

**VOORBURG GROUP ON SERVICE STATISTICS**

101.39

Seventh Meeting  
Williamsburg, 19-23 October 1992

**STANDARD SURVEYS**  
**COMPUTER SERVICES, TELECOMMUNICATION SERVICES,**  
**AUDIOVISUAL SERVICES**  
**RESULTS FOR 1990 IN FRANCE**

Philippe TROGAN, INSEE

**STANDARD SURVEYS**  
**COMPUTER SERVICES, TELECOMMUNICATION SERVICES,**  
**AUDIOVISUAL SERVICES**  
**RESULTS FOR 1990 IN FRANCE**

**I - RESULTS FOR 1990, AS TO THE THREE STANDARD SURVEYS**

The answers to the three proposed standard surveys are organised according to the presentation established by Statistics Canada. They are obtained mainly from the ten years old annual survey on service enterprise, but some data are drawn from employment statistics (separation between males and females). Most of the modules could be completed. However, some data were only available for enterprises with 20 or more wage earners, and are estimated for the other enterprises. It should be noted that the limit of 20 wage earners will be put to a lower level in the surveys starting in 1995, within the framework of the complete revision of the French annual surveys on enterprises.

**Module 1 : Revenues from the sale of goods and services**

There is a strong coherence between the three proposed classifications and the French classification for the annual survey.

The rubric M "Royalties and patent fees received" can be filled only for enterprises with 20 or more wage earners. It is assumed that, for the other enterprises, the amounts can be neglected. The same remark is applied to the rubric P "Operating subsidies".

**Module 2 : Goods and services used in the operations**

The rubric A.b. "Employees' benefits" can be filled only for enterprises with 20 or more wage earners. It is assumed that the ratio "Employee benefits/Wage and salaries" calculated on the restricted scope is applicable for all enterprises.

The rubric M "Royalties and patents" can be filled only for enterprises with 20 wage earners or more. It is assumed that, for the other enterprises, the amounts can be neglected.

The rubric J "Depreciation" can be filled only for enterprises with 20 or more wage earners. The ratio "Depreciation/Value added" calculated on the restricted scope of enterprises is applied for all enterprises.

Many rubrics (insurance, telecommunication, ...) are not available at a detailed level ; they are collapsed in the rubric K "Others".

**Module 3 : Purchases of goods and services for resale.**

The total is available, but not always the detailed proposed breakdown.

**Question :** Should sub-contracts integrated in the products which are sold be mentioned in module 2 or in module 3 ?

**Module 4 : Inventories**

Only variations are available, and not levels. This information is, in general, available for enterprises with 20 or more wage earners, except in the case of activities

where the inventory level is important such as building promotion ; for other enterprises, the amounts are assumed to be neglectable.

Module 5 : Supplementary question concerning the basis of accounting.

The answer is always "accrual basis".

Module 6 : Exports

Only the total exports are available. An estimate of the breakdown by product can be made by assigning the total exports of an enterprise to the product corresponding to its most detailed principal activity.

Module 7 : Imports

This information is generally not available, except for activities where imports are important, homogeneous and made, for their major part, of the principal product.

Module 8 : not available

Module 9 : Employment numbers

This information is available, but the sex and the characteristic "full time/part time" cannot be crossed. Specialized personnel cannot be separated from other persons. A specialized source can provide the qualifications of wage earners, but it was not used here.

Module 10 : Fixed assets, additions and disposals

Only annual additions are available, and not according to the proposed classification. The nomenclature used in the French survey has become old and will be reviewed in 1995.

Module 11 : Production added to the fixed assets, research and development.

Only the total is available, and only for current expenditures. This rubric is important because it is necessary for the calculation of value added.

## **II - COMPUTER SERVICES**

### **Modifications made to the 1989 survey for the 1990 survey**

Compared to the French answers to the standard survey based on the 1989 annual survey on service enterprises, several changes have been introduced in the 1990 survey. They are presented hereafter.

Module 1. Section 1 : Revenues from the provision of computer services

The classification has been further refined in order either to follow the nomenclature of Statistics Canada or to avoid ambiguities, and unspecified products whose corresponding values are assigned at random to one of the various specified rubrics :

- "Third party maintenance of basic softwares" : this corresponds unambiguously to the rubric B.f "System maintenance services" ; the corresponding amount is FF 939 millions (US \$ 150 millions).

- "Computer operation management services" : the corresponding amount is FF 971 millions (US \$ 160 millions) ; it has been assigned to the rubric B.b "Computer facilities management services" but, perhaps, it should have been assigned to the rubric C.a "Data processing and tabulation services" ; in 1989, these products were classified there by default (the rubric C.a goes from FF 18,907 millions en 1989 to FF 19,012 millions en 1990) ; furthermore, the rubrics in B include conception which is not the case of the rubrics in C and of the "Computer operation management services".

- "Provision of personnel for computer services" : the corresponding amount is FF 2,953 millions (US \$ 500 millions) ; it was assumed that this correspond to the rubric B.g "Other professional computer services", but another possibility could be to assign it to the rubric B.d "System analysis and programming services", for which there is no equivalent in the French classification and which Statistics Canada defines as follows : "the provision of system analysts' and/or programmers' services on a per diem basis to participate in one of the phases of the development of a system".

Module 1. Section 2 : Revenues from the sale of computer related goods and services.

- The rubric K "Network services" is considered to be a part of "telecommunication services" ; it is thus quasi void.

Module 11. Production added to fixed assets, research and development.

A supplementary question permitted to fill this rubric as to its part D "Current expenditures on software, R&D" for an amount of FF 1,142 millions (US \$ 200 millions).

## Conclusions

Even if some ambiguities remain as to the assignment of some product-codes (they should be solved during the Williamsburg meeting), the modifications included into the 1990 survey have permitted to isolate new elementary lines and to improve the quality of answers.

The new isolated product codes represent an amount of FF 4,863 millions (US \$ 800 millions) or 7 % of the total of computer services (A to F).

Between 1989 [2] and 1990, the revenues from computer services (A to F) have increased by 10 % (the actual increase is 12 % as stated hereafter), but :

- the amount of rubric B.g 2 "other professional computer services" remains stable ;
- the amount of rubric B.b "System and technical consulting services" increases only by 4 % ;
- the amount of rubric B.c "Custom software development services" increases only by 1 % ;
- at last, the amount of rubric C.a 1 "Custom made computer services" decreases by one billions French Francs (FF 14,970 millions in 1989, FF 13,990 millions in 1990) ; in fact, the 1989 amount was increased, by default, of the value of "Computer operation management services" (FF 971 millions in 1990).

Similarly, because it could not be separated in 1989, the "production added to fixed asset" (FF 1,142 millions in 1990) was assigned to the various rubrics of computer services (A to F) ; if taken out, the real increase of computer services from 1989 to 1990 would be of 12 % and not of 10 %.

## Results

About 5,000 enterprises received a questionnaire : all enterprises with 10 or more wage earners were surveyed and a sample survey was carried out for smaller enterprises.

Globally for 1990, it is observed that 17,800 enterprises (+ 6 %) operate in the activities covered and that they employ 149,000 wage earners ; they have invested FF 4,650 millions (over US \$ 800 millions) ; their revenues totalled to FF 92 millions (over US \$ 15 billions) ; their value added was FF 48 billions (over US \$ 8 billions) and their operating surplus was FF 8.9 billions (around US \$ 1.5 billions).

The French model for questionnaire (at least, the part devoted to sales breakdowns according to product) is presented on the following page with the corresponding classification.

## COMPUTER SERVICES - 1990

### 8. Répartition du chiffre d'affaires, des recettes, de la production immobilisée ou des commissions (y compris à l'exportation)

- Effectuer de préférence cette ventilation hors TVA déductible.
- Inscrire aux rubriques correspondant le mieux à vos activités les charges remboursables, les prestations de services rétrocédées à des confrères, les avantages en nature alloués au personnel.
- En l'absence de comptabilité précise, effectuer au moins des évaluations approximatives par exemple à partir de pourcentages.

#### ÉTUDES TECHNIQUES (non compris livraisons de matériels et installations)

- Études techniques, préciser.....

#### ORGANISATION

- Études d'organisation, conseil de gestion et de direction.....
- Formation spécifique du personnel des entreprises.....
- Formation des adultes et formation continue (activité qui requiert une autorisation et l'inscription dans un fichier de centre de formation).....
- Conseils en recrutement, sélection de personnel.....

#### ÉTUDES ET TRAVAUX À FAÇON INFORMATIQUES (non compris livraisons de matériels et installations)

- Ingénierie de système (non compris livraisons de matériels et installations).....
- Études et conseil en informatique.....
- Vente ou location de progiciels ou logiciels standards créés par l'entreprise.....
- Formation informatique.....
- Réalisation de logiciels non standards, assistance technique.....
- Mise à disposition de personnel dans le cadre d'un contrat de service informatique.....
- Maintenance « tierce partie » de progiciels de base.....
- Saisie et préparation de données.....
- Travaux à façon informatiques autres que saisie et préparation de données.....
- Mise à disposition de matériel et de réseaux informatiques (y compris serveurs, non compris location de matériel).....
- Prise en charge de la fonction informatique (« facilities management »).....
- Gestion et assistance de centres informatiques (gestion d'exploitation).....
- Entretien et réparation d'ordinateurs et d'équipements informatiques.....
- Vente de documents et petites fournitures informatiques.....
- Production de services informatiques immobilisée, frais de recherche et développement.....

