareholders' equity</b>	<b>34.9</b>	<b>28.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>65.4</b>	<b>74.0</b>
<b>Current liabilities - % of total assets</b>	<b>34.5</b>	<b>49.0</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 147 - Farm machinery, equipment and supplies, wholesale

SICE Grouping 571

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,534					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.4	1.5	-0.5	1.4	1.5	1.2
Pretax profit margin	5.5	1.9	-0.4	1.7	1.9	1.6
Operating profit margin	4.9	2.4	0.3	0.7	2.9	1.9
Gross profit margin	32.8	22.8	15.4	32.1	19.7	12.5
Operating revenue to net operating assets	355.5	237.1	139.5	138.6	253.0	431.9
Return on net operating assets	11.4	6.4	0.2	0.2	7.0	10.6
Pretax profit to assets	10.3	3.6	-0.6	2.1	4.3	4.1
Return on capital employed	11.5	6.1	1.7	1.9	7.0	9.2
Return on equity (2)	19.1	9.2	0.8	4.2	10.2	12.3
<u>Efficiency (ratios)</u>						
Receivable turnover	13.44	10.06	6.15	7.17	11.07	13.36
Inventory turnover	6.05	3.07	2.06	3.83	2.71	3.88
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.02	1.64	1.27	1.65	1.54	1.37
Debt to equity	0.38	0.99	2.59	0.88	1.29	0.86
Liabilities to assets	0.39	0.68	0.86	0.66	0.69	0.75
Interest coverage	4.51	1.73	1.00	1.00	1.86	3.22
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	82		18			
Pretax profit	82		18			
Net profit	82		18			
Percentage of firms with zero or negative equity(2)	8					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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Industry 147 - Farm machinery, equipment and supplies, wholesale

SICE Grouping 571

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.8	3.5
Accounts receivable	15.5	16.8
Inventory	52.9	56.1
Capital assets	16.1	14.4
Other assets	1.7	3.3
<b>Total operating assets</b>	<b>91.9</b>	<b>94.0</b>
Investments and accounts with affiliates	5.1	4.1
Portfolio investments and loans with non-affiliates	3.0	1.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	19.6	33.8
Borrowing:		
Banks	22.1	16.9
Short term paper	0.1	0.5
Mortgages	1.6	1.2
Bonds	1.1	5.8
Other loans	12.1	11.0
Amount owing to affiliates	8.7	6.0
Other liabilities	2.2	1.5
Deferred income tax	0.1	0.1
<b>Total liabilities</b>	<b>67.7</b>	<b>76.7</b>
<b>Shareholders' equity</b>		
Share capital	2.8	1.9
Retained earnings	28.3	21.0
Other surplus	1.2	0.4
<b>Total shareholders' equity</b>	<b>32.3</b>	<b>23.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>77.6</b>	<b>80.8</b>
<b>Current liabilities - % of total assets</b>	<b>45.9</b>	<b>64.3</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 148 - Construction, forestry and mining machinery, equipment and supplies  
SICE Grouping 572

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	729					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.9	2.2	-1.5	1.1	2.7	1.6
Pretax profit margin	8.6	2.7	-1.3	1.4	3.5	2.2
Operating profit margin	9.3	4.0	-1.0	0.2	6.1	3.5
Gross profit margin	43.8	29.2	19.9	38.8	26.3	20.4
Operating revenue to net operating assets	317.3	222.1	171.1	211.7	263.2	387.5
Return on net operating assets	15.4	11.8	-0.4	3.6	13.9	11.0
Pretax profit to assets	16.7	5.5	-2.5	1.7	7.8	5.2
Return on capital employed	13.7	9.2	-3.1	4.8	12.2	11.3
Return on equity (2)	31.7	14.0	1.0	7.6	15.9	12.5
<u>Efficiency (ratios)</u>						
Receivable turnover	10.81	7.10	5.05	6.16	7.10	6.92
Inventory turnover	7.56	3.60	2.22	...	4.80	6.28
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.89	1.53	1.03	1.85	1.36	1.12
Debt to equity	0.34	1.10	2.17	1.27	0.89	1.96
Liabilities to assets	0.40	0.69	0.91	0.74	0.65	0.78
Interest coverage	4.21	2.15	-1.75	0.38	3.55	2.60
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	71		29			
Pretax profit	64		36			
Net profit	64		36			
Percentage of firms with zero or negative equity(2)	6					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 148 - Construction, forestry and mining machinery, equipment and supplies

SICE Grouping 572

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.5	8.8
Accounts receivable	25.7	30.2
Inventory	24.3	41.6
Capital assets	28.6	12.8
Other assets	3.6	2.8
<b>Total operating assets</b>	<b>88.7</b>	<b>96.3</b>
Investments and accounts with affiliates	9.5	2.3
Portfolio investments and loans with non-affiliates	1.8	1.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	19.3	26.7
Borrowing:		
Banks	19.6	28.7
Short term paper	0.0	0.5
Mortgages	1.2	1.0
Bonds	0.3	5.5
Other loans	9.7	5.5
Amount owing to affiliates	11.8	23.9
Other liabilities	1.9	2.8
Deferred income tax	1.3	0.8
<b>Total liabilities</b>	<b>65.1</b>	<b>95.4</b>
<b>Shareholders' equity</b>		
Share capital	1.9	9.2
Retained earnings	32.0	-5.6
Other surplus	1.0	1.1
<b>Total shareholders' equity</b>	<b>34.9</b>	<b>4.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>63.3</b>	<b>84.0</b>
<b>Current liabilities - % of total assets</b>	<b>39.3</b>	<b>60.3</b>

Industry 149 - Industrial machinery, equipment and supplies, wholesale

SICE Grouping 573

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,955					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.8	2.3	-0.6	1.5	2.6	1.7
Pretax profit margin	7.3	2.9	-0.5	1.8	3.2	2.3
Operating profit margin	6.3	3.3	0.7	1.0	4.4	2.5
Gross profit margin	41.6	31.8	24.2	38.3	29.4	25.0
Operating revenue to net operating assets	404.9	325.4	205.3	287.9	329.5	326.7
Return on net operating assets	22.2	11.9	2.9	3.9	16.8	10.9
Pretax profit to assets	16.2	6.3	-1.2	2.9	7.6	6.0
Return on capital employed	18.1	8.6	3.2	4.0	12.9	9.9
Return on equity (2)	33.0	14.5	1.5	9.0	16.7	13.7
<u>Efficiency (ratios)</u>						
Receivable turnover	9.09	7.53	6.07	8.26	6.94	6.92
Inventory turnover	9.68	5.30	3.01	2.80	5.61	6.22
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.50	1.82	1.23	1.50	1.85	1.49
Debt to equity	0.17	0.56	1.08	0.37	0.65	0.88
Liabilities to assets	0.41	0.66	0.92	0.68	0.66	0.70
Interest coverage	5.87	2.25	0.97	0.96	4.51	6.40
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	75		25			
Pretax profit	73		27			
Net profit	73		27			
Percentage of firms with zero or negative equity(2)			19			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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**Industry** 149 - Industrial machinery, equipment and supplies, wholesale**SICE Grouping** 573

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.6	8.3
Accounts receivable	30.4	39.7
Inventory	33.0	31.7
Capital assets	13.1	10.7
Other assets	2.9	2.9
<b>Total operating assets</b>	<b>89.9</b>	<b>93.3</b>
Investments and accounts with affiliates	6.4	5.5
Portfolio investments and loans with non-affiliates	3.7	1.2
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	24.0	34.6
Borrowing:		
Banks	15.9	8.5
Short term paper	0.1	0.5
Mortgages	0.5	0.9
Bonds	1.4	5.0
Other loans	7.7	3.6
Amount owing to affiliates	13.0	14.5
Other liabilities	2.1	3.1
Deferred income tax	0.1	0.5
<b>Total liabilities</b>	<b>64.9</b>	<b>71.0</b>
<b>Shareholders' equity</b>		
Share capital	5.5	5.8
Retained earnings	29.5	20.6
Other surplus	0.1	2.5
<b>Total shareholders' equity</b>	<b>35.1</b>	<b>29.0</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>79.9</b>	<b>82.9</b>
<b>Current liabilities - % of total assets</b>	<b>43.6</b>	<b>57.6</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 150 - Electrical and electronic machinery, equipment and supplies, wholesale  
 SICE Grouping 574

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	5,375					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.4	1.4	-1.4	1.1	1.6	1.1
Pretax profit margin	6.7	1.7	-1.2	1.2	2.0	1.5
Operating profit margin	7.2	1.9	-1.4	0.8	2.6	1.1
Gross profit margin	44.9	28.9	18.4	36.5	24.7	18.2
Operating revenue to net operating assets	425.7	323.3	196.4	254.6	339.9	335.2
Return on net operating assets	21.4	10.3	-2.2	4.0	14.6	6.3
Pretax profit to assets	18.2	5.2	-3.6	3.0	6.7	5.4
Return on capital employed	19.2	7.6	-2.8	3.3	9.5	8.2
Return on equity (2)	40.3	18.4	2.9	14.6	20.6	15.5
<u>Efficiency (ratios)</u>						
Receivable turnover	14.98	7.86	5.23	9.56	6.92	7.05
Inventory turnover	15.36	7.72	3.79	10.25	7.38	9.77
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.52	2.01	1.04	2.01	1.78	1.44
Debt to equity	0.22	0.60	1.84	0.61	0.47	0.63
Liabilities to assets	0.50	0.78	1.00	0.81	0.76	0.76
Interest coverage	5.80	1.58	-0.34	0.93	2.73	2.15
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	72		28			
Pretax profit	71		29			
Net profit	71		29			
Percentage of firms with zero or negative equity(2)	23					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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**Industry** 150 - Electrical and electronic machinery, equipment and supplies, wholesale  
**SICE Grouping** 574

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	11.7	9.6
Accounts receivable	31.5	39.7
Inventory	21.3	22.5
Capital assets	13.9	9.2
Other assets	4.3	8.2
<b>Total operating assets</b>	<b>82.7</b>	<b>89.1</b>
Investments and accounts with affiliates	10.1	9.2
Portfolio investments and loans with non-affiliates	7.2	1.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	28.1	26.9
Borrowing:		
Banks	11.6	9.0
Short term paper	0.1	0.9
Mortgages	1.9	1.2
Bonds	0.7	1.5
Other loans	4.1	2.5
Amount owing to affiliates	25.5	21.6
Other liabilities	7.3	6.9
Deferred income tax	0.1	0.4
<b>Total liabilities</b>	<b>79.4</b>	<b>70.9</b>
<b>Shareholders' equity</b>		
Share capital	15.4	25.7
Retained earnings	3.6	1.2
Other surplus	1.6	2.3
<b>Total shareholders' equity</b>	<b>20.6</b>	<b>29.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>77.1</b>	<b>77.7</b>
<b>Current liabilities - % of total assets</b>	<b>53.4</b>	<b>53.3</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 151 - Other machinery, equipment and supplies, wholesale

SICE Grouping 579

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	4,626					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.5	1.6	-1.4	1.1	2.0	1.6
Pretax profit margin	6.8	2.1	-1.3	1.4	2.5	2.1
Operating profit margin	6.5	2.1	-2.5	1.0	2.7	2.5
Gross profit margin	47.0	34.5	24.6	41.3	31.2	26.8
Operating revenue to net operating assets	388.0	261.5	162.8	206.1	285.2	286.7
Return on net operating assets	16.2	7.1	-3.0	2.4	10.3	10.2
Pretax profit to assets	15.0	4.5	-3.2	2.3	6.1	5.7
Return on capital employed	14.9	7.2	-0.2	4.1	9.4	7.1
Return on equity (2)	29.5	11.8	0.7	6.8	14.7	13.6
<u>Efficiency (ratios)</u>						
Receivable turnover	11.83	8.66	6.29	9.37	8.09	6.21
Inventory turnover	12.27	6.21	3.21	6.94	5.10	5.07
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.00	1.76	1.28	1.50	1.91	1.38
Debt to equity	0.16	0.58	1.64	0.34	0.68	1.40
Liabilities to assets	0.43	0.72	0.96	0.78	0.68	0.71
Interest coverage	5.35	1.24	-0.65	0.95	1.72	3.44
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	68		32			
Pretax profit	63		37			
Net profit	63		37			
Percentage of firms with zero or negative equity(2)			22			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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**Industry** 151 - Other machinery, equipment and supplies, wholesale**SICE Grouping** 579

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.9	3.8
Accounts receivable	25.4	28.4
Inventory	26.3	25.8
Capital assets	20.6	12.7
Other assets	2.9	5.3
<b>Total operating assets</b>	<b>84.2</b>	<b>76.0</b>
Investments and accounts with affiliates	10.7	6.4
Portfolio investments and loans with non-affiliates	5.1	17.6
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	22.4	20.0
Borrowing:		
Banks	13.5	15.0
Short term paper	0.2	0.4
Mortgages	2.2	0.9
Bonds	2.8	3.5
Other loans	4.6	8.2
Amount owing to affiliates	19.1	17.3
Other liabilities	4.4	15.1
Deferred income tax	0.1	0.1
<b>Total liabilities</b>	<b>69.4</b>	<b>80.5</b>
<b>Shareholders' equity</b>		
Share capital	5.4	10.2
Retained earnings	24.9	7.6
Other surplus	0.3	1.7
<b>Total shareholders' equity</b>	<b>30.6</b>	<b>19.5</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>66.6</b>	<b>64.2</b>
<b>Current liabilities - % of total assets</b>	<b>43.5</b>	<b>49.0</b>

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Industry 152 - Waste materials, wholesale  
 SICE Grouping 591

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,022					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.3	1.7	-2.3	0.8	2.5	1.2
Pretax profit margin	8.0	2.3	-1.8	1.2	3.1	1.5
Operating profit margin	6.8	2.8	-1.1	0.4	3.9	1.9
Gross profit margin	55.8	37.9	24.2	45.0	33.7	18.7
Operating revenue to net operating assets	435.4	241.1	121.2	143.2	309.2	344.0
Return on net operating assets	25.3	12.3	4.8	11.0	12.3	10.4
Pretax profit to assets	14.4	4.3	-4.0	1.3	6.7	5.0
Return on capital employed	15.3	9.1	3.4	3.8	9.1	8.1
Return on equity (2)	29.3	11.6	0.7	9.0	12.8	14.7
<u>Efficiency (ratios)</u>						
Receivable turnover	10.60	8.99	5.50	...	10.17	7.84
Inventory turnover	18.47	8.44	3.48	6.73	8.25	14.11
<u>Liquidity/Solvency (ratios)</u>						
Working capital	4.29	2.05	1.55	4.29	1.81	1.57
Debt to equity	0.32	0.49	1.45	0.42	0.76	1.15
Liabilities to assets	0.37	0.70	0.97	0.81	0.62	0.71
Interest coverage	5.08	2.45	0.88	2.81	2.45	1.57
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	80		20			
Pretax profit	72		28			
Net profit	72		28			
Percentage of firms with zero or negative equity(2)	11					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 152 - Waste materials, wholesale  
 SICE Grouping 591

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.5	3.9
Accounts receivable	16.1	25.1
Inventory	18.3	13.7
Capital assets	34.1	33.6
Other assets	3.6	4.3
<b>Total operating assets</b>	<b>80.6</b>	<b>80.5</b>
Investments and accounts with affiliates	14.3	14.7
Portfolio investments and loans with non-affiliates	5.2	4.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	16.5	21.6
Borrowing:		
Banks	17.0	12.0
Short term paper	0.2	0.1
Mortgages	2.5	0.2
Bonds	1.9	0.6
Other loans	8.5	7.2
Amount owing to affiliates	18.4	18.1
Other liabilities	2.1	1.4
Deferred income tax	0.4	1.1
<b>Total liabilities</b>	<b>67.4</b>	<b>62.3</b>
<b>Shareholders' equity</b>		
Share capital	1.1	1.9
Retained earnings	30.4	32.4
Other surplus	1.1	3.5
<b>Total shareholders' equity</b>	<b>32.6</b>	<b>37.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>49.8</b>	<b>49.0</b>
<b>Current liabilities - % of total assets</b>	<b>34.8</b>	<b>36.5</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 153 - Paper and paper products, wholesale

SICE Grouping 592

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	541					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.1	1.7	-1.2	1.0	2.0	1.5
Pretax profit margin	6.3	2.1	-1.0	1.3	2.5	1.9
Operating profit margin	5.6	2.7	1.1	3.1	2.1	2.4
Gross profit margin	42.5	31.4	23.0	35.7	29.8	24.9
Operating revenue to net operating assets	419.6	283.6	221.9	242.0	330.7	397.8
Return on net operating assets	15.7	7.8	-2.0	7.0	7.8	13.7
Pretax profit to assets	14.5	4.6	-2.5	2.7	6.7	5.5
Return on capital employed	16.8	4.2	-8.8	5.1	4.2	13.7
Return on equity (2)	34.5	13.0	1.0	8.5	14.1	14.1
<u>Efficiency (ratios)</u>						
Receivable turnover	10.74	7.84	4.95	6.36	7.84	7.79
Inventory turnover	17.55	7.49	3.31	...	7.49	5.56
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.42	2.13	1.42	2.76	1.65	1.62
Debt to equity	0.11	0.44	0.91	0.23	0.81	1.31
Liabilities to assets	0.44	0.73	0.97	0.79	0.70	0.71
Interest coverage	4.07	2.50	0.23	...	2.05	2.27
Distribution of firms by profits/losses						
			<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>		
Operating profit			66	34		
Pretax profit			69	31		
Net profit			69	31		
Percentage of firms with zero or negative equity(2)			18			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 153 - Paper and paper products, wholesale  
**SICE Grouping** 592

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.8	6.9
Accounts receivable	32.4	41.8
Inventory	19.4	30.8
Capital assets	17.6	9.7
Other assets	4.2	3.3
<b>Total operating assets</b>	<b>83.3</b>	<b>92.4</b>
Investments and accounts with affiliates	9.1	5.3
Portfolio investments and loans with non-affiliates	7.6	2.3
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	24.1	29.9
Borrowing:		
Banks	11.0	17.8
Short term paper	0.0	0.1
Mortgages	5.0	2.3
Bonds	0.2	1.3
Other loans	4.2	3.2
Amount owing to affiliates	12.4	14.4
Other liabilities	2.7	4.2
Deferred income tax	0.4	0.4
<b>Total liabilities</b>	<b>60.0</b>	<b>73.6</b>
<b>Shareholders' equity</b>		
Share capital	3.1	4.8
Retained earnings	36.9	19.5
Other surplus	0.0	2.2
<b>Total shareholders' equity</b>	<b>40.0</b>	<b>26.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>67.9</b>	<b>82.2</b>
<b>Current liabilities - % of total assets</b>	<b>37.5</b>	<b>55.1</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 154 - Agricultural supplies, wholesale

SICE Grouping 593

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	473					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.2	1.3	-1.0	1.2	1.4	1.4
Pretax profit margin	5.4	1.7	-0.9	1.3	1.8	1.8
Operating profit margin	5.3	1.4	-1.3	0.1	2.1	2.4
Gross profit margin	32.8	20.9	13.8	30.6	18.7	16.3
Operating revenue to net operating assets	268.0	177.8	114.4	50.9	261.2	283.6
Return on net operating assets	7.7	3.7	-4.0	0.1	5.5	8.5
Pretax profit to assets	11.8	4.0	-2.2	1.4	4.8	4.8
Return on capital employed	9.5	4.6	0.7	0.7	6.1	7.9
Return on equity (2)	25.9	11.2	2.2	6.7	12.7	13.9
<u>Efficiency (ratios)</u>						
Receivable turnover	12.14	8.06	3.95	8.06	6.92	6.54
Inventory turnover	15.64	5.88	4.22	...	5.88	7.37
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.16	1.32	1.13	1.20	1.32	1.15
Debt to equity	0.51	1.18	2.04	0.65	1.21	1.38
Liabilities to assets	0.43	0.72	0.93	0.81	0.69	0.72
Interest coverage	3.31	1.49	-0.32	1.25	1.90	2.06
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	73		27			
Pretax profit	69		31			
Net profit	69		31			
Percentage of firms with zero or negative equity(2)	10					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 154 - Agricultural supplies, wholesale  
 SICE Grouping 593

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.5	1.6
Accounts receivable	21.5	37.0
Inventory	22.2	26.3
Capital assets	30.6	25.8
Other assets	4.5	3.0
<b>Total operating assets</b>	<b>85.3</b>	<b>93.9</b>
Investments and accounts with affiliates	8.1	4.2
Portfolio investments and loans with non-affiliates	6.6	1.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	22.1	27.7
Borrowing:		
Banks	19.0	24.4
Short term paper	0.0	0.3
Mortgages	3.9	0.6
Bonds	0.1	3.7
Other loans	7.8	4.9
Amount owing to affiliates	8.4	8.8
Other liabilities	3.3	0.8
Deferred income tax	0.4	0.7
<b>Total liabilities</b>	<b>65.0</b>	<b>72.0</b>
<b>Shareholders' equity</b>		
Share capital	3.8	7.3
Retained earnings	30.2	19.6
Other surplus	1.0	1.1
<b>Total shareholders' equity</b>	<b>35.0</b>	<b>28.0</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>55.1</b>	<b>66.0</b>
<b>Current liabilities - % of total assets</b>	<b>45.9</b>	<b>53.0</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 155 - Toys, amusement and sporting goods, wholesale

SICE Grouping 594

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	651					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	5.5	1.2	-3.1	1.0	1.3	1.2
Pretax profit margin	6.6	1.5	-3.0	1.2	1.7	1.8
Operating profit margin	6.0	0.9	-6.9	...	1.8	2.9
Gross profit margin	41.1	31.2	22.6	35.7	28.6	28.7
Operating revenue to net operating assets	314.2	245.4	190.2	...	292.9	238.2
Return on net operating assets	4.1	-2.9	-8.4	...	3.1	7.2
Pretax profit to assets	13.1	2.7	-5.3	1.6	3.7	2.7
Return on capital employed	12.9	4.1	-3.7	...	9.7	6.8
Return on equity (2)	28.7	7.6	-2.7	6.0	8.9	8.2
<i>Efficiency (ratios)</i>						
Receivable turnover	10.24	9.13	5.91	...	7.44	3.57
Inventory turnover	4.99	2.67	1.78	...	3.47	3.18
<i>Liquidity/Solvency (ratios)</i>						
Working capital	3.98	2.15	1.46	...	2.21	1.28
Debt to equity	0.24	0.58	1.44	...	0.56	1.28
Liabilities to assets	0.45	0.79	1.02	0.86	0.73	0.73
Interest coverage	1.81	-0.41	-9.22	...	0.61	1.93
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	21					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 155 - Toys, amusement and sporting goods, wholesale  
 SICE Grouping 594

