



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

Si vous préférez recevoir ce questionnaire en français, veuillez s.v.p. cocher la case suivante et retourner le questionnaire dans l'enveloppe pré-affranchie.

### Please correct pre-printed label information if necessary:

Legal Name	P0001		
Business Name	P0002		
No. & Street	P0003		
City	P0004	Province	P0005
		Postal Code	P0006

## Introduction

### AUTHORITY

Collected under authority of the Statistics Act, Revised Statutes of Canada, 1985, Chapter S-19. Completion of this questionnaire is a legal requirement under this Act.

### PURPOSE

In response to recommendations made by a federal task force on the financial sector, the Government of Canada has committed to improving the information available about financing small and medium-sized enterprises (SME) in Canada.

Statistics Canada is conducting this survey to collect and report aggregate information on the financing of SME. The information you provide will be used in the preparation of these reports.

### CONFIDENTIALITY

Statistics Canada is prohibited by law from publishing any statistics which would divulge information obtained from this survey that relates to any identifiable business without the previous written consent of that business. The data reported on this questionnaire will be treated in confidence, used for statistical purposes and published in aggregate

form only. The confidentiality provisions of the Statistics Act are not affected by either the Access to Information Act or any other legislation.

### RETURNING THIS QUESTIONNAIRE

Please complete this questionnaire within 30 days and return it in the enclosed envelope. Thank you.

### FOR ASSISTANCE

If you require assistance in completing this questionnaire or if you have any comments or questions regarding this survey, please contact:

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

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

## Contact information

Please provide the name and title of the person who completed this questionnaire. We require this information for follow-up purposes. It is recommended that you keep a copy of this questionnaire for your records in case we require clarification about the information provided.

### Name and title of the person who completed this questionnaire:

Name	P0007	Signature	P0008
Title	P0009	Date	P0010
Telephone	P0011	Fax	P0012
Email	P0013		

**Instructions**

- Please read through the entire questionnaire before attempting to respond. You may only have to provide data in one or two sections of Sections B, D or E.
- All respondents must complete Section A.
- Please report for the consolidated enterprise that should include all consolidated branches, subsidiaries and affiliates located in Canada.
- Please report all dollar amounts in thousands of Canadian dollars.
- Your best estimates are acceptable when precise figures are not available.
- Please print clearly.

If you require assistance in completing this questionnaire or if you have any comments or questions regarding this survey, please contact:

Operations and Integration Division      Telephone:      613-951-0936      Toll-free:      1-877-481-8432  
 Statistics Canada      Fax:      613-951-0585      Toll-free fax:      1-877-667-6684  
 Ottawa, Ontario, K1A 0T6

**Definitions**

**Enterprise** - the parent unit that independently directs and controls the allocation of resources and economic activities relating to operations in Canada; and for which accounting records provide a complete set of financial statements.

**Authorization level of client** – the maximum amount of money that a client is permitted to borrow from a supplier under a certain instrument. This may or may not be the amount that a client actually borrowed.

**Total amounts authorized** – the authorization level of a client, aggregated over all clients falling into the particular size, instrument, industrial or geographic category.

**Total amounts outstanding** – the principal amount of money that a client has actually borrowed but not yet paid back, aggregated over all clients falling into the particular size, instrument, industrial or geographic category.

**Total number of clients** – the number of businesses with an amount outstanding as of December 31, 2004, aggregated over all businesses falling into the particular size, instrument, industrial or geographic category. It is not necessary to unduplicate client counts between categories.

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

**Total value of leases** – the original value of the lease, aggregated over all clients with lease amounts outstanding, falling into the particular size, instrument, industrial or geographic category.

