



# International transactions between insurance brokers in Canada and their foreign affiliates, agents, and other companies or persons outside Canada, 2006

Confidential when completed

Si vous préférez ce questionnaire en français, veuillez cocher 

Please write in any changes of name or address



## ARE YOU A SERVICES EXPORTER OR IMPORTER?

Generally speaking, if you bill a client abroad for any service (including royalty receipts) that you provide, you are a services **exporter**, and if you buy any service (including royalty payments) from abroad, you are a service **importer**. You can be both an exporter and an importer of services. A variety of services are listed on the last page of this form.

### Purpose of the survey

The aim of this survey is to compile data on all international transactions in services directly bought and sold abroad by businesses located in Canada. Please, **include** transactions conducted between the Canadian entity (surveyed by this questionnaire) and foreign related parties. **Include** also transactions conducted between the Canadian entity and foreign unrelated parties. **Do not include** transactions conducted by foreign related parties with other foreign entities or with Canadian unrelated parties.

These services cover a variety of industrial, professional, trade and business services, as well as transactions in royalties and licences.

This survey is **not** intended for: imports and exports of goods, freight and shipping transactions, travel, interest or profit/loss.

The data are required for the compilation of Canada's Balance of International Payments and the Gross Domestic Product. Such statistics are used as a major input in the conduct of monetary and exchange rate policies. Other uses of these data include the development and monitoring of international trade agreements, and for business planning, marketing and institutional research.

### About reporting

**Authority:** This survey is conducted under the authority of the Statistics Act, Revised Statutes of Canada, 1985, Chapter S19. Completion of this questionnaire is a legal requirement under the Statistics Act.

**Confidentiality:** Under the Statistics Act, your information is treated in strict confidence and cannot be released under the Access to Information Act.

**Due date:** Within four weeks of receipt.

**Please mail to:** Balance of Payments Division  
Statistics Canada  
Ottawa, Ontario  
K1A 0T6

**Courier address:** Statistics Canada  
120 Parkdale Avenue  
R.H.Coats Bldg. - 22nd Floor  
Ottawa, Ontario K1A 9Z9

**Enquiries:** Toll free number 1(866) 765-8143 or 1(613) 951-2950  
Fax 1(613) 951-9031  
E-mail: [bop.surveys@statcan.ca](mailto:bop.surveys@statcan.ca)

### Instructions on filling out the survey

**Period covered:** Please report for the calendar year 2006, or if not practicable, your nearest fiscal year ending 

Day	Month	Year
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**Estimates:** If a particular category of services or geographic distribution is not readily available, please estimate.

**Coverage:** Please report all external service transactions **including those financed by government in Canada (for example, by CIDA)** or by other Canadian or international organizations (as World Bank). Do not include imports and exports of goods, freight and shipping transactions, travel, interest or profit/loss, as these are reported elsewhere.

**Note: Amounts you report in Schedules A and B should include services transacted over the internet.**

**Related parties:** In this survey you are asked to show transborder trade with foreign related parties and with other foreign (arm's length) parties. Related parties are entities in which investors have the ability to exercise significant influence by virtue of their investment. Foreign related parties include foreign parent companies, branches, subsidiaries and other related parties in which the parent owns at least 10% of the voting rights or is controlled by substantially the same shareholders (please refer to C.I.C.A. accounting standards).

**Definitions:** Please see definitions of services on page 4, and yellow sheet showing geographical codes.

**Note:** When this questionnaire is accompanied by the questionnaire "Transactions between Canada and Other Countries" (BP-21), the items "Total Revenues" and "Total Expenses" on this report should correspond with lines 32 and 34 on the BP-21 form.