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.3	3.5
Accounts receivable	21.9	49.4
Inventory	39.1	32.9
Capital assets	8.9	7.8
Other assets	2.3	4.3
<b>Total operating assets</b>	<b>78.5</b>	<b>97.8</b>
Investments and accounts with affiliates	18.2	2.2
Portfolio investments and loans with non-affiliates	3.2	0.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	17.7	27.8
Borrowing:		
Banks	10.4	25.2
Short term paper	0.7	0.1
Mortgages	1.1	0.1
Bonds	5.7	0.9
Other loans	3.9	4.1
Amount owing to affiliates	17.4	18.0
Other liabilities	4.7	1.5
Deferred income tax	0.0	0.0
<b>Total liabilities</b>	<b>61.6</b>	<b>77.8</b>
<b>Shareholders' equity</b>		
Share capital	2.2	13.5
Retained earnings	36.0	7.8
Other surplus	0.2	0.9
<b>Total shareholders' equity</b>	<b>38.4</b>	<b>22.2</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>77.9</b>	<b>89.9</b>
<b>Current liabilities - % of total assets</b>	<b>41.5</b>	<b>67.6</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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**Industry** 156 - Photographic equipment and musical instruments and supplies, wholesale  
**SICE Grouping** 595

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	154					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.8	1.0	-2.2	-0.2	1.3	1.1
Pretax profit margin	6.5	1.4	-2.2	0.5	1.8	1.3
Operating profit margin	...	4.9	...	...	5.5	0.8
Gross profit margin	49.8	34.9	23.0	41.6	29.9	28.2
Operating revenue to net operating assets	...	241.0	...	...	274.5	208.9
Return on net operating assets	...	4.9	...	...	4.9	-0.8
Pretax profit to assets	12.2	2.4	-6.5	-0.6	3.8	4.4
Return on capital employed	...	6.1	...	...	10.2	4.7
Return on equity (2)	23.9	9.1	-3.7	6.2	11.1	11.4
<u>Efficiency (ratios)</u>						
Receivable turnover	...	6.46	...	...	6.46	...
Inventory turnover	...	4.15	...	...	4.15	3.24
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	2.36	...	...	1.88	1.25
Debt to equity	...	0.05	...	...	0.54	...
Liabilities to assets	0.43	0.78	1.02	0.85	0.74	0.82
Interest coverage	...	2.62	...	...	2.62	1.57
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 156 - Photographic equipment and musical instruments and supplies, wholesale

SICE Grouping 595

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.8	10.2
Accounts receivable	18.0	12.5
Inventory	43.1	42.3
Capital assets	5.8	17.9
Other assets	3.9	14.2
<b>Total operating assets</b>	<b>77.6</b>	<b>97.0</b>
Investments and accounts with affiliates	22.4	3.0
Portfolio investments and loans with non-affiliates	-	-
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	12.9	22.3
Borrowing:		
Banks	12.9	14.9
Short term paper	0.1	1.2
Mortgages	-	5.4
Bonds	-	6.3
Other loans	3.5	7.9
Amount owing to affiliates	10.6	17.8
Other liabilities	5.6	0.8
Deferred income tax	0.0	0.3
<b>Total liabilities</b>	<b>45.6</b>	<b>76.9</b>
<b>Shareholders' equity</b>		
Share capital	8.6	0.4
Retained earnings	45.8	22.6
Other surplus	0.0	0.0
<b>Total shareholders' equity</b>	<b>54.4</b>	<b>23.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>70.6</b>	<b>67.7</b>
<b>Current liabilities - % of total assets</b>	<b>35.5</b>	<b>50.7</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 157 - Jewellery and watches, wholesale

SICE Grouping 596

	Small firms with revenue under \$5 million			Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median	
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million
Number of firms in the group		335			Median
<b>Financial ratios</b>					
<u>Profitability (percentages)</u>					
Net profit margin	4.2	1.0	-2.3	0.5	2.0
Pretax profit margin	5.3	1.3	-2.0	0.7	2.4
Operating profit margin	5.8	2.9	-0.8	-1.9	2.9
Gross profit margin	47.9	33.0	21.5	40.9	27.5
Operating revenue to net operating assets	269.3	145.7	102.8	124.4	200.0
Return on net operating assets	12.8	6.9	-1.2	...	6.9
Pretax profit to assets	8.9	1.7	-3.3	0.6	3.8
Return on capital employed	6.7	3.0	0.5	0.3	6.3
Return on equity (2)	20.3	8.2	0.1	5.2	10.9
<u>Efficiency (ratios)</u>					
Receivable turnover	8.87	8.29	3.97	...	7.90
Inventory turnover	4.20	1.86	0.80	1.01	2.38
<u>Liquidity/Solvency (ratios)</u>					
Working capital	4.51	2.37	1.18	2.37	1.93
Debt to equity	...	0.73	...	...	0.31
Liabilities to assets	0.48	0.81	1.02	0.86	0.77
Interest coverage	3.63	2.87	1.13	...	2.25
<b>Distribution of firms by profits/losses</b>					
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>		
Operating profit	67		33		
Pretax profit	67		33		
Net profit	67		33		
Percentage of firms with zero or negative equity(2)			30		

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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**Industry** 157 - Jewellery and watches, wholesale**SICE Grouping** 596

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.6	2.2
Accounts receivable	29.8	39.9
Inventory	41.6	34.5
Capital assets	4.7	12.6
Other assets	1.9	9.4
<b>Total operating assets</b>	<b>84.6</b>	<b>98.5</b>
Investments and accounts with affiliates	15.2	0.0
Portfolio investments and loans with non-affiliates	0.2	1.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	20.9	15.1
Borrowing:		
Banks	9.8	24.8
Short term paper	0.2	1.1
Mortgages	1.0	3.7
Bonds	2.8	-
Other loans	2.2	0.0
Amount owing to affiliates	31.0	15.5
Other liabilities	6.8	2.1
Deferred income tax	0.3	0.0
<b>Total liabilities</b>	<b>75.1</b>	<b>62.3</b>
<b>Shareholders' equity</b>		
Share capital	3.4	33.6
Retained earnings	20.4	-9.3
Other surplus	1.1	13.4
<b>Total shareholders' equity</b>	<b>24.9</b>	<b>37.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>81.5</b>	<b>77.2</b>
<b>Current liabilities - % of total assets</b>	<b>42.8</b>	<b>43.0</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 158 - Industrial and household chemicals wholesale

SICE Grouping 597

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	345					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.3	1.9	-1.5	0.8	2.5	1.9
Pretax profit margin	6.8	2.3	-1.3	1.0	3.1	2.5
Operating profit margin	6.0	4.4	1.5	4.4	3.8	2.2
Gross profit margin	49.1	35.7	25.1	42.8	32.5	24.4
Operating revenue to net operating assets	541.9	372.4	210.0	360.8	498.8	296.4
Return on net operating assets	17.6	8.3	2.7	4.1	14.0	7.7
Pretax profit to assets	16.2	5.4	-3.0	2.3	9.2	6.3
Return on capital employed	19.1	9.3	4.6	6.0	11.0	7.3
Return on equity (2)	35.9	13.8	1.9	9.7	16.8	11.5
<u>Efficiency (ratios)</u>						
Receivable turnover	8.35	6.78	6.12	6.45	7.66	6.97
Inventory turnover	9.21	6.21	5.01	5.12	8.31	6.72
<u>Liquidity/Solvency (ratios)</u>						
Working capital	4.69	1.55	1.35	1.52	1.69	1.41
Debt to equity	0.05	0.25	0.47	...	0.28	1.09
Liabilities to assets	0.40	0.73	0.97	0.86	0.68	0.71
Interest coverage	9.10	4.32	1.72	6.17	1.97	3.73
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	92		8			
Pretax profit	83		17			
Net profit	83		17			
Percentage of firms with zero or negative equity(2)			14			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 158 - Industrial and household chemicals wholesale  
 SICE Grouping 597

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.9	11.0
Accounts receivable	28.2	27.6
Inventory	18.5	21.2
Capital assets	15.9	13.9
Other assets	2.6	12.4
<b>Total operating assets</b>	<b>75.1</b>	<b>86.1</b>
Investments and accounts with affiliates	20.2	13.4
Portfolio investments and loans with non-affiliates	4.6	0.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	21.5	26.9
Borrowing:		
Banks	17.7	15.4
Short term paper	0.1	-
Mortgages	3.1	0.6
Bonds	0.7	-
Other loans	12.2	6.8
Amount owing to affiliates	6.8	14.4
Other liabilities	2.0	12.3
Deferred income tax	0.2	-0.6
<b>Total liabilities</b>	<b>64.1</b>	<b>75.7</b>
<b>Shareholders' equity</b>		
Share capital	1.5	12.1
Retained earnings	34.3	10.9
Other surplus	0.0	1.2
<b>Total shareholders' equity</b>	<b>35.9</b>	<b>24.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>63.2</b>	<b>62.7</b>
<b>Current liabilities - % of total assets</b>	<b>35.3</b>	<b>44.0</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 159 - General merchandise, wholesale  
SICE Grouping 598

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	739					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	9.5	1.5	-2.0	1.8	1.3	2.0
Pretax profit margin	12.0	2.1	-1.7	2.5	1.7	2.7
Operating profit margin	13.7	5.7	1.6	2.6	7.3	...
Gross profit margin	45.7	28.5	16.6	33.8	22.4	21.0
Operating revenue to net operating assets	417.4	268.4	206.4	257.1	340.3	...
Return on net operating assets	30.1	9.8	-3.4	...	29.9	...
Pretax profit to assets	25.6	4.8	-5.8	4.5	5.3	8.9
Return on capital employed	21.9	6.0	-0.1	4.3	29.6	...
Return on equity (2)	47.1	19.6	2.1	21.3	18.6	17.5
<u>Efficiency (ratios)</u>						
Receivable turnover	9.30	6.39	4.78	4.78	6.92	...
Inventory turnover	...	5.28	...	...	5.05	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.18	1.69	1.13	1.90	1.13	...
Debt to equity	0.09	0.48	4.43	...	0.60	...
Liabilities to assets	0.52	0.86	1.05	0.89	0.80	0.76
Interest coverage	...	2.57	...	...	6.47	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	87		13			
Pretax profit	82		18			
Net profit	82		18			
Percentage of firms with zero or negative equity(2)	9					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 159 - General merchandise, wholesale  
 SICE Grouping 598

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	17.0	-
Accounts receivable	32.0	-
Inventory	16.1	-
Capital assets	6.3	-
Other assets	4.1	-
<b>Total operating assets</b>	<b>75.5</b>	<b>-</b>
Investments and accounts with affiliates	9.7	-
Portfolio investments and loans with non-affiliates	14.9	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	30.4	-
Borrowing:		
Banks	5.0	-
Short term paper	0.2	-
Mortgages	0.4	-
Bonds	1.9	-
Other loans	1.9	-
Amount owing to affiliates	19.6	-
Other liabilities	2.2	-
Deferred income tax	-	-
<b>Total liabilities</b>	<b>61.5</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	2.8	-
Retained earnings	35.1	-
Other surplus	0.6	-
<b>Total shareholders' equity</b>	<b>38.5</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>81.7</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>48.3</b>	<b>-</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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 Industry 160 - Other products n.e.c., wholesale  
 SICE Grouping 599

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	5,753					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.7	1.5	-2.1	1.3	1.7	1.6
Pretax profit margin	8.5	1.9	-1.9	1.6	2.2	2.0
Operating profit margin	8.4	2.8	-0.2	2.0	3.0	2.5
Gross profit margin	42.2	29.8	18.3	33.3	26.6	21.6
Operating revenue to net operating assets	338.4	235.6	123.0	183.9	277.8	343.2
Return on net operating assets	19.7	10.7	0.6	7.4	11.3	11.3
Pretax profit to assets	18.2	4.3	-5.0	2.9	6.2	6.3
Return on capital employed	18.8	9.9	0.7	11.4	9.4	9.9
Return on equity (2)	34.4	13.7	1.1	10.9	16.1	14.7
<u>Efficiency (ratios)</u>						
Receivable turnover	10.77	8.16	5.64	9.15	6.91	7.74
Inventory turnover	11.72	6.17	3.08	7.19	5.04	5.21
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.15	1.90	1.30	1.89	1.92	1.44
Debt to equity	0.18	0.55	1.53	0.55	0.55	0.68
Liabilities to assets	0.41	0.76	1.01	0.80	0.73	0.73
Interest coverage	6.98	1.60	0.67	1.29	2.74	2.58
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	73		27			
Pretax profit	71		29			
Net profit	71		29			
Percentage of firms with zero or negative equity(2)			20			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 160 - Other products n.e.c., wholesale  
 SICE Grouping 599

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	11.2	6.3
Accounts receivable	27.4	36.2
Inventory	20.8	28.6
Capital assets	17.8	9.9
Other assets	4.2	3.9
<b>Total operating assets</b>	<b>81.4</b>	<b>85.0</b>
Investments and accounts with affiliates	12.0	12.6
Portfolio investments and loans with non-affiliates	6.7	2.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	22.8	30.4
Borrowing:		
Banks	11.9	11.7
Short term paper	0.2	0.2
Mortgages	3.8	0.8
Bonds	1.9	2.5
Other loans	3.5	5.3
Amount owing to affiliates	20.0	17.4
Other liabilities	2.8	2.8
Deferred income tax	0.2	0.2
<b>Total liabilities</b>	<b>67.0</b>	<b>71.2</b>
<b>Shareholders' equity</b>		
Share capital	4.3	10.2
Retained earnings	27.3	17.3
Other surplus	1.4	1.3
<b>Total shareholders' equity</b>	<b>33.0</b>	<b>28.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>69.1</b>	<b>77.6</b>
<b>Current liabilities - % of total assets</b>	<b>43.5</b>	<b>54.1</b>

Industry 161 - Food stores  
SICE Grouping 601

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	12,803					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	2.0	0.3	-2.0	-0.5	0.5	0.7
Pretax profit margin	2.3	0.4	-1.8	-0.4	0.5	0.9
Operating profit margin	3.0	0.8	-2.5	0.4	1.1	1.2
Gross profit margin	36.2	22.6	16.8	31.0	19.9	20.8
Operating revenue to net operating assets	450.7	328.8	188.7	256.2	371.2	399.5
Return on net operating assets	14.6	4.6	-4.2	2.3	8.0	12.6
Pretax profit to assets	9.4	1.4	-7.4	-1.1	2.7	6.3
Return on capital employed	13.6	5.9	-4.3	2.5	6.8	10.7
Return on equity (2)	25.4	8.4	-3.6	5.9	10.3	13.7
<u>Efficiency (ratios)</u>						
Receivable turnover	14.00	10.60	9.27	10.39	10.60	11.28
Inventory turnover	18.21	12.10	6.54	9.85	12.74	19.52
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.84	1.78	1.17	2.69	1.41	1.28
Debt to equity	0.13	0.64	2.60	0.32	0.71	1.01
Liabilities to assets	0.52	0.85	1.07	0.95	0.79	0.74
Interest coverage	2.81	1.00	-1.58	0.65	1.24	2.20
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	67		33			
Pretax profit	61		39			
Net profit	61		39			
Percentage of firms with zero or negative equity(2)	29					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 161 - Food stores  
 SICE Grouping 601

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.0	11.4
Accounts receivable	6.9	7.5
Inventory	19.6	22.2
Capital assets	42.3	34.7
Other assets	6.1	5.0
<b>Total operating assets</b>	<b>84.9</b>	<b>80.8</b>
Investments and accounts with affiliates	9.9	7.2
Portfolio investments and loans with non-affiliates	5.3	11.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	16.5	26.5
Borrowing:		
Banks	16.8	15.7
Short term paper	0.2	0.4
Mortgages	5.9	3.2
Bonds	2.8	4.8
Other loans	8.8	8.9
Amount owing to affiliates	22.4	17.1
Other liabilities	1.5	3.0
Deferred income tax	0.1	0.3
<b>Total liabilities</b>	<b>75.1</b>	<b>80.0</b>
<b>Shareholders' equity</b>		
Share capital	2.9	9.2
Retained earnings	21.4	10.1
Other surplus	0.6	0.7
<b>Total shareholders' equity</b>	<b>24.9</b>	<b>20.0</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>43.2</b>	<b>50.3</b>
<b>Current liabilities - % of total assets</b>	<b>31.4</b>	<b>52.9</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 162 - Prescription drugs and patent medicine stores  
SICE Grouping 603

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	3,501					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.4	1.4	-0.3	1.2	1.4	0.6
Pretax profit margin	5.5	1.7	-0.2	1.5	1.8	0.7
Operating profit margin	5.3	1.9	0.0	0.8	2.0	1.4
Gross profit margin	33.4	29.0	25.6	35.0	28.4	28.4
Operating revenue to net operating assets	511.1	420.5	261.7	307.0	422.1	573.0
Return on net operating assets	22.9	7.9	1.2	2.3	9.2	16.2
Pretax profit to assets	13.8	4.8	-0.7	2.4	5.4	4.5
Return on capital employed	18.3	9.6	2.3	2.3	10.1	12.9
Return on equity (2)	26.3	10.8	1.7	7.7	11.7	18.6
<u>Efficiency (ratios)</u>						
Receivable turnover	17.26	14.89	8.17	...	15.43	23.01
Inventory turnover	5.39	4.34	3.57	3.99	4.48	5.22
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.01	1.73	1.25	5.14	1.67	1.20
Debt to equity	0.09	0.49	1.70	0.35	0.49	0.89
Liabilities to assets	0.34	0.66	0.95	0.79	0.64	0.84
Interest coverage	4.13	1.35	-0.68	-0.38	1.58	2.12
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	80		20			
Pretax profit	72		28			
Net profit	72		28			
Percentage of firms with zero or negative equity(2)			20			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 162 - Prescription drugs and patent medicine stores

SICE Grouping 603

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.7	3.1
Accounts receivable	11.6	10.6
Inventory	42.4	60.0
Capital assets	16.4	6.9
Other assets	4.4	8.9
<b>Total operating assets</b>	<b>84.5</b>	<b>89.5</b>
Investments and accounts with affiliates	8.2	7.1
Portfolio investments and loans with non-affiliates	7.4	3.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	25.5	39.7
Borrowing:		
Banks	13.5	19.0
Short term paper	0.4	0.5
Mortgages	2.8	2.2
Bonds	4.2	5.7
Other loans	6.2	7.1
Amount owing to affiliates	10.9	4.1
Other liabilities	1.4	0.8
Deferred income tax	0.1	0.2
<b>Total liabilities</b>	<b>64.9</b>	<b>79.3</b>
<b>Shareholders' equity</b>		
Share capital	1.5	4.9
Retained earnings	32.8	14.9
Other surplus	0.8	0.9
<b>Total shareholders' equity</b>	<b>35.1</b>	<b>20.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>70.2</b>	<b>76.6</b>
<b>Current liabilities - % of total assets</b>	<b>43.1</b>	<b>65.0</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 163 - Shoe stores

SICE Grouping 611

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	796					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	4.0	0.8	-3.6	0.3	1.5	1.7
Pretax profit margin	4.6	1.0	-3.4	0.3	1.8	2.3
Operating profit margin	...	1.5	...	...	1.7	...
Gross profit margin	45.0	39.4	32.4	37.9	40.8	44.8
Operating revenue to net operating assets	...	254.0	...	...	...	...
Return on net operating assets	...	4.9	...	...	19.0	...
Pretax profit to assets	8.8	1.8	-6.6	0.6	4.2	5.1
Return on capital employed	...	4.8	...	...	18.6	...
Return on equity (2)	23.2	7.5	-3.6	5.2	9.6	13.6
<i>Efficiency (ratios)</i>						
Receivable turnover	...	...	...	...	...	...
Inventory turnover	...	2.65	...	...	2.65	...
<i>Liquidity/Solvency (ratios)</i>						
Working capital	...	2.32	...	4.27	1.58	...
Debt to equity	...	0.79	...	...	...	...
Liabilities to assets	0.46	0.77	0.99	0.84	0.69	0.70
Interest coverage	...	1.68	...	...	1.90	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 163 - Shoe stores

SICE Grouping 611

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.7	-
Accounts receivable	4.7	-
Inventory	61.6	-
Capital assets	12.3	-
Other assets	1.8	-
<b>Total operating assets</b>	<b>88.2</b>	<b>-</b>
Investments and accounts with affiliates	2.0	-
Portfolio investments and loans with non-affiliates	9.8	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	23.9	-
Borrowing:		
Banks	12.8	-
Short term paper	0.3	-
Mortgages	1.1	-
Bonds	3.1	-
Other loans	4.6	-
Amount owing to affiliates	24.3	-
Other liabilities	1.0	-
Deferred income tax	0.1	-
<b>Total liabilities</b>	<b>71.2</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	4.7	-
Retained earnings	24.1	-
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>28.8</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>81.1</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>38.5</b>	<b>-</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 164 - Men's clothing stores

SICE Grouping 612

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,178					
<b>Financial ratios</b>						
<u>Profitability (percentages)</u>						
Net profit margin	3.5	0.6	-3.4	0.4	1.0	1.1
Pretax profit margin	4.3	0.7	-3.1	0.4	1.3	1.4
Operating profit margin	4.7	2.0	-10.2	0.8	...	...
Gross profit margin	44.8	38.7	32.3	38.6	39.0	42.5
Operating revenue to net operating assets	...	190.5	...	190.5	...	...
Return on net operating assets	...	3.3	...	6.6	...	...
Pretax profit to assets	8.7	1.3	-5.7	0.5	3.1	4.4
Return on capital employed	11.2	2.5	-12.8	-3.7	...	...
Return on equity (2)	16.5	5.1	-4.6	3.5	6.9	10.1
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	...
Inventory turnover	...	1.68	...	1.68	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	2.02	...	2.02	...	...
Debt to equity	...	0.35	...	0.51	...	...
Liabilities to assets	0.39	0.75	1.00	0.82	0.64	0.66
Interest coverage	...	0.66	...	0.66	...	...
<b>Distribution of firms by profits/losses</b>						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	65		35			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	23					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 164 - Men's clothing stores  
 SICE Grouping 612