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

**A. General information**

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

End date 

1001		1002		
MM    YY				

**A2. What were the total assets of this enterprise in Canada as of the end of the most recently completed fiscal period?**

	(\$000)
Total assets	1003

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

- Yes (go to Question A4) 1
- No (go to Section B) 2

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

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

**Comments:** C0001

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## B. Debt financing

**B1. Did this enterprise have credit outstanding to client businesses (including agriculture) in Canada as of December 31, 2004? Credit refers to all loans, mortgages, credit cards and related debt items that your enterprise provided to any business in Canada.** 2001

- Yes (go to Question B2) <sup>1</sup>  
 No (go to Section D) <sup>2</sup>

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

**Include:**

- Term loans and mortgage loans
- Lines of credit and credit cards
- Umbrella credit
- Credit provided under government guarantees
- Credit provided by a subsidiary or an affiliate to client businesses
- Credit provided to unrelated businesses only

**Exclude:**

- Credit provided to a subsidiary or an affiliate
- Loans or mortgages that you have received
- Equity investments
- Credit provided through factoring, i.e. invoice discounting or purchases of receivables
- Leasing

**B2. Please report all credit outstanding to client businesses in Canada as of December 31, 2004 by authorization level of client business.**

Authorization level of client	Total amounts authorized (\$000)	Total amounts outstanding (\$000)	Total number of clients
Less than \$25,000	2003	2004	2005
\$25,000 - \$49,999	2006	2007	2008
\$50,000 - \$99,999	2009	2010	2011
\$100,000 - \$249,999	2012	2013	2014
\$250,000 - \$499,999	2015	2016	2017
\$500,000 - \$999,999	2018	2019	2020
\$1,000,000 - \$4,999,999	2021	2022	2023
\$5,000,000 or more	2024	2025	2026
Total – all clients	2100	2200	2300

**B3. Please report all credit outstanding to client businesses in Canada as of December 31, 2004 by instrument of client business. Please provide the same information as above but by instrument utilized by your clients.**

Instrument	Total amounts authorized (\$000)	Total amounts outstanding (\$000)	Total number of clients
Term loans	2027	2028	2029
Mortgage loans	2030	2031	2032
Lines of credit	2033	2034	2035
Credit cards	2036	2037	2038
Umbrella credit	2039	2040	2041
Other - please specify: _____	2042	2043	2044
Total – all instruments	2325	2350	2375

**B4. Please report all credit outstanding to client businesses in Canada as of December 31, 2004 by location of client business. Please provide the same information as above but by geography of your clients.**

Province or territory	Total amounts authorized (\$000)	Total amounts outstanding (\$000)	Total number of clients
Newfoundland and Labrador	2045	2046	2047
Prince Edward Island	2048	2049	2050
Nova Scotia	2051	2052	2053
New Brunswick	2054	2055	2056
Quebec	2057	2058	2059
Ontario	2060	2061	2062
Manitoba	2063	2064	2065
Saskatchewan	2066	2067	2068
Alberta	2069	2070	2071
British Columbia	2072	2073	2074
Yukon	2075	2076	2077
Northwest Territories	2078	2079	2080
Nunavut	2081	2082	2083
Unknown	2084	2085	2086
Total – Canada	2400	2500	2600

**B5. Please report all credit outstanding to client businesses in Canada as of December 31, 2004 by industry of client business. Industry definitions may be found at the end of the questionnaire. Please provide the same information as above but by industry of your clients.**

Industry (NAICS code)	Total amounts authorized (\$000)	Total amounts outstanding (\$000)	Total number of clients
Agriculture (111, 112, 1151, 1152)	2087	2088	2089
Forestry, fishing and hunting (113, 114, 1153)	2090	2091	2092
Mining and oil and gas extraction (21)	2093	2094	2095
Utilities (22)	2096	2097	2098
Construction (23)	2099	2101	2102
Manufacturing (31-33)	2103	2104	2105
Wholesale trade (41)	2106	2107	2108
Retail trade (44-45)	2109	2110	2111
Transportation and warehousing (48-49)	2112	2113	2114
Information and cultural industries (51)	2115	2116	2117
Finance and insurance (52)	2118	2119	2120
Real estate and rental and leasing (53)	2121	2122	2123
Professional, scientific and technical services (54)	2124	2125	2126
Management of companies and enterprises (55)	2127	2128	2129
Administration and waste management (56)	2130	2131	2132
Educational services (61)	2133	2134	2135
Health care and social assistance (62)	2136	2137	2138
Arts, entertainment and recreation (71)	2139	2140	2141
Accommodation and food services (72)	2142	2143	2144
Other services except public administration (81)	2145	2146	2147
All other industries and/or unknown	2148	2149	2150
<b>Total – all industries</b>	<b>2700</b>	<b>2800</b>	<b>2900</b>
Of which: knowledge-based industries	2151	2152	2153

