

QUEEN
HG
4027.7
.F56
1993

IC

Financing the New Economy

Statistics

Industry Canada
Library - Queen

SEP 27 2007

Industrie Canada
Bibliothèque - Queen

Financing the New Economy

Statistics

Industry Canada
Library - Queen

SEP 27 2007

Industrie Canada
Bibliothèque - Queen

Financing the New Economy - Statistics

Contents

Export Statistics

- 1 Percentage of Canadian Exports, By Region of Destination
- 2 Percentage of Exports, By Commodity, By Region
- 3 Percentage of Canadian Exports, By Region of Destination
- 4 Percentage of Canadian SME Exports, By Region of Destination
- 5 Number of Exporters, By Size, Region of Destination
- 6 Value of Exports, By Size, Region of Destination
- 7 Percentage of Canadian Exports, By Province
- 8 Percentage of Canadian SME Exports, By Province
- 9 Number of Exporters, By Size, Province
- 10 Value of Exports, By Size, Province
- 11 Exports as a Percentage of Industry Gross Revenues, By Industry
- 12 SME Share of Exports, By Industry
- 13 Contribution to Exports, By Ranked Groups of Exporting Firm
- 14 Export Development Corporation, SME Share of Customers and Exports
- 15 Export Development Corporation, SME Share of Short Term Insurance
- 16 Export Development Corporation, SME Share of Medium Term Insurance
- 17 . Export Development Corporation, SME Share of Long Term Export Financing
- 18 Top 99 Canadian Software SMEs
- 19 Business Service Exports, Relative to Total Exports

Comprehensive Table

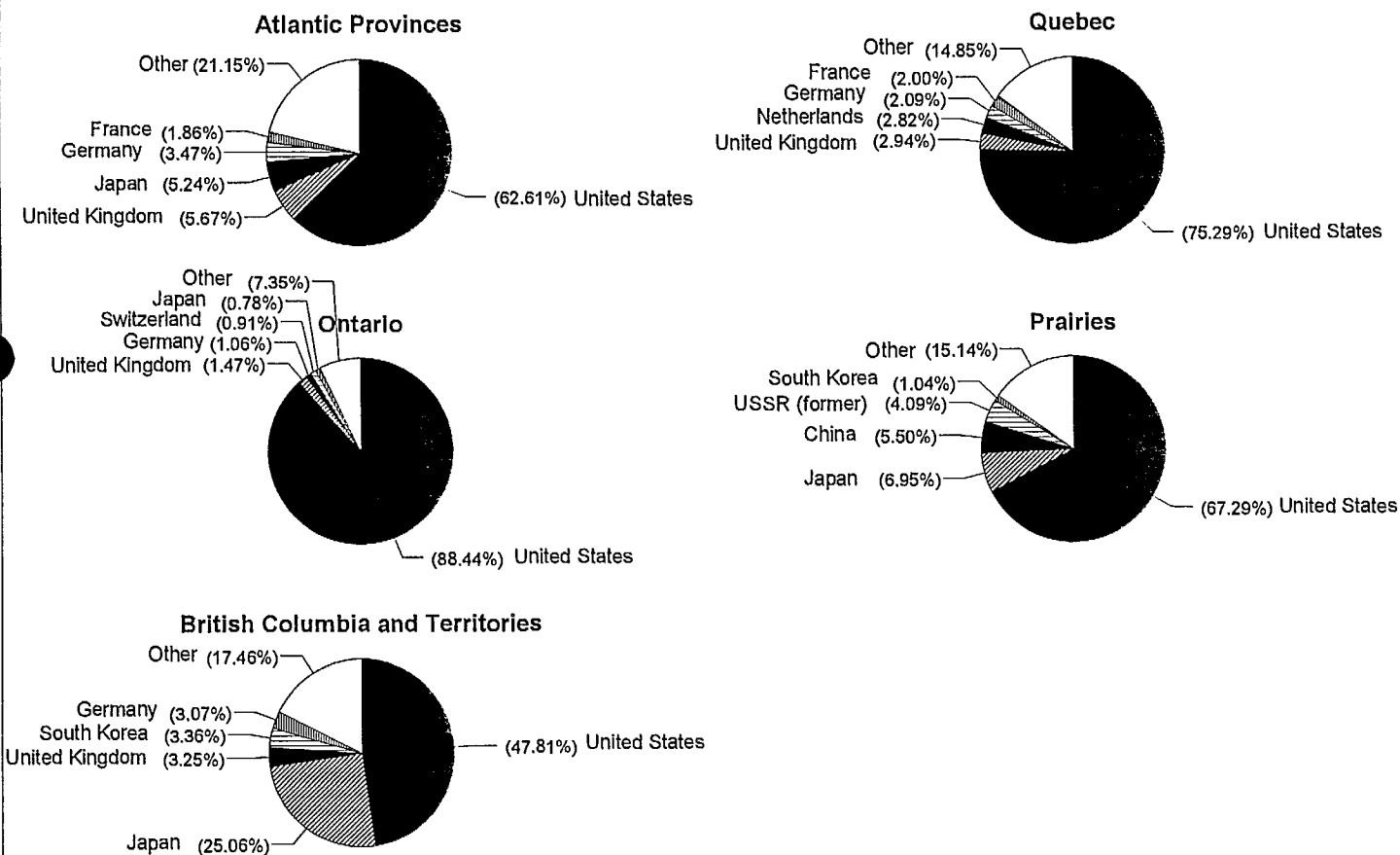
Other SME Statistics

- 20 Chartered Bank Financing of Small Businesses
- 21 SBLA Financing of Small Businesses
- 22 SBLA Loan Volume, By Province
- 23 FBDB Loans and Guarantees, By Size
- 24 FBDB Loans and Guarantee Volume, By Industry
- 25 FBDB Loan and Guarantee Volume, By Province
- 26 SME Share of Employment & Value-Added, Manufacturing Sector, By Country
- 27 Firm Distribution, By Number of Employees, By Country

Tables .

Export Statistics

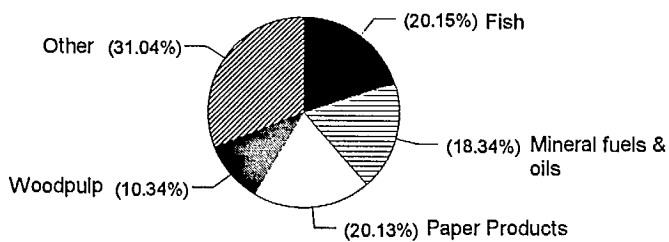
Percentage of Canadian Exports By Region of Destination, 1992



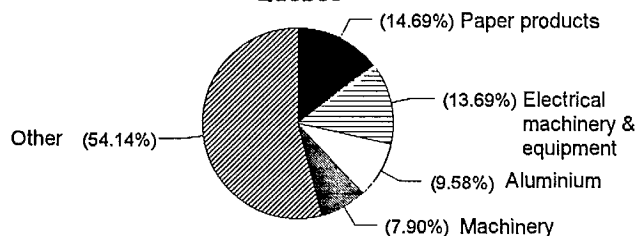
Source: ESBO, Industry Canada; Foreign Affairs and International Trade; Statistics Canada

Percentage of Exports By Commodity By Region, 1992

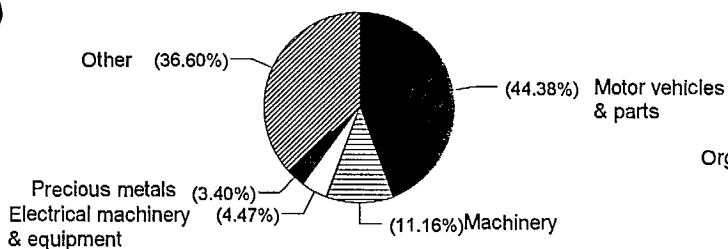
Atlantic



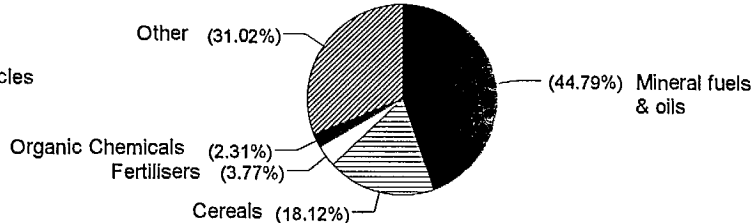
Quebec



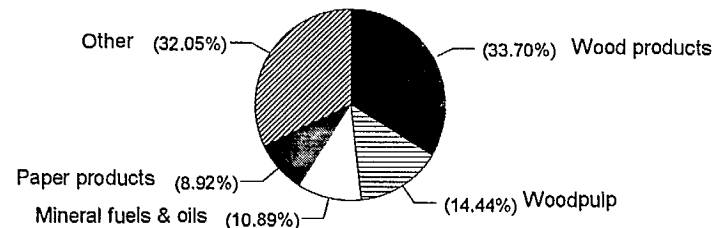
Ontario



Prairies

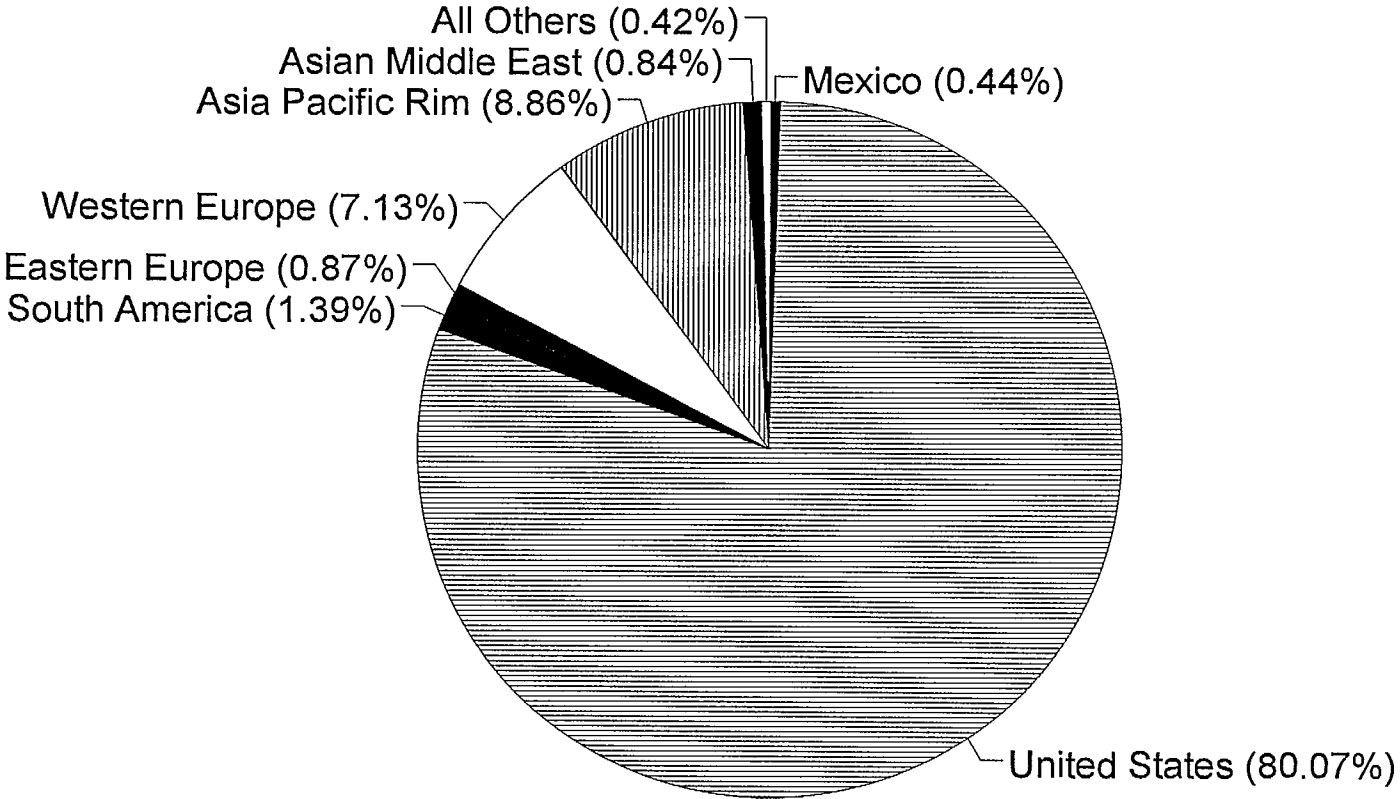


British Columbia and Territories



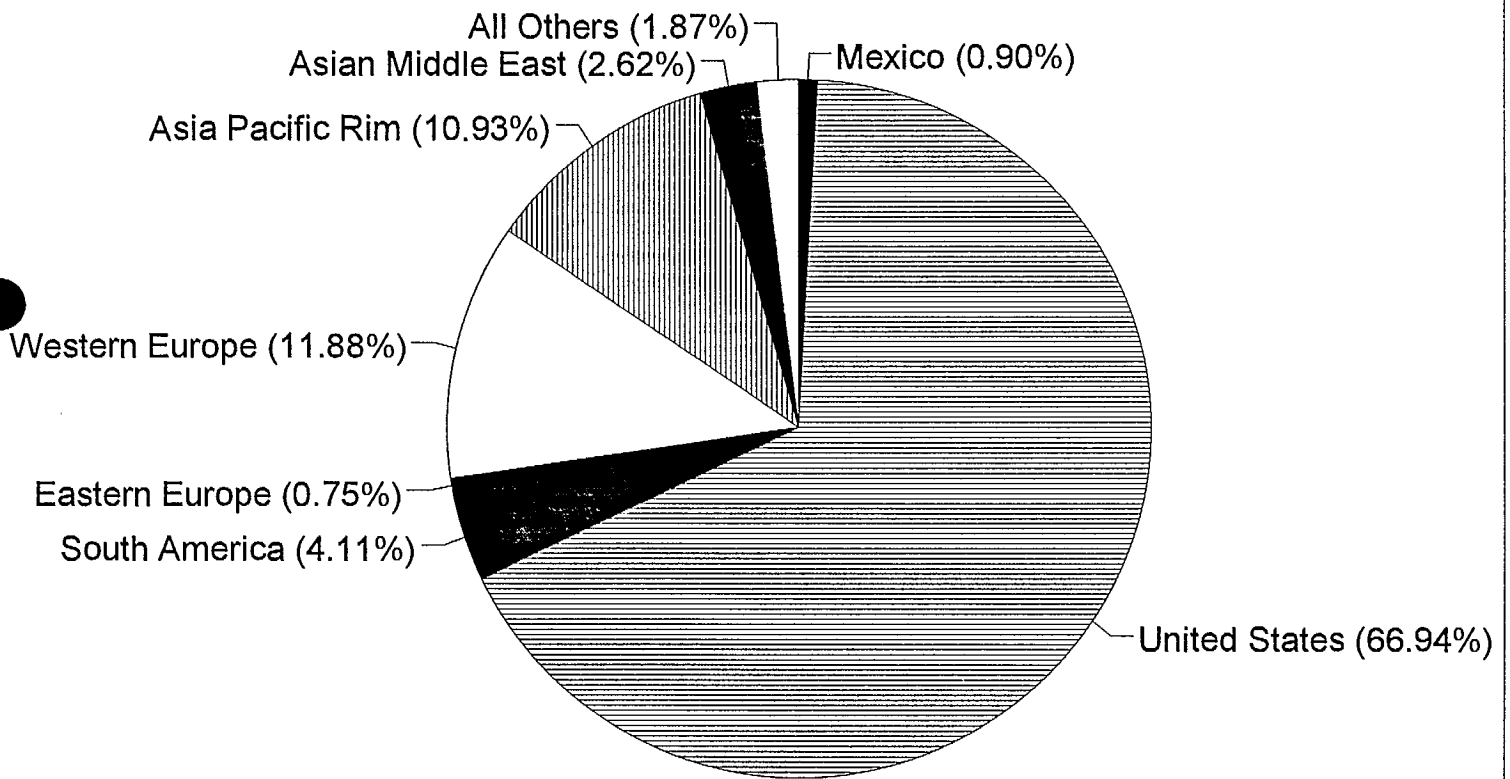
Source: ESBO, Industry Canada; Foreign Affairs and International Trade; Statistics Canada

Percentage of Canadian Exports By Region of Destination, 1990



● Percentages represent the dollar value of exports from Canada to each region, relative to the rest of the world.
● Source: ESBO, Industry Canada; Statistics Canada.

