### Annual Survey of Telecommunications Service Providers, 1999

Satellite

1999

Si vous préférez ce questionnaire en français, veuillez appeler : (613) 951-2201

Respondent company	Please correct pre-printed label information, if necessary, using the corresponding boxes below:
	Legal Name
	Operating or Trade Name (if different from legal name):
	Mail contact person for this survey (please print clearly):
	Job Title:
	Street:
	City:
	Province: Postal (Code:
	Telephone:
	E-mail:
Information for Re	espondents

#### **Survey Objective**

This survey collects financial and operating data for the statistical measurement and analysis of the telecommunications industry (telecom carriage or resale). These data will be aggregated to produce estimates of national and provincial economic production in Canada as well as estimates of activity by industry. These estimates are used by government for national and regional programs and policy planning, by the private sector for industry performance measurement and market development and by the aforementioned parties, international telecommunications organizations, academics, analysts, and the general public to better understand this sector's role in the social and economic fabric of Canada. Selected results of this survey will be published in Statistics Canada Catalogue No. 56-203-XIB.

#### Authority

This survey is collected under the authority of the Statistics Act, Revised Statutes of Canada, 1985, Chapter S19. Completion of this questionnaire is a vegal requirement under this Act.

#### Confidentiality /

Statistics Canada is prohibited by law from publishing or releasing any statistics which would divulge information obtained from this survey relating to any identifiable business without the previous written consent of that business. The data on this questionnaire will be treated in confidence, used for statistical purposes and published in aggregate form only. The confidentiality provisions of the Statistics Act are not affected by the Access to Information Act or any other legislation. Please note that Statistics Canada does not share any individual responses with Revenue Canada.

#### **Data Sharing Agreement**

To reduce respondent burden and to ensure more uniform statistics, an agreement has been made under Section 11 of the Statistics Act to exchange information about the Quebec operations of survey respondents with Statistics Quebec. This statistical agency has been established under provincial legislation which provides substantially the same provisions for confidentiality and penalties for disclosure of confidential information as the federal Statistics Act. The legislation also provides this agency with the authority to collect this information on their own.

## Reporting Period

This questionnaire should be completed for the fiscal year ended between April 1, 1999 and March 31, 2000.

#### Return Procedures

Please return the completed questionnaire(s) within **30 days** of receipt in the enclosed envelope or by facsimile to (613) 961-9920. If you anticipate difficulty in making this deadline, please inform Statistics Canada of your expected filing date.

#### Reporting Instructions

Please complete all questions that pertain to your operations; cross out cells or sections that do not apply to your company to reduce the likelihood of follow-up call-backs to verify missing information. Detailed instructions and definitions of terms used in the questionnaire are found in the Reporting Guide. Please refer to the Reporting Guide in order to ensure your responses are consistent with those provided by other respondents.

#### 😥 Assistance

If you require further assistance or need additional forms, please contact:

Telecommunications Section Science, Innovation and Electronic Information Division Statistics Canada R.H. Coats Building, Floor 7 Ottawa, Ontario Canada, K1A 0T6

#### For service in English or French / Pour un service en anglais ou en français:

Michael Lynch Phone/Téléphone: (613) 951-2201 Fax/Télécopieur: (613) 951-9920 E-mail/Courriel: michael.lynch@statcan.ca

#### For service in English:

Rad Joseph Telephone: (613) 951-6830 Fax: (613) 951-9920 E-mail: robert.joseph@statcan.ca