#### LIVRAISONS DE MATÉRIELS ET INSTALLATIONS

(uniquement dans le cadre d'une opération « clés en main », non compris les facturations d'études)

- Livraisons de matériels et installations (bâtiment, infrastructure, industriel).....
- Livraisons de matériels et installations (informatique, organisation).....

#### COMMERCE DE GROS ET DE DÉTAIL

- Ventes en gros d'ordinateurs et équipements, micro-ordinateurs, logiciels standards.....
- Ventes en gros de supports d'enregistrement.....
- Ventes au détail de micro-ordinateurs, logiciels informatiques standards, autres fournitures informatiques.....
- Commissions sur ventes de matériel informatique.....

#### ÉTUDES ÉCONOMIQUES ET SOCIOLOGIQUES

- Études économiques et sociologiques, études d'urbanisme, préciser.....

#### AUTRES ACTIVITÉS

- Gestion et diffusion de banques de données.....
- Conseils et recherche en documentation.....
- Location de personnel, mise à disposition de personnel.....
- Expertise, préciser le domaine principal.....
- Autres activités, veuillez préciser.....

TOTAL (doit être égal au montant du chiffre d'affaires inscrit au cadre 4).....

	CLASSIFICATION
7701.	-
77031	-
77032	-
82020	-
77033	-
77038	Ba
7703 A	Bb
77036	Ab
77039	L
77035	Ac
7703 B	Bg1 or Bd?
7703 C	Bf
77041	Cb
77044	Cae
77042	Ca1
77045	Be1
77046	Be2 or Ca?
27011	E
64241	H
7703 R	MODULE 11
7701 X	-
7703 X	G
59111	
58040	
64242	G
64244	G
7702.	-
77075	D
77070	-
7714 B	-
99999	
CPROD	VENCA

**MODULE 1 : REVENUES FROM THE SALE OF GOODS AND SERVICES**

millions of FF

**SECTION 1 : REVENUES FROM THE PROVISION OF COMPUTER SERVICES****A - PACKAGED SOFTWARE PRODUCTS (OF OWN DESIGN)**

a) Systems and user tools software	0
b) Application software	7,097

**B - PROFESSIONAL COMPUTER SERVICES**

a) Consultancy services related to the installation of hardware	6,085
b) Systems and technical consulting services	14,914
c) Custom software development services	12,057
d) Systems analysis and programming services	(1)
e) Computer facilities management services	
e1) facilities management services	1,707
e2) operations management services	971(1)
f) Systems maintenance services	939
g) Other professional computer services	
g1) provision of personnel for computer services	2,953(1)
g2) other professional computer services	2,320

**C - COMPUTER PROCESSING SERVICES**

a) Data processing and tabulation services	
a1) provision of computer materiel and network	4,022
a2) custom made computer services	13,990
b) Data entry services	2,970
c) Other computer processing services	962

**D - DATA BASE SERVICES (Electronic information services)** 106

**E - COMPUTER REPAIR AND MAINTENANCE SERVICES** 592

**F - OTHER COMPUTER SERVICES** 972

**TOTAL - COMPUTER SERVICES (A to F)** 72,657

(1) cf. comments

**SECTION 2 : REVENUES FROM THE SALE OF COMPUTER RELATED  
GOODS AND SERVICES**

G - PACKAGED SOFTWARE (RESOLD)	3,980
H - HARDWARE SALES (PURCHASED FOR RESALE)	8,212
I - COMPUTER SERVICES (PURCHASED FOR RESALE)	
J - COMPUTER HARDWARE LEASING AND/OR RENTAL SERVICES	117
K - NETWORK SERVICES	1
L - COMPUTER RELATED TRAINING SERVICES	1,822
<b>TOTAL - COMPUTER RELATED GOODS AND SERVICES (G to L)</b>	<b>14,132</b>

**SECTION 3 : OTHERS**

M - ROYALTIES AND PATENT FEES RECEIVED	522
N - SERVICES TO RELATED PARTIES NOT INCLUDED ABOVE (Research and development charges, management fees, ...)	12
O - OTHER GOODS AND SERVICES	4,083
<b>TOTAL - REVENUES FROM OTHER SOURCES (M to O)</b>	<b>4,617</b>

P - OPERATING SUBSIDIES	219
<b>GRAND TOTAL - OPERATING REVENUES (A to P)</b>	<b>91,625</b>



**MODULE 2 : GOODS AND SERVICES USED IN THE OPERATIONS**

millions of FF

<b>A - WAGES, SALARIES AND EMPLOYEE BENEFITS</b>	
a) Wages and salaries	26,896
b) Employee benefits	10,921
<b>C - RENTAL AND LEASING OF MACHINERY (CPC 83)</b>	
and	
<b>F - RENTAL AND LEASING OF LAND AND BUILDINGS (CPC 82)</b>	6,394
<b>E - MATERIALS AND SUPPLIES FOR OWN USE</b>	2,004
<b>G - PROPERTY AND OTHER NON COMMODITY INDIRECT TAXES</b>	1,999
<b>H - ROYALTIES AND PATENT FEES PAID</b>	884
<b>J - DEPRECIATION</b>	3,761
<b>K - OTHER OPERATING, ADMINISTRATION AND GENERAL</b>	
EXPENSES: b.business services,d.telecommunications,fb.utilities	14,748
<b>TOTAL : CURRENT OPERATING, ADMINISTRATION</b>	
<b>AND GENERAL EXPENSES</b>	67,707

**MODULE 3 : PURCHASES OF GOODS AND SERVICES FOR RESALE**

millions of FF

<b>A - COMPUTER HARDWARE (SYSTEMS ENGINEERING SERVICES)</b>	4,165
<b>C - SUBCONTRACTING SERVICES</b>	8,963
<b>D - OTHER GOODS FOR RESALE</b>	7,330
<b>TOTAL : GOODS AND SERVICES FOR RESALE</b>	20,458

**MODULE 4 : INVENTORIES**

millions of FF

a) Goods purchased for resale	+ 157
b) Goods purchased for use in the operatio	+ 41
c) Other inventories : stocks related to production	- 61

**MODULE 5 : SUPPLEMENTARY QUESTION CONCERNING  
THE BASIS OF ACCOUNTING**

A - Did you report revenues (module 1) on an accrual or cash basis ?	<b>accrual basis</b>
--	----------------------

**MODULE 6 : EXPORTS**

millions of FF

<b>COMPUTER SERVICES</b>	
A - Packaged software products	392
B - Professional computer services	2,346
C - Computer processing services	276
D - Data base services (Electron. information services)	-
F - Other computer services	53
<b>COMPUTER RELATED GOODS AND SERVICES</b>	
G - Packaged software	269
H - Hardware sales	348
L - Computer related training services	39
<b>TOTAL EXPORTS (A to L)</b>	<b>3,723</b>

**MODULE 9 : EMPLOYMENT NUMBERS AS OF 31 DECEMBER 1990**

	MALES	FEMALES	TOTAL
Working proprietors and partners			
- Full time			17,371
- Part time**			190
<b>TOTAL</b>	<b>14,000</b>	<b>3,561</b>	<b>17,561</b>
Paid Employees			
- Full time			141,263
- Part time**			7,582
<b>TOTAL</b>	<b>90,120</b>	<b>58,725</b>	<b>148,845</b>
<b>TOTAL</b>	<b>104,120</b>	<b>62,286</b>	<b>166,406</b>

**MODULE 10 : FIXED ASSET, ADDITIONS AND DISPOSALS**

millions of FF

	ADDITION DURING THE YEAR
Land	32
Building	99
Other construction	882
Motor vehicles an other transport equipment	177
Other plants, machinery and equipment	3,467
<b>TOTAL</b>	<b>4,657</b>

**MODULE 11 : PRODUCTION ADDED TO FIXED ASSETS, RESEARCH AND DEVELOPMENT**

millions of FF

B Current expenditure on software, R & D	
a) Salaries and wages	
b) Other current costs	
<b>TOTAL</b>	<b>1,142</b>

### III - TELECOMMUNICATION SERVICES

The answers provided are drawn from the survey on year 1990. The model questionnaire proposed by Statistics Canada [3] in July 1992 could not therefore be taken into account.

#### Scope

The scope is made of enterprises whose main activities are telecommunication services (ISIC 64.20). In 1990, the activities linked to telephone were performed by the Administration and were not therefore included in the survey scope (the survey is carried out on market service enterprises).

From January 1<sup>st</sup> 1991, these activities have been privatised within a public industrial and commercial enterprise named FRANCE TELECOM, which will be now surveyed (starting from accounting year 1993) like any other enterprise. Therefore the total scope will be covered. FRANCE TELECOM employs about 1,000 wage earners.

The present coverage concerns all private telecommunication enterprises, including the affiliates of Administration (TRANSPAC, Public data network services, Telediffusion de France, program transmission services, ...).

Using the annual activity report of the Administration, it is possible to provide answers to parts of the questionnaire (the answers will be provided at Williamsburg).