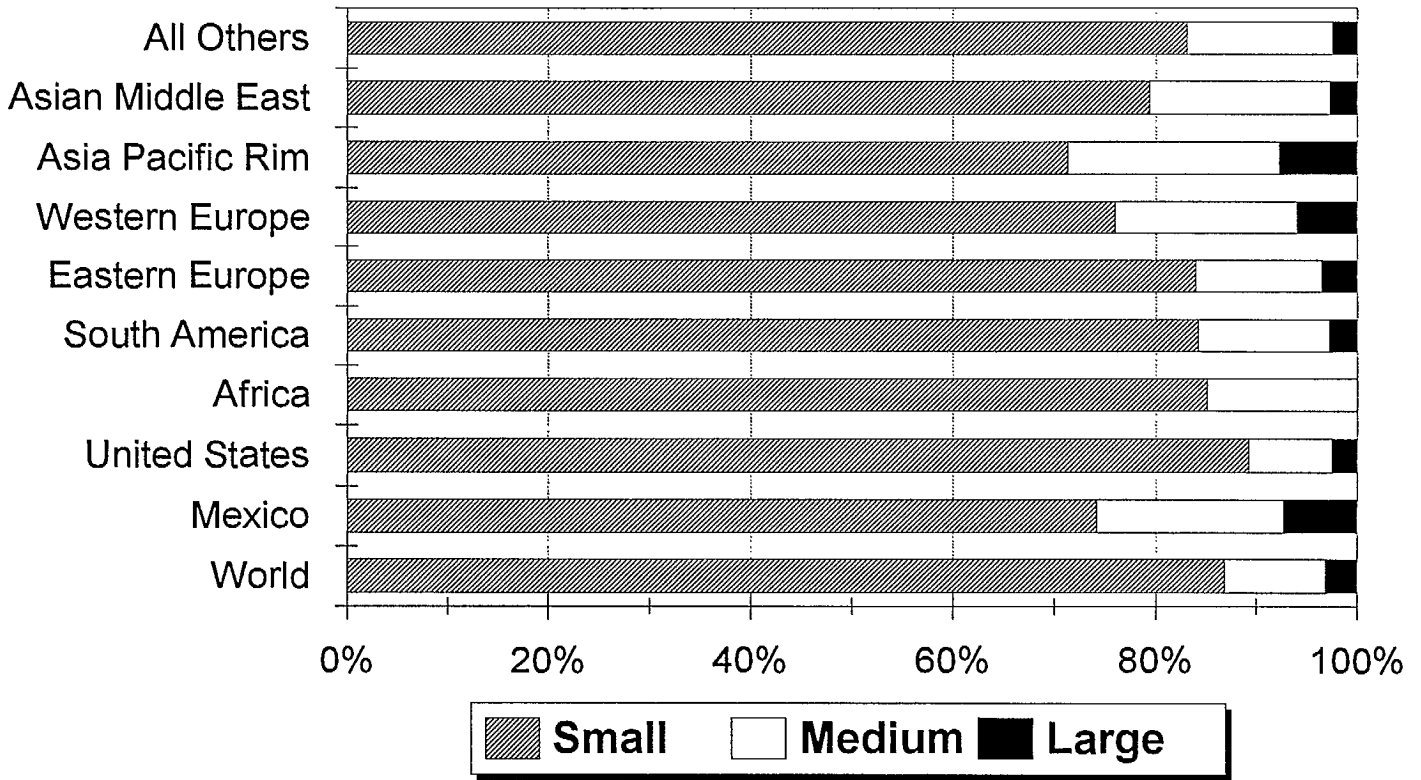
Percentage of Canadian SME Exports By Region of Destination, 1990



- SMEs are defined as companies which export goods worth less than \$5,000,000.
- SMEs are more diversified in regions of destination than Canadian exporters as a whole.
- Source: ESBO, Industry Canada; Statistics Canada.

Number of Exporters

By Size, Region of Destination, 1990

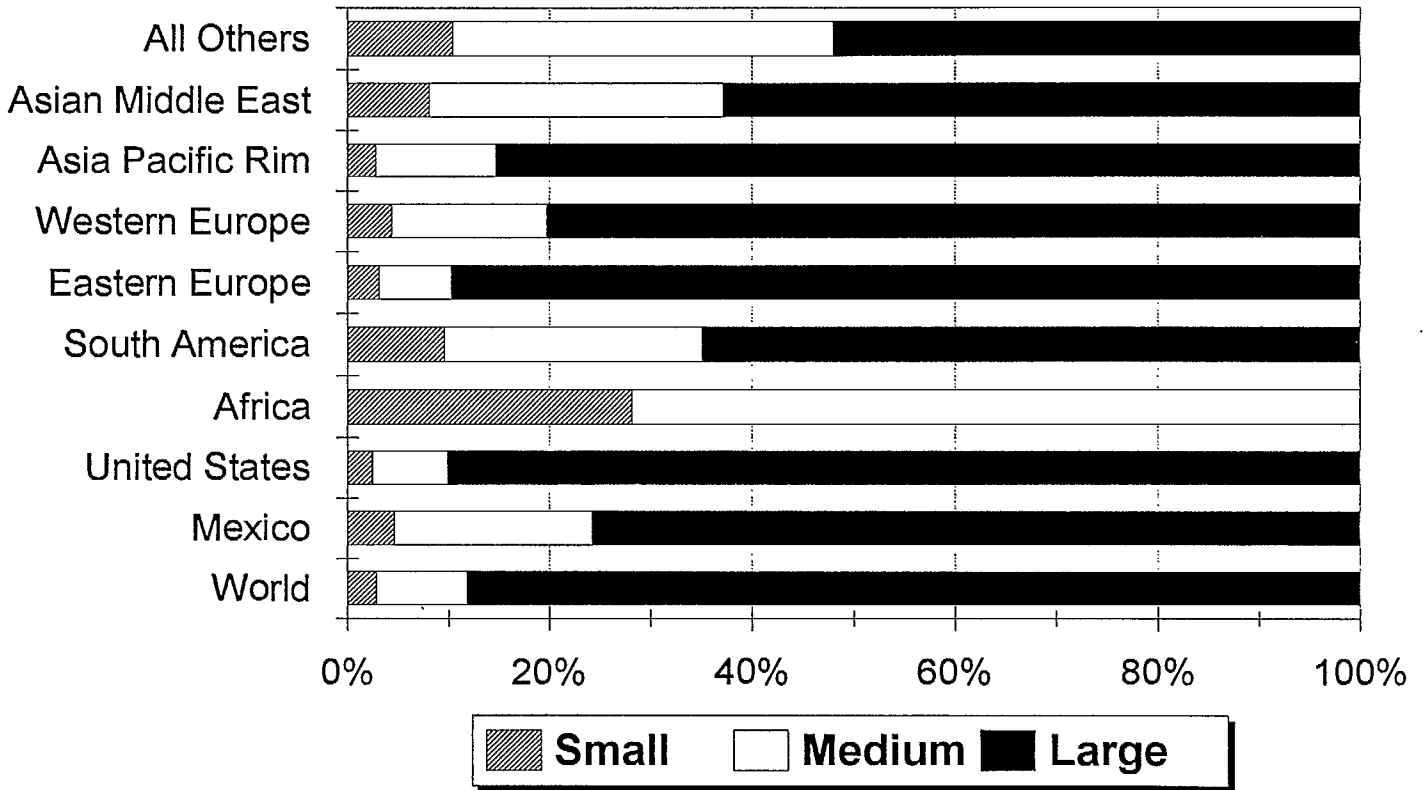


● Definitions: Small is exports less than \$500,000; medium is exports between \$500,000 and \$5,000,000; and large is exports greater than \$5,000,000.

● Source: ESBO, Industry Canada; Statistics Canada.

Value of Exports

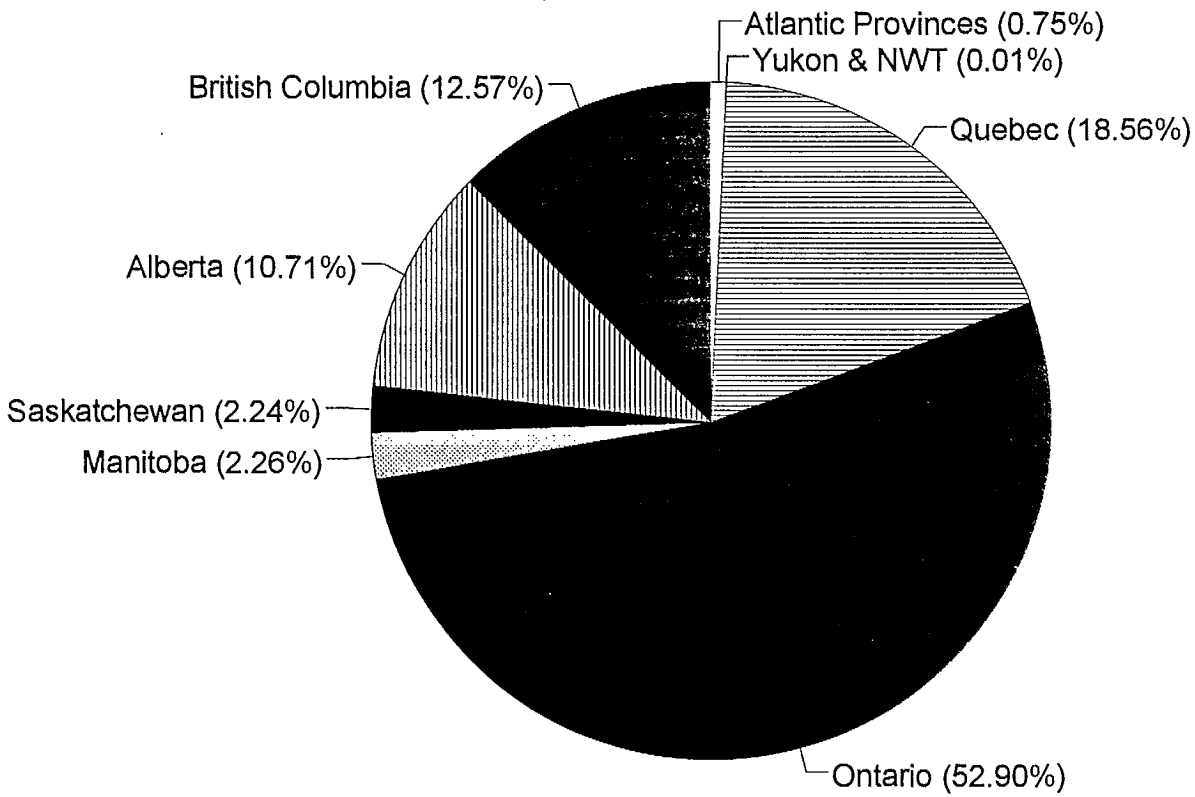
By Size, Region of Destination, 1990



● Definitions: Small is exports less than \$500,000; medium is exports between \$500,000 and \$5,000,000; and large is exports greater than \$5,000,000.

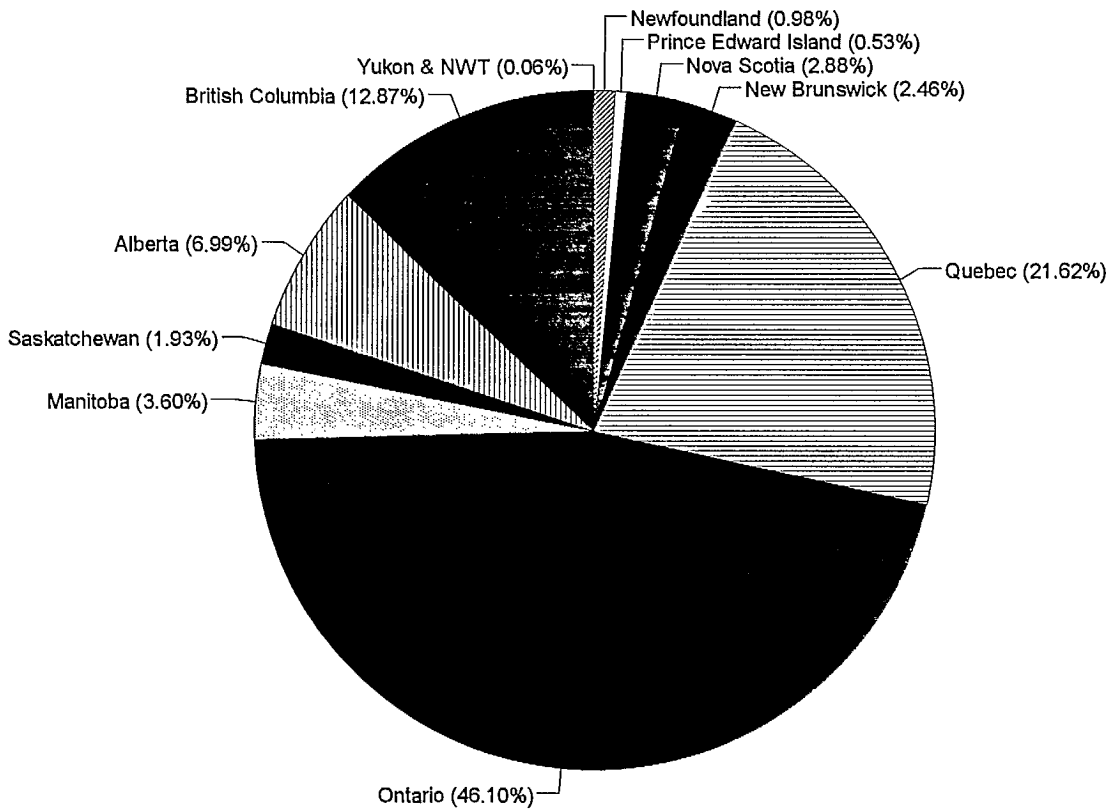
● Source: ESBO, Industry Canada; Statistics Canada.