Please note that the "Total" row in Tables B2, B3, B4 and B5 should be consistent from table to table. For example, in the "Total amounts authorized" column, the data you provide in cells 2100, 2325, 2400 and 2700 should be identical.

**B6. Please report actual losses (write-offs net of recoveries) during calendar year 2004 on credit to businesses in Canada by authorization level of client business. If actual losses are not available please report loss provisions.**

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

Please check only one. C0002

- I reported actual losses <sup>1</sup>
- I reported loss provisions <sup>2</sup>
- I reported actual losses of **zero** <sup>3</sup>

## D. Factoring

This section has been modified as few suppliers can provide the detailed information on this type of financing. Please provide total amounts authorized, total amounts outstanding and total number of clients in D2 below.

**D1. Did this enterprise provide factoring financing to client businesses (including agriculture) in Canada as of December 31, 2004? Factoring financing activities include invoice discounting and purchases of receivables.** <sup>5001</sup>

- Yes (go to Question D2) <sup>1</sup>  
 No (go to Section E) <sup>2</sup>

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

### Include:

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

### Exclude:

- Credit provided without invoice discounting or purchases or receivables
- Credit provided without invoice discounting or purchases or receivables
- Securitization, Asset-backed securities or Special Purpose Trusts

**D2. Please report factoring financing provided to client businesses in Canada as of December 31, 2004 for total amounts authorized, total amounts outstanding and total number of clients.**

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

## E. Leasing

**E1. Did this enterprise have leases outstanding to client businesses (including agriculture) in Canada as of December 31, 2004?** <sup>7001</sup>

- Yes (go to Question E2) <sup>1</sup>  
 No (go to Section F) <sup>2</sup>

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

### Include:

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

### Exclude:

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

**E2. Please report all leases outstanding to client businesses in Canada as of December 31, 2004 by lease size of client business.**

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

**E3. Please report all leases outstanding to client businesses in Canada as of December 31, 2004 by location of client business.**

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

**E4. Please report all leases outstanding to client businesses in Canada as of December 31, 2004 by industry of client business. Industry definitions may be found at the end of the questionnaire.**

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

Please note that the "Total" row in Tables E2, E3, and E4 should be consistent from table to table. For example, in the "Total value of leases" column, the data you provide in cells 7100, 7400 and 7700 should be identical.

**E5. Please report actual losses (write-offs net of recoveries) during calendar year 2004 on leases to client businesses in Canada by lease size of client businesses. If actual losses are not available please report loss provisions.**

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

Please check only one.

- I reported actual losses <sup>1</sup>
- I reported loss provisions <sup>2</sup>
- I reported actual losses of **zero** <sup>3</sup>

**E6. Please report all leases outstanding to client businesses in Canada as of December 31, 2004 by type of lease.**

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

Instrument	Total value of leases (\$000)	Total lease amounts outstanding (\$000)	Total number of clients
Capital leases	7027	7028	7029
Operating leases	7030	7031	7032
Other - please specify: _____	7033	7034	7035
Total – all types of leases	7325	7350	7375

Please note that the "Total" row in Tables E2, E3, E4 and E6 should be consistent from table to table. For example, in the "Total value of leases" column, the data you provide in cells 7100, 7400, 7700 and 7325 should be identical.

Comments: C0005

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## North American Industry Classification System (NAICS)

### Agriculture (111, 112, 1151, 1152)

#### 111 Crop Production

This subsector comprises establishments, such as farms, orchards, groves, greenhouses and nurseries, primarily engaged in growing crops, plants, vines, trees and their seeds (excluding those engaged in forestry operations).