Name and title of responsible officer	Telephone	Fax :
Signature	Date	E-mail :

Please make a copy for your records

Thank you for your assistance

### Schedule A - Exports of commercial services, 2006

For your operations in Canada, please report the value of services sold to customers abroad (revenues earned) during 2006 (or your nearest fiscal year)

Please report net of Withholding Tax, and in Thousands of \$ Canadian

Services (see definitions on page 4)	ref. no.	Country		Country		Country		Country*		Total revenues on exports	
		Please enter country code from yellow sheet. eg: JPN for Japan									
		to foreign related parties	to other foreign parties	to foreign related parties	to other foreign parties	to foreign related parties	to other foreign parties	to foreign related parties	to other foreign parties	to foreign related parties	to other foreign parties
- Cdn. \$'000 -											
Telecommunications and related services	1										
Construction services	2										
Insurance (Direct claims paid by unregistered insurers)	3										
Financial services other than insurance	4										
Computer services	5										
Information services	6										
Royalties & licenses	7										
-Patents & industrial designs											
-Trademarks	8										
-Franchises	9										
-Pre-packaged software sales	10										
-Other computer software	11										
-Copyrights and related rights except computer software	12										
-Other royalties. Please specify in the <b>Comments</b> section below	13										
Non-financial commissions	14										
Legal services	15										
Accounting services	16										
Business management consulting and public relation services	17										
Other management and administrative services	18										
Equipment rentals	19										
Advertising and related services	20										
Research and development	21										
Architectural and engineering services	22										
Scientific and technical services	23										
Mining services	24										
Environmental services	25										
Real estate services	26										
Education, training, staff development	27										
Performing arts	28										
Other audio-visual services	29										
Contract production abroad	31										
Other. Please specify in the <b>Comments</b> section below	32										
<b>Total revenues</b>	33										

FOR INFORMATION ONLY

**Comments** or qualifications about the data reported above

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\* Please use separate page(s) to report more than four countries.

### Schedule B – Imports of commercial services, 2006

For your operations in Canada, please report the value of services purchased from suppliers abroad (expensed) during 2006 (or your nearest fiscal year)

Please report net of Withholding Tax, and in Thousands of \$ Canadian

Services (see definitions on page 4)	ref. no.	Country		Country		Country		Country*		Total expenses on imports	
		Please enter country code from yellow sheet. eg: JPN for Japan									
		from foreign related parties	from other foreign parties	from foreign related parties	from other foreign parties	from foreign related parties	from other foreign parties	from foreign related parties	from other foreign parties	from foreign related parties	from other foreign parties
- Cdn. \$'000 -											
Telecommunications and related services	1										
Construction services	2										
Insurance (Direct premiums paid to unregistered insurers)	3										
Financial services other than insurance	4										
Computer services	5										
Information services	6										
Royalties & licenses - Patents & Industrial designs	7										
-Trademarks	8										
-Franchises	9										
-Pre-packaged software sales	10										
-Other computer software	11										
-Copyrights and related rights except computer software	12										
-Other royalties. Please specify in the <b>Comments</b> section below	13										
Non-financial commissions	14										
Legal services	15										
Accounting services	16										
Business management consulting and public relations services	17										
Other management and administrative services	18										
Equipment rentals	19										
Advertising and related services	20										
Research and development	21										
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Scientific and technical services	23										
Mining services	24										
Environmental services	25										
Real estate services	26										
Education, training, staff development	27										
Performing arts	28										
Other audio-visual services	29										
Contract production abroad	31										
Other. Please specify in the <b>Comments</b> section below	32										
<b>Total expenses</b>	33										

FOR INFORMATION ONLY

**Comments** or qualifications about the data reported above

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\* Please use separate page(s) to report more than four countries.

## Definitions and reference numbers

### 1. Telecommunications services (please note (i)b)

Two groups of respondents are asked to report in this category:

- (i) Carriers and interconnect suppliers to the public: please report
- charges to/from abroad for the usage of facilities that teletransport client information,
  - related consulting and facilities management.

(ii) Non-telecommunications companies using own facilities or the private facilities of a related party: please report explicit or implicit charges that cover the use and management of these facilities in teletransporting client information to/from abroad.

Activities cover basic telecommunications as well as enhanced or value added services (as Email, EDI, teleconferencing, and paging). Excludes the value of subject matter teletransported (see #6).

### 2. Construction services supplied directly from or to Canada

Covers erection of structures, structural repairs, installation, refurbishing, special trades, demolition and site work. Please include any equipment rentals with operator. Note: Where construction activity is an indistinct part of a turnkey project, please make a general estimate of the construction portion. Otherwise, assign here or to #22 (architectural and engineering services) according to where you believe the major value lies.