Percentage of Canadian Exports By Province, 1990



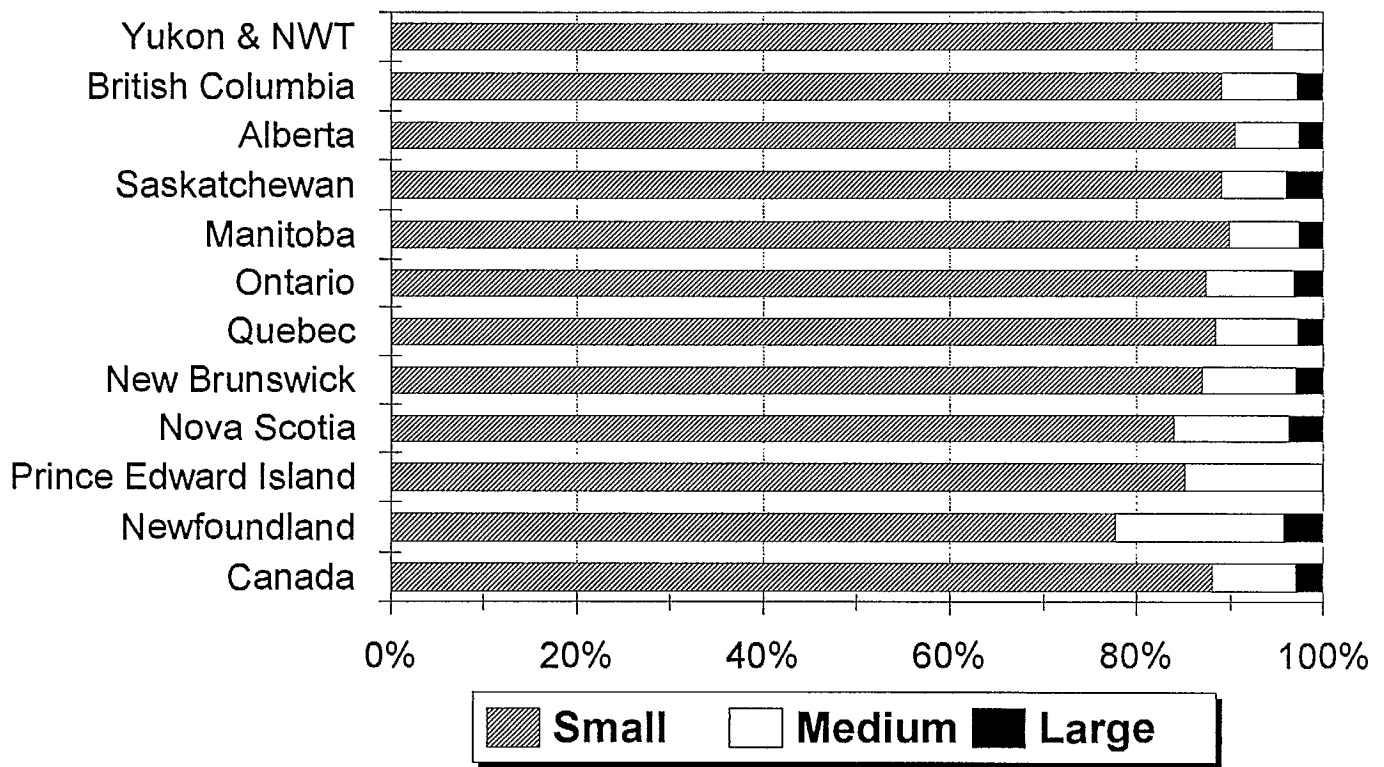
- The figures are based on total dollar value of exports by Canadian firms.
- Quebec and Ontario represent 2/3 of all Canadian exports.
- Source: ESBO, Industry Canada; Statistics Canada.

Percentage of Canadian SME Exports By Province, 1990



- SMEs are defined as companies which export goods worth less than \$5,000,000.
- It is interesting to note that Quebec SMEs export a greater relative proportion than Quebec exporters as a whole.
- Quebec and Ontario account for 2/3 of all SME exports.
- Source: ESBO, Industry Canada; Statistics Canada.

Number of Exporters By Size, Province, 1990

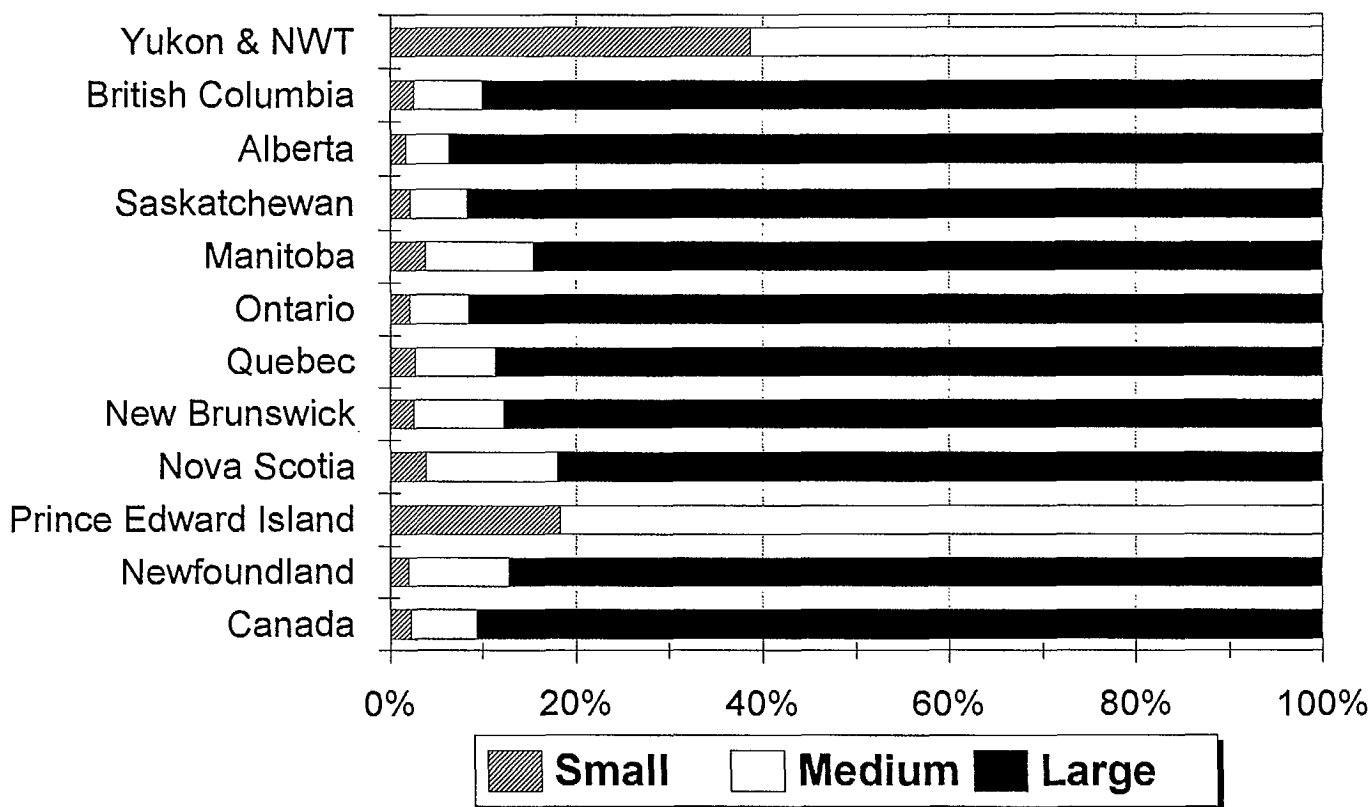


● Definitions: Small is exports less than \$500,000; medium is exports between \$500,000 and \$5,000,000; and large is exports greater than \$5,000,000.

● Source: ESBO, Industry Canada; Statistics Canada.

Value of Exports

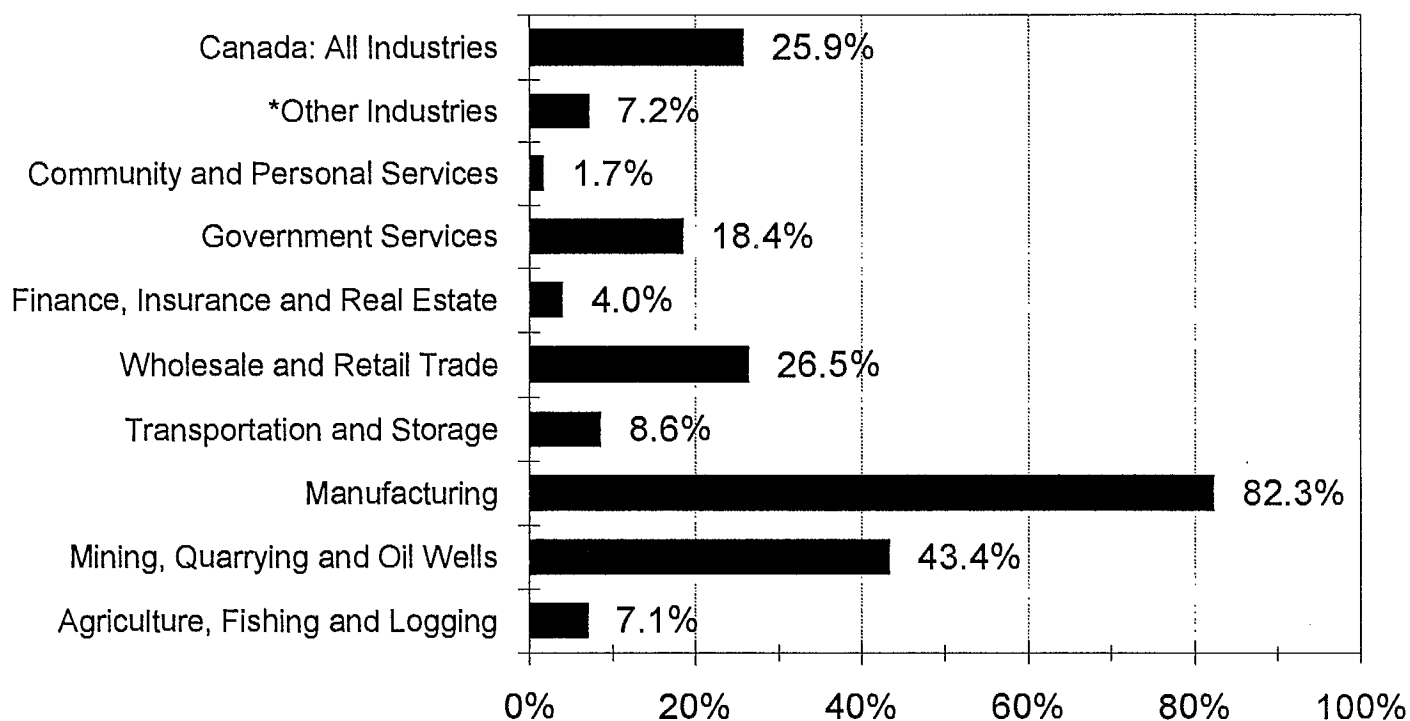
By Size, Province, 1990



● Definitions: Small is exports less than \$500,000; medium is exports between \$500,000 and \$5,000,000; and large is exports greater than \$5,000,000.

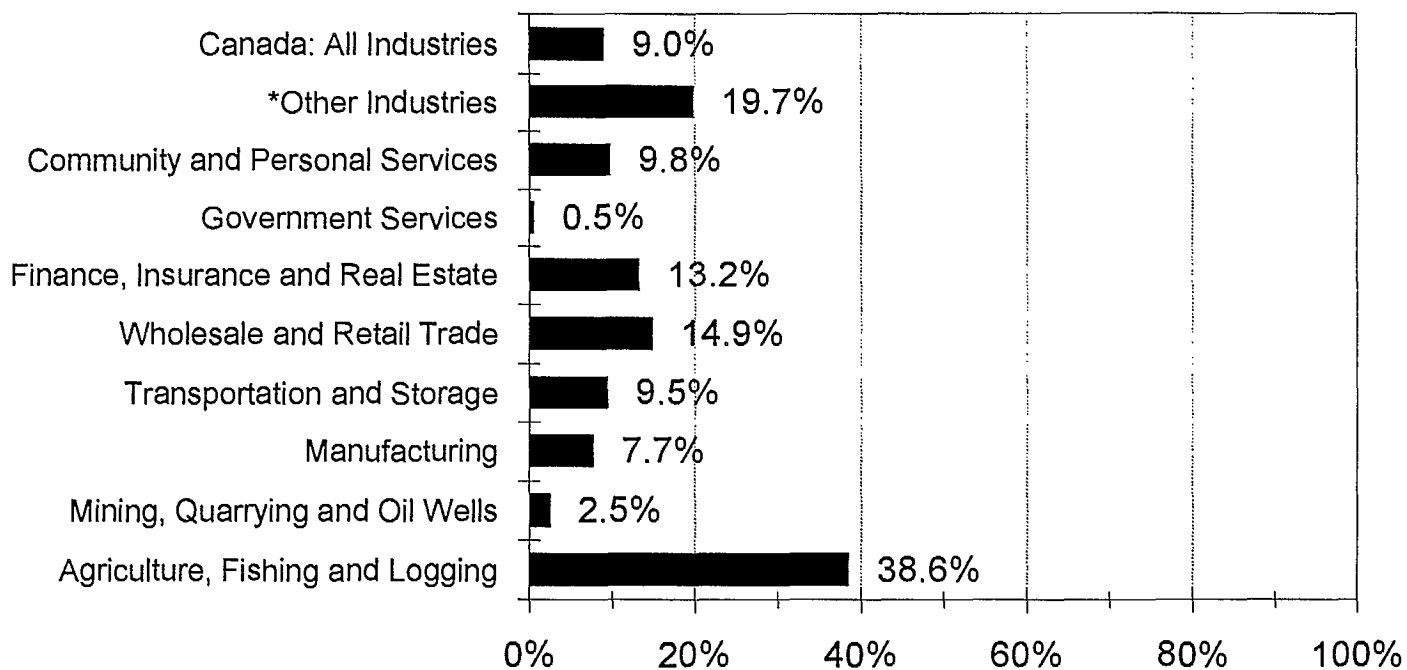
● Source: ESBO, Industry Canada; Statistics Canada.