#### Thank you for your co-operation

5-4900-492.7: 2000-04-20 STC/SAT-430-60105



Statistics Statistique Canada Canada

# Canadä

A. Type of business organization:       Consolidated family of corporations' (e.g., branch, division (e.g., branch, division)         A single corporation       Consolidated family of corporations' (e.g., branch, division)         Provincial government system       Municipal system         Sole proprietorship       Joint venture         Other (please specify)       Partnership         * Multiple Unit Reporting - If you are including more than one legal or operating entity on a single questionaire. Please that the Reporting out Information Concerning Consolidated Reporting on the back of the questionnaire. Please that Respondent Information cortext distinct business units (a corporation or organization apuld) (different telecommunication cortext distinct business units (a corporation or organization apuld) (different telecommunications services (see Industry Classification section. In the Reporting Classification section. In the Reporting on the back of the questionnaire. Please that the second up of different telecommunications services (see Industry Classification section. Teage iii) for which you maintain Beachard Inancial statements, please complete a questionnaire for each unit. For more forms, contact Statistic Classification services (different telecommunication or different telecommunication company's common (voting) shares were foreign owned at year end?         a) What percentage of this company's common (voting) shares were foreign owned at year end?       101         (b) If applicable, what percentage of this company's common (voting) shares were foreign owned at year end?       102         (c) If known, what percentage of this company's common (voting) shares provide their legal names:       10			Re	spondent Information		
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Complete the back page: <ul> <li>complete the back page:                 <ul></ul></li></ul>	Α.	Type of business organization:				
C If your organization has undergone legal changes during its past fiscal year, or is reporting or other than a 12-month fiscal year. please check (r ) the approximate company's common (voting) shares provide their legal names.  C If your organization has undergone legal changes during its past fiscal year, or is reporting for other than a 12-month fiscal year. please check (r ) the approximate companys. please provide their legal names.  C If your organization has undergone legal changes during its past fiscal year, or is reporting for other than a 12-month fiscal year. please check (r ) the approximate companys. please provide their legal names.  C If your organization has undergone legal changes during its past fiscal year, or is reporting for other than a 12-month fiscal year. please check (r ) the approximate companys. please provide their legal names.  C If your organization has undergone legal changes during its past fiscal year, or is reporting for other than a 12-month fiscal year. please check (r ) the approximate companys. please provide their legal names.  C If your organization has undergone legal changes during its past fiscal year, or is reporting for other than a 12-month fiscal year. please check (r ) the approximate companys. please provide their legal names.  C If your organization has undergone legal changes during its past fiscal year, or is reporting for other than a 12-month fiscal year. please check (r ) the approximate companies, please provide their legal names.  D Please enter your nine digit C Reporting period:  This questionnaire should be completed for the fiscal period ending between April 1, 1999 and March 31, 2000.		A single corporation		complete the back page		Part of a corporation (e.g., branch, division)
C. If your organization has under one legal drompany's common (voting) shares were foreign owned at year end?  (If your organization has under one legal drompany's apert companies, etc.)  (If hown, what percentage of this company's common (voting) shares were foreign owned at year end?  (If your organization has under one legal drompany's apert companies, etc.)  (If hown, what percentage of this company's common (voting) shares were foreign owned at year end?  (If your organization has under one legal drompany's apert companies, etc.)  (If hown, what percentage of this company's common (voting) shares were foreign owned at year end?  (If your organization has under one legal drompany's apert companies, etc.)  (If hown, what percentage of this company's common (voting) shares were foreign owned at year end?  (If your organization has under one legal drompany's apert companies, etc.)  (If the owned of the generation approximation approximation and the date(s) of the over(s).  (If the owned of the opport of the oppose in companies, please provide their legal analysis.  (If the owned of the legal change involved of the companies, please provide their legal analysis.  (If the owned of the opport of the companies, please of owned the date(s) of the over(s).  (If the owned of the companies of the companies, please provide their legal analysis.  (If the owned of the legal change involved of the companies, please provide their legal analysis.  (If the owned of the legal change involved of the companies, please provide their legal analysis.  (If the legal change involved of the companies, please of owned the date(s) of the over(s).  (If the legal change involved of the companies, please provide their legal analysis.  (If the owned of the date of the		Provincial government system		Municipal system		Co-operative
• Multiple Unit Reporting - If you are including more than one legal or operating entity on a single runsborder, please fill out Information Concerning Consolidated Reporting on the back of the questionnaire. Respondent Information action in the Reporting Guide, Page (2)), for more information on multiple unit economy different release complete a questionnaire for each unit. For more forms, contact Statistic Capada at (613) 951-5948 or (613) 951-2201. Do not consolidate foreign subsidaries in this report.   8. Foreign ownership: 11   a) What percentage of this company's common (voting) shares were foreign owned at year end?   b) If applicable, what percentage of this company's parent company's avere foreign owned at year end?   c) If known, what percentage of this company's common (voting) shares were foreign owned at year end?   c) If known, what percentage of this company's common (voting) charges, parent companies, etc.)   C If your organization has under gone keel charges during its past fiscal year, or is reporting for other than a 12-month fiscal year, please check (r) the applicable other companies, please provide their legal names: C If your organization has under gone keel charges of necessary). C Heres concrete - after additional pages if necessary). C Please enter your nine digit C St Registered Account/Business Number: D Please enter your nine digit C Reporting period: This questionnaire here additional pages if necessary). T Please there your nine digit C Reporting period: T This questionnaire additional pages if necessary). T Please there your nine digit T Please there your		Sole proprietorship		Joint venture		Partnership
please fill out Information Concerning Consolidated Reporting on the back of the questionaire, Peake See, the Respondent Information section in the Reporting Guide, Page 2(a), for more information on multiple such topology. In general, if your organization operates distinct business units (a corporation or organizational upd) offering different telecommunications services (see Industry Classification section. In <i>Reporting Classification Section</i> ). Page 11) for which your marking signature financial statements, please complete a questionnaire of reach unit. For more information corporation or organizational upd) offering different telecommunications services (see Industry Classification section. Page 11) for which your marking signature financial statements, please complete a questionnaire of reach unit. For more forms, contact Settings, Cahada at (613) 951-5948 or (613) 951-2201. Do not consolidate foreign subsidaries in this report. B. Foreign ownership: <ul> <li>a) What percentage of this company's common (voting) shares were foreign owned at year end?</li> <li>b) If applicable, what percentage of this company's parent company's shared were foreign owned at year end?</li> <li>c) If known, what percentage of this company's common (voting) televe were ultimately foreign owned at year end? (e.g., through direct and/or indirect control by follow chargeds, parent companies, etc.) </li> <li>c) If your organization has undergone legal charges during its past fiscal year, or is reporting for other than a 12-month fiscal year, please check (C) the aphropriate box(set) below and provide a brief explanation and the date(s) of the event(s). If the legal charge is lowed to their companies, etc.) C. If your organization has undergone legal charges during its past fiscal year, or is reporting for other than a 12-month fiscal year, please check (C) the aphropriate companies, please provide their legal names: D. Please enter your nine digit Garges if necessary). C. If your organization</li></ul>		Other (please specify)				
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<ul> <li>c) If applicable, what percentage of this company's common (valid) States were ultimately foreign owned at year end? (e.g., through direct and/or indirect control by holding denhagids, parent companies, etc.)</li> <li>c. If your organization has undergone legal changes during its past fiscal year, or is reporting for other than a 12-month fiscal year, please check (*) the appropriate for companies, please provide their legal names:</li> <li>20</li> <li>New business</li> <li>21</li> <li>New business</li> <li>22</li> <li>Ceased operations</li> <li>23</li> <li>Change of ownership</li> <li>24</li> <li>Merger/Amalgamation/Split-up/Spin-off</li> <li>25</li> <li>Other (Please obscribe - attech additional pages if necessary).</li> <li>3</li> <li>D. Please enter your nine digit</li> <li>GST Registered Account/Business Number:</li> <li>a</li> <li>a</li> <li>b experimentation in the fiscal period ending between April 1, 1999 and March 31, 2000.</li> </ul>		a) What percentage of this company's comm	non (	voting) shares were foreign owned at year end?		<u>102</u>
<ul> <li>c) If known, what percentage of this company's common (valid) (shape/were ultimately foreign owned at year end? (e.g., through direct and/or indirect control by holding companies, parent companies, etc.)</li> <li>c. If your organization has undergone legal changes during its past fiscal year, or is reporting for other than a 12-month fiscal year, please check (*) this appropriate box(es) below and provide a brief explanation and the date(s) of the event(s). If the legal change involved other companies, please provide their legal names:         <ul> <li>201</li> <li>New business</li> <li>202</li> <li>cleased operations</li> <li>203</li> <li>change of ownership</li> <li>204</li> <li>Merger/Amalgamation/Split-up/Spin-off</li> <li>205</li> <li>Other (Please check additional pages if necessary).</li> <li>3</li> </ul> </li> <li>D. Please enter your nine digit GST Registered Account/Business Number:</li> <li>a</li> <li>a</li> <li>clease enter your nine digit</li> <li>dcliange for the fiscal period ending between April 1, 1999 and March 31, 2000.</li> </ul>		b) If applicable, what percentage of this com	pany	's parent company's shares were foreign owned a	at yea	ar end?
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fiscal year, please check (/) the appropriate cox(es) below and provide a brief explanation and the date(s) of the event(s). If the legal change involved other companies, please provide their legal names:          201       New business       202       ceased operations       203       change of ownership       204       Merger/Amalgamation/Split-up/Spin-off         205       Other (Please describe - attach additional pages if necessary).       >			(	$\langle \langle \rangle \rangle$		
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D. Please enter your nine digit         GST Registered Account/Business Number:         E. Reporting period:         This questionnaire should be completed for the fiscal period ending between April 1, 1999 and March 31, 2000.						
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GST Registered Account/Business Number:         E. Reporting period:         This questionnaire should be completed for the fiscal period ending between April 1, 1999 and March 31, 2000.		$\square$				300
This questionnaire should be completed for the fiscal period ending between April 1, 1999 and March 31, 2000.	D.		er:			
From: To: To:	E.	This questionnaire should be completed for t	he fi			