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.4	-
Accounts receivable	3.4	-
Inventory	49.4	-
Capital assets	24.4	-
Other assets	1.9	-
<b>Total operating assets</b>	<b>85.5</b>	<b>-</b>
Investments and accounts with affiliates	4.9	-
Portfolio investments and loans with non-affiliates	9.7	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	15.6	-
Borrowing:		
Banks	29.8	-
Short term paper	0.1	-
Mortgages	3.7	-
Bonds	3.5	-
Other loans	25.7	-
Amount owing to affiliates	15.1	-
Other liabilities	1.2	-
Deferred income tax	0.0	-
<b>Total liabilities</b>	<b>94.6</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	0.7	-
Retained earnings	4.7	-
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>5.4</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>70.0</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>48.8</b>	<b>-</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 165 - Women's clothing stores

SICE Grouping 613

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	2,087					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	3.0	-0.1	-5.5	-0.7	0.7	1.0
Pretax profit margin	3.5	0.2	-5.3	-0.6	0.8	1.4
Operating profit margin	7.9	2.4	-6.4	1.3	6.9	...
Gross profit margin	44.4	37.7	30.5	37.2	39.2	43.6
Operating revenue to net operating assets	360.7	217.6	117.2	187.4	259.9	...
Return on net operating assets	16.0	6.4	-7.1	4.9	12.3	...
Pretax profit to assets	7.9	0.1	-12.6	-1.6	2.0	3.8
Return on capital employed	13.2	5.6	-9.5	3.7	11.7	...
Return on equity (2)	22.5	7.4	-4.5	5.8	9.8	9.6
<u>Efficiency (ratios)</u>						
Receivable turnover	...	10.58	...	...	...	...
Inventory turnover	4.30	2.40	1.84	2.21	3.70	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.33	1.71	0.81	1.56	1.63	...
Debt to equity	0.60	0.84	2.86	1.08	0.46	...
Liabilities to assets	0.51	0.87	1.12	0.92	0.76	0.76
Interest coverage	2.21	1.00	-1.40	0.88	2.53	...
Distribution of firms by profits/losses						
			<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>		
Operating profit			67	33		
Pretax profit			61	39		
Net profit			61	39		
Percentage of firms with zero or negative equity(2)				30		

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 165 - Women's clothing stores  
 SICE Grouping 613

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	14.5	-
Accounts receivable	9.5	-
Inventory	37.7	-
Capital assets	22.9	-
Other assets	4.9	-
<b>Total operating assets</b>	<b>89.4</b>	<b>-</b>
Investments and accounts with affiliates	5.3	-
Portfolio investments and loans with non-affiliates	5.3	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	17.4	-
Borrowing:		
Banks	26.1	-
Short term paper	0.2	-
Mortgages	1.9	-
Bonds	2.8	-
Other loans	13.7	-
Amount owing to affiliates	12.9	-
Other liabilities	5.7	-
Deferred income tax	0.0	-
<b>Total liabilities</b>	<b>80.9</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	1.2	-
Retained earnings	13.1	-
Other surplus	4.8	-
<b>Total shareholders' equity</b>	<b>19.1</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>72.5</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>47.0</b>	<b>-</b>

Industry 166 - Clothing stores n.e.c.  
SICE Grouping 614

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,660					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	3.3	0.3	-4.3	-0.6	0.9	1.9
Pretax profit margin	4.0	0.4	-4.2	-0.5	1.2	2.3
Operating profit margin	2.7	-1.1	-3.6	-2.7	-0.3	3.2
Gross profit margin	44.6	37.5	29.7	37.9	36.7	38.1
Operating revenue to net operating assets	349.9	258.4	90.9	271.7	214.0	...
Return on net operating assets	9.5	1.0	-8.6	-7.0	5.8	...
Pretax profit to assets	8.3	0.7	-8.7	-1.0	3.1	6.9
Return on capital employed	5.7	-3.8	-14.4	-8.9	-0.1	39.7
Return on equity (2)	22.3	6.5	-5.0	5.0	9.5	15.8
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	...
Inventory turnover	3.55	2.00	1.36	1.83	2.40	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.94	1.38	1.06	2.06	1.35	1.26
Debt to equity	0.12	0.69	1.67	...	0.69	...
Liabilities to assets	0.52	0.85	1.07	0.92	0.73	0.66
Interest coverage	2.30	1.20	-2.58	0.32	1.20	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 166 - Clothing stores n.e.c.

SICE Grouping 614

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.6	3.5
Accounts receivable	2.9	19.4
Inventory	41.4	37.3
Capital assets	20.5	14.6
Other assets	2.6	2.4
<b>Total operating assets</b>	<b>73.0</b>	<b>77.2</b>
Investments and accounts with affiliates	16.2	20.4
Portfolio investments and loans with non-affiliates	10.8	2.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	21.6	40.7
Borrowing:		
Banks	17.0	3.4
Short term paper	0.1	0.2
Mortgages	3.1	3.9
Bonds	1.2	2.4
Other loans	6.1	1.3
Amount owing to affiliates	26.0	9.1
Other liabilities	0.7	27.2
Deferred income tax	-	-0.4
<b>Total liabilities</b>	<b>75.7</b>	<b>87.8</b>
<b>Shareholders' equity</b>		
Share capital	0.2	2.3
Retained earnings	22.9	1.4
Other surplus	1.2	8.5
<b>Total shareholders' equity</b>	<b>24.3</b>	<b>12.2</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>63.2</b>	<b>78.7</b>
<b>Current liabilities - % of total assets</b>	<b>43.1</b>	<b>55.7</b>

Industry 167 - Fabric and yarn stores  
 SICE Grouping 615

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	400					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.1	0.7	-3.5	0.5	1.5	2.0
Pretax profit margin	4.7	0.8	-3.5	0.5	1.7	3.0
Operating profit margin	...	1.2	...	...	...	...
Gross profit margin	50.0	42.2	34.2	43.0	41.0	43.5
Operating revenue to net operating assets	...	103.1	...	...	...	...
Return on net operating assets	...	5.9	...	...	...	...
Pretax profit to assets	8.1	1.2	-5.1	0.8	2.9	5.8
Return on capital employed	...	5.3	...	...	...	...
Return on equity (2)	17.7	6.1	-2.4	4.7	7.9	7.0
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	...
Inventory turnover	...	1.49	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	2.63	...	...	...	...
Debt to equity	...	...	...	...	...	...
Liabilities to assets	0.43	0.80	1.02	0.82	0.72	0.61
Interest coverage	...	0.45	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	30					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 167 - Fabric and yarn stores  
 SICE Grouping 615

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	17.9	-
Accounts receivable	2.8	-
Inventory	48.3	-
Capital assets	27.3	-
Other assets	1.3	-
<b>Total operating assets</b>	<b>97.6</b>	<b>-</b>
Investments and accounts with affiliates	0.0	-
Portfolio investments and loans with non-affiliates	2.4	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	14.5	-
Borrowing:		
Banks	6.7	-
Short term paper	0.4	-
Mortgages	0.8	-
Bonds	4.0	-
Other loans	2.9	-
Amount owing to affiliates	8.9	-
Other liabilities	0.7	-
Deferred income tax	-	-
<b>Total liabilities</b>	<b>38.8</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	0.3	-
Retained earnings	60.8	-
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>61.2</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>71.9</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>22.3</b>	<b>-</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 168 - Household furniture stores

SICE Grouping 621

	Small firms with revenue under \$5 million			Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median	
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million
Number of firms in the group		2,406			
<b>Financial ratios</b>					
<u>Profitability (percentages)</u>					
Net profit margin	3.4	0.5	-3.1	-0.2	0.7
Pretax profit margin	4.0	0.6	-3.0	0.4	0.9
Operating profit margin	4.5	1.6	-1.9	-2.3	1.6
Gross profit margin	42.5	33.3	26.2	36.8	31.4
Operating revenue to net operating assets	435.4	326.2	194.9	305.0	335.3
Return on net operating assets	11.3	3.4	-23.3	-26.0	5.3
Pretax profit to assets	8.1	1.3	-5.9	0.5	1.8
Return on capital employed	11.4	3.1	-15.8	-13.8	4.8
Return on equity (2)	15.1	4.4	-4.3	2.7	5.4
<u>Efficiency (ratios)</u>					
Receivable turnover	13.79	11.66	9.38	...	9.48
Inventory turnover	8.63	3.08	2.35	6.54	2.78
<u>Liquidity/Solvency (ratios)</u>					
Working capital	2.83	1.62	1.09	2.05	1.49
Debt to equity	0.39	0.88	2.58	1.44	0.88
Liabilities to assets	0.43	0.74	1.00	0.82	0.69
Interest coverage	4.31	1.18	-2.64	-0.69	1.35
<b>Distribution of firms by profits/losses</b>					
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>		
Operating profit	62		38		
Pretax profit	60		40		
Net profit	60		40		
Percentage of firms with zero or negative equity(2)			30		

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 168 - Household furniture stores

SICE Grouping 621

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.5	0.3
Accounts receivable	13.0	17.4
Inventory	40.5	50.2
Capital assets	22.0	23.9
Other assets	2.8	2.8
<b>Total operating assets</b>	<b>83.7</b>	<b>94.7</b>
Investments and accounts with affiliates	10.6	2.9
Portfolio investments and loans with non-affiliates	5.7	2.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	23.4	21.6
Borrowing:		
Banks	17.2	26.6
Short term paper	0.3	3.4
Mortgages	3.2	2.8
Bonds	3.5	7.0
Other loans	6.4	6.1
Amount owing to affiliates	17.5	16.2
Other liabilities	3.3	17.8
Deferred income tax	0.0	0.3
<b>Total liabilities</b>	<b>74.8</b>	<b>101.8</b>
<b>Shareholders' equity</b>		
Share capital	3.6	10.8
Retained earnings	14.1	-12.6
Other surplus	7.5	-
<b>Total shareholders' equity</b>	<b>25.2</b>	<b>-1.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>61.8</b>	<b>70.9</b>
<b>Current liabilities - % of total assets</b>	<b>46.9</b>	<b>66.5</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 169 - Appliance, television, radio and stereo stores

SICE Grouping 622

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	4,153					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	3.9	0.8	-2.7	0.5	1.0	1.1
Pretax profit margin	4.5	0.9	-2.7	0.6	1.2	1.4
Operating profit margin	7.1	2.0	0.1	2.0	1.7	3.2
Gross profit margin	49.6	34.7	25.0	40.6	28.9	21.3
Operating revenue to net operating assets	432.6	350.4	227.8	342.8	360.2	402.8
Return on net operating assets	19.1	7.1	-3.7	7.3	5.2	17.1
Pretax profit to assets	11.1	2.1	-6.9	1.2	3.2	4.8
Return on capital employed	20.3	7.0	0.2	7.3	5.6	18.8
Return on equity (2)	26.1	8.8	-4.5	7.3	10.6	10.7
<u>Efficiency (ratios)</u>						
Receivable turnover	14.25	10.12	8.24	10.65	9.38	6.82
Inventory turnover	7.60	5.05	2.95	5.78	5.15	5.15
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.85	1.55	1.16	2.07	1.40	0.90
Debt to equity	0.51	1.31	2.44	1.04	1.92	...
Liabilities to assets	0.46	0.77	1.00	0.81	0.73	0.73
Interest coverage	5.65	1.64	-0.31	2.00	1.38	1.41
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	75		25			
Pretax profit	67		33			
Net profit	67		33			
Percentage of firms with zero or negative equity(2)			26			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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**Industry** 169 - Appliance, television, radio and stereo stores**SICE Grouping** 622

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.7	5.1
Accounts receivable	15.5	37.5
Inventory	37.3	23.5
Capital assets	23.0	4.3
Other assets	3.7	12.4
<b>Total operating assets</b>	<b>88.2</b>	<b>82.7</b>
Investments and accounts with affiliates	9.2	7.2
Portfolio investments and loans with non-affiliates	2.7	10.1
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	26.2	29.8
Borrowing:		
Banks	16.7	14.3
Short term paper	0.2	0.6
Mortgages	3.9	1.2
Bonds	3.0	6.5
Other loans	5.4	5.1
Amount owing to affiliates	17.5	16.7
Other liabilities	2.4	4.4
Deferred income tax	0.0	0.1
<b>Total liabilities</b>	<b>75.5</b>	<b>78.7</b>
<b>Shareholders' equity</b>		
Share capital	3.8	36.3
Retained earnings	20.2	-15.0
Other surplus	0.6	-
<b>Total shareholders' equity</b>	<b>24.5</b>	<b>21.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>65.3</b>	<b>75.9</b>
<b>Current liabilities - % of total assets</b>	<b>47.7</b>	<b>52.3</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 170 - Household furnishings stores  
SICE Grouping 623

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	2,181					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	3.0	0.4	-3.6	-0.4	0.8	1.3
Pretax profit margin	3.6	0.5	-3.4	-0.3	1.0	1.7
Operating profit margin	3.0	0.2	-4.6	-2.0	2.2	2.3
Gross profit margin	43.2	34.7	27.1	37.9	31.7	28.1
Operating revenue to net operating assets	435.1	281.3	212.6	252.4	357.4	285.9
Return on net operating assets	13.7	0.9	-9.6	-8.1	10.3	8.7
Pretax profit to assets	9.4	1.1	-9.3	-0.8	2.6	4.9
Return on capital employed	9.9	1.8	-7.1	-5.8	7.7	8.8
Return on equity (2)	26.5	7.6	-4.7	4.7	9.2	10.7
<u>Efficiency (ratios)</u>						
Receivable turnover	13.53	9.28	5.11	9.62	9.28	6.78
Inventory turnover	7.06	3.62	2.52	3.62	4.47	3.46
<u>Liquidity/Solvency (ratios)</u>						
Working capital	4.03	2.02	1.33	2.20	1.48	1.44
Debt to equity	0.40	1.09	2.11	0.69	1.44	3.11
Liabilities to assets	0.58	0.86	1.06	0.93	0.79	0.76
Interest coverage	2.23	0.90	-1.75	0.90	1.36	2.69
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	71		29			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	23					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 170 - Household furnishings stores  
 SICE Grouping 623

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.7	3.0
Accounts receivable	13.3	25.8
Inventory	40.2	37.1
Capital assets	16.5	21.4
Other assets	2.1	2.5
<b>Total operating assets</b>	<b>82.7</b>	<b>89.8</b>
Investments and accounts with affiliates	7.1	8.7
Portfolio investments and loans with non-affiliates	10.2	1.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	20.8	24.7
Borrowing:		
Banks	17.0	14.6
Short term paper	0.3	0.2
Mortgages	3.9	6.0
Bonds	3.2	2.1
Other loans	6.1	6.8
Amount owing to affiliates	17.8	25.4
Other liabilities	1.7	2.6
Deferred income tax	0.2	0.6
<b>Total liabilities</b>	<b>71.0</b>	<b>83.0</b>
<b>Shareholders' equity</b>		
Share capital	0.9	11.6
Retained earnings	27.1	3.8
Other surplus	1.1	1.7
<b>Total shareholders' equity</b>	<b>29.0</b>	<b>17.0</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>76.9</b>	<b>70.0</b>
<b>Current liabilities - % of total assets</b>	<b>43.9</b>	<b>53.9</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 171 - Automobile dealers

SICE Grouping 631

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	3,792					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	2.7	0.6	-1.7	0.4	0.7	0.7
Pretax profit margin	3.2	0.8	-1.5	0.5	0.8	0.9
Operating profit margin	3.6	1.6	-1.1	2.1	1.5	1.3
Gross profit margin	21.6	14.3	9.7	20.2	12.9	12.3
Operating revenue to net operating assets	340.6	227.7	137.5	176.2	328.0	411.6
Return on net operating assets	11.3	4.7	-4.3	-0.4	6.3	6.2
Pretax profit to assets	8.3	2.1	-4.0	0.5	2.8	3.4
Return on capital employed	9.5	4.7	-1.4	1.2	6.8	6.0
Return on equity (2)	22.0	7.9	-0.8	5.0	9.4	12.6
<u>Efficiency (ratios)</u>						
Receivable turnover	10.11	9.41	4.33	5.76	10.11	18.49
Inventory turnover	7.46	5.23	2.81	4.89	5.53	4.56
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.49	2.03	1.32	2.57	1.55	1.20
Debt to equity	0.24	0.96	2.78	0.27	1.38	2.70
Liabilities to assets	0.52	0.80	1.00	0.82	0.79	0.81
Interest coverage	3.43	1.28	-0.66	-0.67	1.68	2.52
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	69		31			
Pretax profit	65		35			
Net profit	65		35			
Percentage of firms with zero or negative equity(2)			17			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 171 - Automobile dealers  
 SICE Grouping 631

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.4	3.3
Accounts receivable	7.2	9.5
Inventory	46.1	63.0
Capital assets	27.4	17.1
Other assets	1.9	2.0
<b>Total operating assets</b>	<b>88.0</b>	<b>95.0</b>
Investments and accounts with affiliates	8.8	2.8
Portfolio investments and loans with non-affiliates	3.3	2.2
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	9.4	10.4
Borrowing:		
Banks	20.8	29.5
Short term paper	0.7	3.4
Mortgages	6.3	2.4
Bonds	8.0	11.0
Other loans	11.2	20.9
Amount owing to affiliates	16.6	4.2
Other liabilities	1.5	1.6
Deferred income tax	0.5	0.5
<b>Total liabilities</b>	<b>74.9</b>	<b>83.9</b>
<b>Shareholders' equity</b>		
Share capital	5.3	4.6
Retained earnings	18.2	11.0
Other surplus	1.6	0.5
<b>Total shareholders' equity</b>	<b>25.1</b>	<b>16.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>62.4</b>	<b>79.0</b>
<b>Current liabilities - % of total assets</b>	<b>41.8</b>	<b>65.8</b>

Industry 172 - Recreational vehicle dealers

SICE Grouping 632

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,676					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	3.0	0.8	-1.7	0.6	0.9	1.3
Pretax profit margin	3.5	1.0	-1.6	0.6	1.1	1.7
Operating profit margin	4.7	1.1	-2.4	0.6	3.0	2.3
Gross profit margin	29.8	20.8	15.2	29.2	18.1	15.0
Operating revenue to net operating assets	360.5	253.1	153.6	253.1	268.1	313.8
Return on net operating assets	9.7	1.5	-12.7	-7.9	6.9	14.1
Pretax profit to assets	6.6	1.7	-2.6	0.9	2.2	4.0
Return on capital employed	10.1	3.4	-15.9	-5.5	7.3	12.2
Return on equity (2)	22.3	8.6	-0.5	4.9	10.5	14.0
<u>Efficiency (ratios)</u>						
Receivable turnover	13.90	7.60	5.17	5.17	11.66	21.76
Inventory turnover	4.55	2.42	1.87	2.79	2.08	3.78
<u>Liquidity/Solvency (ratios)</u>						
Working capital	1.71	1.34	0.99	1.71	1.23	1.17
Debt to equity	1.12	2.06	4.54	3.43	1.44	2.19
Liabilities to assets	0.61	0.85	0.99	0.87	0.84	0.80
Interest coverage	1.82	1.05	-1.28	0.15	1.34	1.78
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	69		31			
Pretax profit	63		37			
Net profit	63		37			
Percentage of firms with zero or negative equity(2)						16

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 172 - Recreational vehicle dealers  
**SICE Grouping** 632

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	%	%
<b>Assets</b>		
Cash	4.7	1.0
Accounts receivable	7.2	7.4
Inventory	57.5	73.9
Capital assets	21.3	10.1
Other assets	1.6	1.3
<b>Total operating assets</b>	<b>92.3</b>	<b>93.7</b>
Investments and accounts with affiliates	6.5	4.2
Portfolio investments and loans with non-affiliates	1.2	2.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	22.7	28.3
Borrowing:		
Banks	23.1	22.7
Short term paper	0.1	1.0
Mortgages	2.7	2.9
Bonds	1.6	10.6
Other loans	12.2	11.1
Amount owing to affiliates	13.5	3.8
Other liabilities	2.9	1.3
Deferred income tax	0.1	0.1
<b>Total liabilities</b>	<b>79.0</b>	<b>81.7</b>
<b>Shareholders' equity</b>		
Share capital	3.3	0.9
Retained earnings	17.5	17.3
Other surplus	0.2	0.1
<b>Total shareholders' equity</b>	<b>21.0</b>	<b>18.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>72.9</b>	<b>85.3</b>
<b>Current liabilities - % of total assets</b>	<b>55.0</b>	<b>69.0</b>

**Industry** 173 - Gasoline service stations  
**SICE Grouping** 633

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	5,359					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	2.1	0.4	-1.4	0.2	0.4	0.5
Pretax profit margin	2.5	0.4	-1.3	0.4	0.4	0.6
Operating profit margin	3.3	0.8	-1.1	0.5	1.1	0.2
Gross profit margin	35.3	18.8	11.8	37.3	15.4	11.4
Operating revenue to net operating assets	455.9	322.1	143.7	161.6	408.1	...
Return on net operating assets	14.1	5.4	-3.9	1.1	8.3	12.9
Pretax profit to assets	10.5	1.9	-5.9	0.5	2.8	5.6
Return on capital employed	13.5	5.8	-2.5	2.9	8.0	8.0
Return on equity (2)	21.0	7.5	-3.8	5.3	8.5	13.0
<i>Efficiency (ratios)</i>						
Receivable turnover	17.25	14.07	8.71	11.35	15.57	...
Inventory turnover	27.25	18.43	9.72	12.27	21.15	...
<i>Liquidity/Solvency (ratios)</i>						
Working capital	3.03	1.44	0.96	1.39	1.53	1.09
Debt to equity	0.40	0.96	2.27	0.92	0.99	1.18
Liabilities to assets	0.44	0.75	1.00	0.81	0.70	0.72
Interest coverage	2.08	1.00	-0.31	0.68	1.11	0.35
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	70		30			
Pretax profit	61		39			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)	21					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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Industry 173 - Gasoline service stations