Exports as a Percentage of Industry Gross Revenues By Industry, 1990



- The majority of the manufacturing sector's exports are from the automotive industry.
- "Other Industries" includes: construction; communication and other utilities; and industries not elsewhere classified.
- Source: ESBO, Industry Canada; Statistics Canada.

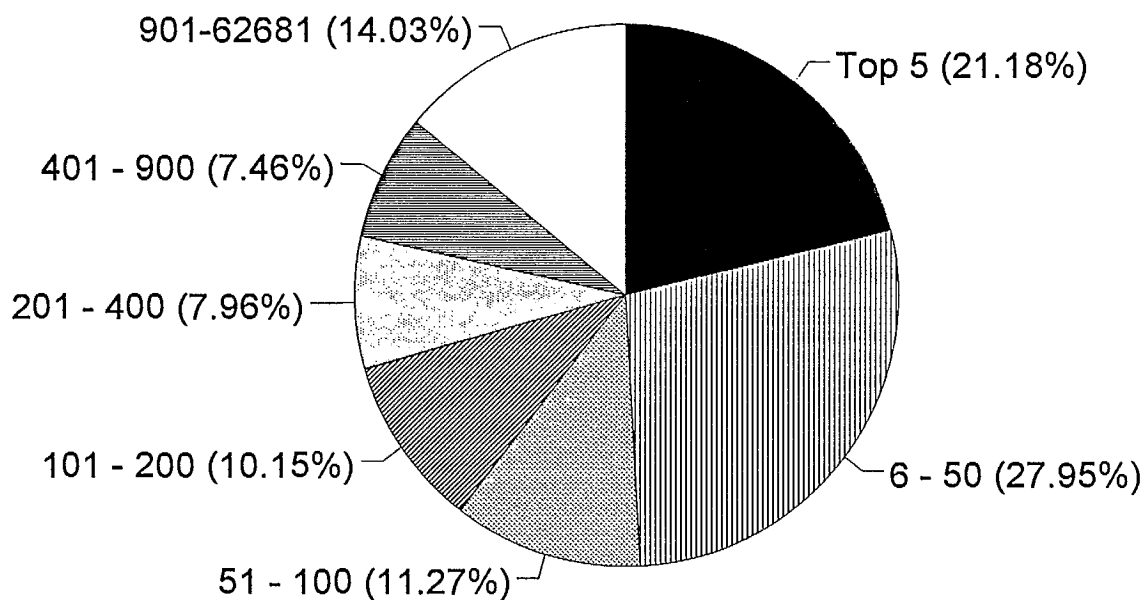
SME Share of Exports By Industry, 1990



- SMEs are defined as those companies which export goods worth less than \$5,000,000.
- Canada exports over 25% of its GDP, yet SMEs only contribute 9% to total exports.
- SMEs do play a significant exporting role in agriculture, fishing and logging.
- While over 80% of manufacturing output is exported, only 7.7% of those exports originate from SMEs.
- Exports do not include "service exports".
- "Other Industries" includes: construction; communication and other utilities; and industries not elsewhere classified.
- Source: ESBO, Industry Canada; Statistics Canada.

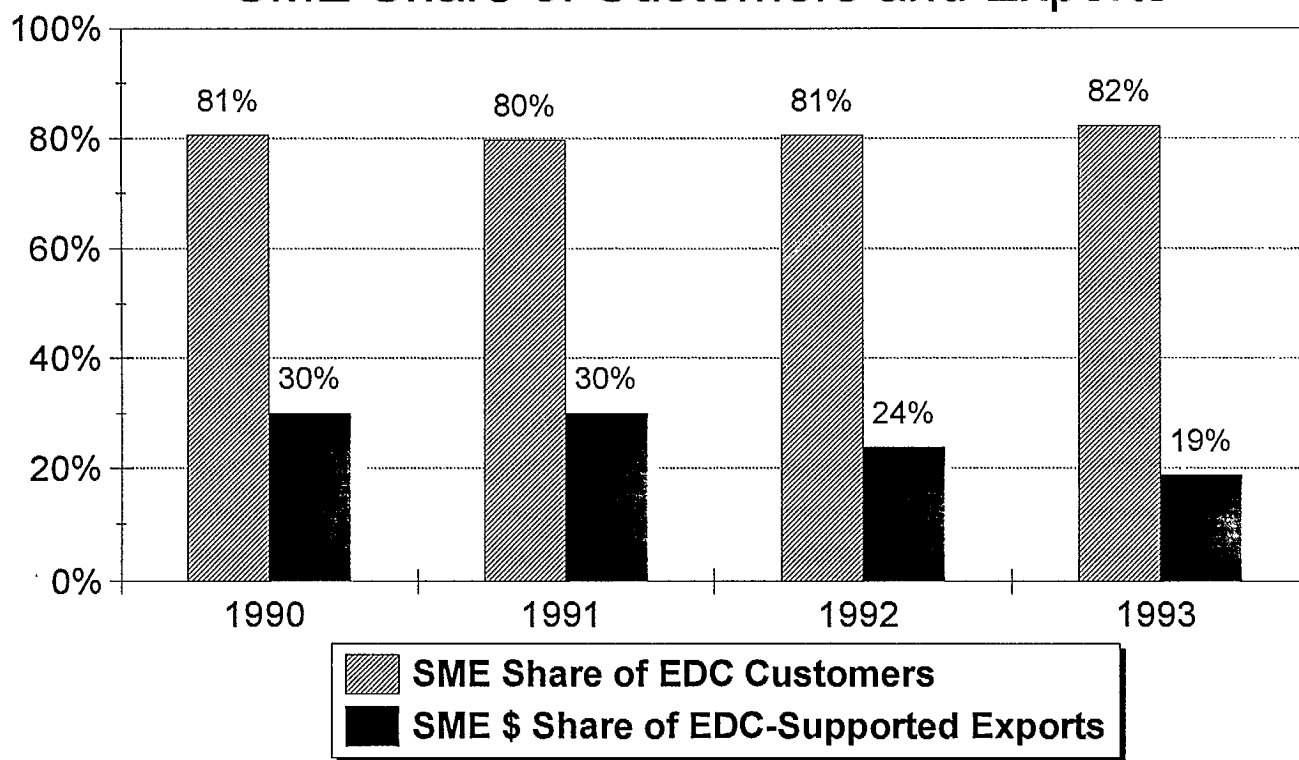
Contribution to Exports

By Ranked Groups of Exporting Firms, 1990



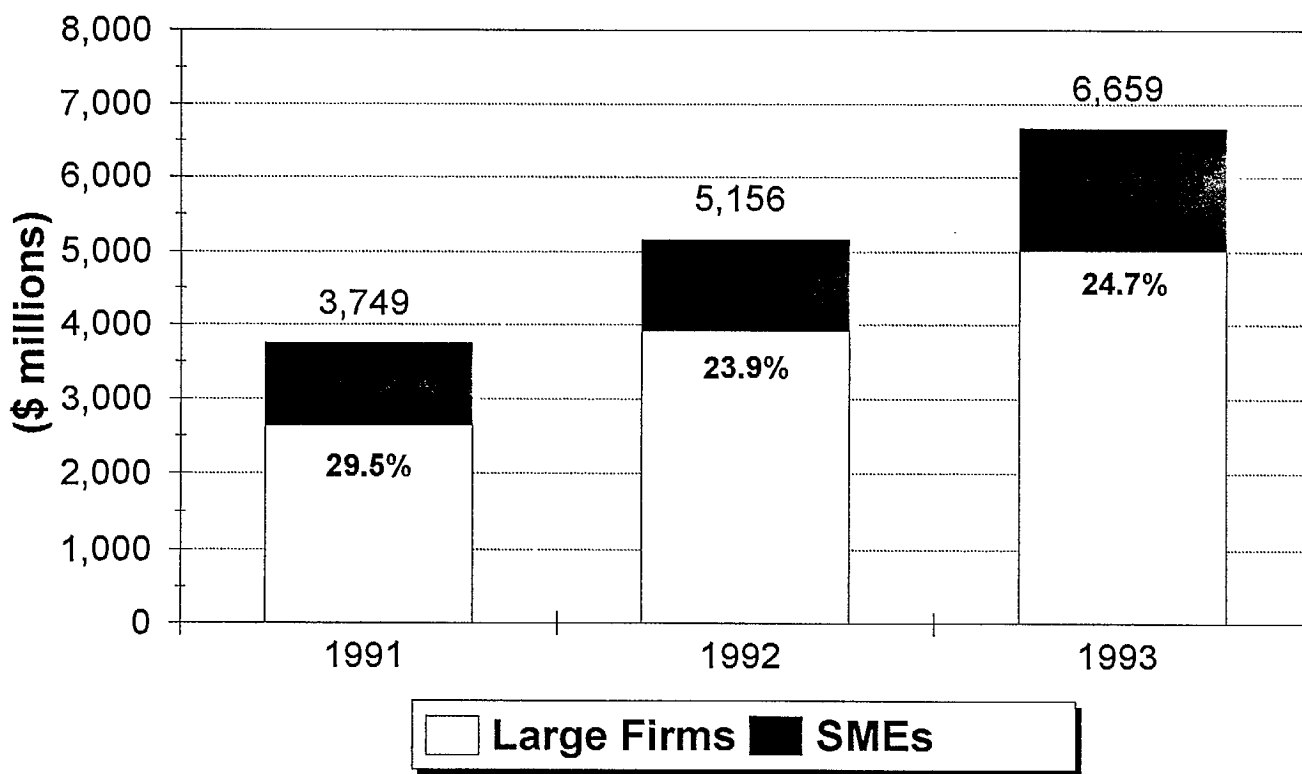
- Firms were ranked, and then grouped according to the value of their exports.
- Exports are dominated by a few firms.
- The top 100 firms account for over 60 % of all exports.
- The top 900 firms account for 85 % of all exports.
- The total number of exporting firms were 62,681.
- Source: ESBO, Industry Canada; Statistics Canada.

Export Development Corporation SME Share of Customers and Exports



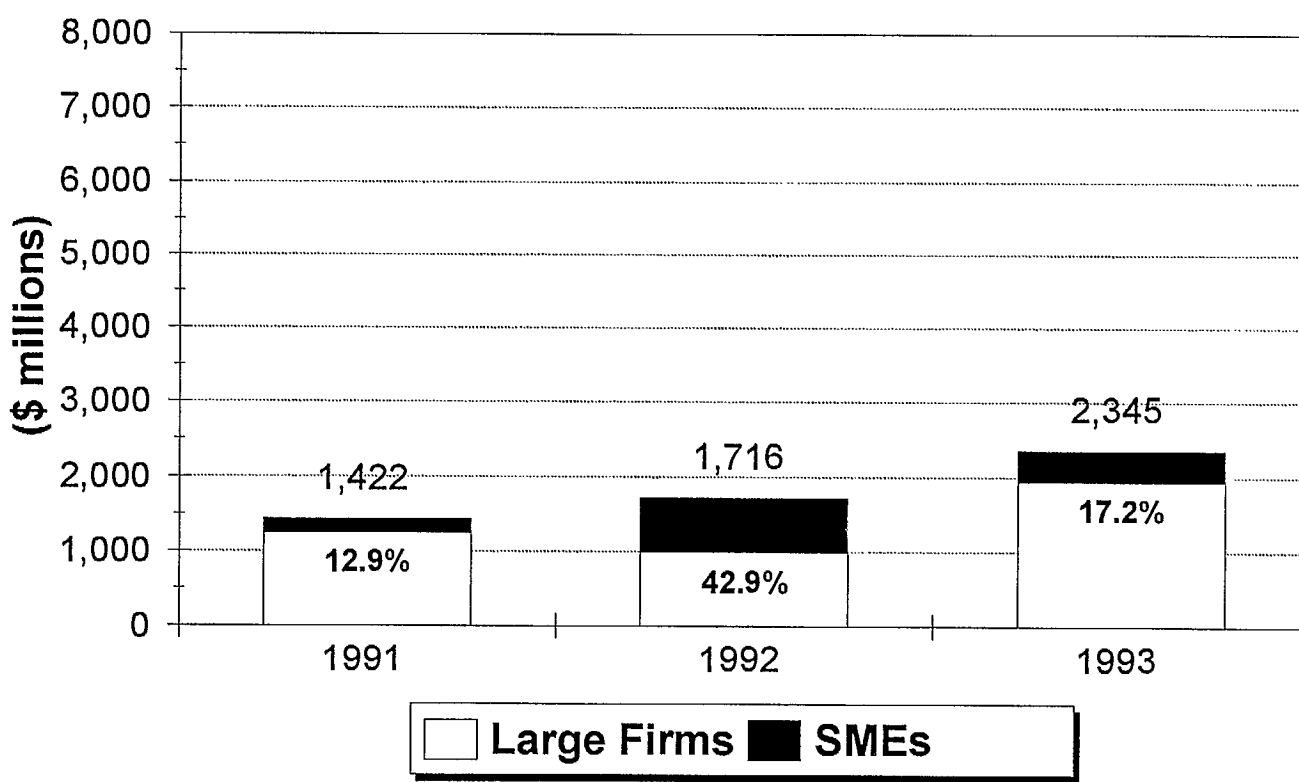
- SMEs are defined as companies with sales of less than \$25,000,000.
- While SMEs have remained a consistently large proportion of the EDC's clientele, the value of the exports that those SMEs represent has declined from 30 % to 19%. This is primarily due to growth in long-term export financing, where SMEs do not play a significant role.
- Source: ESBO, Industry Canada; Export Development Corporation.