	ns services (see B. bel	low) [	Reselling of telecommunications services
Non-telecommunications activity (F	Please describe your mai	n revenue activities an	d return this form in the envelope provided)
▶			
Please indicate (✓) the telecommun	ications services pro	vided:	
Telecommunications service	Facilities- based*	Reseller	
Wireline Telecommunications	401	402	
Competitive Pay Telephone Service	419	420	
Cellular/PCS/ESMR	403	404	
RCC (Radio Common Carriage)	405	406	Contact Statistics Canada for the appropriate Telecommunications
Paging, Narrowband PCS	407	408	questionnaire (f more than half of your revenues are from these activities.
Wireless Broadband	409	410	
Fixed Wireless	411		
Satellite (Fixed)	413		Complete this questionnaire if more
Satellite (Mobile)	415		<ul> <li>than half of your operating revenues are</li> <li>earned from the activities listed here.</li> </ul>
Other (Please specify) ≽	417		Contact Statistics Canada if more than half of your operating revenues are from
	(		the activities you specified.
ownership of transmission facilities (win	e, cable, (radio, optical	Yor other electromag	gnetic system), other than switching equipmer
. Please check (✓) all areas of op¢rat	ion (areas where respor	ndent has employees):	
	505 506 50		
B.C. Alta. Sask. Man.	Ont. Que.	N.B. N.S.	] P.E.I.
	x if more than one b	ox is checked in qu	uestion C.
	Follow-u	in Contacts	
		p Contacts	
dditional person(s) to contact for follow-u			
dditional person(s) to contact for follow-u			
dditional person(s) to contact for follow-u			
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dditional person(s) to contact for follow-u	up information: <i>(Please</i>	ə print )	
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dditional person(s) to contact for follow-u ontact Module(s):	up information: (Please	ə print )	
	up information: (Please	ə print )	