SICE Grouping 633

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	11.4	7.3
Accounts receivable	9.4	17.5
Inventory	12.3	15.9
Capital assets	53.6	29.7
Other assets	2.4	8.1
<b>Total operating assets</b>	<b>89.0</b>	<b>78.6</b>
Investments and accounts with affiliates	4.6	16.1
Portfolio investments and loans with non-affiliates	6.3	5.3
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	13.2	26.1
Borrowing:		
Banks	19.9	15.3
Short term paper	0.1	0.3
Mortgages	7.5	7.0
Bonds	1.3	3.0
Other loans	9.1	8.9
Amount owing to affiliates	15.5	18.4
Other liabilities	1.6	16.7
Deferred income tax	0.1	0.1
<b>Total liabilities</b>	<b>68.4</b>	<b>95.9</b>
<b>Shareholders' equity</b>		
Share capital	2.1	9.9
Retained earnings	28.8	-5.8
Other surplus	0.7	-
<b>Total shareholders' equity</b>	<b>31.6</b>	<b>4.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>36.7</b>	<b>53.7</b>
<b>Current liabilities - % of total assets</b>	<b>27.5</b>	<b>50.3</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 174 - Automotive parts and accessories stores

SICE Grouping 634

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	2,806					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.1	1.5	-1.0	0.6	2.0	0.9
Pretax profit margin	5.0	1.8	-0.8	0.8	2.4	1.2
Operating profit margin	5.6	2.8	0.4	2.7	3.3	2.0
Gross profit margin	41.5	33.0	26.0	37.0	31.6	22.9
Operating revenue to net operating assets	374.6	278.4	189.8	222.3	291.7	386.6
Return on net operating assets	20.8	9.9	0.9	7.8	9.9	8.9
Pretax profit to assets	11.4	3.9	-1.9	1.5	5.4	3.7
Return on capital employed	18.4	8.9	1.7	7.1	10.6	8.6
Return on equity (2)	26.3	11.8	2.2	8.3	13.5	11.1
<u>Efficiency (ratios)</u>						
Receivable turnover	12.63	9.94	6.87	7.03	10.07	10.31
Inventory turnover	9.50	4.85	2.74	4.07	5.26	2.49
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.25	1.54	1.06	1.54	1.53	1.24
Debt to equity	0.21	0.94	3.03	1.41	0.67	1.70
Liabilities to assets	0.46	0.75	0.98	0.84	0.69	0.83
Interest coverage	5.90	1.80	0.91	1.00	2.44	1.65
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	82		18			
Pretax profit	78		22			
Net profit	78		22			
Percentage of firms with zero or negative equity(2)	19					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

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Industry 174 - Automotive parts and accessories stores

SICE Grouping 634

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.7	3.3
Accounts receivable	16.7	6.8
Inventory	33.1	65.4
Capital assets	24.3	14.2
Other assets	2.8	2.7
<b>Total operating assets</b>	<b>81.6</b>	<b>92.6</b>
Investments and accounts with affiliates	10.8	4.7
Portfolio investments and loans with non-affiliates	7.5	2.7
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	23.1	30.9
Borrowing:		
Banks	16.3	29.1
Short term paper	0.2	1.0
Mortgages	4.2	2.0
Bonds	2.8	10.9
Other loans	5.9	5.5
Amount owing to affiliates	14.2	3.3
Other liabilities	1.3	1.0
Deferred income tax	0.2	0.3
<b>Total liabilities</b>	<b>68.3</b>	<b>83.9</b>
<b>Shareholders' equity</b>		
Share capital	3.2	0.9
Retained earnings	27.9	15.1
Other surplus	0.6	0.0
<b>Total shareholders' equity</b>	<b>31.7</b>	<b>16.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>63.5</b>	<b>78.4</b>
<b>Current liabilities - % of total assets</b>	<b>41.9</b>	<b>59.6</b>

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Industry 175 - Motor vehicle repair shops

SICE Grouping 635

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	9,680					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.3	1.0	-2.0	0.7	1.6	0.9
Pretax profit margin	5.1	1.2	-1.9	0.8	1.9	1.1
Operating profit margin	7.3	3.3	0.6	3.4	3.3	...
Gross profit margin	53.4	37.9	25.9	42.6	31.6	16.4
Operating revenue to net operating assets	376.6	260.6	172.0	251.7	273.6	...
Return on net operating assets	19.1	10.2	2.6	9.3	10.9	...
Pretax profit to assets	12.7	3.0	-5.4	1.9	5.3	4.5
Return on capital employed	18.2	8.9	2.7	8.6	9.6	...
Return on equity (2)	28.4	10.7	-1.5	9.2	12.5	12.7
<u>Efficiency (ratios)</u>						
Receivable turnover	14.80	11.69	8.52	11.29	11.84	...
Inventory turnover	13.90	8.20	3.90	6.83	9.18	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.05	1.63	1.11	1.73	1.58	...
Debt to equity	0.27	0.92	3.07	0.96	0.74	...
Liabilities to assets	0.48	0.80	1.04	0.87	0.68	0.73
Interest coverage	4.46	1.73	0.67	1.50	1.92	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	83		17			
Pretax profit	75		25			
Net profit	74		26			
Percentage of firms with zero or negative equity(2)						22

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 175 - Motor vehicle repair shops  
**SICE Grouping** 635

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	12.1	-
Accounts receivable	14.4	-
Inventory	17.5	-
Capital assets	40.1	-
Other assets	2.8	-
<b>Total operating assets</b>	<b>86.9</b>	<b>-</b>
Investments and accounts with affiliates	7.5	-
Portfolio investments and loans with non-affiliates	5.6	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	18.3	-
Borrowing:		
Banks	14.1	-
Short term paper	0.2	-
Mortgages	6.0	-
Bonds	2.6	-
Other loans	7.3	-
Amount owing to affiliates	15.6	-
Other liabilities	1.4	-
Deferred income tax	0.2	-
<b>Total liabilities</b>	<b>65.7</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	1.7	-
Retained earnings	32.4	-
Other surplus	0.2	-
<b>Total shareholders' equity</b>	<b>34.3</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>50.9</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>32.5</b>	<b>-</b>

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Revenue under \$25 million, Reference Year 1996

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Industry 176 - Other motor vehicle services

SICE Grouping 639

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	974					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	5.2	1.0	-3.3	0.7	1.4	1.8
Pretax profit margin	6.1	1.1	-3.3	0.8	1.8	2.8
Operating profit margin	6.7	1.4	-1.5	1.1	1.4	...
Gross profit margin	65.0	42.7	27.3	52.6	28.9	23.5
Operating revenue to net operating assets	407.1	347.7	167.5	347.7	238.7	...
Return on net operating assets	12.5	4.4	-20.2	7.0	2.2	...
Pretax profit to assets	11.5	1.7	-6.2	0.9	4.7	8.7
Return on capital employed	21.3	8.5	-14.2	9.2	2.5	...
Return on equity (2)	31.3	11.2	-3.9	10.1	12.2	14.9
<u>Efficiency (ratios)</u>						
Receivable turnover	16.38	11.01	8.43	11.01	8.48	...
Inventory turnover	16.17	3.54	3.19	5.30	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.94	1.79	1.14	1.79	1.02	...
Debt to equity	0.34	0.61	2.11	0.50	1.68	...
Liabilities to assets	0.58	0.86	1.07	0.91	0.75	0.85
Interest coverage	5.40	1.05	0.86	1.05	0.97	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	74		26			
Pretax profit	64		36			
Net profit	64		36			
Percentage of firms with zero or negative equity(2)	20					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 176 - Other motor vehicle services  
 SICE Grouping 639

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.6	-
Accounts receivable	14.0	-
Inventory	6.4	-
Capital assets	57.4	-
Other assets	2.8	-
<b>Total operating assets</b>	<b>89.1</b>	<b>-</b>
Investments and accounts with affiliates	9.0	-
Portfolio investments and loans with non-affiliates	1.9	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	15.4	-
Borrowing:		
Banks	22.0	-
Short term paper	-	-
Mortgages	6.2	-
Bonds	-	-
Other loans	8.3	-
Amount owing to affiliates	22.1	-
Other liabilities	1.9	-
Deferred income tax	0.9	-
<b>Total liabilities</b>	<b>76.8</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	0.7	-
Retained earnings	20.0	-
Other surplus	2.5	-
<b>Total shareholders' equity</b>	<b>23.2</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>35.1</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>37.7</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 177 - General merchandise stores

SICE Grouping 641

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,867					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	2.9	0.4	-2.2	-0.7	0.9	1.4
Pretax profit margin	3.5	0.5	-2.0	-0.6	1.1	1.8
Operating profit margin	3.2	1.1	-0.7	0.1	1.7	3.1
Gross profit margin	35.0	24.7	17.1	30.3	21.0	18.4
Operating revenue to net operating assets	394.3	257.4	156.4	243.4	269.3	347.1
Return on net operating assets	11.3	5.0	-2.3	4.0	6.8	9.7
Pretax profit to assets	8.5	1.3	-5.2	-1.5	3.1	5.1
Return on capital employed	10.5	5.7	-0.5	4.8	5.7	7.6
Return on equity (2)	16.3	6.6	-2.5	4.1	7.5	9.9
<u>Efficiency (ratios)</u>						
Receivable turnover	15.13	10.19	7.63	13.42	10.09	9.70
Inventory turnover	9.16	4.10	2.33	4.01	4.12	4.30
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.25	2.26	1.40	1.71	2.36	1.68
Debt to equity	0.05	0.48	3.23	0.48	0.65	0.46
Liabilities to assets	0.36	0.74	1.01	0.92	0.62	0.50
Interest coverage	2.77	0.94	-0.41	0.49	1.31	3.32
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	71		29			
Pretax profit	64		36			
Net profit	64		36			
Percentage of firms with zero or negative equity(2)	16					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 177 - General merchandise stores

SICE Grouping 641

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.2	1.9
Accounts receivable	9.7	8.1
Inventory	38.4	34.5
Capital assets	23.7	30.8
Other assets	3.1	1.5
<b>Total operating assets</b>	<b>83.2</b>	<b>76.7</b>
Investments and accounts with affiliates	9.0	13.9
Portfolio investments and loans with non-affiliates	7.7	9.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	12.9	20.6
Borrowing:		
Banks	12.1	13.4
Short term paper	0.1	0.4
Mortgages	5.2	4.9
Bonds	0.9	5.4
Other loans	5.1	7.5
Amount owing to affiliates	19.8	2.2
Other liabilities	1.0	1.2
Deferred income tax	0.0	0.1
<b>Total liabilities</b>	<b>57.1</b>	<b>55.6</b>
<b>Shareholders' equity</b>		
Share capital	11.7	21.6
Retained earnings	28.1	21.0
Other surplus	3.1	1.8
<b>Total shareholders' equity</b>	<b>42.9</b>	<b>44.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>59.5</b>	<b>45.4</b>
<b>Current liabilities - % of total assets</b>	<b>28.2</b>	<b>38.7</b>

**Small and Medium Firms**  
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Industry 178 - Book and stationery stores  
SICE Grouping 651

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,052					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	3.4	0.6	-3.1	-0.7	1.1	1.3
Pretax profit margin	4.1	0.8	-2.8	-0.5	1.4	1.5
Operating profit margin	6.8	1.5	-0.8	2.3	0.9	1.4
Gross profit margin	43.7	36.4	29.7	38.3	35.0	28.4
Operating revenue to net operating assets	447.6	348.1	206.8	261.6	364.6	...
Return on net operating assets	22.1	8.7	-1.0	5.9	9.7	...
Pretax profit to assets	10.4	1.7	-7.6	-1.1	4.1	4.1
Return on capital employed	16.9	7.2	1.0	3.4	9.4	...
Return on equity (2)	23.5	7.3	-5.0	6.1	8.1	12.3
<u>Efficiency (ratios)</u>						
Receivable turnover	16.52	11.30	9.91	...	9.91	...
Inventory turnover	5.81	2.33	1.48	1.52	2.77	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.44	2.02	1.28	2.04	1.56	...
Debt to equity	0.32	0.94	2.54	0.45	1.29	...
Liabilities to assets	0.51	0.80	1.04	0.90	0.70	0.73
Interest coverage	8.00	1.82	-0.56	1.33	1.82	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	75		25			
Pretax profit	73		27			
Net profit	73		27			
Percentage of firms with zero or negative equity(2)						12

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



Industry 178 - Book and stationery stores  
 SICE Grouping 651

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	11.5	0.2
Accounts receivable	21.9	2.0
Inventory	34.8	1.8
Capital assets	17.0	1.0
Other assets	1.8	1.2
<b>Total operating assets</b>	<b>87.2</b>	<b>6.2</b>
Investments and accounts with affiliates	7.5	92.6
Portfolio investments and loans with non-affiliates	5.3	1.2
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	26.4	3.9
Borrowing:		
Banks	23.2	0.6
Short term paper	0.2	-
Mortgages	1.1	0.0
Bonds	1.8	0.0
Other loans	11.6	0.4
Amount owing to affiliates	12.7	1.6
Other liabilities	1.4	0.7
Deferred income tax	1.6	0.0
<b>Total liabilities</b>	<b>80.0</b>	<b>7.2</b>
<b>Shareholders' equity</b>		
Share capital	4.3	90.6
Retained earnings	15.6	-0.6
Other surplus	0.1	2.7
<b>Total shareholders' equity</b>	<b>20.0</b>	<b>92.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>73.8</b>	<b>4.3</b>
<b>Current liabilities - % of total assets</b>	<b>48.0</b>	<b>5.2</b>

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Revenue under \$25 million, Reference Year 1996

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Industry 179 - Florists, lawn and garden centres

SICE Grouping 652

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,802					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	3.1	-0.3	-4.3	-0.8	0.9	2.0
Pretax profit margin	3.5	-0.3	-4.2	-0.8	1.1	2.8
Operating profit margin	4.4	1.0	-1.6	0.7	2.7	...
Gross profit margin	55.9	47.9	37.1	49.6	39.7	23.6
Operating revenue to net operating assets	376.7	301.7	170.1	268.4	303.1	...
Return on net operating assets	13.5	5.1	-7.6	1.6	8.0	...
Pretax profit to assets	8.9	-0.7	-13.1	-2.1	2.4	6.0
Return on capital employed	13.5	5.5	-6.9	1.5	8.0	...
Return on equity (2)	24.8	6.5	-6.5	5.1	9.7	13.6
<u>Efficiency (ratios)</u>						
Receivable turnover	18.20	12.99	11.04	12.99	10.42	...
Inventory turnover	15.38	7.03	2.39	9.02	5.59	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.25	1.69	1.35	1.69	1.58	...
Debt to equity	0.23	0.42	1.47	0.31	0.98	...
Liabilities to assets	0.58	0.87	1.15	0.93	0.72	0.72
Interest coverage	2.71	0.78	-0.75	0.47	0.99	...
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				76	24	
Pretax profit				60	40	
Net profit				60	40	
Percentage of firms with zero or negative equity(2)						29

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 179 - Florists, lawn and garden centres  
**SICE Grouping** 652

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.4	-
Accounts receivable	11.2	-
Inventory	22.3	-
Capital assets	39.9	-
Other assets	3.0	-
<b>Total operating assets</b>	<b>85.8</b>	<b>-</b>
Investments and accounts with affiliates	12.1	-
Portfolio investments and loans with non-affiliates	2.1	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	13.5	-
Borrowing:		
Banks	20.8	-
Short term paper	0.1	-
Mortgages	3.4	-
Bonds	1.7	-
Other loans	11.1	-
Amount owing to affiliates	18.7	-
Other liabilities	1.1	-
Deferred income tax	0.2	-
<b>Total liabilities</b>	<b>70.6</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	3.2	-
Retained earnings	23.4	-
Other surplus	2.8	-
<b>Total shareholders' equity</b>	<b>29.4</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>46.0</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>35.5</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 180 - Hardware, paint, glass and wallpaper stores

SICE Grouping 653

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	2,986					
<b>Financial ratios</b>						
<u>Profitability (percentages)</u>						
Net profit margin	3.5	1.1	-1.5	0.4	1.4	1.3
Pretax profit margin	4.4	1.3	-1.4	0.5	1.8	1.7
Operating profit margin	5.5	3.1	0.4	1.9	3.4	3.8
Gross profit margin	38.4	31.7	25.7	34.4	30.2	24.9
Operating revenue to net operating assets	333.6	239.8	173.3	193.4	258.5	280.4
Return on net operating assets	14.4	7.1	1.4	4.3	8.5	11.9
Pretax profit to assets	8.4	2.4	-3.0	0.8	3.7	4.3
Return on capital employed	10.5	5.8	1.5	3.6	7.3	11.5
Return on equity (2)	19.5	7.4	-1.0	4.5	9.0	11.6
<u>Efficiency (ratios)</u>						
Receivable turnover	16.40	12.87	7.87	13.83	10.63	6.08
Inventory turnover	5.41	3.33	2.18	2.81	3.50	4.13
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.07	1.87	1.37	2.33	1.75	1.43
Debt to equity	0.39	0.91	1.99	1.08	0.84	2.25
Liabilities to assets	0.44	0.73	0.97	0.82	0.66	0.73
Interest coverage	3.60	1.31	0.67	0.92	1.82	2.01
<b>Distribution of firms by profits/losses</b>						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	84		16			
Pretax profit	72		28			
Net profit	73		27			
Percentage of firms with zero or negative equity(2)						13

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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**Industry** 180 - Hardware, paint, glass and wallpaper stores**SICE Grouping** 653

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.3	1.6
Accounts receivable	12.6	13.3
Inventory	41.6	37.8
Capital assets	24.1	31.6
Other assets	2.0	2.6
<b>Total operating assets</b>	<b>85.6</b>	<b>86.8</b>
Investments and accounts with affiliates	8.4	7.0
Portfolio investments and loans with non-affiliates	6.1	6.2
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	16.6	16.4
Borrowing:		
Banks	17.4	20.3
Short term paper	0.1	2.7
Mortgages	7.2	12.0
Bonds	1.3	11.9
Other loans	4.4	9.3
Amount owing to affiliates	14.8	6.8
Other liabilities	0.7	0.3
Deferred income tax	0.2	0.5
<b>Total liabilities</b>	<b>62.7</b>	<b>80.3</b>
<b>Shareholders' equity</b>		
Share capital	3.2	1.5
Retained earnings	32.5	18.0
Other surplus	1.5	0.2
<b>Total shareholders' equity</b>	<b>37.3</b>	<b>19.7</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>63.1</b>	<b>55.0</b>
<b>Current liabilities - % of total assets</b>	<b>38.6</b>	<b>42.8</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 181 - Sporting goods and bicycle shops  
SICE Grouping 654

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,478					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	3.7	0.6	-3.1	-0.3	1.0	1.3
Pretax profit margin	4.4	0.7	-2.9	-0.2	1.2	1.7
Operating profit margin	5.2	1.9	-1.3	0.8	2.8	2.6
Gross profit margin	38.7	32.1	25.5	33.2	31.3	30.6
Operating revenue to net operating assets	410.5	285.8	194.8	291.5	284.6	199.8
Return on net operating assets	18.1	8.8	2.7	7.1	8.8	7.1
Pretax profit to assets	9.3	1.4	-5.7	-0.5	2.7	3.3
Return on capital employed	14.2	6.7	2.5	5.9	7.0	5.2
Return on equity (2)	25.0	9.1	-1.5	7.6	11.4	10.7
<u>Efficiency (ratios)</u>						
Receivable turnover	17.78	14.82	12.02	15.16	14.57	...
Inventory turnover	4.02	2.38	1.63	3.11	1.89	2.09
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.48	1.55	1.23	1.51	1.71	1.11
Debt to equity	0.21	0.54	1.51	0.48	0.58	1.30
Liabilities to assets	0.56	0.82	1.02	0.90	0.76	0.74
Interest coverage	3.25	1.11	0.46	1.00	1.33	1.68
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				76	24	
Pretax profit				64	36	
Net profit				62	38	
Percentage of firms with zero or negative equity(2)						16

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 181 - Sporting goods and bicycle shops

SICE Grouping 654

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.4	1.6
Accounts receivable	7.1	14.1
Inventory	54.7	53.9
Capital assets	19.0	13.4
Other assets	1.8	3.1
<b>Total operating assets</b>	<b>88.0</b>	<b>86.1</b>
Investments and accounts with affiliates	5.4	13.8
Portfolio investments and loans with non-affiliates	6.7	0.1
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	22.5	22.6
Borrowing:		
Banks	18.0	25.9
Short term paper	0.2	-
Mortgages	2.7	1.7
Bonds	2.4	-
Other loans	6.2	14.8
Amount owing to affiliates	13.2	9.4
Other liabilities	1.3	0.1
Deferred income tax	-0.2	0.3
<b>Total liabilities</b>	<b>66.3</b>	<b>74.9</b>
<b>Shareholders' equity</b>		
Share capital	5.0	4.7
Retained earnings	27.5	20.3
Other surplus	1.2	0.1
<b>Total shareholders' equity</b>	<b>33.7</b>	<b>25.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>74.3</b>	<b>70.3</b>
<b>Current liabilities - % of total assets</b>	<b>46.6</b>	<b>54.7</b>