Export Development Corporation SME Share of Short Term Insurance



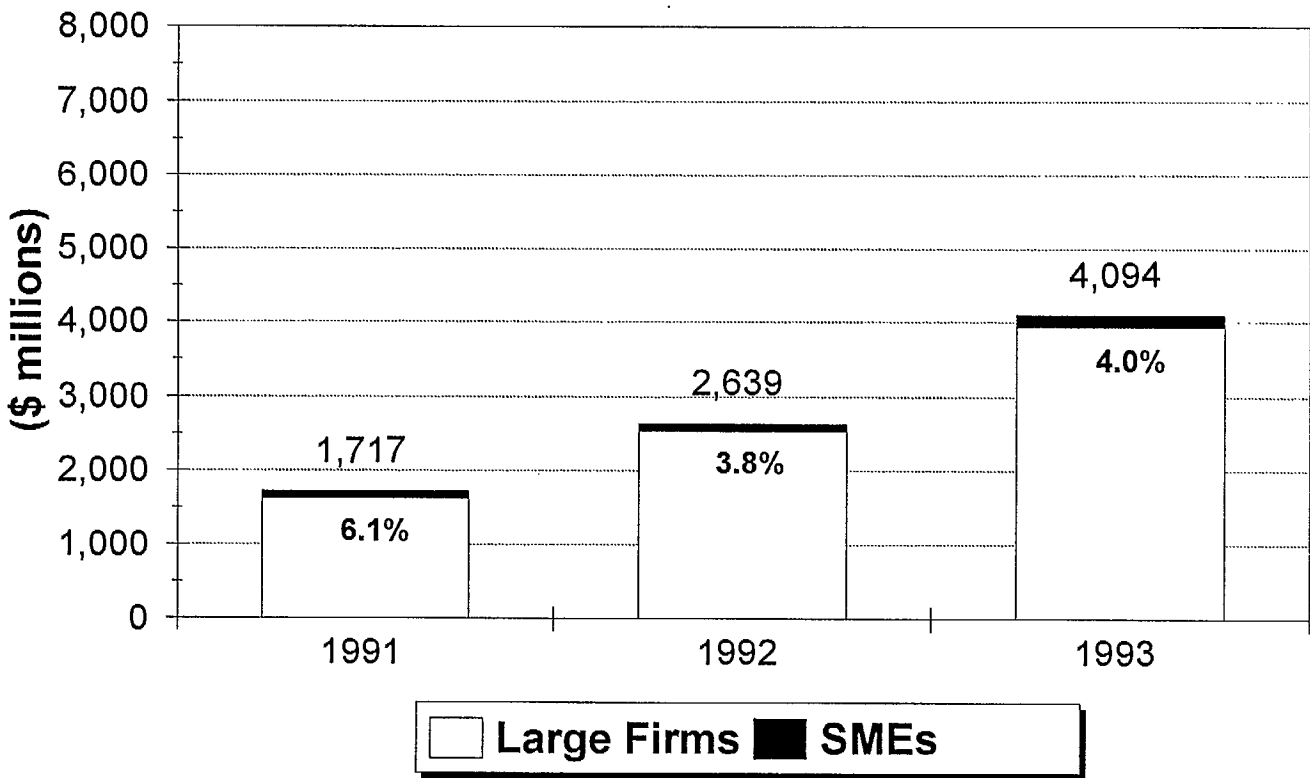
- SMEs are defined as companies with sales of less than \$25,000,000.
- SMEs are receiving a growing amount of EDC short term insurance.
- Source: ESBO, Industry Canada; Export Development Corporation.

Export Development Corporation SME Share of Medium Term Insurance



- SMEs are defined as companies with sales of less than \$25,000,000.
- Note that medium term insurance includes foreign investment insurance, which is not particularly relevant to SMEs. If this component were excluded, SME share of medium term support would dramatically increase. For the years 1991 to 1993, foreign investment insurance represented 516, 558, and 860 million dollars respectively.
- Source: ESBO, Industry Canada; Export Development Corporation.

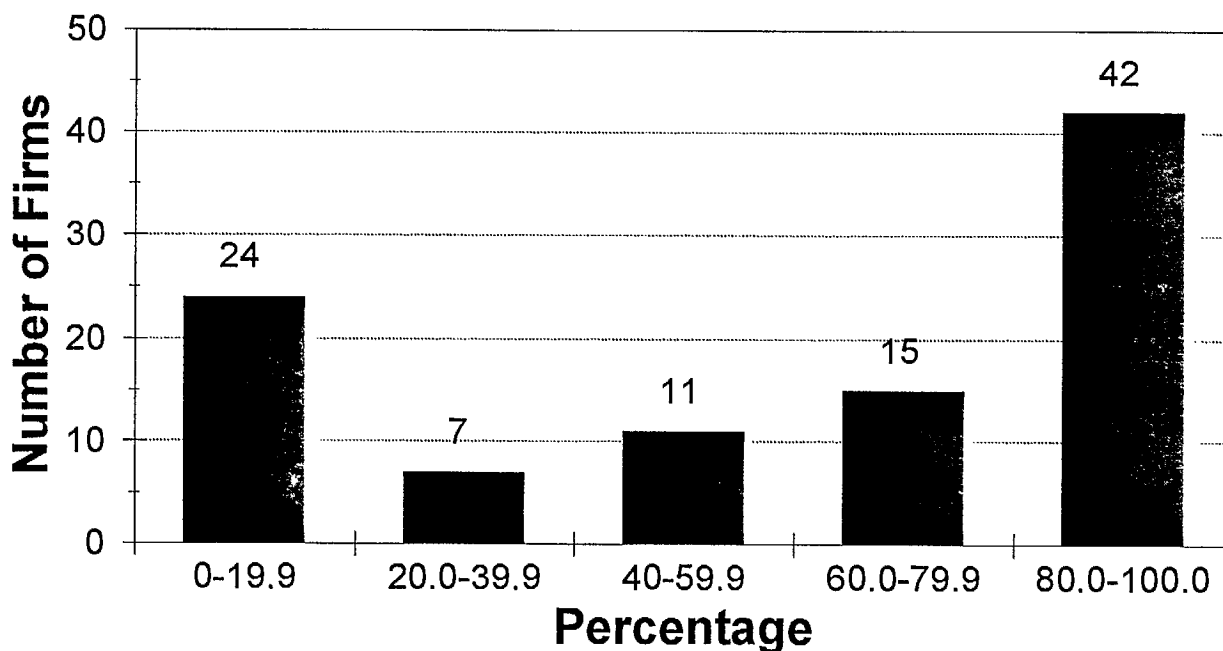
Export Development Corporation SME Share of Long Term Export Financing



- SMEs are defined as companies with sales of less than \$25,000,000.
- SMEs are receiving a relatively stable amount of EDC long term export financing.
- Source: ESBO, Industry Canada; Export Development Corporation.

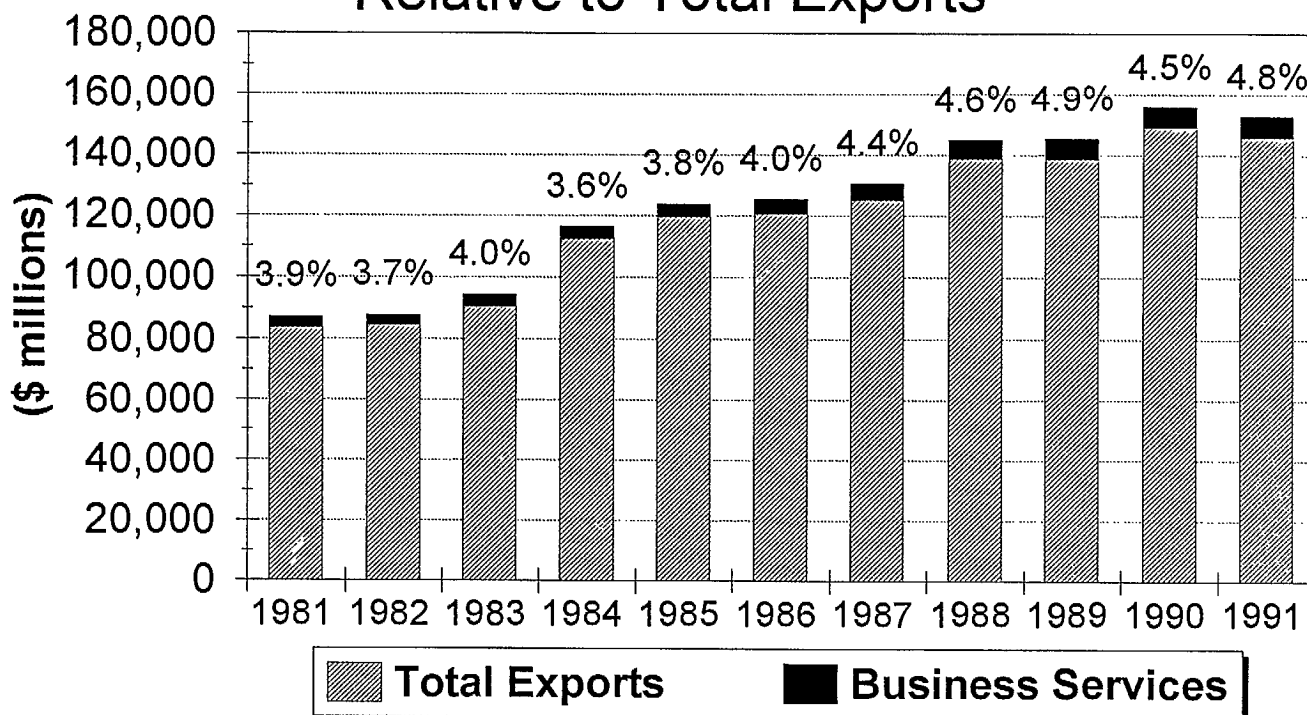
Top 99 Canadian Software SMEs

Export Revenues as a Percentage of Total Revenues, 1993



- The top 100 independent firms were listed according to their 1993 revenues. Only the top firm in the industry had to be excluded, because it has more than 500 employees, and is thus not an SME. The next 99 firms are SMEs.
- Software products revenues includes licence fees, maintenance and support, but excludes revenues from systems integration and professional services activities and hardware sales. To be included in the list, the company must generate 50 percent or more of its revenue from software products and it must be based in Canada. Hence, hardware companies and foreign software multinationals are excluded.
- It is interesting to note the importance of exports and SMEs to this industry. As well, the ability of SMEs to capture significant revenues from exports. These facts are not common to most traditional Canadian industries.
- Source: ESBO, Industry Canada; Financial Post Magazine; The Branham Top 100 Independent Software Companies in Canada survey.

Business Service Exports Relative to Total Exports



- Exports have been growing over the past decade, and business service exports have increased even quicker. They now represent nearly 5 percent of all exports.
- The table represents all size firms, not specifically small firms.
- Business Services are: consulting; management and administrative services; research and development; commissions; films and broadcasting; advertising and promotional services; computer services; franchises and similar rights; equipment rentals; communications; refining and processing services; and tooling and other automotive charges. Excluded were insurance and other financial services.
- Source: ESBO, Industry Canada; Statistics Canada.

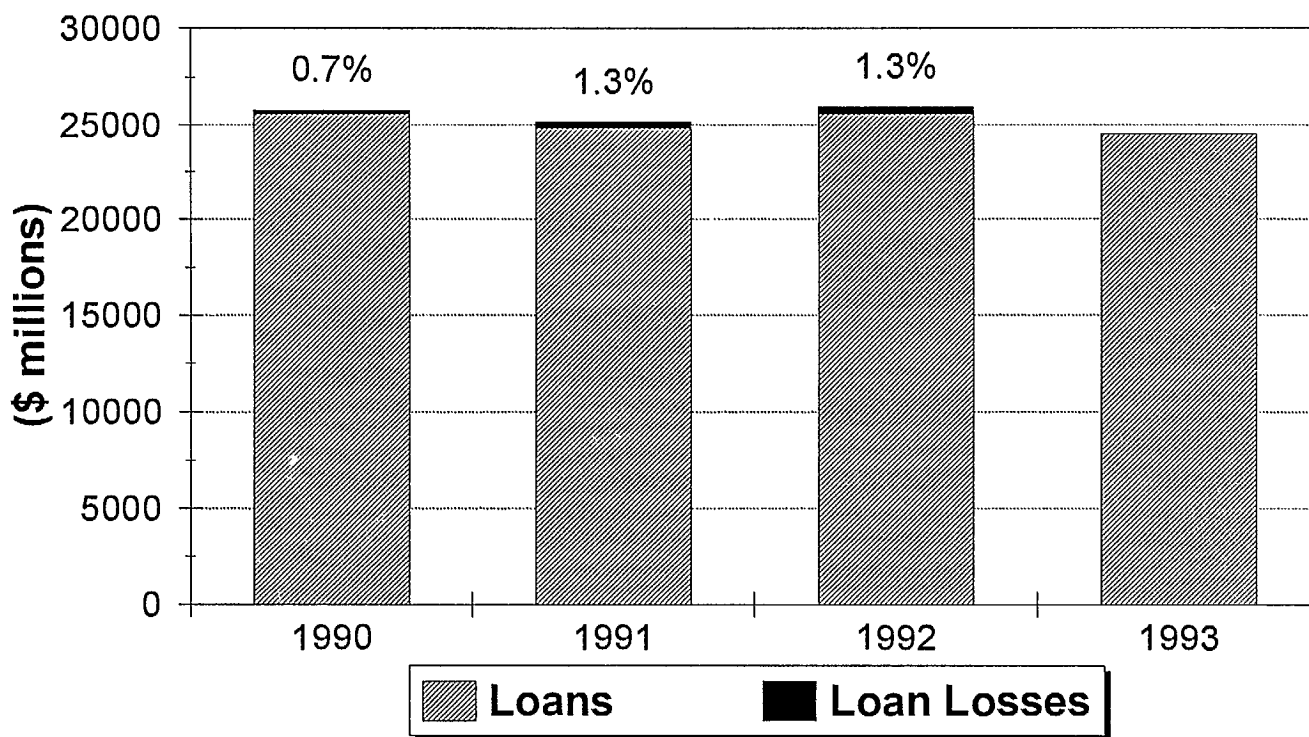
COMPARATIVE TABLE: EXPORT WORKING CAPITAL (PRE-SHIPMENT) PROGRAMS FOR SMEs

MODEL	FUNDED/ UNFUNDED	% GUARANTEE	MAXIMUM GUARANTEE	MAXIMUM TERM	AVAILABILITY	OTHER COMMENTS
Société de Développement du Québec (SDI)	Unfunded	80%	No limit.	1 year renewable	Through SDI only.	Covers lenders' line of credit. Only for Quebec exporters.
British Columbia Trade Development Corporation (BC Trade)	Unfunded	85%	\$2.5 million (per borrower).	Up to 3 years	Through the lender <u>and</u> BC Trade.	Cover lenders' line of credit. Only for BC SMEs. All "exports" out of B.C.
Eximbank (USA)	Unfunded	100%	No limit.	180 days (extension possible).	Through Eximbank. Delegated authority for loans below US\$750,000 to some banks	Lots of red tape. Very little usage. Available to any exporter operating over one year.
SBA (USA)	Unfunded	85%	US\$750,000 (per transaction).	Up to 36 months	Through SBA <u>and</u> banks.	New program. covers lenders' line of credit. SME over 1 year old. Possibly to combine with State program (see below).
CEFO California Export Finance Office	Funded. US\$6.8MM. Leverage 1 to 4.	90%	US\$750,000 (per transaction) SBA + CEFO: US\$1.5MM	Up to 18 months	Through CEFO <u>and</u> banks.	Relatively successful program. Low losses. Appreciated by banks. Only for California SMEs.
SOFARIS (France)	Funded. FRF 1.6 billion (50% by government and 50% by banks). Leverage 1 to 12	50%	FRF 5 million (C \$1.3MM)	Up to 3 years	Through banks (delegated authority). Referral to SOFARIS for larger transaction.	Several types of guarantees available to banks. Special emphasis for young SMEs (less than 3 years old).