		MODULE	1. 0	PERATIN	G REVENU	ES			
Teleco	mmunications Operating	Revenues							Total
	ale (Carrier) Services: es from other telecom service prov	viders for (re)sale to	end us	sers)					usands of dollars)
Α.	Inter carrier/settlement receip	ts (interconnect/rc	paming	g)				1006	
В.	Wholesale minutes							1305	
C.	Satellite/Wireless capacity re	ntals						1200	
D.	Other (Please specify) ≽							1201	
								1014	
	Total - Wholesale (Carrier) S	Services							
Potail S	Services								
(revenue	es from end users)	Fixed/recurring		Air time	Roaming f subscrib	rom ers	Other	$\langle$	$\leq 1$
	Narrowband Services: (64 kbps and less)	1205	1206		1218		1207	1039	(1205 +)1206 + 1318 + 1207)
	1. Long distance telephony							1210	>
:	2. Other narrowband service	s (Please specify)		Wi	deband		Broadband	) ~	
B. H	High Speed Services:				- 1.544 Mpbs	1219 (	>1 544 Mpbs	1221	(1211 + 1213)
	1. Switched (circuit or packet)					$\sum$	$\searrow$	1221	(1211 + 1213)
:	2. Non-switched (private circu	it)		1046	$\diamond$	1051	$\checkmark$		(1046 + 1051)
C.	Connection (activation - deacti	vation, one-time cha	rges)		$\sim //$			1057	
D. (	Other Telecommunications O	perating Revenues	s:	6	$\mathbf{\tilde{\mathbf{A}}}$			1060	
	1. Other (Please specify) ≽		(	$\sim$	)>			1063	
:	2. Other (Please specify)≽		$\sqrt{-}$	$(\mathcal{V})$				1066	
:	3. Other (Please specify) ≽	$\sim$	$\nearrow$	$\rightarrow$				1069	
	4. Residual		$\geq$	·				1069	
	( / Total - Retail Services		210 1	221 1222 1	057 1060 106	2 1064	S and 1060)	1306	
			210, 12	221,1222,1	007, 1000, 100	3, 1000		1070	(1014 + 1306)
-	Total - Telecommunicatio	ons Operating R	leven	nues					
Non T	elecommunications Oper	oting Povonuos							
		ating revenues	•					1076	
-								1079	
$\setminus \rightarrow$		<u>,</u>						1088	
	allations							1302	
D. Late	payment and related charges	5						<u> </u>	
	er Non-Telecommunications C	perating Revenue	es:					1094	
1.	(Please specify) >							1097	
2.	(Please specify) ≽							1100	
3.	Residual							1101	
Tota	al - Non-Telecommunicat	ions Operating	Reve	enues 10	m of cells 1076 97 and 1100)	, 1079,	1088, 1302, 1094	1101	
									(1070
тот	TAL - TELECOMMUNICAT	IONS OPERAT	ING F	REVENUE	S			1102	(1070 + 1101)