Industry 182 - Musical instrument and record stores  
 SICE Grouping 655

	Small firms with revenue under \$5 million			Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median	
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million
Number of firms in the group		495			
<b>Financial ratios</b>					
<u>Profitability (percentages)</u>					
Net profit margin	3.8	0.5	-3.2	0.2	0.8
Pretax profit margin	4.3	0.7	-3.0	0.3	1.1
Operating profit margin	8.0	4.7	-0.5	7.4	1.4
Gross profit margin	41.7	34.0	28.1	35.6	32.2
Operating revenue to net operating assets	374.7	220.9	138.2	197.9	248.6
Return on net operating assets	18.8	8.6	0.6	15.5	5.2
Pretax profit to assets	8.9	1.1	-5.8	0.4	2.5
Return on capital employed	17.1	5.1	0.5	14.2	2.6
Return on equity (2)	22.3	7.0	-4.3	5.9	7.8
<u>Efficiency (ratios)</u>					
Receivable turnover	16.72	9.49	4.56	...	16.04
Inventory turnover	2.22	2.01	1.43	2.22	1.69
<u>Liquidity/Solvency (ratios)</u>					
Working capital	4.05	1.90	1.33	1.71	1.90
Debt to equity	0.20	0.50	1.47	0.50	0.38
Liabilities to assets	0.50	0.76	0.99	0.81	0.71
Interest coverage	3.50	1.59	-0.07	1.59	1.59
<b>Distribution of firms by profits/losses</b>					
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>		
Operating profit	74		26		
Pretax profit	64		36		
Net profit	64		36		
Percentage of firms with zero or negative equity(2)			20		

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 182 - Musical instrument and record stores  
**SICE Grouping** 655

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.7	-
Accounts receivable	7.8	-
Inventory	49.1	-
Capital assets	19.0	-
Other assets	2.6	-
<b>Total operating assets</b>	<b>83.2</b>	<b>-</b>
Investments and accounts with affiliates	16.5	-
Portfolio investments and loans with non-affiliates	0.3	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	17.5	-
Borrowing:		
Banks	16.1	-
Short term paper	0.0	-
Mortgages	1.0	-
Bonds	0.4	-
Other loans	4.0	-
Amount owing to affiliates	17.0	-
Other liabilities	0.6	-
Deferred income tax	0.8	-
<b>Total liabilities</b>	<b>57.5</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	9.2	-
Retained earnings	30.5	-
Other surplus	2.7	-
<b>Total shareholders' equity</b>	<b>42.5</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>70.6</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>39.5</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 183 - Jewellery stores and watch and jewellery repair shops

SICE Grouping 656

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,354					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.3	0.8	-3.4	0.6	1.4	1.6
Pretax profit margin	5.3	0.9	-3.2	0.7	1.8	2.0
Operating profit margin	7.1	3.3	-0.7	2.6	5.1	...
Gross profit margin	54.4	46.9	38.4	48.0	44.7	47.8
Operating revenue to net operating assets	274.9	171.4	108.1	152.0	190.9	...
Return on net operating assets	12.0	4.4	-0.3	3.6	7.4	...
Pretax profit to assets	7.2	1.3	-4.5	0.8	3.0	3.2
Return on capital employed	10.2	4.4	1.0	3.0	8.6	...
Return on equity (2)	18.4	5.8	-3.3	5.4	6.9	7.9
<u>Efficiency (ratios)</u>						
Receivable turnover	16.90	10.88	6.47	12.40	7.42	...
Inventory turnover	1.70	1.09	0.77	1.03	1.33	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	4.11	2.02	1.36	1.86	2.05	...
Debt to equity	0.15	0.80	1.29	0.82	0.52	...
Liabilities to assets	0.45	0.78	1.01	0.83	0.64	0.80
Interest coverage	3.60	1.23	-1.00	1.00	2.14	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	73		27			
Pretax profit	67		33			
Net profit	66		34			
Percentage of firms with zero or negative equity(2)	13					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 183 - Jewellery stores and watch and jewellery repair shops

SICE Grouping 656

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.4	-
Accounts receivable	5.4	-
Inventory	57.7	-
Capital assets	15.4	-
Other assets	2.4	-
<b>Total operating assets</b>	<b>87.3</b>	<b>-</b>
Investments and accounts with affiliates	9.7	-
Portfolio investments and loans with non-affiliates	3.0	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	16.9	-
Borrowing:		
Banks	15.3	-
Short term paper	0.2	-
Mortgages	1.0	-
Bonds	1.7	-
Other loans	6.7	-
Amount owing to affiliates	22.0	-
Other liabilities	0.8	-
Deferred income tax	0.1	-
<b>Total liabilities</b>	<b>64.6</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	1.3	-
Retained earnings	33.2	-
Other surplus	0.8	-
<b>Total shareholders' equity</b>	<b>35.4</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>76.2</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>32.4</b>	<b>-</b>

Industry 184 - Camera and photographic supply stores  
 SICE Grouping 657

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	461					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.0	0.6	-4.2	-0.6	1.3	1.2
Pretax profit margin	4.8	0.8	-4.2	-0.4	1.7	1.5
Operating profit margin	8.3	3.0	0.9	2.2	3.0	...
Gross profit margin	58.4	49.3	38.5	53.3	39.1	25.9
Operating revenue to net operating assets	328.4	262.7	188.6	...	303.6	...
Return on net operating assets	11.3	2.5	-0.5	...	1.4	...
Pretax profit to assets	9.5	1.3	-8.8	-0.6	4.0	4.4
Return on capital employed	10.2	3.3	0.0	...	5.5	...
Return on equity (2)	24.2	8.1	-3.9	6.4	10.9	13.0
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	...
Inventory turnover	...	4.53	...	...	4.21	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	1.96	1.36	0.66	1.96	1.36	...
Debt to equity	...	0.54	...	...	0.47	...
Liabilities to assets	0.50	0.86	1.10	0.97	0.60	0.75
Interest coverage	...	1.13	...	...	0.22	...
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				77	23	
Pretax profit				65	35	
Net profit				65	35	
Percentage of firms with zero or negative equity(2)						29

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 184 - Camera and photographic supply stores  
**SICE Grouping** 657

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.8	-
Accounts receivable	6.2	-
Inventory	29.0	-
Capital assets	41.1	-
Other assets	8.9	-
<b>Total operating assets</b>	<b>94.9</b>	<b>-</b>
Investments and accounts with affiliates	1.5	-
Portfolio investments and loans with non-affiliates	3.6	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	22.4	-
Borrowing:		
Banks	13.6	-
Short term paper	0.0	-
Mortgages	-	-
Bonds	-	-
Other loans	5.8	-
Amount owing to affiliates	26.9	-
Other liabilities	1.6	-
Deferred income tax	0.7	-
<b>Total liabilities</b>	<b>71.0</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	0.2	-
Retained earnings	28.7	-
Other surplus	0.0	-
<b>Total shareholders' equity</b>	<b>29.0</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>47.3</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>35.9</b>	<b>-</b>

Industry 185 - Toy, hobby, novelty and souvenir stores  
 SICE Grouping 658

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,043					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	3.6	0.3	-4.4	-0.5	0.9	1.2
Pretax profit margin	4.1	0.4	-4.3	-0.5	1.2	1.6
Operating profit margin	5.2	0.7	-6.9	0.7	-0.1	...
Gross profit margin	49.5	42.4	33.7	42.9	41.6	45.3
Operating revenue to net operating assets	323.8	219.2	121.4	176.2	231.4	...
Return on net operating assets	14.1	4.2	-4.2	2.3	5.3	...
Pretax profit to assets	8.6	0.7	-9.0	-0.9	3.0	5.1
Return on capital employed	11.8	4.1	-3.7	2.4	7.7	...
Return on equity (2)	26.2	8.9	-3.0	7.0	11.0	9.0
<u>Efficiency (ratios)</u>						
Receivable turnover	...	10.48	...	10.48	9.78	...
Inventory turnover	2.59	1.68	0.94	1.02	2.59	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	4.00	2.00	1.05	2.00	1.26	...
Debt to equity	0.22	1.53	2.87	1.80	1.53	...
Liabilities to assets	0.58	0.90	1.11	0.96	0.75	0.79
Interest coverage	1.30	-0.16	-6.57	-0.13	-0.28	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	67		33			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)					4	

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 185 - Toy, hobby, novelty and souvenir stores  
**SICE Grouping** 658

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.2	-
Accounts receivable	6.1	-
Inventory	40.3	-
Capital assets	30.7	-
Other assets	1.6	-
<b>Total operating assets</b>	<b>88.8</b>	<b>-</b>
Investments and accounts with affiliates	8.5	-
Portfolio investments and loans with non-affiliates	2.7	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	19.1	-
Borrowing:		
Banks	12.6	-
Short term paper	0.0	-
Mortgages	3.2	-
Bonds	0.5	-
Other loans	4.0	-
Amount owing to affiliates	12.4	-
Other liabilities	1.1	-
Deferred income tax	0.5	-
<b>Total liabilities</b>	<b>53.4</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	10.6	-
Retained earnings	31.6	-
Other surplus	4.4	-
<b>Total shareholders' equity</b>	<b>46.6</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>61.2</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>33.9</b>	<b>-</b>

Industry 186 - Other retail stores  
 SICE Grouping 659

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	6,739					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.9	0.9	-2.5	0.6	1.5	1.0
Pretax profit margin	5.9	1.1	-2.2	0.7	1.9	1.4
Operating profit margin	5.3	2.0	-0.8	1.5	2.9	0.5
Gross profit margin	54.4	41.7	29.1	45.7	34.9	23.7
Operating revenue to net operating assets	418.1	269.7	140.6	252.1	340.2	395.8
Return on net operating assets	17.1	7.1	-0.9	6.3	12.3	2.7
Pretax profit to assets	13.4	2.7	-5.8	1.4	5.1	4.8
Return on capital employed	16.0	6.8	0.9	5.7	10.4	2.9
Return on equity (2)	28.9	10.6	-1.2	8.5	13.0	12.2
<u>Efficiency (ratios)</u>						
Receivable turnover	12.84	9.05	7.12	9.21	8.98	13.48
Inventory turnover	6.75	3.70	2.02	3.11	4.21	3.33
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.27	1.83	1.21	1.81	1.90	1.93
Debt to equity	0.29	0.89	2.33	0.94	0.84	0.61
Liabilities to assets	0.44	0.79	1.03	0.86	0.69	0.71
Interest coverage	3.40	1.17	-0.25	1.00	1.62	0.69
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	77		23			
Pretax profit	70		30			
Net profit	70		30			
Percentage of firms with zero or negative equity(2)			15			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 186 - Other retail stores

SICE Grouping 659

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.1	3.5
Accounts receivable	10.6	9.6
Inventory	34.7	44.2
Capital assets	22.2	26.7
Other assets	5.8	4.4
<b>Total operating assets</b>	<b>83.3</b>	<b>88.4</b>
Investments and accounts with affiliates	8.3	10.5
Portfolio investments and loans with non-affiliates	8.4	1.1
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	18.9	23.6
Borrowing:		
Banks	13.4	14.7
Short term paper	0.1	0.5
Mortgages	3.3	6.9
Bonds	1.8	0.5
Other loans	5.8	1.0
Amount owing to affiliates	18.1	10.9
Other liabilities	1.6	1.3
Deferred income tax	0.2	3.4
<b>Total liabilities</b>	<b>63.3</b>	<b>62.9</b>
<b>Shareholders' equity</b>		
Share capital	4.7	4.9
Retained earnings	30.5	29.3
Other surplus	1.6	2.9
<b>Total shareholders' equity</b>	<b>36.7</b>	<b>37.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>63.0</b>	<b>65.0</b>
<b>Current liabilities - % of total assets</b>	<b>36.5</b>	<b>43.4</b>

# Small and Medium Firms

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Industry 187 - Vending machine operators

SICE Grouping 691

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,207					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	3.8	-0.1	-5.0	-1.5	1.2	1.5
Pretax profit margin	4.5	0.1	-4.9	-1.4	1.4	2.6
Operating profit margin	6.0	1.5	-2.6	0.0	3.3	...
Gross profit margin	55.5	47.9	34.1	48.8	45.8	29.1
Operating revenue to net operating assets	409.7	261.8	172.6	232.9	401.3	...
Return on net operating assets	14.9	2.7	-5.7	-3.1	13.5	...
Pretax profit to assets	9.2	0.1	-9.4	-2.4	3.6	5.8
Return on capital employed	12.5	2.3	-5.8	-4.3	10.6	...
Return on equity (2)	25.9	7.1	-5.8	5.5	8.5	12.2
<u>Efficiency (ratios)</u>						
Receivable turnover	13.46	10.12	6.24	7.23	10.61	...
Inventory turnover	24.14	16.66	9.81	14.55	18.02	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.35	1.38	0.98	1.57	1.02	...
Debt to equity	0.40	0.87	1.53	0.84	0.88	...
Liabilities to assets	0.47	0.81	1.06	0.92	0.69	0.78
Interest coverage	4.66	1.00	-1.00	0.57	2.38	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	73		27			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			21			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 187 - Vending machine operators

SICE Grouping 691

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.0	-
Accounts receivable	12.7	-
Inventory	15.0	-
Capital assets	55.0	-
Other assets	5.1	-
<b>Total operating assets</b>	<b>94.9</b>	<b>-</b>
Investments and accounts with affiliates	3.9	-
Portfolio investments and loans with non-affiliates	1.2	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	19.6	-
Borrowing:		
Banks	15.3	-
Short term paper	-	-
Mortgages	8.3	-
Bonds	-	-
Other loans	5.6	-
Amount owing to affiliates	21.7	-
Other liabilities	1.3	-
Deferred income tax	0.3	-
<b>Total liabilities</b>	<b>72.1</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	3.1	-
Retained earnings	24.4	-
Other surplus	0.3	-
<b>Total shareholders' equity</b>	<b>27.9</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>37.6</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>40.5</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 188 - Direct sellers  
SICE Grouping 692

	Small firms with revenue under \$5 million			Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median	
	Better	Average	Worse	Firms under \$500,000	Firms \$500,000 to \$5 million
	Q3 75%	Q2 50%	Q1 25%		Median
Number of firms in the group	770				

## Financial ratios

### Profitability (percentages)

Net profit margin	6.0	1.3	-2.8	0.8	1.5	...
Pretax profit margin	7.0	1.6	-3.0	0.9	2.0	...
Operating profit margin	7.4	1.2	-4.8	0.9	6.1	...
Gross profit margin	50.0	35.5	22.5	38.0	27.9	...
Operating revenue to net operating assets	464.8	344.1	203.9	344.1	330.2	...
Return on net operating assets	30.7	9.4	-7.1	8.7	10.9	...
Pretax profit to assets	20.2	3.5	-9.0	2.1	5.3	...
Return on capital employed	27.0	9.2	-5.2	10.0	8.1	...
Return on equity (2)	42.8	12.1	-0.1	14.0	11.2	...

### Efficiency (ratios)

Receivable turnover	11.29	10.72	7.65	10.90	8.07	...
Inventory turnover	18.73	10.01	5.30	9.74	12.15	...

### Liquidity/Solvency (ratios)

Working capital	4.67	1.25	0.83	2.05	1.05	...
Debt to equity	0.18	0.48	1.41	0.55	0.26	...
Liabilities to assets	0.50	0.83	1.02	0.86	0.78	...
Interest coverage	3.79	1.37	-1.16	1.25	2.61	...

## Distribution of firms by profits/losses

	<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>
Operating profit	65	35
Pretax profit	60	40
Net profit	60	40
Percentage of firms with zero or negative equity(2)	23	

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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**Industry** 188 - Direct sellers**SICE Grouping** 692

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	11.1	-
Accounts receivable	20.5	-
Inventory	16.0	-
Capital assets	28.5	-
Other assets	7.4	-
<b>Total operating assets</b>	<b>83.4</b>	<b>-</b>
Investments and accounts with affiliates	10.9	-
Portfolio investments and loans with non-affiliates	5.7	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	21.0	-
Borrowing:		
Banks	12.9	-
Short term paper	0.0	-
Mortgages	1.7	-
Bonds	0.5	-
Other loans	8.7	-
Amount owing to affiliates	31.3	-
Other liabilities	4.6	-
Deferred income tax	0.1	-
<b>Total liabilities</b>	<b>80.9</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	4.1	-
Retained earnings	14.5	-
Other surplus	0.4	-
<b>Total shareholders' equity</b>	<b>19.1</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>57.0</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>54.0</b>	<b>-</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

**Financial Performance Indicators for Canadian Business**

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Industry 189 - Operators of buildings and dwellings

SICE Grouping 751

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	24,369					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	17.9	4.0	-3.9	4.1	3.9	1.7
Pretax profit margin	26.6	5.8	-3.1	5.8	5.8	2.4
Operating profit margin	48.1	27.9	5.5	30.6	25.0	22.3
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	65.4	30.9	16.6	30.4	31.6	44.6
Return on net operating assets	12.4	6.9	1.8	6.7	7.9	8.9
Pretax profit to assets	6.7	1.4	-0.8	1.3	2.0	1.6
Return on capital employed	11.6	7.3	2.9	7.1	8.0	8.3
Return on equity (2)	16.8	5.3	-0.5	4.8	7.4	5.9
<u>Efficiency (ratios)</u>						
Receivable turnover	13.70	8.85	4.71	7.25	9.61	15.47
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	5.15	2.27	1.25	2.38	1.67	1.08
Debt to equity	0.42	1.29	3.17	1.25	1.42	2.90
Liabilities to assets	0.49	0.86	1.02	0.87	0.86	0.87
Interest coverage	2.25	1.15	0.85	1.16	1.11	1.43
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	88		12			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 189 - Operators of buildings and dwellings  
**SICE Grouping** 751

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.1	2.6
Accounts receivable	1.7	2.5
Inventory	3.3	6.2
Capital assets	66.4	66.1
Other assets	2.1	2.8
<b>Total operating assets</b>	<b>77.6</b>	<b>80.3</b>
Investments and accounts with affiliates	13.6	12.2
Portfolio investments and loans with non-affiliates	8.8	7.5
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	3.9	4.2
Borrowing:		
Banks	15.5	10.7
Short term paper	0.8	0.9
Mortgages	25.7	37.6
Bonds	8.4	7.5
Other loans	9.6	5.6
Amount owing to affiliates	22.8	14.1
Other liabilities	3.0	2.0
Deferred income tax	0.7	1.8
<b>Total liabilities</b>	<b>90.4</b>	<b>84.5</b>
<b>Shareholders' equity</b>		
Share capital	8.7	12.3
Retained earnings	-3.7	-2.0
Other surplus	4.6	5.2
<b>Total shareholders' equity</b>	<b>9.6</b>	<b>15.5</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>13.4</b>	<b>8.9</b>
<b>Current liabilities - % of total assets</b>	<b>17.2</b>	<b>11.7</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 190 - Other real estate operators

SICE Grouping 759

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,365					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	20.4	4.7	-3.0	5.3	4.0	1.1
Pretax profit margin	28.4	7.0	-2.1	7.8	5.7	1.8
Operating profit margin	32.7	9.4	2.7	9.1	11.3	11.3
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	75.1	33.1	12.2	18.8	35.8	51.3
Return on net operating assets	8.4	3.0	0.0	3.0	8.2	8.8
Pretax profit to assets	8.4	2.0	-0.7	1.8	3.9	1.6
Return on capital employed	9.5	3.1	0.3	2.8	8.4	7.9
Return on equity (2)	21.5	7.1	0.2	6.6	12.0	14.7
<u>Efficiency (ratios)</u>						
Receivable turnover	19.12	9.13	0.91	9.13	12.77	9.63
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.43	1.53	0.95	1.53	1.43	...
Debt to equity	0.05	0.29	0.96	0.25	0.63	...
Liabilities to assets	0.45	0.80	1.00	0.80	0.82	0.92
Interest coverage	3.15	1.44	0.40	1.23	1.63	0.93
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	72		28			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 190 - Other real estate operators  
**SICE Grouping** 759

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	3.9	1.4
Accounts receivable	2.4	4.2
Inventory	7.5	10.8
Capital assets	59.6	74.1
Other assets	3.7	1.0
<b>Total operating assets</b>	<b>77.1</b>	<b>91.6</b>
Investments and accounts with affiliates	13.5	4.5
Portfolio investments and loans with non-affiliates	9.4	3.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	6.1	8.8
Borrowing:		
Banks	16.2	10.5
Short term paper	0.9	0.6
Mortgages	9.1	38.5
Bonds	9.3	7.1
Other loans	7.5	4.1
Amount owing to affiliates	26.0	30.5
Other liabilities	2.5	1.4
Deferred income tax	0.2	2.0
<b>Total liabilities</b>	<b>77.7</b>	<b>103.4</b>
<b>Shareholders' equity</b>		
Share capital	10.6	2.0
Retained earnings	9.0	-5.4
Other surplus	2.8	-
<b>Total shareholders' equity</b>	<b>22.3</b>	<b>-3.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>17.0</b>	<b>15.4</b>
<b>Current liabilities - % of total assets</b>	<b>18.7</b>	<b>11.5</b>

Industry 191 - Insurance and real estate agencies  
 SICE Grouping 761

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	7,726					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	14.0	4.1	-1.5	4.5	3.5	1.6
Pretax profit margin	18.5	5.8	-0.8	6.3	4.8	2.1
Operating profit margin	19.6	7.4	1.2	8.4	5.5	2.2
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	309.7	183.3	93.6	158.7	232.0	234.9
Return on net operating assets	20.3	8.4	-1.0	7.4	9.6	17.5
Pretax profit to assets	23.0	7.2	-1.5	6.8	8.3	5.7
Return on capital employed	19.2	9.6	2.8	9.6	10.8	10.2
Return on equity (2)	33.5	13.3	1.7	12.2	15.5	9.3
<u>Efficiency (ratios)</u>						
Receivable turnover	13.87	4.70	2.76	4.00	7.90	15.86
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.62	1.25	1.06	1.30	1.13	1.14
Debt to equity	0.17	0.73	1.90	0.70	0.75	0.71
Liabilities to assets	0.37	0.68	0.95	0.66	0.72	0.81
Interest coverage	8.90	3.27	0.88	3.30	2.92	2.73
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	82		18			
Pretax profit	79		21			
Net profit	78		22			
Percentage of firms with zero or negative equity(2)			19			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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Industry 191 - Insurance and real estate agencies