In the present stage of answers, because of the absence of FRANCE TELECOM, several products linked to the fixed public telephone network are void or incomplete :

A. "Public telephone services" : void

B. "Telegraph, telex and TWX services" : void

A abc : void

Mb "Paging services" : incomplete, the main service "Alphapage", provided by FRANCE TELECOM, is missing :

Ic "Value added services" : the main service "Minitel", provided by FRANCE TELECOM, is missing.

#### Remarks on the modules

The general remarks provided in paragraph I are applicable to the sector of telecommunication services and will not be reproduced here.

Module 1 : Revenues from the sale of goods and services

Besides the difficulties posed by the absence of FRANCE TELECOM, there is a strong convergence between the classification proposed by Statistics Canada and the French classification. However :

- "Private network services" : there is no distinction in France between virtual (connected to public network) and non virtual services ; the corresponding amount is presently small, less than FF 30 millions/ US \$ 50 millions).

- "Programm transmission Services" : there is no separation between radio and television.

- Interconnection services" : this activity does not exist in France since, in practice, the sole TRANSPAC network has the quasi monopoly of "Public data network services".

- "Value added services" : three rubrics are distinguished, professional gateway services, non professional gateway services, non gateway services. This separation will be relevant for France when the gateway services of Minitel are integrated in the results ; for the time being, the separation has not been taken into account.

Modules 2 to 6 : see paragraph I, generalities

Module 7 : Imports

This module is filled up, at least for the (feable) total of imports.

Module 8 : Traffic volume statistics

No measure of volume is available, but it is known that 13 % of the sales of "public data network services" correspond to exports.

Modules 9 to 11 : see paragraph I, generalities

Module 12 : void

## **Results**

About 200 enterprises received a questionnaire : all enterprises with 10 or more wage earners were surveyed and a sample survey was carried out for smaller enterprises (1 out of 5 enterprises with 0 to 5 wage earners, 1 out of 2 enterprises with 6 to 9 wage earners).

For 1990, globally, it is observed that 209 enterprises operate in the activities covered and that they employ 8.500 wage earners ; they have invested for the equivalent of FF 2.400 millions (over US \$ 400 millions) ; their revenues amounted to FF 11 billions (over US \$ 2 billions) ; their value added was FF 5.2 billions (over US \$ 0.9 billion) and their operating surplus was FF 2.8 billions (around US \$ 0.5 billion).

The French model for questionnaire (at least, the part devoted to sale breakdown according to product) is presented on the following page with the corresponding classification.

## EXERCICE 1990 - TELECOMMUNICATION SERVICES

## 8. Répartition du chiffre d'affaires, des recettes, de la production immobilisée ou des commissions (y compris à l'exportation)

- Effectuer de préférence cette ventilation hors TVA déductible.
- Inscrire aux rubriques correspondant le mieux à vos activités, les charges remboursables, les prestations de services rétrocédées à des confrères, les avantages en nature alloués au personnel.
- En l'absence de comptabilité précise, effectuer au moins des évaluations approximatives par exemple à partir de pourcentages.

## SERVICES D'INFRASTRUCTURE (transport d'information)

## Services télécoms à vocation universelle

- Commutation par paquet .....
- Radiocommunication mobile :
  - radiomessagerie unilatérale (genre Alphapage, Operator, Eurosignal) .....
  - radiotéléphone .....
  - autres (dont les services privés de radiomessagerie) .....

## Services des réseaux privés

- Services des lignes et réseaux privés ou coopératifs d'entreprise, des réseaux locaux d'immeuble ou établissement; non comprises la location ou la mise à disposition de matériel télécom .....

## SERVICES DITS « A VALEUR AJOUTÉE »

(Ces services comportent un traitement du contenu de l'information)

- Services à valeur ajoutée universels de type kiosque (en tant que serveur, phonique et non phonique):
  - sur 3613, 3614, 3615 .....
  - sur autres accès (3616, 3617...) .....
- Services de messagerie et d'information électronique non kiosque (notamment X400, services de type EDI...) .....
- Autres services à valeur ajoutée (téléconférence, audioconférence, etc.) .....

## SERVICES HAUT DEBIT

- Services haut débit de diffusion et de distribution d'images (TV câblée, TV SAT, Vidéo-transmission, ...) .....

## AUTRES PRODUITS LIÉS AUX TÉLÉCOMS

- Location, pose et maintenance de câbles sous-marins .....
- Location de matériels télécoms (terminaux, modems, multiplexeurs, ...) .....
- Mise à disposition de matériels et réseaux télécoms .....
- Vente de matériels télécoms .....
- Ingénierie de systèmes télécoms (y compris maintenance, hors installation et livraison) .....
- Installation et livraison de matériels télécoms (câblage, etc., hors câbles en main) .....
- Installation et livraison de matériels télécoms dans le cadre d'clés en main .....
- Études, conceptions et conseils techniques télécoms .....
- Études économiques et sociologiques .....

## AUTRES ACTIVITÉS

- Location d'ordinateurs et de matériel informatique .....
- Produit d'abonnement de télévision locale (sociétés locales d'exploitation) .....
- Fourniture de logiciels créés par l'entreprise .....
- Autres activités, préciser .....

TOTAL doit être égal au montant du chiffre d'affaires inscrit au cadre 41

	CLASSIFICATION OF STATISTICS CANADA
75043	B
75044	Hb
75045	Ha
75046	Hc
75047	C-D
75048	Id
75049	Id
7504 E	Id
7504 D	Id
7504 C	E
7504 F	J
80033	J
7504 G	J
64243	K
7504 H	M
55111	K
7504 X	K
7701 B	M
7702	-
80031	-
86012	-
77036	-
89999	
CPROD	VENCA

**MODULE 1 : REVENUES FROM THE SALE OF GOODS AND SERVICES**

millions of FF

**SECTION 1 : REVENUES FROM THE PROVISION OF TELECOMMUNICATION SERVICES**

	VALUE
A. Public telephone services	nd
B. Public data network services	4,231
C. Private (leased) network services (except for programm transmission) and	294
D. Virtual private network services	
E. Program transmission services	
a) Television broadcast transmission services and	3,233
b). Radio broadcast transmission services	
F. Interconnection services (payments from other carriers, foreign or domestic)	0
G. Telegraph, telex and TWX services	nd
H. Mobile telecommunication services	
a) Cellular telephone services	395
b) Paging services	279
c) Other mobile telecommunication services	4
I. Other telecommunication services	
a) Teleconferencing services	nd
b) Call management services	nd
c) Centrex services	nd
d) Value added services	406
e) Other telecommunication services n.e.c.	102
<b>TOTAL - TELECOMMUNICATION SERVICES (A to I)</b>	<b>8,944</b>

(1) cf. comments



**SECTION 2 : REVENUES FROM THE SALE OF TELECOMMUNICATION  
RELATED GOODS AND SERVICES**

1.2 Revenues from the sale of telecommunication related goods and services

J. Telecommunication equipment rental services	552
K. Telecommunication equipment sales	891
L. Connection services (access charges)	0
M. Telecommunication consulting services	71
N. Telecommunication and related equipment maintenance	nd
O. Directory advertising services	nd
P. Other telecommunication related services	—

<b>TOTAL - TELECOMMUNICATION RELATED GOODS AND SERVICES (J to P)</b>	<b>1,514</b>
--	--------------

**SECTION 3 : OTHERS**

Q - ROYALTIES AND PATENT FEES RECEIVED	10
R - SERVICES TO RELATED PARTIES NOT INCLUDED ABOVE (Research and development charges, management fees, ...)	9
S - OTHER GOODS AND SERVICES	647
<b>TOTAL - REVENUES FROM OTHER SOURCES ( Q to S )</b>	<b>666</b>

T - OPERATING SUBSIDIES	31
<b>GRAND TOTAL - OPERATING REVENUES (A to T)</b>	<b>11,155</b>

**MODULE 2 : GOODS AND SERVICES USED IN THE OPERATIONS**

millions of FF

<b>A - WAGES, SALARIES AND EMPLOYEES' BENEFITS</b>	
a) Wages and salaries	1,520
b) Employees' benefits	685
<b>C - RENTAL AND LEASING OF MACHINERY (CPC 83) and Fa - RENTAL AND LEASING OF LAND AND BUILDINGS (CPC 82)</b>	
	268
<b>E - MATERIALS AND SUPPLIES FOR OWN USE</b>	230
<b>G - PROPERTY AND OTHER NON COMMODITY INDIRECT TAXES</b>	231
<b>H - ROYALTIES AND PATENT FEES PAID</b>	115
<b>J - DEPRECIATION</b>	1,545
<b>K - OTHER OPERATING, ADMINISTRATION AND GENERAL EXPENSES: b.business services,d.telecommunications,fb.utilities</b>	2,345
<b>TOTAL : CURRENT OPERATING, ADMINISTRATION AND GENERAL EXPENSES</b>	<b>6,939</b>

**MODULE 3 : PURCHASES OF GOODS AND SERVICES FOR RESALE**

millions of FF

<b>A - TELECOMMUNICATION EQUIPMENTS (SYSTEMS ENGINEERING SERVICES)</b>	
	27
<b>B - OTHER GOODS FOR RESALE (licence fees, rental of network...)</b>	3,016
<b>TOTAL : GOODS AND SERVICES FOR RESALE</b>	<b>3,043</b>