### 3. Insurance

Covers (a) direct insurance claims paid to Canadian policy holders by insurers not registered in Canada. While we recognize that these claims are normally settled directly between the insured and the insurance company, we ask the brokers to estimate the amount of claims paid during the year. (b) direct insurance premiums paid by Canadian policy holders to insurers not registered in Canada. Reinsurance premiums and claims should not be reported, as they are included in reports from the ceding and assuming insurance companies. Please report commission revenues and expenses for insurance and reinsurance at #14.

### 4. Financial services other than insurance

Covers bank or trust company service charges (including custodial fees) not covered in interest amounts; loan guarantee fees; non-interest charges for participation/administration of retail credit or debit cards; fees for financial advisory services including merger/acquisition charges but excluding accounting, tax planning (see #16) or associated legal charges (see #15); .

Note: fees and commissions on securities (such as broking, placement of issues, futures trading) are excluded from this survey.

### 5. Computer services

Covers design, engineering and management of computer systems (exclusive of the value of hardware). Covers the development and production of original software (including operating software and internet software), but excludes the export/import of prepackaged software units for general commercial or personal use (see #10). Computer processing services as well as equipment maintenance and repair should be reported here. This category also includes consulting and specific training related to the above (for general training see #27). For royalties, licences and other fees on the use of software see #10 and 11.

### 6. Information services

Covers on-line information retrieval services, including database services (the development of subject matter through to storage and dissemination) and computer assisted document searches and retrievals. Includes operations of internet service providers and other services which directly enable or support the provision of internet services. Also covers news agency services (as syndicated reporting services to the media). Database charges not separable from related telecommunications charges should be included here, unless the latter are sought to primarily in which case please report under #1.

### 7. to 13. Headnote about royalties and licences

Items #7 to #13 below, refer to royalties or fees for the use of rights, or for acquisition of the rights themselves should be specified separately under #32 "Other Services". Further, the following items should be excluded: patent or trademark registration, or maintenance fees, and distribution rights specified at #28 and #29.

### 7. Royalties and licences: Patents and industrial designs

Covers royalty or licence fees for the use of patents, industrial designs, industrial know-how or manufacturing rights. Includes payments for the use of unpatented industrial processes.

### 8. Royalties and licences: Trademarks

Covers royalties or fees for the use of trademarks, that is, words, symbols, designs or combinations thereof which distinguish the holder's products or services from those of another provider.

### 9. Royalties and licences: Franchises

Covers contractual privileges granted by an individual or corporation to another, permitting the sale of a product or service in a specified area and/or manner.

### 10. Royalties and licences: Pre-packaged (not customized) software sales

Covers sales of exported or imported units of general-use software for automatic data processing machines, including that of a kind sold at retail or for commercial applications. These products may be sent in physical or internet form. The dollar value reported here should include royalties and licence fees for multiple use as well as license extensions for copies already provided to clients.

### 11. Royalties and licences: Computer software

Covers royalties, licenses or other fees for the right to replicate, distribute or otherwise use software (whether or not over the internet).

**12. Covers royalty or licence fees** for the use of artistic, literary, dramatic or musical originals. **Distribution rights** for performances and audio-visual productions for a limited time and/or a limited area should be reported at #28 or #29. Royalties, licenses or other fees for the right to use computer programs are reported in #10 or #11.

### 13. Royalties and licences: Other royalties

Includes royalties for the exclusive use of natural resources. **Please specify the type of royalties** reported in line 13 by using space in the Comments section at the bottom of Schedule "A" and/or "B".

### 14. Non-financial commissions:

Covers commissions on goods and service transactions between (i) resident merchants, commodity brokers, dealers, manufacturers' sales branches and commission agents and (ii) non-residents. Includes auction commissions. Excluded are commissions already recorded in the price of goods imported and exported through Customs, and financial service commissions (whether involving insurance, credit, stock or bond issues).

### 15. Legal services

Covers legal advisory and representational services in any law, judicial and statutory procedures, and the drawing up of legal instruments or documentation.

### 16. Accounting services

Covers the recording of business and other accounts, including reviews and audits, book-keeping and preparation of related statements and returns. Includes corporate tax planning and consulting, and preparation of tax documents.

### 17. Business management consulting and public relations services

Covers business management consulting as well as public relations services, typically transacted with unrelated parties. Certain specialized management consulting however, should be reported with the service concerned: telecommunications (#1); computer and information services (#5 and #6); legal services (#15); accounting (#16); advertising (#20); architectural, engineering/construction (#22); environmental (#25); property management services (#26); education/training (#27).