Other SME Statistics

Chartered Bank Financing of Small Businesses

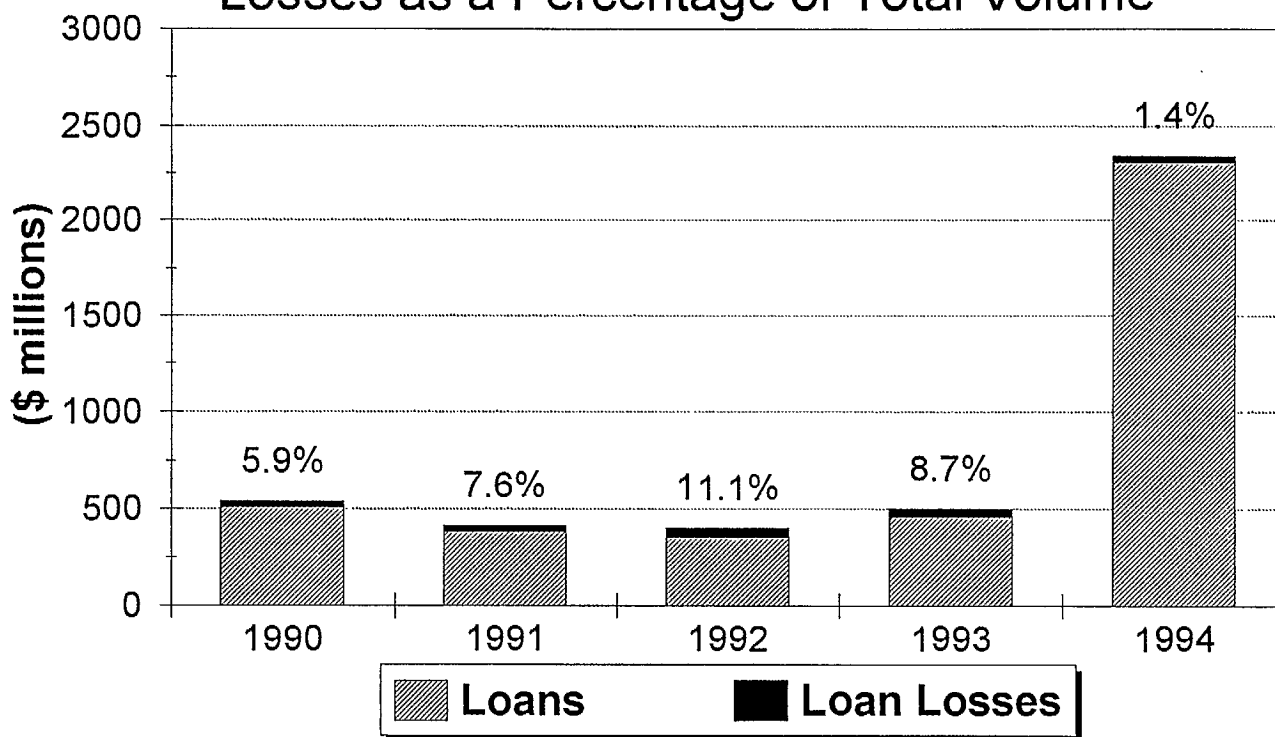
Losses as a Percentage of Total Volume



- Small businesses are defined as those receiving loans of less than \$1,000,000.
- Loan losses for 1993 are not available as of April, 1994.
- Note that chartered bank statistics are as of October 31 each year.
- Source: ESBO, Industry Canada; Canadian Bankers Association; Bank of Canada Review.

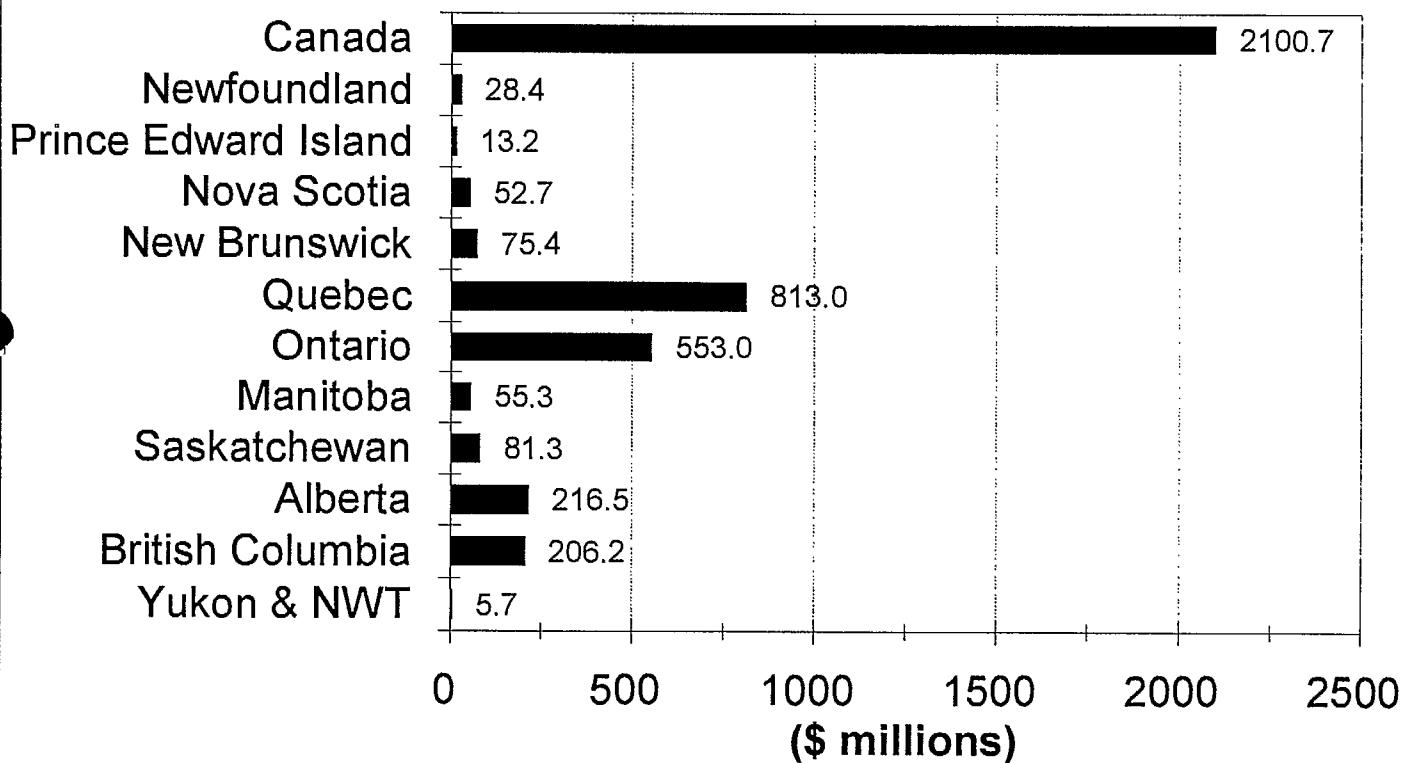
SBLA Financing of Small Businesses

Losses as a Percentage of Total Volume



- The SBLA program has suffered an increasing proportion of losses to total lending volume.
- As expected, the SBLA program has suffered significantly higher losses than were experienced by the chartered banks, until 1994.
- SBLA loans have represented between 2 and 10% of all loans to small businesses.
- The dramatic increase in SBLA loans in 1994 is primarily attributable to April 1, 1993 amendments which increased the number of firms eligible for the program, and greater promotion of the program by lenders.
- Note that SBLA statistics are as of March 31 each year.
- Source: ESBO, Small Business Loans Administration, Industry Canada.

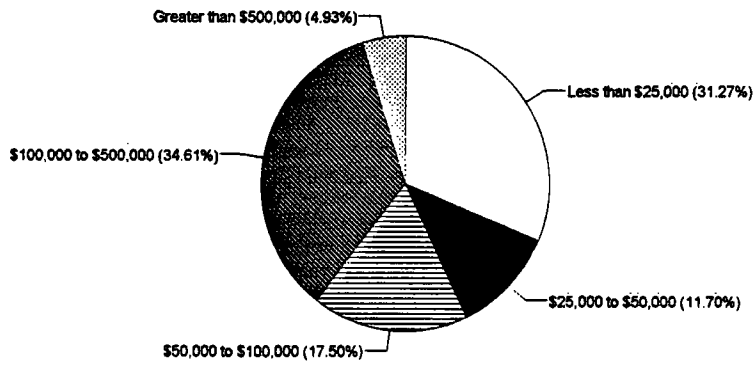
SBLA Loan Volume By Province, 1993-1994



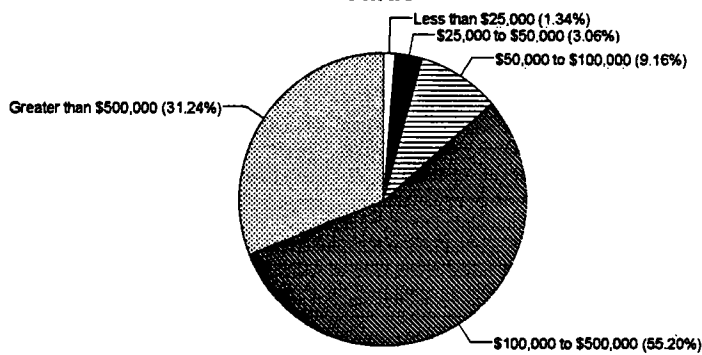
● SBLA loans are concentrated in central Canada.
 ● Source: ESBO, SBLA Databank, Industry Canada.

FBDB Loans and Guarantees By Size, 1993

Number

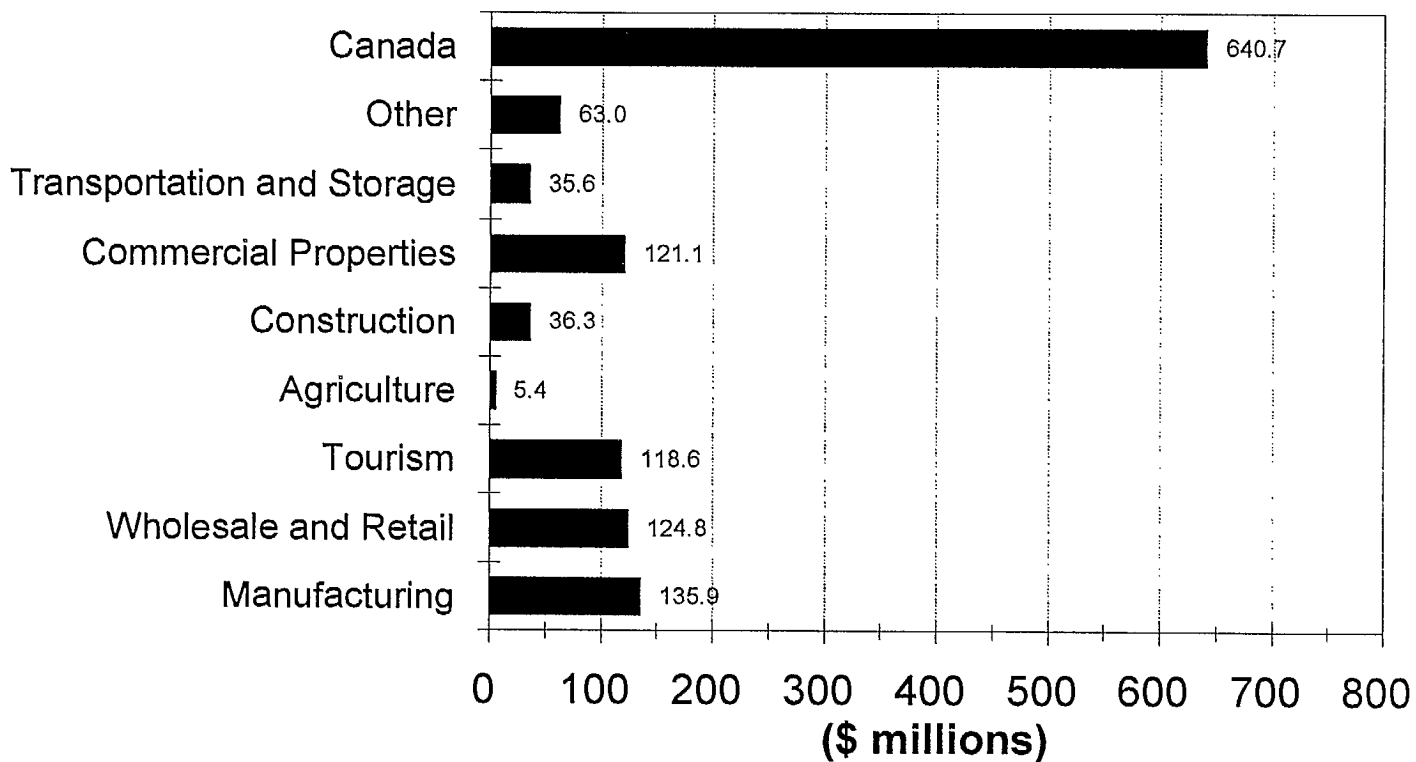


Value



● Source: ESBO, Industry Canada; FBDB.