**MODULE 4 : INVENTORIES (VARIATION)**

millions of FF

a) Goods purchased for resale	- 18
b) Goods purchased for use in the operation	+ 11
c) Other inventories : stocks related to production	- 12

**MODULE 5 : SUPPLEMENTARY QUESTION CONCERNING  
THE BASIS OF ACCOUNTING**

<p>A - Did you report revenues (module 1) on an accrual or cash basis ?</p>	<p><b>accrual basis</b></p>
---	-----------------------------

**MODULE 6 : EXPORTS**

millions of FF

**TELECOMMUNICATION SERVICES**

Total exports of telecommunication services	530
---	-----

C. Other goods and services	0
-----------------------------	---

<b>TOTAL EXPORTS</b>	<b>530</b>
----------------------	------------

**MODULE 7 : IMPORTS**

millions of FF

**TELECOMMUNICATION SERVICES**

A. Payment made to foreign carriers	?
-------------------------------------	---

B. Other goods and services	?
-----------------------------	---

<b>TOTAL IMPORTS</b>	<b>24</b>
----------------------	-----------

**MODULE 8 : VACANT**

**MODULE 9 : EMPLOYMENT NUMBERS AS OF 31 DECEMBER 1990**

	MALES	FEMALES	TOTAL
Working proprietors and partners			
- Full time			176
- Part time**			0
<b>TOTAL</b>			<b>176</b>
Paid Employees			
- Full time			8,258
- Part time**			294
<b>TOTAL</b>	<b>6,042</b>	<b>2,510</b>	<b>8,552</b>
<b>TOTAL</b>			<b>8,728</b>

**MODULE 10 : FIXED ASSET, ADDITIONS AND DISPOSALS**

millions of FF

	ADDITION DURING THE YEAR
Land	4
Building	24
Other construction	261
Motor vehicles an other transport equipment	25
Other plants, machinery and equipment	2,050
<b>TOTAL</b>	<b>2,364</b>

#### IV - AUDIOVISUAL SERVICES

The answers provided are based on the results of the survey on year 1990. The corresponding questionnaires have been sent out in March 1991, thus long before the Helsinki meeting of the Voorburg Group (October 1991) during which it was decided to propose a model survey on audiovisual services. The corresponding paper will be presented by France [4] at the Williamsburg meeting (October 1992). Finland has also prepared answers to the model survey [5].

The French answer can only be incomplete since the questionnaire has not yet been adapted to the proposals.

The general remarks provided in paragraph I are applicable to the audiovisual services sector, they will not be presented again.

The product classification (module I, sections 1 to 10) of the French classification presents strong convergences with the model survey nomenclature but it is not as detailed (the future survey, on year 1992, will include most of the details).

In particular as to works in stock (movies or TV), no distinction is made in the present French survey between "sales" and "pre-sales" and between "resident" and "non resident". Therefore :

- the rubrics 96112B and 96112C have been collapsed : "sales or pre-sales of rights on motion pictures", and the rubrics 96112 ... and 96112 F are not filled up (sales or pre-sales ... to non resident companies) ;
- similarly, the rubrics 96112I to 96112M have been collapsed into one single rubric "Revenues from sales and pre-sales of rights on TV or video-programmes" ;
- similarly, for distribution, the sales to non resident companies are not separated for the motion pictures (96113D) and for television (96113G).

At last, one has been obliged to add rubrics "others" :

- in section VI, "TV and video tape distribution", for FF 257 millions (US \$ 40 millions) ;
- in section VII, "Motion picture projection services", for FF 68 millions (US \$ 7 millions) which correspond to rights on motion picture programming ;
- in section VIII, "Radio services", for FF 511 millions (US \$ 85 millions) in order to keep its correct designation to the preceding heading (96131 D "Voluntary assessments").

For the remaining modules, one encounters as many, but not more, difficulties as for the survey on computer services ; it should be noted that modules 2 and 3B "Purchases of rights on motion picture, television and video works" are filled up completely.

#### Results

About 2,900 enterprises received the questionnaires : all enterprises with 10 or more wage earners were surveyed and a sample survey was carried out on smaller enterprises (sample ratio from 1 to 0.1).

Globally, for 1990, it is observed that 3,930 enterprises operate in the activities covered (2,200 producers and 800 radio-TV) and that they employ 50,000 wage earners ; they have invested for the equivalent of FF 2,420 millions (over US \$ 400

millions) ; their revenues amounted to FF 52 billions (over US \$ 9 billions) ; their value added was FF 25 billions (over US \$ 4 billion) and their operating surplus was FF 12 billions (around US \$ 2 billions).

The French model for questionnaire (at least, the part devoted to sales breakdown according to product) is presented on the following page with the corresponding classification.

## ISIC 9211 - 9212 - EXERCICE 1990

## 8. Répartition du chiffre d'affaires, des recettes, de la production immobilisée ou des commissions (y compris à l'exportation)

- Effectuer de préférence cette ventilation hors TVA déductible.
- Inscrire aux rubriques correspondant le mieux à vos activités les charges remboursables, les prestations de services rattachées à des centres, les avantages en nature alloués au personnel.
- En l'absence de comptabilité précise, effectuer au moins des évaluations approximatives par exemple à partir de pourcentages.

## GESTION DE SALLES DE CINEMA

- Recettes nettes guichets (hors taxes) .....
- Taxes sur recettes guichets non compris la TVA (taxe additionnelle, timbre d'acquit) .....
- Redevance de programmation d'œuvres cinématographiques .....
- Recettes de publicité .....
- Ventes confiserie et bars .....
- Autres recettes de salles (locations de salles, ...), veuillez préciser .....

## DISTRIBUTION DE PROGRAMMES AUDIOVISUELS en France ou à l'étranger

- Produits de location ou vente d'œuvres cinématographiques destinées principalement à la projection dans les salles d'exploitation commerciale (contrats directs avec l'exploitation) :
  - dans les salles d'exploitation cinématographique (commerciales ou non) .....
  - chaînes de télévision .....
  - vidéocassettes ou vidéodisques .....
  - autres supports de diffusion .....
- Produits de cession, concession ou distribution d'œuvres télévisuelles ou vidéo .....
- Produits de cession ou concession d'œuvres cinématographiques, veuillez préciser .....
- Recettes liées à la commercialisation de portefeuille de droits audiovisuels .....
- Part perçue sur la location de films distribués par d'autres distributeurs .....
- Recettes de distribution physique (stockage, expédition de copies à l'exclusion de la location) .....

## PRODUCTION DE PROGRAMMES AUDIOVISUELS

- Recettes perçues auprès des distributeurs .....
- Recettes directes de location ou vente d'œuvres cinématographiques destinées principalement à la projection dans les salles d'exploitation commerciale :
  - dans les salles d'exploitation cinématographique (commerciales ou non) .....
  - chaînes de télévision .....
  - vidéocassettes ou vidéodisques .....
  - autres supports de diffusion .....
- Recettes directes de cession ou concession d'œuvres télévisuelles ou vidéo .....
- Recettes directes de cession ou concession d'autres types de films, veuillez préciser .....
- Production d'œuvres télévisuelles ou vidéo .....
- Production de films publicitaires sur commande .....
- Production de films sur commande (industrie, formation, ...) .....
- Production d'œuvres cinématographiques portées en immobilisations .....
- Production d'œuvres télévisuelles portées en immobilisations .....

## PRESTATIONS DE SERVICES DE PRODUCTION

- Post-production (sonorisation, doublage, finition, effets spéciaux) .....
- Services techniques de tournage et de studios d'enregistrement (y compris éventuellement le personnel) .....
- Autres prestations de services auxiliaires de production .....

## AUTRES PRODUITS

- Location de matériel ou d'accessoires pour la production cinématographique .....
- Autres recettes, veuillez préciser .....

TOTAL (doit être égal au montant du chiffre d'affaires inscrit au cadre 4111)

	CLASSIFICATION
86041	96121A
86042	9612 A
86044	OTHER
86045	96121 B
62460	63100
86031	96113A
86032	96113B
86033	96113C
86034	OTHER
86035	96113 F-G
86036	OTHER
86039	96113H
86037	96113E
86038	OTHER
86021	96112A
86022	96112A
86023	96112 B-C
86024	96112D
86025	OTHER
86026	96112 I-M
86027	OTHER
8602 A	96112 N
8602 B	96111A
86028	96111B
8602 U	96111G
8602 R	96112 D
8602 F	96112 R
8602 G	96112Q
86029	96112Q
86061	
99999	
CPROD	VENCA

} MODULÉ:  
1811

## ISIC 9213 - EXERCICE 1990

## 8. Répartition du chiffre d'affaires, des recettes, de la production immobilisée ou des commissions (y compris à l'exportation)

- Effectuer de préférence cette ventilation hors TVA déductible.
- Inscrire aux rubriques correspondant le mieux à vos activités les charges remboursables, les prestations de services rétrocédées à des confrères, les avantages en nature alloués au personnel.
- En l'absence de comptabilité précise, effectuer au moins des évaluations approximatives par exemple à partir de pourcentages.