#### 112 Animal Production

This subsector comprises establishments, such as ranches, farms and feedlots, primarily engaged in raising animals, producing animal products and fattening animals.

#### 1151 Support Activities for Crop Production

This industry comprises establishments primarily engaged in providing support activities for growing crops.

#### 1152 Support Activities for Animal Production

This industry comprises establishments primarily engaged in providing support activities related to raising livestock, including companion animals.

### Forestry, Fishing and Hunting (113, 114, 1153)

#### 113 Forestry and Logging

This subsector comprises establishments primarily engaged in growing and harvesting timber on a long production cycle (of ten years or more).

#### 114 Fishing, Hunting and Trapping

This subsector comprises establishments primarily engaged in harvesting fish and other wild animals from their natural habitats.

#### 1153 Support Activities for Forestry

This industry comprises establishments primarily engaged in performing particular support activities, related to harvesting timber.

### 21 Mining and Oil and Gas Extraction

This sector comprises establishments primarily engaged in extracting naturally occurring minerals and engaged in exploration for minerals, development of mineral properties and mining operations.

### 22 Utilities

This sector comprises establishments primarily engaged in operating electric, gas and water utilities.

### 23 Construction

This sector comprises establishments primarily engaged in constructing, repairing and renovating buildings and engineering works, and in subdividing and developing land.

### 31-33 Manufacturing

This sector comprises establishments primarily engaged in the physical or chemical transformation of materials or substances into new products.

### 41 Wholesale Trade

This sector comprises establishments primarily engaged in wholesaling merchandise and providing related logistics, marketing and support services. The wholesaling process is generally an intermediate step in the distribution of merchandise and is therefore organized to sell merchandise in large quantities to retailers, and business and institutional clients.

### 44-45 Retail Trade

This sector comprises establishments primarily engaged in retailing merchandise, generally without transformation, and rendering services incidental to the sale of merchandise. The retailing process is the final step in the distribution of merchandise and they are organized to sell merchandise in small quantities to the general public.

### 48-49 Transportation and Warehousing

This sector comprises establishments primarily engaged in transporting passengers and goods, warehousing and storing goods, and providing services to these establishments.

### 51 Information and Cultural Industries

This sector comprises establishments primarily engaged in creating and disseminating information and cultural products, such as written works, musical works or recorded performances, recorded dramatic performances, software and information databases, or providing the means to disseminate them. Establishments that provide access to equipment and expertise to process information are also included. This sector includes publishing industries, software publishing, the motion picture and sound recording industries, the broadcasting and telecommunications industries, and the information services and data processing industries.

### 52 Finance and Insurance

This sector comprises establishments primarily engaged in financial transactions (transactions involving the creation, liquidation, or change in ownership of financial assets) or in facilitating financial transactions.

### **53 Real Estate and Rental and Leasing**

This sector comprises establishments primarily engaged in renting, leasing or otherwise allowing the use of tangible or intangible assets.

### **54 Professional, Scientific and Technical Services**

This sector comprises establishments primarily engaged in activities in which human capital is the major input. These establishments make available the knowledge and skills of their employees, often on an assignment basis. The main components of this sector are legal services industries, accounting and related services industries, architectural, engineering and related services industries, surveying and mapping services industries, design services industries, management, scientific and technical consulting services industries, scientific research and development services industries, and advertising services industries.

### **55 Management of Companies and Enterprises**

This sector comprises establishments primarily engaged in managing companies and enterprises and/or holding the securities or financial assets of companies and enterprises, for the purpose of owning a controlling interest in them and/or influencing their management decisions.

### **56 Administrative and Support, Waste Management and Remediation Services**

Two different types of establishments are included here: those primarily engaged in activities that support the day-to-day operations of other organizations; and those primarily engaged in waste management activities.

### **61 Educational Services**

This sector comprises establishments primarily engaged in providing instruction and training in a wide variety of subjects. This instruction and training is provided by specialized establishments, such as schools, colleges, universities and training centres.

