

almost the same amount in the 1997 Survey (25.0%). Leasing companies were the only category to increase the size of their loan portfolios. Life insurance companies, which hold the vast majority of loans to Canadian entities, lightened up by 17%.

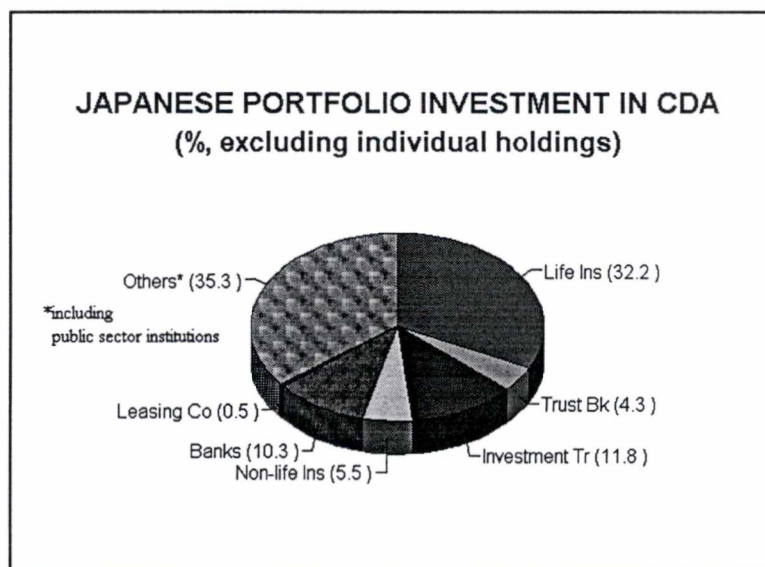
Finally, because of the notable increase in individual holdings of securities issued by Canadian entities, the retail sector has been included as separate category in the Survey for the first time. Based on information provided by Japanese underwriters, Individuals held only \$335 million of retail targeted investments as of March 31, 1996. Between April 1, 1996 and March 31, 1997, 10 separate samurai dual currency issues by Canadian borrowers, redeemed in either Australian or USA dollars, increased individual holdings of Canadian securities over 10-fold to \$3.97 billion.

INSTITUTIONAL BREAKDOWN

A consistent comparison with the 1996 Survey requires excluding the newly added "individual" category. On this basis, "Others, including Public Sector Institutions"⁴ again recorded the largest overall holdings of Canadian securities and loans with 35.3%. The Life Insurance Companies followed closely with 32.2% of the total, up from 28.5% in the 1996 Survey. Considerably farther back were Investment Trust and Management Companies (11.8%, up from 10.9% in 1996) and all Banks (10.3%, down from 12.9%). Finally, Marine and Fire Insurance Companies stabilized their holdings at 5.5% (up slightly), Trust Banks fell from 6.0% to 4.3% while Leasing Companies held only 0.5% of the total (down 0.2%).

If the Individual holdings are included, the ranking is as follows: Others, including Public Sector Institutions 31.9%; Life Insurance Companies 29.1%; Investment Trust and Management Companies 10.7%; Individuals 9.7%; all Banks 9.3%; Marine and Fire Insurance Companies 5.0%; Trust Banks 3.9%; and Leasing Companies 0.5%.⁵

One of the more significant changes is the increase in Life Insurance Company holdings which, given their positive appetite



⁴ This new nomenclature essentially replaces the previous category, "Government and Quasi-public Financial Organizations".

⁵ See Table 1a in Annex II.