	MODUL	E 1. OPERATING	REVENUES -	- Concluded			
		Su	bscribers	-		Accounts	
	Previous	Connections/	Disconnections/	Current year e	1	Current year e	1
Customer Base	year end	activations	deactivations	Total	% res.	Total	% res.
A. Fixed Satellite	1167	1168	1169	1170	1171	1172	1173
B. Mobile Satellite	1174	1175	1176	1177	1178	1179	1180
C. Other (Please specify)	1153	1154	1155	1156	1157	1158	1159
<u>&gt;</u>							
Distribution of Operating A. Customers in Canada:	J Revenues b	y Type of Custom	er			Percentag	e
1. Residential (individuals	s and households	)				1103	\
2. Business and other:							)
a) Public institutions	(e.g., hospitals, s	chools, universities)		1104	$\leq$	()	
b) Government (e.g.,	federal, provincia	I, territorial, municipal)		1105	$\bigcirc$	$\searrow$	
c) Business:				$\frown$	$\bigcirc$	/	
Financial (banks, ta corporat		crown 1100	3	$\neg \langle \bigcirc \rangle$			
Other (Please spe		110	^ (				
	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			11/08		]	
Total - Business						1109	
Total - Business and	other		$\langle \gamma \rangle >$			1110	
B. Customers outside Canad	da <i>(exports)</i>						
Total - Operating Reven	ues (sum of bold	led cells	$\rightarrow$			(1103 + 1109 + 1 <b>100%</b>	110)
		$\langle \rangle \rangle$					
		MODULE 2. OPER	RATING EXPEN	SES			
* Estimate the \$ 000's or % of the tota	al expense paid	Purcl	nases*			Salaries, wage	es and
to incumbent and entrant telecom Incumbent telecommunications comp	anies are listed	> (\$ 000's) or		Tota		benefits*	*
in the Reporting Oxide. ** \$ 000's or % of the amount reported	d in the adjacent	Telecommunicatio	ns service providers Entrants	(thousands o	of dollars)	(\$ 000's) (%) of c	
cell in col. 3.	$\downarrow \downarrow \downarrow$	1	2	3		4	01. 0
Telecommunications Op	erating Expe	1565					
A. Telecom Network Expens				2001		2002	
2. Depreciation				2003			
$\rightarrow$	oiro			2004		2005	
3. Maintenance and rep		2006	2207	2008			
4. <u>Wireline circuit rental</u>			1	2009			
5. Wireless (non-satellite		als		2010			
6. Satellite capacity rent	als	2011	2012	2013			
7. Purchased long-dista	nce services			2014		_	
8. Contribution payment	ts (to the CFA or	other providers)		2015		_	
9. Interconnection paym	nents			2070		2071	
10. Residual (please spec	cify large amounts	10		2070		2011	