### 18. Other management and administrative services

Covers charges between related parties for managerial and administrative services rendered by an individual or corporation and which cannot be allocated to another category on this survey.

### 19. Equipment rentals

Excepting construction equipment with operator, covers rentals with and without operator of: light or heavy machinery and tools, drilling rigs and supply vessels, rail or road/off-road vehicles, aircraft (short term leases). Also includes rental of containers; office machinery and equipment including computers; rentals of household and personal goods. Excludes financial leases, leases of telecommunication lines, leasing of real estate, car rentals to foreign travellers, and shipping charters.

### 20. Advertising and related services

Covers the design, creation and marketing of advertisements by advertising agencies; placing advertisements in newspapers, journals, radio, TV and other media, including the purchase and sale of advertising space; advertising on the internet or which otherwise supports E-commerce; participation in trade fairs and other promotional outlays, including exhibition services, telemarketing or delivery services. Also covered are market research services and public opinion polling. Call center telemarketing services are covered here. Call center customer assistance services and other call center services are reported at #32.

### 21. Research and development

Covers charges related to systematic investigations through experiment or analysis to achieve a scientific or commercial advance for or through the creation of new or significantly improved products or processes. R & D extends to the social sciences and humanities but excludes market research (see #20) and technical studies (see #23).

### 22. Architectural and engineering services

Covers any of consulting, design/pre-design, and contract supervision services; also integrated services, but please see Note to #2. Covers urban planning and landscape architectural services, including the export or import of services for the management of projects after completion.

### 23. Scientific and technical services

Covers geological and geophysical services; mineral exploration and prospecting work; surveying and mapping services of or from land, sea and above-surface, including weather services; services of testing, analysis, inspection or certification of any materials or products. Medical and dental laboratory services are excluded here (please specify at #31).

### 24. Mining services

Covers drilling and field services including maintenance and inspection, but not equipment rentals (see #19) or sales. Services related to discovery - that is, mineral prospecting and exploration, as well as geological surveying - are reported at #23.

### 25. Environmental services

Covers sanitation services; waste storage, treatment, destruction; decontamination, clean-up/containment and pollution control; environmental consulting, covering biological and ecological monitoring, environmental audits, impact and site assessments.

### 26. Real estate services

Covers sales commissions, fees/contracts for the management of properties, including hotels, resorts.

### 27. Education, training, staff development

Covers charges for employee training and development; also covers such services to the educational market as testing, consulting and the development and delivery/adaptation of course materials and systems. Educational equipment sales and replications of course material for general sale are excluded. Fees included for attending tertiary, university and college programs are beyond the scope of this survey and should not be included here.

### 28. Performing arts

Cover fees to producers, directors, actors, crew and others engaged in staging theatrical and musical events, circus entertainment and other performances, whether for profit or not. Covers fees for distribution rights for the media (as TV, radio) for such productions.

### 29. Other audio-visual services

Covers receipts and payments for the production of films, programs for broadcast (live or taped), music recordings and videos; includes receipts or payments for post-production, motion picture above mentioned and **distribution rights** sold to the media for a limited number of showings in specified areas. Excluded here are copies for general or personal use of films, videos, programs, texts or musical compositions, together with software replications of such materials for retail sale.

### 31. Contract production abroad

If you pay a producer abroad to produce a good which you then sell abroad (i.e. no export back to Canada), please report the revenue you receive, and the production expenses which the foreign producer bills you. (The producer may buy materials outside Canada on your behalf and bill for the whole cost, or you may export your own materials or master copy and pay only the transformation or reproduction charge). In the reverse situation, i.e. you are the contract producer, please report revenue from foreign parties who engage your services, and at #31 specify the value of the product shipped within Canada.

### 32. Other services

A variety of other services are included here, for example, interior, product and package design services, personnel, translation, and security services. Call center telemarketing services are reported at #20. **Call center customer assistance** services and **other call center** services are covered here. Please specify international delivery revenues and expenses if you are a provider of courier services. Please identify the contents of your amount in line 31 by using space in the Comments section at the bottom of Schedule "A" and/or "B".