### **62 Health Care and Social Assistance**

This sector comprises establishments primarily engaged in providing health care by diagnosis and treatment, providing residential care for medical and social reasons, and providing social assistance, such as counselling, welfare, child protection, community housing and food services, vocational rehabilitation and child care, to those requiring such assistance.

### **71 Arts, Entertainment and Recreation**

This sector comprises establishments primarily engaged in operating facilities or providing services to meet the cultural, entertainment and recreational interests of their patrons. They produce, promote or participate in live performances, events or exhibits intended for public viewing; provide the artistic, creative and technical skills necessary for the production of artistic products and live performances; preserve and exhibit objects and sites of historical, cultural or educational interest; and operate facilities or provide services that enable patrons to participate in sports or recreational activities or pursue amusement, hobbies and leisure-time interests.

### **72 Accommodation and Food Services**

This sector comprises establishments primarily engaged in providing short-term lodging and complementary services to travellers, vacationers and others, in facilities such as hotels, motor hotels, resorts, motels, casino hotels, bed and breakfast accommodation, housekeeping cottages and cabins, recreational vehicle parks and campgrounds, hunting and fishing camps, and various types of recreational and adventure camps.

### **81 Other Services (except Public Administration)**

This sector comprises establishments not classified to any other sector, primarily engaged in repairing, or performing general or routine maintenance, on motor vehicles, machinery, equipment and other products to ensure that they work efficiently; providing personal care services, funeral services, laundry services and other services to individuals, such as pet care services and photo finishing services; organizing and promoting religious activities; supporting various causes through grant-making, advocating (promoting) various social and political causes, and promoting and defending the interests of their members. Private households are also included.

### **91 Public Administration**

This sector comprises establishments primarily engaged in activities of a governmental nature, that is, the enactment and judicial interpretation of laws and their pursuant regulations, and the administration of programs based on them.

## Definition of Knowledge-based Industries (KBI)

Knowledge based firms are considered backbone of the “new economy.” They have been considered to be consistently outperforming the total economy in terms of growth and job creation since the 1970s. Because of their smaller size and the nature of their activities, they imply different challenges for traditional suppliers of finance. Typically, firms involved in pharmaceuticals, health biotech, new materials, telecommunications, information technology, software, medical equipment and avionics are considered to be in the knowledge-based industries. They have long product development cycles and their comparative advantage usually comes from innovative and creative people who make up the development team. These companies face particular financing challenges because of their lack of fixed assets, the difficulty that traditional lenders have in assessing their potential, and the unique operational risks they face. As a result of challenges faced by these firms in obtaining financing, we have been asked to undertake collection of data related to the knowledge based industries to see the extent of financing activities related to firms in these industries.

### Definition:

In 1996, based on research undertaken by Industry Canada and the Business Development Bank of Canada, a definition of knowledge-based industries (KBI) was developed using the Standard Industrial Classification (SIC). This has since been converted to the North American Industrial Classification System (NAICS). Since there was no single definition of KBI, Industry Canada proposed the use of a two-tiered categorization of industries that would be appropriate for identifying industries as KBI.

- Tier I - a narrow band of science and technology-based firms, composed of knowledge producers; and
- Tier II - a broad band of "high knowledge" firms which, based on measures of research and development and knowledge worker inputs, could be considered to be business innovators and high-knowledge users.

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

Aerospace Products and Parts Audio and Video Equipment Cable and Other Program Distribution Computer and Peripheral Equipment Computer Systems Design and Related Services Data Processing Services Engineering and Life Sciences Environmental Consulting Services Motion Picture and Video Production Navigational and Guidance Instruments Pay and Specialty Television Pharmaceutical and Medicine	Post-Production and Other Motion Picture and Video Industries Radio Research and Development in the Physical Satellite Communications Semi-Conductor and Other Electronic Component Software Publishers Telecommunications Resellers Telephone Apparatus Television Broadcasting Wireless Communications Etc.
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The Tier II group consists of “high-knowledge” firms involved in the following industries; these are some examples of the industries in this group.

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