Estimate the \$ 000's or % of the total expense paid to incumbent and trant telecom companies. Incumbent telecommunications companies are listed in the Reporting Guide. ** \$ 000's or % of the amount reported in the adjacent cell in col. 3.	Total (thousands of dollars)	benefits** (\$ 000's) or (%) of col. 3 4
lecommunications Operating Expenses — continued		
Commercial and Administrative Expenses:		I
1. Selling and marketing	2016	2017
2. Customer servicing	2062	2063
3. Billings and collections	2020	2021
<ol> <li>Corporate administration and general office expenses</li> </ol>	2022	2023
5. Telecommunications, postage and courier fees	2024	$\langle \langle \langle \rangle \rangle$
6. Insurance	2025	$\searrow$
<ol> <li>Advertising and related services (purchased)</li> </ol>	2018	$\searrow$
8. Travel and entertainment	2026	$\sim$
9. Professional and business fees (Purchased legal, accounting, consulting services, etc.)	2027	
	2028	
10. Management fees paid to head office or parent company	2029	
11. Amortization charges	2030	
12. Depreciation	2031	2032
13. Maintenance and repairs	2033	
14. Office equipment rentals	2034	
15. Bad debts expenses		J
<ul> <li>16. Licenses, permits and indirect taxes:</li> <li>a) Padio licensing fees (cooptrum)</li> </ul>	2035	
a) Radio licensing fees (speetrum)	2036	
b) CRTC licensing fees Permits and indirect faxes	2037	
<ul> <li>c) (do not include/incorrie texes, report property taxes in C, below)</li> </ul>	l	]
17. Other expenses:	2041	
a) (Please specify) >	2042	
b) (Please specify) >	2043	
(c) (Rease specify) >	2044	2045
ál         Residual expenses		
Occupancy Costs (Network or Commercial)	2038	
Land and buildings rentals	2039	
2. Utilities	2040	
3. Property taxes		J
	2046	2047
Total - Telecommunications Operating Expenses (sum of each column)	L	

	MODULE 2. OPERAT	ING EXPENSES — (	Concluded		
	Estimate the \$ 000's or % of the total expense paid to incumbent and trant telecom companies. Incumbent telecommunications companies are listed in the Reporting Guide. ** \$ 000's or % of the amount reported in the adjacent cell in col. 3.		(thous	Total sands of dollars)	Salaries, wages and benefits** (\$ 000's) or (%) of col. 3 4
No	on-Telecommunications Operating Expenses				
	Terminal Equiment Rentals		2048		]
			2049		-
	Cost of Telecommunications Goods Sold		2052		-
C.	Customer Installation				]
D.	Other expenses:		2059		1
	1. (Please specify) ≽		2060		
	2. (Please specify) >		2054		
	3. Residual Expenses	(			t > 0
	TOTAL - Non-Telecommunications Operating	(sum of cel. 2048, 2044 2052, 2053 2060 and Expenses 2054)	9, .		2055
		,	2057	(2046 + 2056)	2058 (2047 + 2055) (= cell 6003, p.7)
	TOTAL - OPERATING EXPENSES		$\overline{\langle}$	$\searrow$	
		$\land$ ((	$\sum$		
	MODULE 3. II	NCOME STATEMEN	Т		
					<b>Total</b> (thousands of dollars)
A.	Total Operating Revenues		3001 (=1	1102, p.1)	
	Total Operating Expenses	$\bigcirc$	3002 (=2	2057, p.4)	
D.	Operating Income (Loss)	> >		3	3003
С	Non-Operating Revenues and Expenses (report expense iter	ms in brackets):			
0.	<ol> <li>Investment income (interest, dividents, joint venture and mi</li> <li>Net gains (losses) on sale of assets (fixed, intangible or in</li> </ol>	inority interest, etc)	3004 3005		
	foreign exchange				
	3. Interest expenses:	3009			
	a) on short-term debt	3010			
	b) on long-term debt	1	3011		
	Total - Interest expenses	L	(	)	
<	4. Write-offs and valuation adjustments (not part of C.5)		3018 (	)	
	5. Other (e.g., extraordinary and other gains and losses or rever	nues or expenses n.e.c.)	3019		
	Total - Non-Operating Revenues and Expenses			3	3020
П	Income Taxes:				
			3014		
	1. Deferred		3015		
	2. Current		l	3	3016
	Total - Income Taxes			·····	( )
				3	3017 (3003 + 3020 + 3016)
	NET INCOME (LOSS) (sum of bolded cells)				