## RADIODIFFUSION ET TÉLÉVISION

- Redevances .....
- Abonnements TV et câbles .....
- Recettes liées à la vente d'espace publicitaire .....
- Recettes liées au parrainage ou au mécénat .....
- Recettes de téléachat .....
- Recettes liées à l'exploitation de programmes sous forme dérivée (droits dérivés) .....
- Production d'émissions pour la radiodiffusion .....
- Recettes liées à l'utilisation de faisceaux pour la radio-TV .....
- Autres recettes de radio-TV, veuillez préciser .....

## PRODUCTION DE PROGRAMMES AUDIOVISUELS

- Recettes perçues auprès des distributeurs .....
- Recettes directes de location ou vente d'œuvres cinématographiques destinées principalement à la projection dans les salles d'exploitation commerciale :
  - chaînes de télévision .....
  - vidéocassettes ou vidéodisques .....
  - autres supports de diffusion .....
- Recettes directes de cession ou concession d'œuvres télévisuelles ou vidéo .....
- Production d'œuvres télévisuelles ou vidéo .....
- Production d'œuvres cinématographiques portées en immobilisations .....
- Production d'œuvres télévisuelles portées en immobilisations .....

## DISTRIBUTION DE PROGRAMMES AUDIOVISUELS EN FRANCE OU À L'ÉTRANGER

- Produits de location ou vente d'œuvres cinématographiques destinées principalement à la projection dans les salles d'exploitation commerciale (contrats directs avec l'exploitation) :
  - chaînes de télévision .....
  - vidéocassettes ou vidéodisques .....
  - autres supports de diffusion .....
- Produits de cession, concession ou distribution d'œuvres télévisuelles ou vidéo .....
- Produits de cession ou concession d'œuvres cinématographiques, veuillez préciser .....
- Part perçue sur la location de films distribués par d'autres distributeurs .....

## AUTRES PRODUITS

- Location de studios d'enregistrement, de prise de vues, de vidéomobiles (y compris éventuellement le personnel) .....
- Post-production (sonorisation, doublage, finition, effets spéciaux) .....
- Location de matériel ou d'accessoires pour la production de films ou de programmes TV .....
- Recettes liées à l'utilisation de faisceaux pour d'autres clients que la radio-TV .....
- Autres recettes, veuillez préciser .....

	CLASSIFICATION
86011	96131A/96132A (1)
86012	96132C/96132D (1)
86013	96131B/96132B (1)
86014	96131C/96132E (1)
8601 A	96132 F
86015	96132H/96132P (1)
86018	96133 A/96133B (1)
86016	TELECOMMUNICATIONS
	RUBRIC E
86021	SEE PRECEDING PAGE
86023	
86024	
86025	
86026	
8602 A	
8602 U	SEE PRECEDING PAGE
8602 R	
86032	
86033	
86034	
86035	
86036	TELECOMMUNICATIONS
86037	
8602 G	
8602 F	
86061	
75041	
99999	
CPRCD	VENCA

TOTAL (doit être égal au montant du chiffre d'affaires inscrit au cadre 4...

(1) THE CODE IS GIVEN ACCORDING TO RADIO, TV OR CABLE



## MODULE 1. REVENUES FROM THE SALE OF GOODS AND SERVICES AND OWN ACCOUNT PRODUCTION

This section is concerned with the revenue generated by this organization from the sale of goods and services both to the domestic and the export market, and the own account production. For the purpose of this survey, transactions with related parties (sales at market prices or transfers at internal prices) should be included. Please exclude from the amounts reported any taxes collected by this organization on behalf of the government.

	VALUE (millions FF)
SECTION 1 REVENUES FROM SERVICES IN CONNECTION WITH PROMOTION OR ADVERTISING	
96111A Production on order of advertising movies	1,126
96111B Production on order of other movies (industry training..)	1,244
SECTION 2 REVENUES AND OWN ACCOUNT PRODUCTION FROM SERVICES IN CONNECTION WITH MOTION PICTURE PRODUCTION	
96112A Revenues of producers from distributors on motion pictures.	1,135
96112B-C Pre-sales and sales of rights on motion pictures to resident television companies	914
96112D Pre-sales and sales of rights on motion pictures to resident editors of videocassettes and videodisks.	339
96112E-F Pre-sales and sales of rights on motion pictures to non resident entities	n.d.
96112G Production of motion pictures added to fixed assets.	1,491
96112H Receipts linked to exploitation of movie in a derived form (derived rights)	n.d.
SECTION 3 REVENUES AND OWN ACCOUNT PRODUCTION FROM SERVICES IN CONNECTION WITH TELEVISION AND VIDEOPROGRAMMES PRODUCTION	
96112I to M Revenues and pre-sales and sales of producers from distributors on television works ...	898
96112N Production of television and video "programmes in flow"	1,608
96112O Production of television and videoworks added to fixed assets	4,165
96112P Revenus linked to derived sources of exploitation of TV programme (derived rights)	6
SECTION 4 REVENUES FROM OTHER SERVICES IN CONNECTION WITH PRODUCTION	
96112Q Technical services for movie shooting and of recording studios	1,204
96112R Technical services for post-production	1,316
96112S Other production revenues (remake rights,...)	200

## SECTION 5 REVENUES FROM SERVICES IN CONNECTION WITH MOTION PICTURE DISTRIBUTION

96113A Revenues from the distribution of motion picture works to movie theatres on the national territory	1,097
96113B Revenues from the distribution of motion picture works to resident television companies	922
96113C Revenues from the distribution of motion picture works to resident editors of video cassettes and videodisks.	524
96113D Revenues from the distribution of motion picture works to non resident entities.	n.d.
96113E Share on movie pictures rentals distributed by other distributors	114

## SECTION 6 REVENUES FROM SERVICES IN CONNECTION WITH TV AND VIDEO TAPE DISTRIBUTION

96113F-G Revenues from transfers, concessions or distribution of television and video works	321
96113H Revenues linked to the commercialisation of audiovisual and motion picture rights in hand.	296
XXXXXX Other revenues from distribution	257

## SECTION 7 REVENUES FROM MOTION PICTURE PROJECTION SERVICES

96121A Revenues from entrances to movie theatres	3,020
96121B Provision of advertising space	124
96122A Video tape projection services	n.d.
63100 Retail trades of sugar confectionery and beverage	130
XXXXXX Others revenues from movie theatres	68

## SECTION 8 REVENUES FROM RADIO SERVICES

96131A Radio duty received	2,050
96131B Revenues from sales of advertising space	950
96131C Revenues linked to sponsorship and meceneate	30
96131D Other revenues from radio services : voluntary assesments, sales of programmes, ...	407
XXXXXX Other revenues from radio services	511

## SECTION 9 REVENUES FROM TELEVISION SERVICES

96132A Television tax received	4,926
96132B Revenues from sales of advertising space	8,679
96132C Subscription and pay television, "payment per view"	5,173
96132D Subscription and payment to cable network	378
96132E Revenues linked to sponsorship and mecaenate	552
96132F Revenues from teleshopping	252
96132G Other television or cable network revenues	1,657

## SECTION 10 REVENUES FROM COMBINED PROGRAMME MAKING AND BROADCASTING SERVICES

96133A Commercialisation by television companies of "programmes in flow" produced on own account	1,704
96133B Commercialisation by radio companies of own account produced works	318

## SECTION 11 REVENUES FOR OTHER SERVICES (NOT INCLUDED ABOVE)

. ROYALTIES AND PATENT FEES RECEIVED (except "derived rights" included above)	469
. SERVICES TO RELATED PARTIES NOT INCLUDED ABOVE (RESEARCH AND DEVELOPMENT CHARGES, MANAGEMENT FEES, ETC.)	1
. OTHER GOODS AND SERVICES (please specify)	1,183
<b>TOTAL - SECTIONS 1 TO 11</b>	<b>51,759</b>
. OPERATING SUBSIDIES	185
<b>GRAND TOTAL - OPERATING REVENUES</b>	<b>51,944</b>

## MODULES 2 AND 3 : GOODS AND SERVICES USED IN THE OPERATIONS.

This section is concerned with the expenses incurred by this organization for goods and services used in the regular conduct of its business. For the purpose of this survey, transactions with related parties (purchases at market prices or transfers at internal prices) should be included. Please exclude capital expenditures and income taxes.

<b>A - PURCHASES OF GOODS AND SERVICES FOR RESALE</b> (sugar confectionnary and beverages...)	12,151
<b>B - PURCHASES OF RIGHTS ON MOTION PICTURE AND TV VIDEO WORKS</b>	
- Back-payment on revenues from theater entrances to distributors	1,462
- Back-payment of the producer's share to the producers	1,285
- Expenditures on rentals or purchases of motion pictures by TV or videocompanies	1,264
- Expenditures on rentals of television works "in inventories" by television an video companies	1,588
- Expenditures on purchases of television works "in flow" by television and video companies	1,257
<b>C - WAGES, SALARIES AND EMPLOYEE BENEFITS</b>	
a) Wages and salaries	8,367
b) Employees' benefits	3,263
<b>E - RENTAL AND LEASING OF MACHINERY (CPC 83)</b> and Ha - Rental and leasing of land and buildings (CPC 82)	1,581
<b>G - MATERIALS AND SUPPLIES FOR OWN USE</b>	1,060
<b>I - PROPERTY AND OTHER NON-COMMODITY INDIRECT TAXES</b>	1,700
<b>J - ROYALTIES AND PATENT FEES PAID</b>	1,509
<b>L - DEPRECIATION</b>	11,878
<b>M - OTHER OPERATING, ADMINISTRATIVE AND GENERAL EXPENSES</b> (please specify : D, F, Hb, K)	15,357
<b>TOTAL - CURRENT OPERATING, ADMINISTRATIVE AND EXPENSES</b> <b>(A TO M)</b>	<b>52,786</b>

(1) If your expenditures on rentals or purchases of motion pictures or audiovisual works is excluded from the "goods and services used in the operations" but added to the immobilisations, cf. module 2 bis.