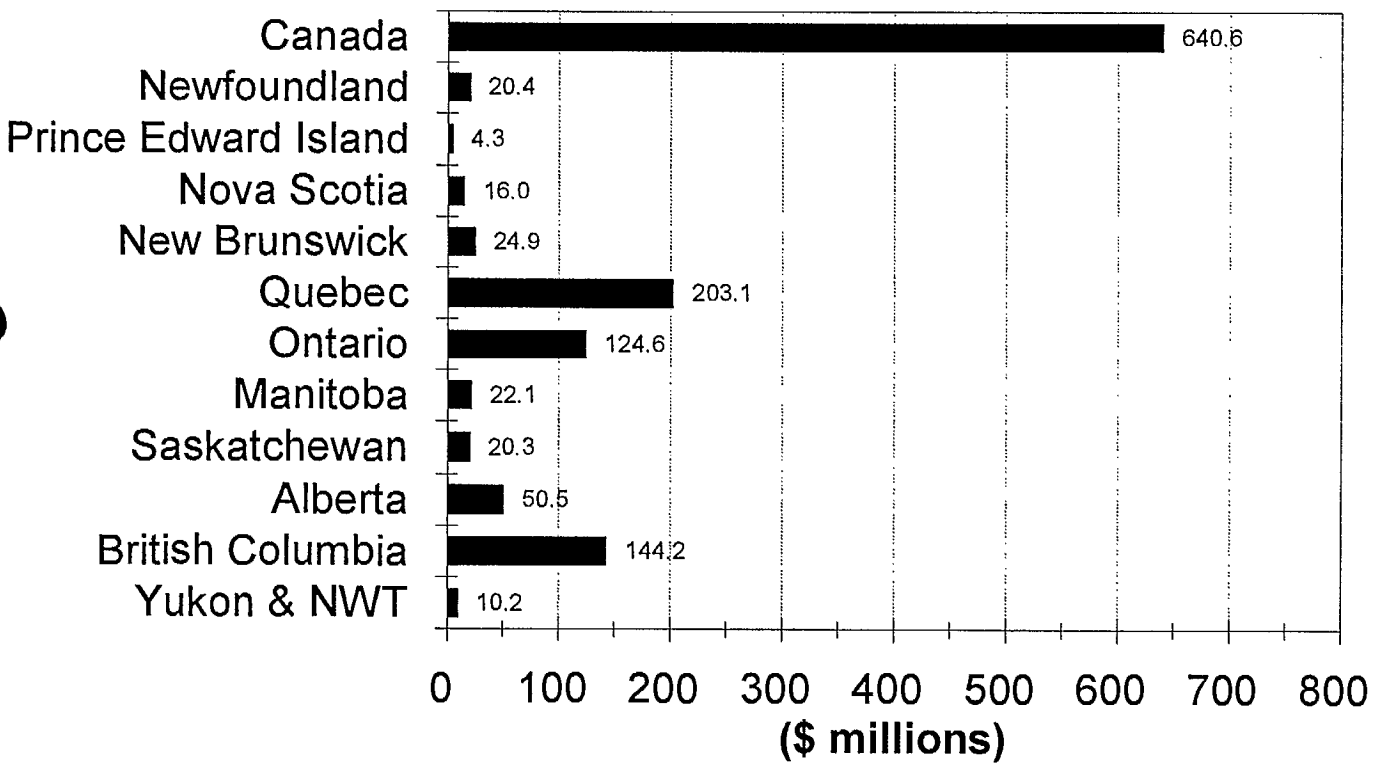
FBDB Loan and Guarantee Volume By Industry, 1993



● FBDB loans are concentrated manufacturing, trade and tourism.
 ● Source: ESBO, Industry Canada; FBDB.

FBDB Loan and Guarantee Volume

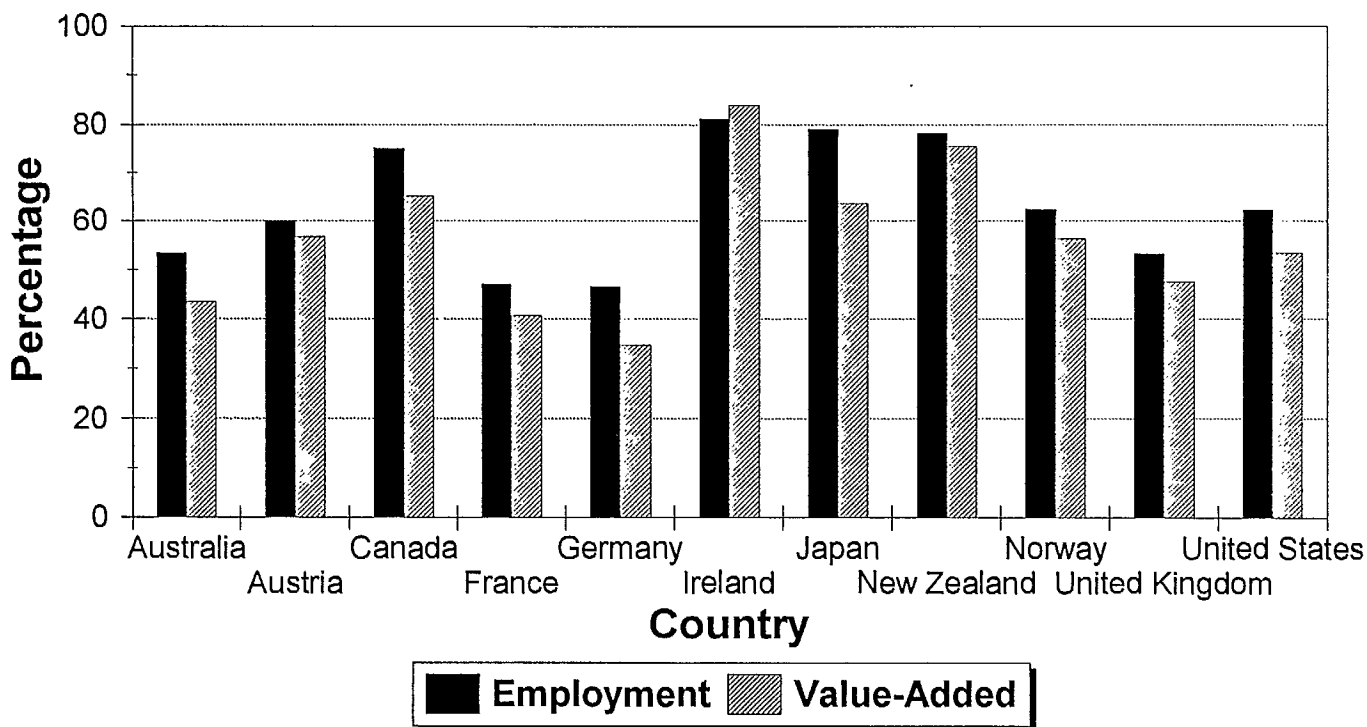
By Province, 1993



- FBDB loans are concentrated in central Canada and British Columbia.
- Source: ESBO, Industry Canada; FBDB.

SME Share of Employment & Value-Added

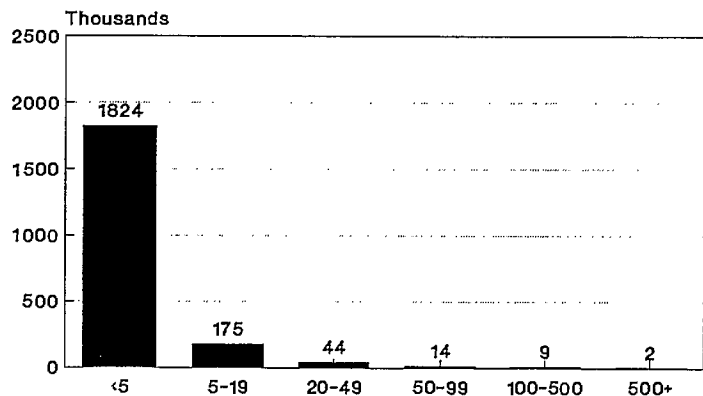
Manufacturing Sector, By Country, Various Periods: 1979-89



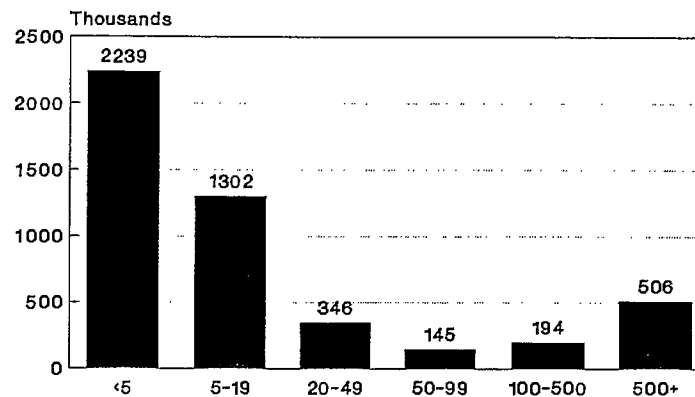
- Canadian SMEs had a greater share of employment in the manufacturing sector than the United States or Germany
- Canadian SMEs made a greater contribution to value-added in the manufacturing sector than the United States, Japan, or Germany.
- Note: Dependent upon the country, the years of analysis varied with the availability of data.
- Source: ESBO, Industry Canada; United Nations "Small and Medium-sized Transnational Corporations"

Firm Distribution by Number of Employees

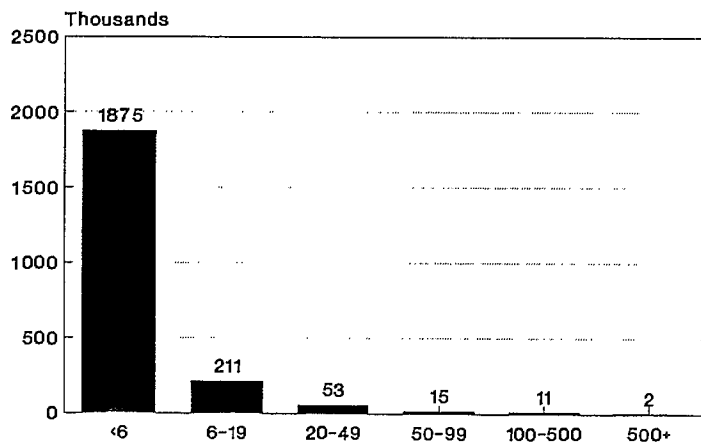
Canada (1991)



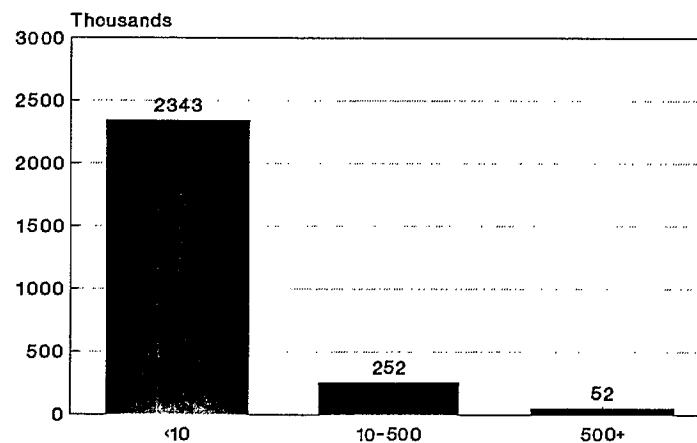
United States (1987)



France (1991)



United Kingdom (1992)



International Comparisons

- SMEs constitute the vast majority of firms in the nations analyzed.
- The United States is the only country analyzed with a significant proportion of medium and large firms.
- Note the similarity in the distribution of firms between Canada and France. In addition, the two nations have practically the same number of SMEs, despite the fact that France has double the population of Canada.
- Source: ESBO, Industry Canada; Canada, Statistics Canada; United States, "The State of Small Business: A Report to the President"; France, "La Strategie Des PME"; United Kingdom, "Federation of Small Businesses".

Exports by Region of Destination, by Size, 1990

Region	Size	Number of Exporters	Percentage of Exporters	SME Percentage of Exporters	Value of Exports	SME Value of Exports	Value of Exports	Percentage of Value of Exports	SME Percentage of Value of Exports
World	< \$500,000	74,795	86.84	96.89	4,298,826,066	18,031,312,712	152,168,707,806	2.83	11.85
	\$500,000 to 5,000,000	8,654	10.05		13,732,486,646			8.12	
	> \$5,000,000	2,681	3.11		134,137,395,094			88.15	
Mexico	< \$500,000	273	74.18	92.66	30,486,369	161,578,513	666,849,811	4.57	24.23
	\$500,000 to 5,000,000	68	18.48		131,092,144			19.66	
	> \$5,000,000	27	7.34		505,271,298			75.77	
United States	< \$500,000	61,845	89.23	97.45	2,996,600,765	12,069,327,011	121,834,635,874	2.46	9.91
	\$500,000 to 5,000,000	5,694	8.22		9,072,726,246			7.45	
	> \$5,000,000	1,773	2.56		109,765,308,863			90.09	
Africa	< \$500,000	172	85.15	100.00	18,346,050	65,293,412	65,293,412	28.10	100
	\$500,000 to 5,000,000	30	14.85		46,947,362			71.90	
	> \$5,000,000	0	0.00		0			0.00	
South America	< \$500,000	2,302	84.20	97.26	202,966,558	741,890,866	2,113,247,100	9.60	35.1
	\$500,000 to 5,000,000	357	13.06		538,924,308			25.50	
	> \$5,000,000	75	2.74		1,371,356,234			64.89	
Eastern Europe	< \$500,000	431	84.02	96.50	41,191,926	135,640,104	1,328,485,065	3.10	10.21
	\$500,000 to 5,000,000	64	12.48		94,448,178			7.11	
	> \$5,000,000	18	3.51		1,192,844,961			89.79	
Western Europe	< \$500,000	4,619	76.02	93.99	470,151,002	2,141,688,212	10,845,385,692	4.34	19.75
	\$500,000 to 5,000,000	1,092	17.97		1,671,537,210			15.41	
	> \$5,000,000	365	6.01		8,703,697,480			80.25	
Asia Pacific Rim	< \$500,000	3,359	71.33	92.25	377,211,987	1,971,548,907	13,477,129,387	2.80	14.63
	\$500,000 to 5,000,000	985	20.92		1,594,336,920			11.83	
	> \$5,000,000	365	7.75		11,505,580,480			85.37	
Asian Middle East	< \$500,000	1,026	79.41	97.29	102,778,646	472,316,928	1,271,207,309	8.09	37.16
	\$500,000 to 5,000,000	231	17.88		369,538,282			29.07	
	> \$5,000,000	35	2.71		798,890,381			62.85	
All Others	< \$500,000	768	83.12	97.51	59,092,763	337,322,171	631,767,568	10.43	48.02
	\$500,000 to 5,000,000	133	14.39		212,935,996			37.59	
	> \$5,000,000	23	2.49		294,445,397			51.98	