SICE Grouping 761

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	14.1	15.5
Accounts receivable	21.0	25.8
Inventory	0.8	0.9
Capital assets	17.2	20.5
Other assets	15.5	9.3
<b>Total operating assets</b>	<b>68.5</b>	<b>72.0</b>
Investments and accounts with affiliates	15.0	10.6
Portfolio investments and loans with non-affiliates	16.5	17.4
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	27.4	32.0
Borrowing:		
Banks	9.5	6.0
Short term paper	0.5	0.3
Mortgages	2.6	2.4
Bonds	3.7	3.9
Other loans	4.9	3.7
Amount owing to affiliates	15.2	31.2
Other liabilities	3.3	4.2
Deferred income tax	1.1	0.5
<b>Total liabilities</b>	<b>68.2</b>	<b>84.2</b>
<b>Shareholders' equity</b>		
Share capital	6.9	7.4
Retained earnings	21.3	7.7
Other surplus	3.6	0.7
<b>Total shareholders' equity</b>	<b>31.8</b>	<b>15.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>10.0</b>	<b>22.1</b>
<b>Current liabilities - % of total assets</b>	<b>9.8</b>	<b>16.0</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 192 - Employment agencies and personnel suppliers

SICE Grouping 771

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,547					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	8.2	2.2	-0.7	2.5	2.0	1.0
Pretax profit margin	11.0	3.1	-0.3	3.8	2.6	1.3
Operating profit margin	12.7	4.6	2.2	8.0	4.4	2.0
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	471.4	301.9	211.0	177.2	447.5	484.0
Return on net operating assets	29.8	22.8	3.6	28.0	14.4	20.1
Pretax profit to assets	29.5	8.5	-2.3	6.8	10.7	8.3
Return on capital employed	22.8	10.5	-1.6	12.2	10.5	14.2
Return on equity (2)	48.5	20.8	3.6	17.6	23.2	19.0
<u>Efficiency (ratios)</u>						
Receivable turnover	11.55	8.12	6.14	1.75	8.12	8.44
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.16	1.41	0.93	1.35	1.41	1.27
Debt to equity	0.13	0.32	1.99	0.26	0.34	0.25
Liabilities to assets	0.41	0.71	0.98	0.71	0.71	0.71
Interest coverage	9.25	7.46	0.89	...	5.52	5.89
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	82		18			
Pretax profit	75		25			
Net profit	75		25			
Percentage of firms with zero or negative equity(2)			22			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

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Industry 192 - Employment agencies and personnel suppliers

SICE Grouping 771

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	21.4	10.8
Accounts receivable	32.6	47.5
Inventory	0.5	0.3
Capital assets	16.2	3.7
Other assets	2.6	3.0
<b>Total operating assets</b>	<b>73.2</b>	<b>65.2</b>
Investments and accounts with affiliates	17.3	26.6
Portfolio investments and loans with non-affiliates	9.5	8.3
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	21.2	25.6
Borrowing:		
Banks	9.8	2.5
Short term paper	0.4	-
Mortgages	1.0	-
Bonds	4.0	-
Other loans	5.2	0.1
Amount owing to affiliates	16.8	20.6
Other liabilities	6.1	2.3
Deferred income tax	0.2	-0.3
<b>Total liabilities</b>	<b>64.8</b>	<b>50.7</b>
<b>Shareholders' equity</b>		
Share capital	0.6	19.8
Retained earnings	33.6	27.8
Other surplus	1.0	1.7
<b>Total shareholders' equity</b>	<b>35.2</b>	<b>49.3</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>69.1</b>	<b>68.1</b>
<b>Current liabilities - % of total assets</b>	<b>54.2</b>	<b>38.1</b>

Industry 193 - Computer and related services  
 SICE Grouping 772

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	7,638					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	17.5	4.7	-1.3	5.8	2.7	2.1
Pretax profit margin	22.1	6.1	-1.1	7.8	3.4	3.2
Operating profit margin	20.4	7.6	-1.0	8.5	4.0	3.6
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	376.4	263.9	144.9	245.9	323.8	285.1
Return on net operating assets	27.0	10.2	-3.7	6.7	14.3	13.6
Pretax profit to assets	41.0	12.7	-2.9	14.3	9.7	7.0
Return on capital employed	29.1	12.6	-0.3	12.0	12.9	13.3
Return on equity (2)	51.1	25.6	4.8	25.7	25.4	18.4
<u>Efficiency (ratios)</u>						
Receivable turnover	11.44	8.41	5.15	8.41	7.99	5.73
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.27	1.67	1.00	1.71	1.53	1.12
Debt to equity	0.11	0.36	1.28	0.30	0.36	1.18
Liabilities to assets	0.33	0.65	0.97	0.63	0.70	0.69
Interest coverage	14.39	3.50	0.13	3.36	4.43	4.37
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	66		34			
Pretax profit	67		33			
Net profit	68		32			
Percentage of firms with zero or negative equity(2)			26			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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Industry 193 - Computer and related services

SICE Grouping 772

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.8	12.8
Accounts receivable	24.6	30.4
Inventory	2.9	3.9
Capital assets	20.1	19.7
Other assets	8.4	14.4
<b>Total operating assets</b>	<b>65.8</b>	<b>81.1</b>
Investments and accounts with affiliates	17.2	12.0
Portfolio investments and loans with non-affiliates	17.0	7.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	19.9	26.4
Borrowing:		
Banks	10.0	7.9
Short term paper	0.2	0.2
Mortgages	2.3	1.3
Bonds	2.7	2.6
Other loans	4.7	3.3
Amount owing to affiliates	17.6	19.4
Other liabilities	5.5	6.6
Deferred income tax	0.4	0.6
<b>Total liabilities</b>	<b>63.3</b>	<b>68.4</b>
<b>Shareholders' equity</b>		
Share capital	17.2	20.5
Retained earnings	17.3	7.3
Other surplus	2.2	3.9
<b>Total shareholders' equity</b>	<b>36.7</b>	<b>31.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>53.7</b>	<b>61.6</b>
<b>Current liabilities - % of total assets</b>	<b>36.5</b>	<b>48.1</b>

Industry 194 - Accounting and bookkeeping services  
SICE Grouping 773

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	3,109					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	15.1	5.2	-0.9	5.2	5.2	...
Pretax profit margin	19.6	6.8	-0.6	6.8	6.8	...
Operating profit margin	15.3	5.8	1.8	6.3	5.6	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	372.9	242.4	105.6	236.5	378.1	...
Return on net operating assets	21.1	11.6	2.0	11.6	-8.8	...
Pretax profit to assets	24.4	9.1	-1.2	8.8	12.1	...
Return on capital employed	13.1	6.4	1.7	6.4	11.3	...
Return on equity (2)	38.2	18.6	5.5	18.2	20.0	...
<u>Efficiency (ratios)</u>						
Receivable turnover	10.94	6.86	3.62	7.23	4.75	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	4.05	1.60	0.97	1.60	1.58	...
Debt to equity	0.10	0.26	1.63	0.26	0.77	...
Liabilities to assets	0.35	0.66	0.95	0.66	0.64	...
Interest coverage	6.42	2.42	0.77	2.42	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	80		20			
Pretax profit	82		18			
Net profit	80		20			
Percentage of firms with zero or negative equity(2)			15			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 194 - Accounting and bookkeeping services  
**SICE Grouping** 773

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.7	-
Accounts receivable	22.8	-
Inventory	0.2	-
Capital assets	17.8	-
Other assets	13.9	-
<b>Total operating assets</b>	<b>65.5</b>	<b>-</b>
Investments and accounts with affiliates	18.5	-
Portfolio investments and loans with non-affiliates	16.1	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	14.4	-
Borrowing:		
Banks	13.9	-
Short term paper	0.2	-
Mortgages	2.2	-
Bonds	2.7	-
Other loans	7.2	-
Amount owing to affiliates	11.3	-
Other liabilities	3.0	-
Deferred income tax	0.7	-
<b>Total liabilities</b>	<b>55.6</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	2.8	-
Retained earnings	37.6	-
Other surplus	3.9	-
<b>Total shareholders' equity</b>	<b>44.4</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>45.8</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>35.7</b>	<b>-</b>

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Industry 195 - Advertising services

SICE Grouping 774

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	4,031					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	9.7	2.8	-1.6	2.4	3.3	1.4
Pretax profit margin	12.1	3.5	-1.3	2.9	4.3	2.0
Operating profit margin	11.8	3.9	0.7	3.7	5.6	1.6
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	406.9	285.8	137.3	216.9	387.6	314.2
Return on net operating assets	30.1	12.2	-4.1	11.2	19.1	6.6
Pretax profit to assets	29.0	8.7	-4.3	6.1	11.7	6.9
Return on capital employed	27.2	12.6	1.0	9.2	15.8	7.7
Return on equity (2)	50.0	23.3	3.2	19.3	29.3	23.0
<u>Efficiency (ratios)</u>						
Receivable turnover	12.95	7.71	5.23	7.50	8.30	5.40
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.12	1.42	1.04	1.54	1.34	1.14
Debt to equity	0.15	0.73	1.65	0.98	0.56	0.39
Liabilities to assets	0.46	0.78	1.03	0.79	0.76	0.84
Interest coverage	12.28	3.94	0.97	2.94	7.79	9.13
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	78		22			
Pretax profit	75		25			
Net profit	74		26			
Percentage of firms with zero or negative equity(2)			23			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 195 - Advertising services

SICE Grouping 774

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	13.7	12.4
Accounts receivable	32.3	51.9
Inventory	3.2	3.3
Capital assets	19.5	11.1
Other assets	6.2	10.7
<b>Total operating assets</b>	<b>74.9</b>	<b>89.4</b>
Investments and accounts with affiliates	14.9	10.0
Portfolio investments and loans with non-affiliates	10.2	0.6
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	30.2	53.0
Borrowing:		
Banks	11.0	6.9
Short term paper	0.3	0.1
Mortgages	1.8	2.7
Bonds	1.5	0.8
Other loans	6.5	1.0
Amount owing to affiliates	17.3	12.5
Other liabilities	7.6	10.1
Deferred income tax	0.7	1.0
<b>Total liabilities</b>	<b>76.8</b>	<b>88.0</b>
<b>Shareholders' equity</b>		
Share capital	2.8	9.6
Retained earnings	19.2	1.2
Other surplus	1.3	1.2
<b>Total shareholders' equity</b>	<b>23.2</b>	<b>12.0</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>67.4</b>	<b>77.2</b>
<b>Current liabilities - % of total assets</b>	<b>49.9</b>	<b>74.5</b>

**Industry** 196 - Architectural, engineering and other scientific and technical services  
**SICE Grouping** 775

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	10,348					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	15.0	4.6	-1.5	4.7	4.4	2.0
Pretax profit margin	19.0	6.1	-1.2	6.4	5.6	2.5
Operating profit margin	15.3	4.7	-0.4	4.0	5.8	2.8
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	365.3	240.1	120.0	220.3	315.4	271.7
Return on net operating assets	21.6	7.2	-3.0	4.8	14.1	8.2
Pretax profit to assets	30.3	9.6	-2.7	9.1	10.7	6.0
Return on capital employed	20.7	7.2	-0.3	5.4	11.2	9.9
Return on equity (2)	41.4	17.8	0.7	16.7	19.6	13.7
<u>Efficiency (ratios)</u>						
Receivable turnover	10.40	6.18	4.16	6.87	5.38	4.59
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.66	2.00	1.27	2.02	1.99	1.48
Debt to equity	0.13	0.37	1.26	0.36	0.39	0.66
Liabilities to assets	0.28	0.58	0.89	0.57	0.59	0.70
Interest coverage	7.69	1.50	-0.53	1.00	3.55	5.34
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	75		25			
Pretax profit	73		27			
Net profit	73		27			
Percentage of firms with zero or negative equity(2)			14			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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**Industry** 196 - Architectural, engineering and other scientific and technical services**SICE Grouping** 775

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	13.6	13.8
Accounts receivable	27.4	31.4
Inventory	2.2	4.9
Capital assets	25.7	21.9
Other assets	3.9	5.2
<b>Total operating assets</b>	<b>72.8</b>	<b>77.2</b>
Investments and accounts with affiliates	16.0	11.6
Portfolio investments and loans with non-affiliates	11.2	11.3
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	18.7	18.0
Borrowing:		
Banks	7.9	8.9
Short term paper	0.1	0.1
Mortgages	3.3	1.2
Bonds	1.1	8.5
Other loans	3.4	1.9
Amount owing to affiliates	17.6	13.4
Other liabilities	2.7	7.8
Deferred income tax	0.3	0.6
<b>Total liabilities</b>	<b>55.2</b>	<b>60.4</b>
<b>Shareholders' equity</b>		
Share capital	18.1	37.1
Retained earnings	26.1	0.8
Other surplus	0.6	1.7
<b>Total shareholders' equity</b>	<b>44.8</b>	<b>39.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>55.4</b>	<b>66.8</b>
<b>Current liabilities - % of total assets</b>	<b>33.5</b>	<b>33.1</b>

**Small and Medium Firms**

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Industry 197 - Offices of lawyers and notaries

SICE Grouping 776

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	2,599					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	21.3	9.0	-0.6	8.5	10.7	0.4
Pretax profit margin	27.5	12.1	0.5	11.4	14.0	0.6
Operating profit margin	35.3	12.9	6.0	12.6	16.4	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	322.0	184.8	99.3	167.5	197.6	...
Return on net operating assets	33.9	10.3	-7.5	10.3	20.7	...
Pretax profit to assets	35.6	15.0	0.1	12.2	26.3	3.5
Return on capital employed	21.4	11.2	-5.3	10.5	25.4	...
Return on equity (2)	42.4	19.0	2.9	16.5	29.0	...
<u>Efficiency (ratios)</u>						
Receivable turnover	9.49	5.24	2.63	4.97	6.47	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.65	1.52	1.20	1.50	1.52	...
Debt to equity	0.16	0.49	1.04	0.49	0.70	...
Liabilities to assets	0.29	0.56	0.88	0.56	0.54	0.82
Interest coverage	4.68	1.29	-1.58	1.00	15.60	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	81		19			
Pretax profit	79		21			
Net profit	78		22			
Percentage of firms with zero or negative equity(2)			16			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 197 - Offices of lawyers and notaries  
**SICE Grouping** 776

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.0	-
Accounts receivable	19.4	-
Inventory	1.1	-
Capital assets	22.2	-
Other assets	6.7	-
<b>Total operating assets</b>	<b>59.5</b>	<b>-</b>
Investments and accounts with affiliates	20.8	-
Portfolio investments and loans with non-affiliates	19.8	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	13.0	-
Borrowing:		
Banks	8.6	-
Short term paper	0.1	-
Mortgages	4.8	-
Bonds	1.7	-
Other loans	2.7	-
Amount owing to affiliates	9.6	-
Other liabilities	11.4	-
Deferred income tax	2.0	-
<b>Total liabilities</b>	<b>53.9</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	3.5	-
Retained earnings	41.2	-
Other surplus	1.4	-
<b>Total shareholders' equity</b>	<b>46.1</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>40.7</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>32.3</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 198 - Management consulting services

SICE Grouping 777

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	15,016					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	25.1	7.4	-1.1	8.0	5.7	1.8
Pretax profit margin	33.3	10.4	-0.6	11.3	7.5	2.7
Operating profit margin	20.5	6.1	-1.0	6.0	6.2	2.3
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	330.2	152.8	70.8	150.7	252.9	173.3
Return on net operating assets	23.0	6.1	-3.7	5.8	10.8	8.3
Pretax profit to assets	36.1	11.4	-1.2	11.1	12.5	6.6
Return on capital employed	18.5	7.8	-0.2	7.0	10.4	6.7
Return on equity (2)	44.3	19.2	2.9	18.2	24.8	15.5
<u>Efficiency (ratios)</u>						
Receivable turnover	10.56	7.00	3.42	7.33	6.20	6.22
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	5.58	2.51	1.17	2.91	1.41	1.27
Debt to equity	0.13	0.46	1.22	0.46	0.74	1.00
Liabilities to assets	0.26	0.58	0.94	0.56	0.65	0.76
Interest coverage	7.95	1.81	-0.20	1.65	2.03	2.19
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	74		26			
Pretax profit	74		26			
Net profit	73		27			
Percentage of firms with zero or negative equity(2)	17					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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**Industry** 198 - Management consulting services**SICE Grouping** 777

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.9	4.7
Accounts receivable	12.5	15.6
Inventory	3.7	2.7
Capital assets	19.6	18.1
Other assets	3.0	6.8
<b>Total operating assets</b>	<b>48.8</b>	<b>47.9</b>
Investments and accounts with affiliates	28.5	18.1
Portfolio investments and loans with non-affiliates	22.7	33.9
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	13.5	17.9
Borrowing:		
Banks	9.2	8.0
Short term paper	0.3	0.1
Mortgages	3.9	2.7
Bonds	3.1	5.7
Other loans	5.1	4.1
Amount owing to affiliates	19.9	9.7
Other liabilities	2.4	26.3
Deferred income tax	0.3	0.6
<b>Total liabilities</b>	<b>57.6</b>	<b>74.9</b>
<b>Shareholders' equity</b>		
Share capital	9.6	15.9
Retained earnings	29.9	7.8
Other surplus	2.9	1.4
<b>Total shareholders' equity</b>	<b>42.4</b>	<b>25.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>41.4</b>	<b>23.9</b>
<b>Current liabilities - % of total assets</b>	<b>25.4</b>	<b>19.0</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 199 - Other business services

SICE Grouping 779

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	12,596					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	14.9	3.9	-1.3	4.1	3.5	1.4
Pretax profit margin	19.4	5.3	-1.1	5.7	4.5	2.0
Operating profit margin	15.8	5.1	-0.4	5.2	4.5	2.5
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	373.0	211.7	102.2	173.2	270.0	333.8
Return on net operating assets	20.9	8.0	-3.2	7.2	9.2	9.2
Pretax profit to assets	26.6	8.0	-2.1	7.5	9.2	5.5
Return on capital employed	18.3	7.3	0.3	6.7	7.8	8.2
Return on equity (2)	37.5	15.4	1.9	14.3	19.4	16.3
<u>Efficiency (ratios)</u>						
Receivable turnover	11.57	7.49	4.79	7.63	7.42	7.29
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.07	1.75	1.14	1.87	1.57	1.14
Debt to equity	0.16	0.56	1.80	0.48	0.67	1.76
Liabilities to assets	0.30	0.64	0.96	0.62	0.68	0.77
Interest coverage	8.39	2.24	0.37	2.28	1.96	2.72
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	75		25			
Pretax profit	76		24			
Net profit	75		25			
Percentage of firms with zero or negative equity(2)			14			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 199 - Other business services  
 SICE Grouping 779

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.3	10.1
Accounts receivable	18.8	29.4
Inventory	3.6	6.6
Capital assets	24.9	19.3
Other assets	4.1	11.5
<b>Total operating assets</b>	<b>61.7</b>	<b>76.9</b>
Investments and accounts with affiliates	22.2	13.2
Portfolio investments and loans with non-affiliates	16.1	10.0
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	15.5	32.2
Borrowing:		
Banks	12.4	10.8
Short term paper	0.2	0.3
Mortgages	4.0	1.0
Bonds	2.3	3.7
Other loans	6.0	3.6
Amount owing to affiliates	15.9	20.5
Other liabilities	3.7	6.6
Deferred income tax	0.6	0.6
<b>Total liabilities</b>	<b>60.5</b>	<b>79.4</b>
<b>Shareholders' equity</b>		
Share capital	4.6	14.5
Retained earnings	32.4	4.9
Other surplus	2.5	1.3
<b>Total shareholders' equity</b>	<b>39.5</b>	<b>20.6</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>45.2</b>	<b>58.9</b>
<b>Current liabilities - % of total assets</b>	<b>33.7</b>	<b>51.2</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 200 - Elementary and secondary education  
SICE Grouping 851

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	251					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.6	2.6	-1.8	1.0	3.2	...
Pretax profit margin	7.9	3.3	-1.8	1.5	4.5	...
Operating profit margin	8.4	7.2	6.6	...	7.8	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	...	238.2	...	...	113.0	...
Return on net operating assets	...	12.9	...	...	6.6	...
Pretax profit to assets	18.3	6.8	-4.1	3.4	7.9	...
Return on capital employed	...	8.5	...	...	15.0	...
Return on equity (2)	34.9	16.8	0.9	12.6	18.8	...
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.32	...	...	1.14	...
Debt to equity	...	0.09	...	...	0.63	...
Liabilities to assets	0.46	0.86	1.07	0.84	0.88	...
Interest coverage	...	3.75	...	...	3.75	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	82		18			
Pretax profit	82		18			
Net profit	82		18			
Percentage of firms with zero or negative equity(2)						18

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Revenue under \$25 million, Reference Year 1996

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Industry 200 - Elementary and secondary education

SICE Grouping 851

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.3	-
Accounts receivable	6.4	-
Inventory	0.4	-
Capital assets	40.8	-
Other assets	3.2	-
<b>Total operating assets</b>	<b>57.1</b>	<b>-</b>
Investments and accounts with affiliates	25.1	-
Portfolio investments and loans with non-affiliates	17.9	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	15.5	-
Borrowing:		
Banks	10.3	-
Short term paper	0.2	-
Mortgages	7.5	-
Bonds	2.2	-
Other loans	6.4	-
Amount owing to affiliates	12.5	-
Other liabilities	12.9	-
Deferred income tax	-0.1	-
<b>Total liabilities</b>	<b>67.4</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	10.1	-
Retained earnings	20.3	-
Other surplus	2.3	-
<b>Total shareholders' equity</b>	<b>32.6</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>27.8</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>37.1</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 201 - Post-secondary non-university education

SICE Grouping 852

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,109					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.3	1.7	-3.3	1.4	2.4	2.9
Pretax profit margin	8.9	2.4	-3.2	1.9	3.1	4.3
Operating profit margin	6.3	-0.1	-4.8	-2.0	9.5	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	471.1	278.3	163.3	99.6	310.9	...
Return on net operating assets	17.5	-1.0	-20.4	-18.4	12.0	...
Pretax profit to assets	19.1	4.4	-8.3	3.1	5.4	5.4
Return on capital employed	31.7	12.7	1.6	8.4	17.4	...
Return on equity (2)	40.5	16.3	1.3	15.4	17.1	...
<u>Efficiency (ratios)</u>						
Receivable turnover	8.01	6.20	5.59	...	8.01	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	1.50	1.25	0.80	1.21	1.25	...
Debt to equity	0.14	0.35	1.61	0.44	0.30	...
Liabilities to assets	0.50	0.82	1.05	0.81	0.83	0.78
Interest coverage	4.62	0.93	-2.13	-2.13	4.62	...
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				78	22	
Pretax profit				72	28	
Net profit				72	28	
Percentage of firms with zero or negative equity(2)						30