### **MODULE 2bis EXPENDITURES ON RIGHTS ON MOTION PICTURES AND AUDIOVISUALS WORKS ADDED TO FIXED ASSETS**

If your expenditures (and not own account production) on rights on motion pictures audiovisuals works are added to fixed assets (capital expenditures) :

- Expenditures on rentals or purchases of motion pictures by radio, TV or video companies	_____
- Expenditures, on rentals or purchases of audiovisual works by radio, TV or video companies	_____
<b>TOTAL</b>	<b>n.d.</b>

### **MODULE 4. INVENTORIES**

This section is concerned with the change in the level of the various types of inventories held by your organization during the period covered by this report

	variations
a) Goods purchased for resale	+ 162
b) Goods purchased for use in the operation	+ 4
c) Other inventories	- 32

### **MODULE 5. SUPPLEMENTARY QUESTION CONCERNING THE BASIS OF ACCOUNTING**

A). Did your report revenues (module 1) on an accrual or cash basis ?	<b>accrual basis</b>
---	----------------------

**MODULE 6. EXPORTS**

This section is concerned with exports of goods and services. If this organization has foreign clients, please provide an estimate of the proportion of total sales to non-residents for each of the following products. Sales or transfers to foreign related parties should be included.

	value (millions FF)
A Services in connection with motion pictures for promotion or advertising	95
B Services in connection with motion picture production	336
C Services in connection with TV and video programme production	253
D Other services in connection with production	251
E Services in connection with motion picture distribution	289
F Services in connection with TV and video tape distribution	112
G Radio services	6
H Television services	176
I Commercialisation by TV companies of "programmes in flow" produced on own account	0
J Commercialisation by radio companies of own account produced works	0
K Other goods and services please specify.)	69
<b>TOTAL EXPORTS</b>	<b>1,587</b>

**MODULES 7 and 8 : VACANT****MODULE 9 : EMPLOYMENT NUMBERS**

	MALES	FEMALES	TOTAL
Working proprietors and partners - Full Time - Part Time			3,670 125
Wage earners as on December 31st - Full time - Part Time			32,726 17,179
<b>TOTAL WAGE EARNERS</b>	<b>28,245</b>	<b>21,660</b>	<b>49,905</b>
<b>TOTAL</b>			<b>53,700</b>

\* No definition of part-time is provided as it differs between countries. Each country define part-time according to its own conventions.

**AVERAGE NUMBER OF WAGE-EARNERS PER TRIMESTER**

	1st trimester	2nd trimester	3rd trimester	4th trimester
Permanent	31,721	31,906	32,453	32,795
Non permanent (casual worker)	20,146	21,501	20,688	22,110
<b>TOTAL</b>	<b>51,867</b>	<b>53,407</b>	<b>53,141</b>	<b>54,905</b>

#### WAGE EARNERS AS OF 31 DECEMBER

	Number	Wages and salaries (millions FF)
Permanent	32,559	5,817
non permanent (casual worker)	17,346	2,550
<b>TOTAL</b>	<b>49,905</b>	<b>8,367</b>

#### MODULE 10. FIXED ASSETS, ADDITIONS AND DISPOSALS

Include all fixed assets shown on your book of accounts and all assets operated by your business under finance lease arrangements. Exclude expenditures on maintenance and on intangible assets such as goodwill

	ADDITION DURING THE YEAR
Land	47
Building-	16
Other construction	639
Motor vehicles and other transport equipment	71
Other plant, machinery and equipment	1647
<b>TOTAL</b>	<b>2,420</b>

## MODULE 11. EXPENDITURES ON OWN ACCOUNT PRODUCTION

This module deals with units having own account production of motion picture or audiovisual works which are added to immobilisations (items 96112F and 96112L in module 1). It is requested, in the present module, to provide a breakdown of the value of production added to immobilisations (at cost price) according to :

- wages and salaries (including social benefits)	_____
- purchases of goods and services, and changes in user's inventories	_____
<b>TOTAL</b> (must equal the total of values of items 96112G and 96112O in module 1)	5,656
- taxes linked to production	n.d.
- transfer to amortisations	n.d.
<b>GRAND TOTAL</b>	n.d.



# **VOORBURG GROUP ON SERVICE STATISTICS**

Seventh Meeting  
Williamsburg, 19-23 October 1992

## **STANDARD SURVEYS**

### **COMPUTER SERVICES, TELECOMMUNICATION SERVICES, AUDIOVISUAL SERVICES**

#### **RESULTS FOR 1990 IN FRANCE**

Philippe TROGAN, INSEE

<p><b>Complement for telecommunication services : Public telecommunications</b></p>
---

*The attached pages replace part III on telecommunication services (pages 12 to 19)  
of the previous paper*

4 September 1992

### III - TELECOMMUNICATION SERVICES

The answers provided are drawn from the survey on year 1990. The model questionnaire proposed by Statistics Canada [3] in July 1992 could not therefore be taken into account.

The answers are made of three parts :

- A. "Private telecommunication enterprises" : the data are drawn from the annual survey on service enterprises ;
- B. "Public telecommunication services" : the data are drawn from the annual report by the Administration ;
- C. "Public and private altogether" : the set of data is forcefully poorer, since it is the intersection of the two preceding sets.

Indeed, data available for the private sector and for the public sector are not always the same or are not presented at the same level of detail, which implies separate presentation in order not to impoverish one or the other. However, the common processing provides a comprehensive picture of telecommunication services in France.

Starting from January 1<sup>st</sup> 1991, the activities of Administration have been privatised within a public industrial and commercial enterprise named FRANCE TELECOM, which will be taken into account, like any other enterprise, in the general processings of results for the telecommunication service sector, starting from accounting year 1993 . Therefore the total scope will be covered.

#### A. Private telecommunication services

##### Scope

The scope is made of enterprises whose main activities are telecommunication services (ISIC 64.20). In 1990, the activities linked to telephone were performed by the Administration and were not therefore included in the survey scope (the survey is carried out on market service enterprises).

The present coverage concerns all private telecommunication enterprises, including the affiliates of Administration (TRANSPAC, Public data network services, Telediffusion de France, program transmission services, ...).

In the present answers, because of the absence of FRANCE TELECOM, several products linked to the fixed public telephone network are void or incomplete :

A. "Public telephone services" : void (see para. B).

B. "Telegraph, telex and TWX services" : void (see para. B).

A abc : void (see para. B).

Mb "Paging services" : incomplete, the main service "Alphapage", provided by FRANCE TELECOM, is missing (see para. B).

0.9 billion) and their brut operating surplus was FF 2.8 billions (around US \$ 0.5 billion), while their net operating surplus was FF 1.2 billions (over US \$ 200 millions).

The French model for questionnaire (at least, the part devoted to sale breakdown according to product) is presented on the following page with the corresponding classification.

## **B.Public telecommunication services**

### **Annual report**

The following results are drawn from the *"Rapport sur la gestion financière et la marche des services pendant l'année 1990" - Ministère de l'économie, des finances et du budget. "Postes et télécommunications" - Journal Officiel de la République Française, 11 février 1992.*

This report has been used as it was. No attempt has been made to supplement the data for the tables from other available sources not included in the report (for example, social charges, or revenues of the server Minitel).

### **Remarks on the modules**

Module 1 : Revenues from the sale of goods and services

In general, the report does not provide details beyond the major rubrics from A to I.

Revenues include the balances of the "accounts with foreign companies and offices" (these are balances of exports and imports). The global balance accounts for FF 164 millions, out of which :

Public telephone services:	+ 65
Private network services :	+ 161
Telegraph, telex and TWX :	- 4
Mobile telecommunication services :	- 8
Others :	-50

The presentation of the report implies that modules 6 (Exports) and 7 (Imports) cannot be filled up.

Revenues from the gateway server Minitel (screen and keyboard linked directly to a telephone line, with an existing number of 5,600,000 units in 1990) are not isolated although they can be distinguished in the telephone invoices. These revenues are imputed to the rubric "Public telephone service"

The public telecommunication service owns infrastructures which it rents, in particular to its subsidiaries. This explains the importance of the rubric "J. Telecommunication equipment rental services" (FF 1,521 millions) which can be found as a charge for private telecommunication enterprises in the rubric "Other goods for resale". Thus, there are some double counting in the processing at the global level.

## **Module 2 : Goods and services used in the operations**

Current expenditures are not detailed. They are re-grouped in rubric K "Others", except for non real estate leasing.

## **Module 3 : Purchases of goods and services for resale**

Included in the preceding module.