Exports by Province, by Size, 1990

Region	Size	Number of Exporters	Percentage of Exporters	Value of Exports	Percentage of Value of Exports	Value of Exports by Province	SME Value of Exports by Province
Canada	< \$500,000	67003	88.09	3,425,682,961	2.25		
	\$500,000 to 5,000,000	6786	8.92	10,827,699,866	7.12		
	> \$5,000,000	2275	2.99	137,915,324,979	90.63		
Newfoundland	< \$500,000	310	77.69	21,739,831	1.98	1,096,149,614	140,106,930
	\$500,000 to 5,000,000	72	18.05	118,367,099	10.80		
	> \$5,000,000	17	4.26	956,042,684	87.22		
Prince Edward Island	< \$500,000	212	85.14	13,908,743	18.25	76,193,278	76,193,278
	\$500,000 to 5,000,000	37	14.86	62,284,535	81.75		
	> \$5,000,000	0	0.00	0	0.00		
Nova Scotia	< \$500,000	1,411	83.94	89,178,018	3.91	2,281,504,621	410,175,348
	\$500,000 to 5,000,000	207	12.31	320,997,330	14.07		
	> \$5,000,000	63	3.75	1,871,329,273	82.02		
New Brunswick	< \$500,000	1,428	86.91	71,973,005	2.53	2,850,114,964	350,133,918
	\$500,000 to 5,000,000	166	10.10	278,160,913	9.76		
	> \$5,000,000	49	2.98	2,499,981,046	87.72		
Quebec	< \$500,000	14,283	88.35	726,152,231	2.67	27,221,105,282	3,080,938,605
	\$500,000 to 5,000,000	1,434	8.87	2,354,786,374	8.65		
	> \$5,000,000	449	2.78	24,140,166,677	88.68		
Ontario	< \$500,000	29,428	87.37	1,573,847,300	2.03	77,599,320,446	6,570,293,546
	\$500,000 to 5,000,000	3,189	9.47	4,996,446,246	6.44		
	> \$5,000,000	1,066	3.16	71,029,026,900	91.53		
Manitoba	< \$500,000	2,830	89.90	125,732,682	3.79	3,313,437,202	512,552,343
	\$500,000 to 5,000,000	236	7.50	386,819,661	11.67		
	> \$5,000,000	82	2.60	2,800,884,859	84.53		
Saskatchewan	< \$500,000	1,628	89.06	71,075,937	2.16	3,291,476,381	274,621,048
	\$500,000 to 5,000,000	126	6.89	203,545,111	6.18		
	> \$5,000,000	74	4.05	3,016,855,333	91.66		
Alberta	< \$500,000	5,947	90.53	259,160,921	1.65	15,712,471,518	996,306,966
	\$500,000 to 5,000,000	457	6.96	737,146,045	4.69		
	> \$5,000,000	165	2.51	14,716,164,552	93.66		
British Columbia	< \$500,000	9,441	89.07	469,795,323	2.55	18,437,524,597	1,833,996,193
	\$500,000 to 5,000,000	857	8.09	1,364,200,870	7.40		
	> \$5,000,000	301	2.84	16,603,528,404	90.05		
Yukon & NWT	< \$500,000	85	94.44	3,118,970	38.67	8,064,652	8,064,652
	\$500,000 to 5,000,000	5	5.56	4,945,682	61.33		
	> \$5,000,000	0	0	0	0		

Exports by Industry, 1990

Industry	Total \$ Value of Exports	SME \$ Value of Exports	GDP (At Factor Cost)	Exports as a % of GDP	SME Share of Exports
Agriculture, Fishing and Logging	1,147,918,756	443,229,082	16,091,900,000	7.13%	38.61%
Mining, Quarrying and Oil Wells	9,311,093,718	230,546,663	21,476,100,000	43.36%	2.48%
Manufacturing	87,553,245,299	6,755,036,444	106,320,400,000	82.35%	7.72%
Transportation and Storage	2,018,992,495	191,392,168	23,348,600,000	8.65%	9.48%
Wholesale and Retail Trade	18,082,438,445	2,692,315,293	68,227,400,000	26.50%	14.89%
Finance, Insurance and Real Estate	3,782,558,446	500,743,412	94,590,500,000	4.00%	13.24%
Government Services	7,392,076,926	36,755,739	40,080,000,000	18.44%	0.50%
Community and Personal Services	1,135,906,379	111,566,799	65,909,000,000	1.72%	9.82%
*Other Industries	6,789,141,635	1,340,762,157	94,584,800,000	7.18%	19.75%
Canada: All Industries	137,213,372,099	12,302,347,757	530,628,700,000	25.86%	8.97%

Contribution to Exports: Exporter Concentration, 1990

Rank	Number of Exporters	% of Number of Exporters	Value of Exports (\$ millions)	% of Value of Exports
Top 5	5	0.01%	29065.5	21.18%
6 - 50	45	0.07%	38348.2	27.95%
51 - 100	50	0.08%	15463.9	11.27%
101 - 200	100	0.16%	13924.4	10.15%
201 - 400	200	0.32%	10921.2	7.96%
401 - 900	500	0.81%	10236.4	7.46%
901-62681	61,781	98.56%	19,253.7	14.03%
Total	62,681	100.00%	137,213.3	100.00%

Export Development Corporation: Support to Exporters

	Number of Customers		SME Share	Value of Exports (\$ billions)		SME Share
	All Firms	SMEs		All Firms	SMEs	
1993	2,057	1,693	82.30%	11.8	2.21	18.73%
1992	1,928	1,554	80.60%	8.7	2.07	23.79%
1991	1,905	1,518	79.69%	6.5	1.95	30.00%
1990	1,663	1,340	80.58%	6.1	1.83	30.00%

	Customer Support		Value of Support to all Firms (\$ millions)		Value of Support to SMEs (\$ millions)	
	Number of Customers	*Short Term Insurance	Short Term Insurance	Medium Term Insurance	Export Finance	Export Finance
1993	1,543	96	6659.3	2,344.8	4,094.1	1,643.0
1992	1,382	138	5,156.0	1,715.9	2,638.7	1,234.2
1991	1,354	134	3,748.6	1,422.1	1,717.0	1,106.5
1990	1,223	89	n/a	n/a	n/a	n/a

Canadian Software SME Exports, 1993

Percentage of Revenues from Exports	Number of Firms In Each Category
0-19.9	24
20.0-39.9	7
40-59.9	11
60.0-79.9	15
80.0-100.0	42

Business Service Exports: 1981-1991			
Year	Receipts (\$ millions)	Total Exports (\$ millions)	Business Service Sha of Total Exports
1981	3257	83811	3.89%
1982	3131	84530	3.70%
1983	3611	90613	3.99%
1984	4085	112384	3.63%
1985	4530	119475	3.79%
1986	4804	120670	3.98%
1987	5449	125087	4.36%
1988	6378	138498	4.61%
1989	6747	138701	4.86%
1990	6719	148979	4.51%
1991	7057	145660	4.84%

SBLA and Chartered Bank SME Financing						
Year	SBLA Loans (\$ millions)	Loan Losses (\$ millions)	Losses as a % of Portfolio	Small Business Loans For Six Largest Banks (\$ millions)	Loan Losses (\$ millions)	Losses as a % of Portfolio
1990	539.79	31.59	5.85%	25,778	180.45	0.70%
1991	412.81	31.50	7.63%	25,146	326.90	1.30%
1992	397.44	44.27	11.14%	25,928	337.06	1.30%
1993	500.55	43.46	8.68%	24,541	n/a	n/a
1994	2343	32.85	1.40%	n/a	n/a	n/a

International Comparison of SME Share of Employment and Value-Added, Various Years		
Country	% of Employment	% of Value-Added
Australia	53	43
Austria	60	57
Canada	75	65
France	47	41
Germany	47	35
Ireland	81	84
Japan	79	64
New Zealand	78	76
Norway	62	56
United Kingdom	53	48
United States	62	54

International Comparison of Firm Size Distribution											
Firm Size	Canada (1992)		United States (1987)		Firm Size	France (1991)		United Kingdom (1992)			
	Number	%	Number	%		Number	%	Number	%		
<5	1,824,447	88.21%	2,239,432	47.33%	<6	1,875,200	86.54%	<10	2,342,600	90.10%	
5-19	174,966	8.46%	1,301,516	27.51%	6-19	210,800	9.73%	10-500	252,200	9.70%	
20-49	43,588	2.11%	345,658	7.31%	20-49	53,100	2.45%	500+	5,200	0.20%	
50-99	13,897	0.67%	145,297	3.07%	50-99	15,000	0.69%	Total	2,600,000	100.00%	
100-499	9,334	0.45%	194,219	4.10%	100-499	10,800	0.50%				
500+	2,020	0.10%	505,572	10.68%	500+	2,000	0.09%				
Total	2,068,252	100.00%	4,731,694	100.00%	Total	2,166,900	100.00%				

Exports by Country of Destination, 1992		
Region	Exports (\$ thousands)	Percentage
Atlantic Provinces	6,756,947	100.0%
United States	4,230,483	62.6%
United Kingdom	383,295	5.7%
Japan	353,899	5.2%
Germany	234,648	3.5%
France	125,650	1.9%
Other	1,428,972	21.1%
Quebec	25,671,644	100.0%
United States	19,327,780	75.3%
United Kingdom	755,228	2.9%
France	724,158	2.8%
Germany	537,416	2.1%
China	514,451	2.0%
Other	3,812,611	14.9%
Ontario	77,370,028	100.0%
United States	68,424,244	88.4%
Japan	1,136,184	1.5%
Mexico	818,994	1.1%
Germany	703,438	0.9%
United Kingdom	600,808	0.8%
Other	5,686,360	7.3%
Prairies	27,785,108	100.0%
United States	18,696,897	67.3%
Japan	1,929,887	6.9%
China	1,527,347	5.5%
USSR (former)	1,135,561	4.1%
South Korea	290,072	1.0%
Other	4,205,344	15.1%
British Columbia and Territories	16,718,596	100.0%
United States	7,993,249	47.8%
Japan	4,189,110	25.1%
United Kingdom	542,539	3.2%
South Korea	561,429	3.4%
Germany	513,087	3.1%
Other	2,919,182	17.5%

Exports By Commodity, 1992		
Region	Exports (\$ thousands)	Percentage
Atlantic	6,756,947	100.0%
Fish	1,361,195	20.1%
Mineral fuels and oils	1,239,140	18.3%
Paper products	1,360,193	20.1%
Woodpulp	698,941	10.3%
Other	2,097,478	31.0%
Quebec	25,671,644	100.0%
Paper products	3,771,598	14.7%
Elect. mach. & equip.	3,513,221	13.7%
Aluminium	2,459,891	9.6%
Machinery	2,027,827	7.9%
Other	13,899,107	54.1%
Ontario	77,370,028	100.0%
Motor vehicles & parts	34,337,352	44.4%
Machinery	8,635,364	11.2%
Elect. mach. & equip.	3,455,740	4.5%
Precious metals	2,627,641	3.4%
Other	28,313,931	36.6%
Prairies	27,785,108	100.0%
Mineral fuels & oils	12,443,884	44.8%
Cereals	5,034,024	18.1%
Fertilisers	1,046,593	3.8%
Organic chemicals	642,434	2.3%
Other	8,618,173	31.0%
British Columbia and Territories	16,718,596	100.0%
Wood products	5,634,876	33.7%
Woodpulp	2,413,575	14.4%
Mineral fuels and oils	1,820,790	10.9%
Paper products	1,490,765	8.9%
Other	5,358,590	32.1%

SBLA Loans, by Industry, by Province, 1988

	Canada	Newfoundland	Prince Edward Island	Nova Scotia	New Brunswick	Quebec	Ontario	Manitoba	Saskatchewan	Alberta	British Columbia
Fishing & Trapping	14	0	7	2	1	0	0	0	0	0	4
Manufacturing	607	4	5	4	13	215	215	16	19	50	61
Construction	535	9	7	17	20	171	159	10	16	59	52
Transportation & Storage	380	8	2	23	15	101	78	14	17	68	47
Communication & Other Utilities	21	0	0	0	0	10	2	1	1	2	5
Wholesale Trade	312	5	6	7	3	107	81	9	19	30	41
Retail Trade	1020	26	5	17	16	387	272	35	62	91	91
Finance & Insurance	8	0	0	0	0	0	2	1	0	0	3
Real Estate & Insurance Agents	66	1	1	2	0	15	18	1	4	11	10
Business Services	237	3	2	3	3	70	88	2	5	32	24
Education Services	16	1	0	0	1	5	2	0	1	3	3
Accommodation, Food & Beverage Services	601	9	2	12	8	195	197	18	13	61	72
Other Services	431	4	6	6	10	146	107	15	21	46	54
Total	4248	70	43	93	90	1422	1221	122	178	453	467

FBDB Loans and Guarantees, By Province, 1993

Province	Number	Value (\$ millions)
Yukon & NWT	65	10.2
British Columbia	827	144.2
Alberta	476	50.5
Saskatchewan	348	20.3
Manitoba	238	22.1
Ontario	628	124.6
Quebec	1208	203.1
New Brunswick	167	24.9
Nova Scotia	110	16.0
Prince Edward Island	12	4.3
Newfoundland	162	20.4
Canada	4241	640.6

FBDB Loans and Guarantees, By Industry, 1993

Industry	Number	Value (\$ millions)
Manufacturing	838	135.9
Wholesale and Retail	854	124.8
Tourism	606	118.6
Agriculture	248	5.4
Construction	379	36.3
Commercial Properties	512	121.1
Transportation and Storage	137	35.6
Other	667	63.0
Canada	4241	640.7

FBDB Loans and Guarantees, By Size, 1993

Size of Loan or Guarantee	Number	Value (\$ millions)
Less than \$25,000	1326	8.6
\$25,000 to \$50,000	496	19.6
\$50,000 to \$100,000	742	58.7
\$100,000 to \$500,000	1468	353.6
Greater than \$500,000	209	200.1
Canada	4241	640.6

INDUSTRY CANADA / INDUSTRIE CANADA



170327

C 6222 HG 4027 7 .F56
 C QUEEN HG 4027.7 .F56 1993
 f Canada. Industry Canada (199
 Financing the new economy :

DATE DUE
 DATE DE RETOUR