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

Industry 201 - Post-secondary non-university education  
 SICE Grouping 852

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	14.1	-
Accounts receivable	19.1	-
Inventory	6.5	-
Capital assets	34.9	-
Other assets	5.0	-
<b>Total operating assets</b>	<b>79.7</b>	<b>-</b>
Investments and accounts with affiliates	15.0	-
Portfolio investments and loans with non-affiliates	5.3	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	18.3	-
Borrowing:		
Banks	7.1	-
Short term paper	0.0	-
Mortgages	6.6	-
Bonds	0.6	-
Other loans	2.6	-
Amount owing to affiliates	14.6	-
Other liabilities	22.1	-
Deferred income tax	0.1	-
<b>Total liabilities</b>	<b>72.1</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	13.5	-
Retained earnings	14.4	-
Other surplus	0.0	-
<b>Total shareholders' equity</b>	<b>27.9</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>48.9</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>44.5</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 202 - Other educational services  
SICE Grouping 859

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	704					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	7.5	1.7	-3.1	1.5	3.0	...
Pretax profit margin	9.2	2.3	-3.0	1.7	3.8	...
Operating profit margin	21.4	3.1	-0.8	2.7	4.3	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	542.2	305.0	172.0	357.5	222.5	...
Return on net operating assets	8.2	1.3	-3.7	-3.7	7.0	...
Pretax profit to assets	23.8	6.2	-9.0	4.6	9.0	...
Return on capital employed	23.7	10.6	4.4	7.2	17.0	...
Return on equity (2)	42.9	16.0	1.4	15.5	17.1	...
<i>Efficiency (ratios)</i>						
Receivable turnover	9.31	5.21	4.06	4.22	9.31	...
Inventory turnover	...	...	...	...	...	...
<i>Liquidity/Solvency (ratios)</i>						
Working capital	3.90	2.18	1.03	3.00	1.25	...
Debt to equity	0.30	0.78	1.92	0.30	0.78	...
Liabilities to assets	0.49	0.81	1.08	0.84	0.72	...
Interest coverage	5.80	1.55	0.02	2.60	0.56	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	75		25			
Pretax profit	65		35			
Net profit	65		35			
Percentage of firms with zero or negative equity(2)						19

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 202 - Other educational services

SICE Grouping 859

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	15.4	-
Accounts receivable	17.5	-
Inventory	1.3	-
Capital assets	43.2	-
Other assets	6.9	-
<b>Total operating assets</b>	<b>84.2</b>	<b>-</b>
Investments and accounts with affiliates	8.8	-
Portfolio investments and loans with non-affiliates	6.9	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	19.7	-
Borrowing:		
Banks	13.4	-
Short term paper	0.2	-
Mortgages	1.9	-
Bonds	1.7	-
Other loans	3.0	-
Amount owing to affiliates	17.3	-
Other liabilities	14.0	-
Deferred income tax	0.1	-
<b>Total liabilities</b>	<b>71.3</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	1.5	-
Retained earnings	27.2	-
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>28.7</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>51.5</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>38.0</b>	<b>-</b>

**Industry** 203 - Other institutional health and social services  
**SICE Grouping** 862

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	863					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.0	2.0	-1.7	2.1	1.6	1.5
Pretax profit margin	7.5	2.4	-1.4	2.6	2.2	2.0
Operating profit margin	18.0	4.0	0.1	...	8.4	0.1
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	155.0	90.1	53.1	...	58.8	85.9
Return on net operating assets	14.5	10.7	1.8	...	11.6	8.5
Pretax profit to assets	9.2	2.4	-1.6	2.2	2.7	2.3
Return on capital employed	12.5	7.3	-0.2	...	10.0	2.7
Return on equity (2)	24.0	11.3	0.3	9.5	13.5	7.4
<u>Efficiency (ratios)</u>						
Receivable turnover	...	16.48	...	...	12.64	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.63	0.87	0.78	...	0.78	0.62
Debt to equity	0.44	1.79	3.76	...	2.17	...
Liabilities to assets	0.58	0.88	1.03	0.86	0.90	0.94
Interest coverage	2.50	1.27	1.04	...	1.32	0.95
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	83		17			
Pretax profit	77		23			
Net profit	74		26			
Percentage of firms with zero or negative equity(2)	28					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms**

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Industry 203 - Other institutional health and social services

SICE Grouping 862

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.6	2.6
Accounts receivable	2.2	3.2
Inventory	0.1	0.2
Capital assets	73.9	75.4
Other assets	4.9	8.1
<b>Total operating assets</b>	<b>86.7</b>	<b>89.5</b>
Investments and accounts with affiliates	10.7	7.8
Portfolio investments and loans with non-affiliates	2.6	2.7
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	7.4	14.5
Borrowing:		
Banks	20.6	11.2
Short term paper	1.3	0.8
Mortgages	24.3	47.9
Bonds	14.5	13.9
Other loans	7.8	5.8
Amount owing to affiliates	10.1	5.3
Other liabilities	4.0	1.8
Deferred income tax	0.3	0.2
<b>Total liabilities</b>	<b>90.4</b>	<b>101.4</b>
<b>Shareholders' equity</b>		
Share capital	4.9	6.1
Retained earnings	3.2	-7.5
Other surplus	1.6	-
<b>Total shareholders' equity</b>	<b>9.6</b>	<b>-1.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>11.4</b>	<b>10.3</b>
<b>Current liabilities - % of total assets</b>	<b>20.2</b>	<b>22.9</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 204 - Non-institutional health services  
SICE Grouping 863

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	540					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	11.9	3.6	-0.4	4.0	3.0	...
Pretax profit margin	15.1	4.4	0.1	5.2	3.7	...
Operating profit margin	...	5.9	...	...	1.8	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	...	430.8	...	...	430.8	...
Return on net operating assets	...	28.1	...	...	13.4	...
Pretax profit to assets	26.7	9.2	-0.4	9.7	8.5	...
Return on capital employed	...	12.5	...	...	9.1	...
Return on equity (2)	37.2	16.7	4.6	18.6	15.4	...
<u>Efficiency (ratios)</u>						
Receivable turnover	...	11.06	...	...	12.58	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.70	...	...	1.29	...
Debt to equity	...	0.32	...	...	0.32	...
Liabilities to assets	0.35	0.63	0.91	0.63	0.65	...
Interest coverage	...	6.40	...	...	4.66	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)						30

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

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Industry 204 - Non-institutional health services

SICE Grouping 863

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	11.7	-
Accounts receivable	15.3	-
Inventory	0.2	-
Capital assets	30.1	-
Other assets	8.9	-
<b>Total operating assets</b>	<b>66.2</b>	<b>-</b>
Investments and accounts with affiliates	9.2	-
Portfolio investments and loans with non-affiliates	24.6	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	23.0	-
Borrowing:		
Banks	7.6	-
Short term paper	0.2	-
Mortgages	0.6	-
Bonds	2.7	-
Other loans	2.8	-
Amount owing to affiliates	4.1	-
Other liabilities	3.3	-
Deferred income tax	0.6	-
<b>Total liabilities</b>	<b>44.8</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	5.9	-
Retained earnings	49.3	-
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>55.2</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>42.4</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>33.8</b>	<b>-</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 205 - Non-institutional social services

SICE Grouping 864

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,267					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.4	1.4	-2.6	1.2	1.8	...
Pretax profit margin	7.9	1.8	-2.3	1.7	2.3	...
Operating profit margin	8.5	2.0	-0.8	0.6	4.2	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	328.4	226.4	76.3	195.1	276.2	...
Return on net operating assets	14.3	5.8	-2.8	3.5	15.9	...
Pretax profit to assets	20.9	3.9	-8.9	3.3	7.8	...
Return on capital employed	15.7	8.6	-2.8	6.7	15.7	...
Return on equity (2)	40.0	19.0	-0.9	18.6	20.0	...
<u>Efficiency (ratios)</u>						
Receivable turnover	...	10.12	...	...	16.91	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.73	2.72	1.30	2.72	1.50	...
Debt to equity	...	0.11	...	...	0.05	...
Liabilities to assets	0.47	0.83	1.05	0.84	0.75	...
Interest coverage	3.30	2.74	1.93	...	3.04	...
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				71	29	
Pretax profit				60	40	
Net profit				60	40	
Percentage of firms with zero or negative equity(2)				30		

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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Industry 205 - Non-institutional social services

SICE Grouping 864

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.5	-
Accounts receivable	8.7	-
Inventory	1.4	-
Capital assets	62.2	-
Other assets	8.4	-
<b>Total operating assets</b>	<b>88.2</b>	<b>-</b>
Investments and accounts with affiliates	8.9	-
Portfolio investments and loans with non-affiliates	2.9	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	9.9	-
Borrowing:		
Banks	12.7	-
Short term paper	0.8	-
Mortgages	27.3	-
Bonds	9.4	-
Other loans	5.0	-
Amount owing to affiliates	13.4	-
Other liabilities	6.9	-
Deferred income tax	-0.2	-
<b>Total liabilities</b>	<b>85.3</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	0.3	-
Retained earnings	14.4	-
Other surplus	0.0	-
<b>Total shareholders' equity</b>	<b>14.7</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>22.4</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>25.2</b>	<b>-</b>

**Industry** 206 - Offices of physicians, surgeons and dentists, private practice  
**SICE Grouping** 865

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	9,096					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	25.2	14.3	4.7	15.2	12.1	...
Pretax profit margin	33.2	18.9	6.7	20.2	15.9	...
Operating profit margin	30.3	19.1	11.6	19.5	17.5	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	367.1	251.8	148.4	228.4	278.1	...
Return on net operating assets	35.9	17.9	8.4	16.8	30.8	...
Pretax profit to assets	43.9	20.5	7.6	20.3	20.8	...
Return on capital employed	27.0	15.8	8.7	16.0	14.3	...
Return on equity (2)	41.2	19.8	8.2	18.9	23.6	...
<i>Efficiency (ratios)</i>						
Receivable turnover	14.37	10.87	7.92	10.87	10.75	...
Inventory turnover	...	...	...	...	...	...
<i>Liquidity/Solvency (ratios)</i>						
Working capital	5.06	2.47	1.37	2.71	1.83	...
Debt to equity	0.06	0.24	0.97	0.26	0.23	...
Liabilities to assets	0.14	0.38	0.75	0.37	0.43	...
Interest coverage	16.33	6.91	2.72	5.31	10.14	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	90		10			
Pretax profit	90		10			
Net profit	90		10			
Percentage of firms with zero or negative equity(2)						16

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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**Industry** 206 - Offices of physicians, surgeons and dentists, private practice**SICE Grouping** 865

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	14.0	-
Accounts receivable	8.3	-
Inventory	0.5	-
Capital assets	26.1	-
Other assets	5.9	-
<b>Total operating assets</b>	<b>54.7</b>	<b>-</b>
Investments and accounts with affiliates	21.7	-
Portfolio investments and loans with non-affiliates	23.6	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	9.7	-
Borrowing:		
Banks	10.7	-
Short term paper	0.2	-
Mortgages	4.0	-
Bonds	2.5	-
Other loans	5.3	-
Amount owing to affiliates	5.7	-
Other liabilities	2.1	-
Deferred income tax	0.2	-
<b>Total liabilities</b>	<b>40.4</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	2.6	-
Retained earnings	56.4	-
Other surplus	0.6	-
<b>Total shareholders' equity</b>	<b>59.6</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>36.2</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>19.8</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 207 - Offices of other health practitioners  
SICE Grouping 866

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,137					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	14.2	5.7	-0.2	5.5	6.1	...
Pretax profit margin	18.3	7.4	0.3	7.3	8.1	...
Operating profit margin	21.5	10.7	1.5	11.0	...	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	426.0	392.2	137.4	241.7	...	...
Return on net operating assets	38.0	18.1	7.4	11.3	...	...
Pretax profit to assets	32.7	12.7	0.5	11.6	17.5	...
Return on capital employed	26.4	11.7	6.4	10.1	...	...
Return on equity (2)	41.2	19.9	4.7	18.9	24.1	...
<u>Efficiency (ratios)</u>						
Receivable turnover	10.79	8.61	5.07	9.04	...	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	2.98	1.76	1.21	1.76	...	...
Debt to equity	...	0.40	...	0.40	...	...
Liabilities to assets	0.24	0.55	0.88	0.55	0.49	...
Interest coverage	...	2.38	...	1.85	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	100		...			
Pretax profit	90		10			
Net profit	85		15			
Percentage of firms with zero or negative equity(2)			15			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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Industry 207 - Offices of other health practitioners

SICE Grouping 866

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	10.9	-
Accounts receivable	16.9	-
Inventory	4.3	-
Capital assets	31.1	-
Other assets	8.3	-
<b>Total operating assets</b>	<b>71.6</b>	<b>-</b>
Investments and accounts with affiliates	9.2	-
Portfolio investments and loans with non-affiliates	19.3	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	14.6	-
Borrowing:		
Banks	11.9	-
Short term paper	0.1	-
Mortgages	13.7	-
Bonds	2.3	-
Other loans	1.2	-
Amount owing to affiliates	2.1	-
Other liabilities	3.2	-
Deferred income tax	-0.1	-
<b>Total liabilities</b>	<b>49.1</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	1.8	-
Retained earnings	48.6	-
Other surplus	0.6	-
<b>Total shareholders' equity</b>	<b>50.9</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>34.1</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>30.4</b>	<b>-</b>

Industry 208 - Medical and other health laboratories

SICE Grouping 868

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	527					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	18.4	6.8	-0.6	7.9	5.4	1.7
Pretax profit margin	24.2	8.8	0.4	10.1	7.1	2.2
Operating profit margin	17.9	8.5	6.5	...	7.5	1.4
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	501.2	232.0	119.5	166.2	232.0	339.6
Return on net operating assets	28.8	15.5	8.8	17.5	15.5	10.7
Pretax profit to assets	30.5	11.5	-0.1	10.9	12.4	2.8
Return on capital employed	25.2	14.3	12.3	...	14.0	6.5
Return on equity (2)	36.9	14.5	3.7	14.3	16.2	10.7
<u>Efficiency (ratios)</u>						
Receivable turnover	12.65	11.03	10.23	...	10.55	6.32
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	4.90	2.63	1.25	2.63	1.25	1.05
Debt to equity	0.05	0.25	1.33	...	1.03	...
Liabilities to assets	0.16	0.42	0.79	0.40	0.48	0.74
Interest coverage	...	2.22	...	...	2.22	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	95		5			
Pretax profit	95		5			
Net profit	95		5			
Percentage of firms with zero or negative equity(2)	5					

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Industry 208 - Medical and other health laboratories

SICE Grouping 868

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	9.5	19.5
Accounts receivable	8.9	30.8
Inventory	0.8	4.1
Capital assets	19.4	30.5
Other assets	20.3	10.1
<b>Total operating assets</b>	<b>58.9</b>	<b>95.0</b>
Investments and accounts with affiliates	31.0	3.2
Portfolio investments and loans with non-affiliates	10.1	1.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	8.0	43.3
Borrowing:		
Banks	2.6	10.1
Short term paper	0.1	0.4
Mortgages	9.6	0.8
Bonds	1.9	4.8
Other loans	1.3	2.7
Amount owing to affiliates	9.8	17.8
Other liabilities	14.4	4.4
Deferred income tax	0.3	-2.0
<b>Total liabilities</b>	<b>48.1</b>	<b>82.5</b>
<b>Shareholders' equity</b>		
Share capital	12.4	9.1
Retained earnings	39.3	8.4
Other surplus	0.2	-
<b>Total shareholders' equity</b>	<b>51.9</b>	<b>17.5</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>40.7</b>	<b>58.0</b>
<b>Current liabilities - % of total assets</b>	<b>12.9</b>	<b>47.4</b>

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Industry 209 - Health and social service associations and agencies

SICE Grouping 869

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	162					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	23.5	5.4	-1.3	8.0	3.0	...
Pretax profit margin	28.7	6.8	-1.2	10.8	3.5	...
Operating profit margin	...	6.8	...	...	...	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	...	...	...	...	...	...
Return on net operating assets	...	...	...	...	...	...
Pretax profit to assets	32.4	14.6	-2.5	16.8	8.0	...
Return on capital employed	...	3.2	...	...	...	...
Return on equity (2)	52.5	20.9	2.4	21.0	20.9	...
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	...	...	...	...	...
Debt to equity	...	...	...	...	...	...
Liabilities to assets	0.20	0.62	0.96	0.58	0.63	...
Interest coverage	...	...	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 209 - Health and social service associations and agencies  
**SICE Grouping** 869

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	34.6	-
Accounts receivable	4.6	-
Inventory	0.3	-
Capital assets	12.6	-
Other assets	4.7	-
<b>Total operating assets</b>	<b>56.7</b>	<b>-</b>
Investments and accounts with affiliates	1.2	-
Portfolio investments and loans with non-affiliates	42.0	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	14.6	-
Borrowing:		
Banks	3.7	-
Short term paper	-	-
Mortgages	7.2	-
Bonds	-	-
Other loans	2.0	-
Amount owing to affiliates	0.4	-
Other liabilities	91.0	-
Deferred income tax	-3.0	-
<b>Total liabilities</b>	<b>115.9</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	14.7	-
Retained earnings	-30.8	-
Other surplus	0.2	-
<b>Total shareholders' equity</b>	<b>-15.9</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>66.1</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>22.4</b>	<b>-</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 210 - Hotels, motels and tourist courts

SICE Grouping 911

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	4,391					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.7	1.3	-4.3	0.7	2.0	1.9
Pretax profit margin	8.1	1.6	-4.0	1.0	2.6	2.3
Operating profit margin	21.3	5.7	0.4	3.3	5.9	6.4
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	161.1	85.6	44.1	60.2	129.1	90.1
Return on net operating assets	12.1	4.2	0.6	2.5	6.6	11.7
Pretax profit to assets	6.7	1.3	-2.9	0.6	2.5	2.3
Return on capital employed	11.4	5.5	0.9	2.4	9.0	8.5
Return on equity (2)	21.1	7.5	-2.2	5.1	10.1	8.7
<u>Efficiency (ratios)</u>						
Receivable turnover	19.11	14.18	7.01	6.40	18.36	17.26
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	5.55	2.44	1.24	2.93	1.50	1.16
Debt to equity	0.44	1.82	5.63	1.10	2.18	6.88
Liabilities to assets	0.58	0.86	1.03	0.90	0.82	0.87
Interest coverage	1.73	0.97	0.28	0.83	1.08	1.12
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	80		20			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Revenue under \$25 million, Reference Year 1996

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Industry 210 - Hotels, motels and tourist courts

SICE Grouping 911

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	5.2	3.2
Accounts receivable	1.8	2.8
Inventory	1.6	1.9
Capital assets	73.3	77.2
Other assets	2.0	3.5
<b>Total operating assets</b>	<b>84.0</b>	<b>88.7</b>
Investments and accounts with affiliates	9.4	9.3
Portfolio investments and loans with non-affiliates	6.6	2.1
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	5.7	8.2
Borrowing:		
Banks	23.8	24.8
Short term paper	1.2	1.8
Mortgages	10.6	21.7
Bonds	8.7	11.2
Other loans	16.2	11.0
Amount owing to affiliates	23.6	25.0
Other liabilities	1.4	0.9
Deferred income tax	0.3	0.3
<b>Total liabilities</b>	<b>91.6</b>	<b>105.1</b>
<b>Shareholders' equity</b>		
Share capital	9.9	13.7
Retained earnings	-3.4	-21.3
Other surplus	2.0	2.5
<b>Total shareholders' equity</b>	<b>8.4</b>	<b>-5.1</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>13.3</b>	<b>11.2</b>
<b>Current liabilities - % of total assets</b>	<b>19.8</b>	<b>26.1</b>

Industry 211 - Lodging houses and residential clubs

SICE Grouping 912

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	558					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	7.0	1.7	-3.5	1.8	1.3	...
Pretax profit margin	8.8	2.0	-3.0	2.1	1.6	...
Operating profit margin	...	6.1	...	...	0.2	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	...	56.3	...	...	114.6	...
Return on net operating assets	...	6.3	...	...	6.3	...
Pretax profit to assets	8.8	1.2	-2.8	1.1	1.3	...
Return on capital employed	...	5.7	...	...	4.8	...
Return on equity (2)	32.5	11.8	-0.1	13.2	9.7	...
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	0.85	...	...	0.71	...
Debt to equity	...	4.22	...	...	...	...
Liabilities to assets	0.67	0.94	1.08	0.94	0.92	...
Interest coverage	...	0.56	...	...	0.38	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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Industry 211 - Lodging houses and residential clubs  
 SICE Grouping 912

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	7.1	-
Accounts receivable	2.4	-
Inventory	2.0	-
Capital assets	79.9	-
Other assets	2.2	-
<b>Total operating assets</b>	<b>93.6</b>	<b>-</b>
Investments and accounts with affiliates	2.9	-
Portfolio investments and loans with non-affiliates	3.5	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	7.6	-
Borrowing:		
Banks	31.9	-
Short term paper	0.9	-
Mortgages	15.9	-
Bonds	13.5	-
Other loans	23.2	-
Amount owing to affiliates	15.9	-
Other liabilities	2.0	-
Deferred income tax	0.1	-
<b>Total liabilities</b>	<b>111.1</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	1.9	-
Retained earnings	-14.4	-
Other surplus	1.4	-
<b>Total shareholders' equity</b>	<b>-11.1</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>12.0</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>25.5</b>	<b>-</b>

**Small and Medium Firms**

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Industry 212 - Camping grounds and travel trailer parks