## **Modules 4 (Inventories), 6 (Exports), 7 (Imports), 8**

Not available

## **Module 9 : Employment numbers**

The report does not include data on employment

## **Module 10.1 : Fixed assets**

Only the total of brut immobilisations is available (FF 350 billions, US \$ 60 billions).

## **Module 10.2 Expenditures on own account production**

Partly available; the corresponding amount of FF 6,565 billions is not included in module 1.

## **Results**

Annual investments amount to FF 28 billions and brut immobilisations amount to FF 348 billions. Revenues from current operations are FF 103 billions (US \$ 17 billions). The value added is FF 91 billions (US \$ 15 billions) and the net operating surplus is FF 29 billions (US \$ 6 billions). Depreciations are valued for FF 32.5 billions (US \$ 5.4 billions).

## **C. Public and private telecommunication services**

### **Remarks on the modules**

The remarks are at the intersection of the two previous remarks ; they are therefore poorer.

Modules 1, 2, 3 : Available with less details than proposed.

Modules 4, 6, 7, 8 : Not available.

Module 9 (Employment) : Not available.

Module 10.1 "Fixed assets" : Available for "additions", but in less detail than proposed ("terminal, transmission and switching equipment and facilities" are re-grouped in the rubric "Others").

Module 10.2 "Expenditures on own account production" : Available only for current expenditures.

**Results**

All the telecommunication services represent a market of FF 114 billions (US \$ 19 billions). The value added amounts to FF 96 billions (US \$ 16 billions) and the net operating surplus is FF 30 billions (US \$ 5 billions).

# TELECOMMUNICATION SERVICES -1990

Breakdown of turnover, receipts, production added to immobilisation or of commissions (including exports).

- . Provide this breakdown preferably excluding deductible VAT
- . Enter with rubrics which correspond the best to your activity, the re-embursable charges, the services provided to fellows as sub-contractant and the advantages in kind granted to the personnel.
- . If you do not hold a precise account of your sales, provide at least approximations, for example by applying percentages.

RUBRICS IN THE ANNUAL SURVEY	CORRESPONDENCE WITH STAT CAN CLASSIFICATION
<b>INFRASTRUCTURE SERVICES (transport of information)</b>	
. Package commutation	B
. Mobile radiocommunication :	Hb
. unilateral paging (type : Alphapage, Operator, Eurosignal)	Ha
. radiotelephone	Hc
. other (including message transmission (private) services)	
<b>PRIVATE NETWORKS SERVICES</b>	
. Services of private or cooperative enterprises lines or networks, of local networks of buildings or of local units	C-D
<b>SO-CALLED VALUE ADDED SERVICES (These services include processing of what is included in the information)</b>	
. Value added services of universal type such as gateways (as a phonic or non phonic server) :	Id
. on access telephone numbers 3613, 3614, 3615	Id
. on other access telephone numbers (3616, 3617, ... )	
. Message transmission and electronical information services non gateways (in particular X400, services of the EDI type, ... )	Id
. Other value added services (teleconference, audioconference, ... )	Id
<b>HIGH FLOW SERVICES</b>	
. High flow services of broadcasting and dissemination of pictures (cable TV, Sattelite TV, videotransmission, ... )	E
<b>OTHER PRODUCTS RELATED TO TELECOMMUNICATIONS</b>	
. Rental, installation and maintenance of sub-marine cables	J
. Rental of telecommunication material (terminals, modems, multiplexers, ... )	J
. Provision of telecommunication material and networks	J
. Sale of telecommunication material	K
. Telecommunication system engeneering (including maintenance, excluding delivery and installation)	M
. Delivery and installation of telecommunication material (Installation of the cables, etc.; excluding turnkey operations)	K
. Delivery and installation of telecommunication material in the framework of a turnkey operation	K
. Studies, conceptions and technical advises in telecommunication	M
. Economical and sociological studies	-
<b>OTHER ACTIVITIES</b>	
. Rental of computers and of computer material	-
. Revenues from local television subscriptions (local operating companies)	-
. Provision of softwares created by the enterprise	-
. Other activities, give precisions	

**A. PRIVATE TELECOMMUNICATIONS**

(private telecommunications)

**MODULE 1 : REVENUES FROM THE SALE OF GOODS AND SERVICES**

millions of FF

**SECTION 1 : REVENUES FROM THE PROVISION OF TELECOMMUNICATION SERVICES**

	VALUE
A. Public telephone services	nd
B. Public data network services	4,231
C. Private (leased) network services (except for programm transmission) and	294
D. Virtual private network services	
E. Program transmission services	
a) Television broadcast transmission services and	3,233
b). Radio broadcast transmission services	
F. Interconnection services (payments from other carriers, foreign or domestic)	0
G. Telegraph, telex and TWX services	nd
H. Mobile telecommunication services	
a) Cellular telephone services	395
b) Paging services	279
c) Other mobile telecommunication services	4
I. Other telecommunication services	
a) Teleconferencing services	nd
b) Call management services	nd
c) Centrex services	nd
d) Value added services	406
e) Other telecommunication services n.e.c.	102
<b>TOTAL - TELECOMMUNICATION SERVICES (A to I)</b>	<b>8,944</b>

(1) cf. comments



(private telecommunications)

millions of FF

**SECTION 2 : REVENUES FROM THE SALE OF TELECOMMUNICATION  
RELATED GOODS AND SERVICES**
**1.2 Revenues from the sale of telecommunication related goods and services**

J. Telecommunication equipment rental services	552
K. Telecommunication equipment sales	891
L. Connection services (access charges)	0
M. Telecommunication consulting services	71
N. Telecommunication and related equipment maintenance	nd
O. Directory advertising services	nd
P. Other telecommunication related services	—

<b>TOTAL - TELECOMMUNICATION RELATED GOODS AND SERVICES (J to P)</b>	<b>1,514</b>
--	--------------

millions of FF

**SECTION 3 : OTHERS**

Q - ROYALTIES AND PATENT FEES RECEIVED	10
R - SERVICES TO RELATED PARTIES NOT INCLUDED ABOVE (Research and development charges, management fees, ...)	9
S - OTHER GOODS AND SERVICES	647
<b>TOTAL - REVENUES FROM OTHER SOURCES ( Q to S )</b>	<b>666</b>

millions of FF

T - OPERATING SUBSIDIES	31
<b>GRAND TOTAL - OPERATING REVENUES (A to T)</b>	<b>11,155</b>

## MODULE 2 : GOODS AND SERVICES USED IN THE OPERATIONS

millions of FF

<b>A - WAGES, SALARIES AND EMPLOYEES' BENEFITS</b>	
a) Wages and salaries	1,520
b) Employees' benefits	685
<b>C - RENTAL AND LEASING OF MACHINERY (CPC 83)</b>	
and	268
<b>Fa - RENTAL AND LEASING OF LAND AND BUILDINGS (CPC 82)</b>	
<b>E - MATERIALS AND SUPPLIES FOR OWN USE</b>	
	230
<b>G - PROPERTY AND OTHER NON COMMODITY INDIRECT TAXES</b>	
	231
<b>H - ROYALTIES AND PATENT FEES PAID</b>	
	115
<b>J - DEPRECIATION</b>	
	1,545
<b>K - OTHER OPERATING, ADMINISTRATION AND GENERAL EXPENSES: b.business services,d.telecommunications,fb.utilities</b>	
	2,345
<b>TOTAL : CURRENT OPERATING, ADMINISTRATION AND GENERAL EXPENSES</b>	
	<b>6,939</b>

## MODULE 3 : PURCHASES OF GOODS AND SERVICES FOR RESALE

millions of FF

<b>A - TELECOMMUNICATION EQUIPMENTS (SYSTEMS ENGINEERING SERVICES)</b>	
	27
<b>B - OTHER GOODS FOR RESALE (licence fees, rental of network...)</b>	
	3,016
<b>TOTAL : GOODS AND SERVICES FOR RESALE</b>	
	<b>3,043</b>

## MODULE 4 : INVENTORIES (VARIATION)

millions of FF

a) Goods purchased for resale	- 18
b) Goods purchased for use in the operation	+ 11
c) Other inventories : stocks related to production	- 12

(private telecommunications)

**MODULE 5 : SUPPLEMENTARY QUESTION CONCERNING  
THE BASIS OF ACCOUNTING**

A - Did you report revenues (module 1) on an accrual or cash sis ?	<b>accrual basis</b>	ba
---	----------------------	----

**MODULE 6 : EXPORTS**

millions of FF

**TELECOMMUNICATION SERVICES**

Total exports of telecommunication services

530

C. Other goods and services

0

**TOTAL EXPORTS**

530

**MODULE 7 : IMPORTS**

millions of FF

**TELECOMMUNICATION SERVICES**

A. Payment made to foreign carriers

?

B. Other goods and services

?