SICE Grouping 913

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,001					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	11.9	2.9	-2.6	2.8	3.8	...
Pretax profit margin	13.9	3.5	-2.4	3.1	5.9	...
Operating profit margin	19.6	11.9	-0.5	11.9	18.5	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	53.5	40.9	35.8	40.9	63.2	...
Return on net operating assets	9.2	4.8	-2.2	3.9	13.2	...
Pretax profit to assets	7.8	1.9	-1.4	1.7	5.1	...
Return on capital employed	8.7	5.5	-1.5	4.4	12.2	...
Return on equity (2)	20.8	7.9	0.3	7.6	9.0	...
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	0.76	...	0.75	...	...
Debt to equity	1.67	4.36	9.60	4.36	1.69	...
Liabilities to assets	0.49	0.83	1.02	0.85	0.66	...
Interest coverage	2.55	1.08	-0.86	1.00	1.65	...
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				73	27	
Pretax profit				73	27	
Net profit				73	27	
Percentage of firms with zero or negative equity(2)						13

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 212 - Camping grounds and travel trailer parks

SICE Grouping 913

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	3.7	-
Accounts receivable	1.4	-
Inventory	1.3	-
Capital assets	83.8	-
Other assets	1.5	-
<b>Total operating assets</b>	<b>91.7</b>	<b>-</b>
Investments and accounts with affiliates	6.5	-
Portfolio investments and loans with non-affiliates	1.8	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	3.9	-
Borrowing:		
Banks	16.7	-
Short term paper	0.7	-
Mortgages	7.7	-
Bonds	8.4	-
Other loans	6.8	-
Amount owing to affiliates	28.4	-
Other liabilities	12.0	-
Deferred income tax	0.5	-
<b>Total liabilities</b>	<b>85.1</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	3.9	-
Retained earnings	4.2	-
Other surplus	6.9	-
<b>Total shareholders' equity</b>	<b>14.9</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>9.7</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>14.2</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

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Industry 213 - Recreation and vacation camps

SICE Grouping 914

Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median	
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million
					Median
Number of firms in the group	266				
Financial ratios					
<u>Profitability (percentages)</u>					
Net profit margin	7.0	1.4	-6.5	0.6	3.6
Pretax profit margin	8.2	1.6	-6.3	0.7	4.2
Operating profit margin	...	2.8	...	...	...
Gross profit margin	...	...	...	...	...
Operating revenue to net operating assets	...	109.5	...	...	...
Return on net operating assets	...	-4.1	...	...	...
Pretax profit to assets	9.0	1.2	-4.4	0.4	5.7
Return on capital employed	...	-3.6	...	...	...
Return on equity (2)	19.7	7.6	-4.3	2.9	12.7
<u>Efficiency (ratios)</u>					
Receivable turnover	...	...	...	...	...
Inventory turnover	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>					
Working capital	...	1.32	...	...	...
Debt to equity	...	0.33	...	...	...
Liabilities to assets	0.50	0.83	1.07	0.90	0.73
Interest coverage	...	-1.63	...	...	...
Distribution of firms by profits/losses					
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>		
Operating profit	60		40		
Pretax profit	60		40		
Net profit	60		40		
Percentage of firms with zero or negative equity(2)	30				

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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Industry 213 - Recreation and vacation camps

SICE Grouping 914

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.9	-
Accounts receivable	3.3	-
Inventory	6.3	-
Capital assets	68.0	-
Other assets	0.9	-
<b>Total operating assets</b>	<b>85.4</b>	<b>-</b>
Investments and accounts with affiliates	10.7	-
Portfolio investments and loans with non-affiliates	3.9	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	6.8	-
Borrowing:		
Banks	12.2	-
Short term paper	0.2	-
Mortgages	0.4	-
Bonds	2.1	-
Other loans	10.5	-
Amount owing to affiliates	41.8	-
Other liabilities	3.2	-
Deferred income tax	0.7	-
<b>Total liabilities</b>	<b>78.0</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	24.3	-
Retained earnings	-9.2	-
Other surplus	6.9	-
<b>Total shareholders' equity</b>	<b>22.0</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>19.9</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>51.0</b>	<b>-</b>

Industry 214 - Food services  
SICE Grouping 921

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	21,045					
Financial ratios						
<i>Profitability (percentages)</i>						
Net profit margin	2.8	-0.3	-4.9	-1.3	0.8	0.9
Pretax profit margin	3.3	-0.2	-4.6	-1.2	1.0	1.2
Operating profit margin	5.0	1.4	-1.9	1.0	2.2	2.2
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	387.7	272.8	143.4	229.3	310.6	394.2
Return on net operating assets	15.5	5.2	-4.7	3.8	7.9	9.6
Pretax profit to assets	9.2	-0.7	-13.7	-3.1	3.1	4.0
Return on capital employed	14.8	6.0	-2.8	4.0	8.3	6.9
Return on equity (2)	28.7	8.7	-5.9	4.4	13.1	9.6
<i>Efficiency (ratios)</i>						
Receivable turnover	13.93	10.11	6.15	7.09	12.56	14.61
Inventory turnover	...	...	...	...	...	...
<i>Liquidity/Solvency (ratios)</i>						
Working capital	2.34	1.41	1.00	1.62	1.33	1.09
Debt to equity	0.38	0.95	3.36	0.99	0.87	1.59
Liabilities to assets	0.62	0.95	1.18	1.01	0.83	0.75
Interest coverage	3.84	1.10	-1.00	1.00	1.71	1.36
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	68		32			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 214 - Food services  
**SICE Grouping** 921

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.7	5.3
Accounts receivable	3.3	9.7
Inventory	5.1	5.4
Capital assets	53.5	48.5
Other assets	8.6	11.9
<b>Total operating assets</b>	<b>79.2</b>	<b>80.8</b>
Investments and accounts with affiliates	13.6	13.5
Portfolio investments and loans with non-affiliates	7.2	5.7
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	16.1	16.8
Borrowing:		
Banks	16.4	16.4
Short term paper	0.6	0.5
Mortgages	5.8	4.1
Bonds	7.4	6.1
Other loans	8.5	7.3
Amount owing to affiliates	30.5	10.2
Other liabilities	2.5	2.4
Deferred income tax	0.3	2.5
<b>Total liabilities</b>	<b>88.0</b>	<b>66.2</b>
<b>Shareholders' equity</b>		
Share capital	4.1	17.5
Retained earnings	6.1	13.8
Other surplus	1.8	2.5
<b>Total shareholders' equity</b>	<b>12.0</b>	<b>33.8</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>24.1</b>	<b>26.2</b>
<b>Current liabilities - % of total assets</b>	<b>35.1</b>	<b>30.2</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 215 - Taverns, bars and night clubs

SICE Grouping 922

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	2,123					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	4.6	0.6	-3.8	0.3	1.3	...
Pretax profit margin	5.6	0.8	-3.6	0.5	1.6	...
Operating profit margin	7.1	1.1	-4.5	1.1	1.1	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	317.4	181.1	88.2	188.7	181.1	...
Return on net operating assets	19.5	7.2	-8.6	3.5	7.2	...
Pretax profit to assets	12.5	1.6	-8.5	0.5	3.4	...
Return on capital employed	22.2	8.3	-3.3	8.3	7.3	...
Return on equity (2)	31.1	10.5	-3.2	8.6	13.4	...
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	...
Inventory turnover	...	0.42	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.70	1.35	1.08	1.22	2.90	...
Debt to equity	0.82	1.78	3.35	1.78	1.09	...
Liabilities to assets	0.51	0.84	1.08	0.88	0.78	...
Interest coverage	5.89	1.57	-0.60	1.57	1.11	...
Distribution of firms by profits/losses						
				<u>Firms with profits (%)</u>	<u>Firms with losses (%)</u>	
Operating profit				70	30	
Pretax profit				66	34	
Net profit				66	34	
Percentage of firms with zero or negative equity(2)				30		

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

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**Industry** 215 - Taverns, bars and night clubs  
**SICE Grouping** 922

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	6.9	-
Accounts receivable	1.5	-
Inventory	7.3	-
Capital assets	48.6	-
Other assets	15.8	-
<b>Total operating assets</b>	<b>80.1</b>	<b>-</b>
Investments and accounts with affiliates	15.5	-
Portfolio investments and loans with non-affiliates	4.4	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	11.6	-
Borrowing:		
Banks	18.4	-
Short term paper	1.2	-
Mortgages	8.6	-
Bonds	13.9	-
Other loans	9.4	-
Amount owing to affiliates	22.9	-
Other liabilities	2.0	-
Deferred income tax	0.2	-
<b>Total liabilities</b>	<b>88.3</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	3.7	-
Retained earnings	5.7	-
Other surplus	2.3	-
<b>Total shareholders' equity</b>	<b>11.7</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>23.8</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>28.1</b>	<b>-</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

**Financial Performance Indicators for Canadian Business**

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Industry 216 - Motion picture, audio and video production and distribution

SICE Grouping 961

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,669					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	14.6	3.2	-2.1	3.3	2.9	1.3
Pretax profit margin	19.2	4.3	-1.7	4.5	3.5	1.9
Operating profit margin	7.7	1.2	-4.1	-0.6	4.0	7.8
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	411.4	309.7	141.5	386.1	183.7	266.5
Return on net operating assets	20.2	-2.3	-20.6	-6.1	9.1	8.4
Pretax profit to assets	27.7	6.7	-4.8	6.6	6.9	4.5
Return on capital employed	15.3	5.4	-12.9	-0.8	9.1	9.4
Return on equity (2)	40.0	16.9	-1.9	16.6	18.2	19.6
<u>Efficiency (ratios)</u>						
Receivable turnover	15.99	7.38	4.02	7.78	5.56	4.55
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.29	1.74	1.13	2.21	1.67	1.19
Debt to equity	0.18	0.70	1.93	0.39	1.93	1.19
Liabilities to assets	0.34	0.67	0.98	0.65	0.74	0.81
Interest coverage	5.75	0.59	-4.00	-1.00	1.24	8.94
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)					28	

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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Revenue under \$25 million, Reference Year 1996

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Industry 216 - Motion picture, audio and video production and distribution

SICE Grouping 961

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.5	8.4
Accounts receivable	21.6	27.6
Inventory	5.3	5.6
Capital assets	25.0	18.9
Other assets	7.0	4.6
<b>Total operating assets</b>	<b>67.4</b>	<b>65.1</b>
Investments and accounts with affiliates	21.9	24.6
Portfolio investments and loans with non-affiliates	10.7	10.3
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	16.9	25.8
Borrowing:		
Banks	16.8	12.8
Short term paper	0.8	0.4
Mortgages	2.1	1.2
Bonds	9.7	7.4
Other loans	9.7	9.1
Amount owing to affiliates	16.7	11.7
Other liabilities	4.8	3.4
Deferred income tax	0.5	1.4
<b>Total liabilities</b>	<b>78.0</b>	<b>73.1</b>
<b>Shareholders' equity</b>		
Share capital	9.5	11.8
Retained earnings	9.4	15.6
Other surplus	3.1	-0.4
<b>Total shareholders' equity</b>	<b>22.0</b>	<b>26.9</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>48.6</b>	<b>48.8</b>
<b>Current liabilities - % of total assets</b>	<b>35.2</b>	<b>43.4</b>

**Small and Medium Firms**

Revenue under \$25 million, Reference Year 1996

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Industry 217 - Motion picture exhibition

SICE Grouping 962

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	97					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.4	1.3	-4.0	-0.2	2.5	...
Pretax profit margin	8.3	1.7	-3.5	0.5	3.1	...
Operating profit margin	...	14.9	...	...	...	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	...	48.1	...	...	...	...
Return on net operating assets	...	4.6	...	...	...	...
Pretax profit to assets	9.1	2.0	-4.1	0.2	4.3	...
Return on capital employed	...	0.7	...	...	-1.1	...
Return on equity (2)	19.0	6.5	-2.5	4.1	10.5	...
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.25	...	...	...	...
Debt to equity	...	0.73	...	...	...	...
Liabilities to assets	0.47	0.77	1.02	0.79	0.71	...
Interest coverage	...	...	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Small and Medium Firms****Financial Performance Indicators for Canadian Business**

Revenue under \$25 million, Reference Year 1996

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Industry 217 - Motion picture exhibition

SICE Grouping 962

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	0.9	-
Accounts receivable	1.0	-
Inventory	0.3	-
Capital assets	61.8	-
Other assets	5.6	-
<b>Total operating assets</b>	<b>69.6</b>	<b>-</b>
Investments and accounts with affiliates	24.4	-
Portfolio investments and loans with non-affiliates	6.0	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	6.6	-
Borrowing:		
Banks	34.0	-
Short term paper	-	-
Mortgages	2.9	-
Bonds	0.4	-
Other loans	17.4	-
Amount owing to affiliates	27.9	-
Other liabilities	0.7	-
Deferred income tax	0.5	-
<b>Total liabilities</b>	<b>90.5</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	2.9	-
Retained earnings	-2.3	-
Other surplus	8.8	-
<b>Total shareholders' equity</b>	<b>9.5</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>12.5</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>22.0</b>	<b>-</b>

# Small and Medium Firms

Revenue under \$25 million, Reference Year 1996

## Financial Performance Indicators for Canadian Business

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Industry 218 - Theatrical and other staged entertainment services  
SICE Grouping 963

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	941					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	17.5	4.1	-1.7	4.4	3.0	0.3
Pretax profit margin	23.6	5.7	-1.4	6.5	3.6	0.3
Operating profit margin	8.5	3.0	-1.4	3.3	2.6	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	483.0	309.1	94.2	274.4	317.1	...
Return on net operating assets	17.7	5.3	-1.9	7.5	0.3	...
Pretax profit to assets	35.5	10.3	-4.3	10.7	8.8	2.6
Return on capital employed	13.6	5.3	-1.1	5.3	4.3	...
Return on equity (2)	46.3	20.3	3.3	20.0	21.0	...
<u>Efficiency (ratios)</u>						
Receivable turnover	11.82	8.82	5.97	9.84	...	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.67	2.05	0.88	3.08	1.23	...
Debt to equity	0.05	0.18	0.85	0.18	1.51	...
Liabilities to assets	0.25	0.59	0.96	0.55	0.73	0.76
Interest coverage	5.50	1.99	0.49	1.00	5.95	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	73		27			
Pretax profit	76		24			
Net profit	76		24			
Percentage of firms with zero or negative equity(2)						

13

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



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**Industry** 218 - Theatrical and other staged entertainment services**SICE Grouping** 963

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	11.5	-
Accounts receivable	9.9	-
Inventory	4.3	-
Capital assets	22.7	-
Other assets	3.5	-
<b>Total operating assets</b>	<b>51.9</b>	<b>-</b>
Investments and accounts with affiliates	10.9	-
Portfolio investments and loans with non-affiliates	37.2	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	15.7	-
Borrowing:		
Banks	5.6	-
Short term paper	0.2	-
Mortgages	0.8	-
Bonds	2.9	-
Other loans	3.6	-
Amount owing to affiliates	13.6	-
Other liabilities	2.3	-
Deferred income tax	0.2	-
<b>Total liabilities</b>	<b>45.1</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	18.8	-
Retained earnings	36.1	-
Other surplus	-	-
<b>Total shareholders' equity</b>	<b>54.9</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>49.8</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>24.6</b>	<b>-</b>

**Industry** 219 - Commercial spectator sports

**SICE Grouping** 964

	Small firms with revenue under \$5 million					Medium firms with revenue from \$5 million to \$25 million
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	193					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	9.6	0.3	-9.5	-0.8	1.7	...
Pretax profit margin	10.8	0.5	-9.4	-0.6	2.1	...
Operating profit margin	...	2.4	...	...	2.4	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	...	168.1	...	...	117.8	...
Return on net operating assets	...	3.4	...	...	0.7	...
Pretax profit to assets	16.1	1.0	-13.5	-0.6	4.1	...
Return on capital employed	...	4.0	...	...	4.0	...
Return on equity (2)	30.3	7.5	-6.8	7.3	8.7	...
<u>Efficiency (ratios)</u>						
Receivable turnover	...	14.97	...	...	...	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	2.00	...	...	1.21	...
Debt to equity	...	0.12	...	...	0.12	...
Liabilities to assets	0.37	0.79	1.12	0.82	0.78	...
Interest coverage	...	0.49	...	...	0.45	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)						30

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.

**Industry** 219 - Commercial spectator sports  
**SICE Grouping** 964

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	8.2	-
Accounts receivable	22.1	-
Inventory	4.2	-
Capital assets	33.3	-
Other assets	11.0	-
<b>Total operating assets</b>	<b>78.8</b>	<b>-</b>
Investments and accounts with affiliates	18.3	-
Portfolio investments and loans with non-affiliates	2.8	-
<b>Total assets</b>	<b>100.0</b>	<b>-</b>
<b>Liabilities</b>		
Accounts payable	5.9	-
Borrowing:		
Banks	22.4	-
Short term paper	-	-
Mortgages	5.8	-
Bonds	-	-
Other loans	20.4	-
Amount owing to affiliates	12.5	-
Other liabilities	16.0	-
Deferred income tax	0.1	-
<b>Total liabilities</b>	<b>83.1</b>	<b>-</b>
<b>Shareholders' equity</b>		
Share capital	8.0	-
Retained earnings	5.0	-
Other surplus	3.9	-
<b>Total shareholders' equity</b>	<b>16.9</b>	<b>-</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>-</b>
<b>Current assets - % of total assets</b>	<b>37.7</b>	<b>-</b>
<b>Current liabilities - % of total assets</b>	<b>24.5</b>	<b>-</b>

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Industry 220 - Sports and recreation clubs and services

SICE Grouping 965

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	1,444					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	6.3	0.7	-6.6	0.4	1.2	2.1
Pretax profit margin	7.6	0.9	-6.4	0.5	1.5	2.5
Operating profit margin	13.1	4.1	-0.5	2.3	5.7	3.8
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	172.7	100.9	37.7	105.1	89.6	123.0
Return on net operating assets	14.2	5.4	-0.4	5.1	5.6	4.4
Pretax profit to assets	7.8	0.8	-5.7	0.4	1.4	2.3
Return on capital employed	14.3	6.5	1.1	7.3	5.8	3.5
Return on equity (2)	19.3	5.5	-3.1	5.0	6.1	7.4
<u>Efficiency (ratios)</u>						
Receivable turnover	14.40	11.85	6.57	13.17	10.50	9.24
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	3.64	1.49	1.00	1.35	1.70	1.19
Debt to equity	0.22	0.98	3.92	1.85	0.78	2.95
Liabilities to assets	0.51	0.85	1.05	0.90	0.77	0.77
Interest coverage	2.97	1.17	0.47	1.10	1.18	2.50
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	70		30			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.



**Industry** 220 - Sports and recreation clubs and services  
**SICE Grouping** 965

	Small firms with revenue under \$5 million	Medium firms with revenue from \$5 million to \$25 million
<b>Balance Sheet Structure for a typical firm</b>	<b>%</b>	<b>%</b>
<b>Assets</b>		
Cash	4.1	1.2
Accounts receivable	3.9	7.1
Inventory	4.6	11.3
Capital assets	69.6	68.3
Other assets	2.5	3.6
<b>Total operating assets</b>	<b>84.7</b>	<b>91.5</b>
Investments and accounts with affiliates	12.2	7.7
Portfolio investments and loans with non-affiliates	3.1	0.8
<b>Total assets</b>	<b>100.0</b>	<b>100.0</b>
<b>Liabilities</b>		
Accounts payable	8.2	6.9
Borrowing:		
Banks	17.8	18.9
Short term paper	0.7	0.1
Mortgages	4.0	7.0
Bonds	8.0	3.5
Other loans	10.2	12.9
Amount owing to affiliates	26.5	14.2
Other liabilities	2.3	5.0
Deferred income tax	0.1	1.2
<b>Total liabilities</b>	<b>77.8</b>	<b>69.6</b>
<b>Shareholders' equity</b>		
Share capital	10.9	23.8
Retained earnings	6.6	5.4
Other surplus	4.7	1.1
<b>Total shareholders' equity</b>	<b>22.2</b>	<b>30.4</b>
<b>Total liabilities and shareholders' equity</b>	<b>100.0</b>	<b>100.0</b>
<b>Current assets - % of total assets</b>	<b>18.4</b>	<b>21.6</b>
<b>Current liabilities - % of total assets</b>	<b>20.8</b>	<b>25.8</b>

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Industry 221 - Gambling operations  
 SICE Grouping 966

	Small firms with revenue under \$5 million				Medium firms with revenue from \$5 million to \$25 million	
	Quartile Boundary (1)			Median		
	Better Q3 75%	Average Q2 50%	Worse Q1 25%	Firms under \$500,000	Firms \$500,000 to \$5 million	Median
Number of firms in the group	289					
Financial ratios						
<u>Profitability (percentages)</u>						
Net profit margin	8.7	1.0	-1.1	0.3	1.4	0.2
Pretax profit margin	11.2	1.4	-0.9	0.3	1.9	0.3
Operating profit margin	...	4.6	...	...	6.3	...
Gross profit margin	...	...	...	...	...	...
Operating revenue to net operating assets	...	208.3	...	...	...	...
Return on net operating assets	...	3.9	...	...	-3.2	...
Pretax profit to assets	20.7	4.7	-3.2	2.3	6.6	0.6
Return on capital employed	...	4.6	...	...	7.8	...
Return on equity (2)	38.5	15.3	-3.0	12.8	15.8	7.0
<u>Efficiency (ratios)</u>						
Receivable turnover	...	...	...	...	...	...
Inventory turnover	...	...	...	...	...	...
<u>Liquidity/Solvency (ratios)</u>						
Working capital	...	1.47	...	...	1.39	...
Debt to equity	...	...	...	...	...	...
Liabilities to assets	0.40	0.73	0.96	0.81	0.68	0.78
Interest coverage	...	5.76	...	...	...	...
Distribution of firms by profits/losses						
	<u>Firms with profits (%)</u>		<u>Firms with losses (%)</u>			
Operating profit	60		40			
Pretax profit	60		40			
Net profit	60		40			
Percentage of firms with zero or negative equity(2)			30			

(1) Quartiles are a measure of the distribution of ratios in the group. Ratios are ranked from the best to worst. There are three quartile boundaries (Q3, Q2, Q1) set out in the table: Q3 - 75% is the better of the three, 75% of the ratios are worse than this ratio. Q2 - 50% is the middle point (median), 50% of the ratios are worse than this ratio. Q1 - 25% is the worst of the three, 25% of the ratios are worse than this ratio.

(2) Firms with zero or negative equity are excluded from the "Return on Equity" ratio.