**TOTAL IMPORTS**

24

**MODULE 8 : VACANT**

(private telecommunications)

**MODULE 9 : EMPLOYMENT NUMBERS AS OF 31 DECEMBER 1990**

	MALES	FEMALES	TOTAL
Working proprietors and partners			
- Full time			176
- Part time**			0
<b>TOTAL</b>			<b>176</b>
Paid Employees			
- Full time			8,258
- Part time**			294
<b>TOTAL</b>	<b>6,042</b>	<b>2,510</b>	<b>8,552</b>
<b>TOTAL</b>			<b>8,728</b>

**MODULE 10 1 : FIXED ASSET, ADDITIONS AND DISPOSALS**

millions of FF

	ADDITION DURING THE YEAR
Land	4
Building	24
Other construction	261
Motor vehicles an other transport equipment	25
Other plants, machinery and equipment	2,050
<b>TOTAL</b>	<b>2,364</b>

(private telecommunications)

**MODULE 10.2. EXPENDITURES ON OWN ACCOUNT PRODUCTION**

This module deals with units having own account production which is added to immobilisations.

millions of FF

- wages and salaries (including social benefits)	_____
- purchases of goods and services, and changes in user's inventories	_____
<b>TOTAL</b>	<b>80</b>

**B. PUBLIC TELECOMMUNICATIONS**

(public telecommunications)

**MODULE 1 : REVENUES FROM THE SALE OF GOODS AND SERVICES**

millions of FF

**SECTION 1 : REVENUES FROM THE PROVISION OF TELECOMMUNICATION SERVICES**

	VALUE
A. Public telephone services	86,742
B. Public data network services	0
C. Private (leased) network services (except for programm transmission) and	5,882
D. Virtual private network services	
E. Program transmission services	
a) Television broadcast transmission services and	625
b). Radio broadcast transmission services	
F. Interconnection services (payments from other carriers, foreign or domestic)	0
G. Telegraph, telex and TWX services	1,998
H. Mobile telecommunication services	1,954
I. Other telecommunication services	2,831
<b>TOTAL - TELECOMMUNICATION SERVICES (A to I)</b>	<b>100,032</b>

(1) cf.comments

(public telecommunications)

millions of FF

**SECTION 2 : REVENUES FROM THE SALE OF TELECOMMUNICATION  
RELATED GOODS AND SERVICES**
**1.2 Revenues from the sale of telecommunication related goods and services**

J. Telecommunication equipment rental services 1,521

K. Telecommunication equipment sales 428

L to P. Other telecommunication related services —

**TOTAL - TELECOMMUNICATION RELATED GOODS AND SERVICES  
(J to P) 1,949**

millions of FF

**SECTION 3 : OTHERS**

Q - ROYALTIES AND PATENT FEES RECEIVED

R - SERVICES TO RELATED PARTIES NOT INCLUDED ABOVE  
(Research and development charges, management fees, ...) 990

S - OTHER GOODS AND SERVICES 260

**TOTAL - REVENUES FROM OTHER SOURCES ( Q to S ) 1,250**

millions of FF

T - OPERATING SUBSIDIES 249

**GRAND TOTAL - OPERATING REVENUES (A to T) 103,480**



(public telecommunications)

**MODULE 2 : GOODS AND SERVICES USED IN THE OPERATIONS**

millions of FF

A - WAGES, SALARIES AND EMPLOYEES' BENEFITS	29,898
C - RENTAL AND LEASING OF MACHINERY (CPC 83)	4,678
G - PROPERTY AND OTHER NON COMMODITY INDIRECT TAXES	230
J - DEPRECIATION	32,505
K - OTHER OPERAT., ADMINISTR. AND GENERAL EXP.	13,989
<b>TOTAL : CURRENT OPERATING, ADMINISTRATION AND GENERAL EXPENSES</b>	<b>81,300</b>

**MODULE 3 : PURCHASES OF GOODS AND SERVICES FOR RESALE : VACANT****MODULE 4 : INVENTORIES (VARIATION) : VACANT****MODULE 5 : SUPPLEMENTARY QUESTION CONCERNING  
THE BASIS OF ACCOUNTING**

A - Did you report revenues (module 1) on an accrual or cash basis ?	accrual basis	ba
--	---------------	----

**MODULE 6 : EXPORTS : VACANT****MODULE 7 IMPORTS : VACANT****MODULE 8 : VACANT****MODULE 9 EMPLOYMENT NUMBERS : VACANT**

(public telecommunications)

**MODULE 10 1 : FIXED ASSET, ADDITIONS AND DISPOSALS**

millions of FF

	ADDITION DURING THE YEAR	DISPOSAL DURING THE YEAR	BOOK VAL. AT YEAR END
LAND	47	5	2,504
BUILDINGS	356	- 172	20,799
TERMINAL, TRANSMISS. & SWITCHING EQUIPMENT AND FACILITIES	25,357	9,710	311,168
OFFICE EQUIPMENT (Incl.computer and related equipment)	1,268	180	6,456
MOTOR VEHICLES AN OTHER TRANSPORT EQUIPMENT	248	38	3,571
OTHER PLANT, MACHINERY AND EQUIPMENT	479	55	3,473
OTHER FIXED ASSET	202	196	28
<b>TOTAL</b>	<b>27,957</b>	<b>10,012</b>	<b>347,999</b>

**MODULE 10.2 EXPENDITURES ON OWN ACCOUNT PRODUCTION**

This module deals with units having own account production which is added to immobilisations.

millions of FF

- wages and salaries (including social benefits)	_____
- purchases of goods and services, and changes in user's inventories	_____
<b>TOTAL</b>	<b>6,565</b>

**C. TOTAL (PUBLIC AND PRIVATE TELECOMMUNICATIONS)**

(Total public and private telecommunications)

**MODULE 1 : REVENUES FROM THE SALE OF GOODS AND SERVICES**

millions of FF

<b>SECTION 1 : REVENUES FROM THE PROVISION OF TELECOMMUNICATION SERVICES</b>	
	VALUE
A. Public telephone services	86,742
B. Public data network services	4,231
C. Private (leased) network services (except for programm transmission) and	6,176
D. Virtual private network services	
E. Program transmission services	
a) Television broadcast transmission services and	3,858
b). Radio broadcast transmission services	
F. Interconnection services (payments from other carriers, foreign or domestic)	0
G. Telegraph, telex and TWX services	1,998
H. Mobile telecommunication services	2,632
I. Other telecommunication services	3,339
<b>TOTAL - TELECOMMUNICATION SERVICES (A to I)</b>	<b>108,976</b>

(1) cf.comments

(Total public and private telecommunications)

millions of FF

**SECTION 2 : REVENUES FROM THE SALE OF TELECOMMUNICATION  
RELATED GOODS AND SERVICES**

1.2 Revenues from the sale of telecommunication related goods and services

J. Telecommunication equipment rental services 2,073

K. Telecommunication equipment sales 1,319

L to P. Other telecommunication related services 71

**TOTAL - TELECOMMUNICATION RELATED GOODS AND SERVICES  
(J to P) 3,463**

millions of FF

**SECTION 3 : OTHERS**

Q - ROYALTIES AND PATENT FEES RECEIVED 10

R - SERVICES TO RELATED PARTIES NOT INCLUDED ABOVE  
(Research and development charges, management fees, ...) 999

S - OTHER GOODS AND SERVICES 907

**TOTAL - REVENUES FROM OTHER SOURCES ( Q to S ) 1,916**

millions of FF

T - OPERATING SUBSIDIES 280

**GRAND TOTAL - OPERATING REVENUES (A to T) 114,635**

(Total public and private telecommunications)

## **MODULE 2 : GOODS AND SERVICES USED IN THE OPERATIONS**

	millions of FF
A - WAGES, SALARIES AND EMPLOYEES' BENEFITS	32,103
G - PROPERTY AND OTHER NON COMMODITY INDIRECT TAXES	461
J - DEPRECIATION	34,050
K - OTHER OPERAT., ADMINIST. AND GENERAL EXP.	21,625
<b>TOTAL : CURRENT OPERATING, ADMINISTRATION AND GENERAL EXPENSES</b>	<b>88,239</b>

## **MODULE 3 : PURCHASES OF GOODS AND SERVICES FOR RESALE**

	millions of FF
A - TELECOMMUNICATION EQUIPMENTS (SYSTEMS ENGINEERING SERVICES)	27
B - OTHER GOODS FOR RESALE (licence fees, rental of network...)	3,016
<b>TOTAL : GOODS AND SERVICES FOR RESALE</b>	<b>3,043</b>

## **MODULE 4 INVENTORIES : VACANT**

## **MODULE 5 : SUPPLEMENTARY QUESTION CONCERNING THE BASIS OF ACCOUNTING**

A - Did you report revenues (module 1) on an accrual or cash basis ?	<b>accrual basis</b>
--	----------------------

## **MODULE 6 EXPORTS : VACANT**

## **MODULE 7 IMPORTS : VACANT**

## **MODULE 8 : VACANT**

## **MODULE 9 EMPLOYMENT NUMBERS : VACANT**

(Total public and private telecommunications)

### MODULE 10 1 : FIXED ASSET, ADDITIONS AND DISPOSALS

millions of FF

	ADDITION DURING THE YEAR
Land	51
Building and other construction	641
Motor vehicles an other transport equipment	273
Other plants, machinery and equipment	29,356
<b>TOTAL</b>	<b>30,321</b>

### MODULE 10.2 EXPENDITURES ON OWN ACCOUNT PRODUCTION

This module deals with units having own account production which is added to immobilisations.

millions of FF

- wages and salaries (including social benefits)	_____
- purchases of goods and services, and changes in user's inventories	_____
<b>TOTAL</b>	<b>6,645</b>