			MODULE 4	BALANCE SH	HEET				
								۲ Net b	FOTAL book value
	set								year end inds of dollars)
Α.		urrent assets	anch investments					4001	
		Cash, deposits and temporary						4002	
	2.	Accounts receivable (accounts	, notes and other)					4008	(closing)
	3.	Inventory						4009	
	4.	Other current assets							
		Total - Current Asse	ets					4010	
				Historical C	ost			Net B	ook Value
В.		ked Assets roperty, plant and equipment)		(thousands of do	ollars)			(thousand	nds of dollars)
	1.	Land					/		$\mathbf{i}$
	2.		4012 (office/non-network)	4013 (network ope	erations)	4014	(4012 + 4013)	$\bigcirc$	<del>/                                    </del>
						4015	accumulated	4016	Net
						(	depreciation )		
	3	. Network infrastructure: (see Reporting Guide for detail)				$\langle \langle \langle \rangle$	$\langle \rangle$		
		a) Transmission structures	(e.g., earth stations, towers, etc.)	4017		$\mathbb{N}$	$\rightarrow$		
		b) Machinery and equipment		4022	$\overline{//}$				
		Transmission equipmer	nt		$\searrow$				
		Switching equipment		4025					
		Terminal equipment		4026					
		Satellites		4076					
		Other (Please specify)		4027					
		Total - Network Infrastr				4028			
			$\sim$			4029	accumulated	4030	Net
			$\searrow$			(	depreciation )	4000	
	4.	Other fixed assets (not part of Nerwork infrastructure	> - item 3, above):	4031		I			
		a) Computers, software and	non-network equipment						
	/	(15) Furniture and office equipr	nent	4032					
	$\langle \langle$	c) Motor vehicles and other t	ransport equipment	4033					
		Residual (Please specify)		4034					
		Total - Other fixed assets		 ! 	►	4035			
						4036	accumulated	4037	Net
						4036	depreciation )	4037	Net
		Total - Fixed Assets (sum of 'N	et Book Value column', cell	s 4011, 4016, 4030	) and 40:	37)		4038	
C.		nancial Investment:	parant subsidiary as -	filiated compare	ios	4039			
	1.		parent, subsidiary and a	anniateu compani	182	4040			
	2.	Other investments						4041	
		Total - Financial Investments							

	MODULE 4. BALA	NCE SHEET — Con	cluded	
		Historical Cost (thousands of dollars)		Net Book Value (thousands of dollars)
Assets — (continued)		(triousands of dollars)		4042
D. Deferred Charges				
E. Other				4043
				4044
Total - Assets (sum of bolded cells)	: 4038, 4041, 4042 and 404	3)		
Liabilities				
A. Current Liabilities:			4045	]
1. Trade accounts payable			4046	
2. Other account payable (accrue	d liabilities/expenses)		4047	
3. Short-term debt	407	1		F > 0
Supplementary question: (amount of short-term debt that i				$\langle \rangle$
4. Other (Please specify) ≽			4048	$\searrow$
Total - Current Liabilities				4049
			$\langle \rangle$	
B. Long-term Liabilities:				
<ol> <li>Long-term debt:</li> <li>a) Amount owing to parent, s</li> </ol>	ubsidaries and affiliates	4074	( )	
b) Borrowing from non-affiliate		4051	1	
Bonds and debentures				
(loans, overdrafts) Other lease obligations	s, mortgage loans, capital s, etc.)	4075		-
Total - Long-term debt			4053	
Supplementary question: (amount of long-term debt that is	non-interest bearing):	2		_
2. Deferals and reserve accounts		<b>}</b>	4054	]
(Please specify)	$\Sigma(\bigcirc)^{\checkmark}$		4055	-
3. Other (Please specify)				4056
Total - Long-term Liabilities	$\searrow$		▶	
Total - Liabilities	$\rangle$			4057 (4049 + 4056)
Shareholders' Equity			_	
A. Strare Capital	4058 preferred	4059 common		4060 (4058 + 4059)
B. Retained Earnings:				·
a) Opening balance (previous pe	riod closing balance)		4061	
b) Net income or (loss) for the	reporting period (cell 301	7 page 4)	4062	
Distant balance	4063 preferred	4064 common	4065 (4063 + 4064)	-
c) Dividends declared			( ) 4066	-
d) Other additions and deduction	ons		l;	4067
Total - Retained Earnings			·	4068
C. Other (Please specify)				
				4069 (4060 + 4067 + 4068)
Total - Shareholders' Equity				
Total - Liabilities and Share	holders' Equity			4070 (4057 + 4069)
	Light Equily			<u>l</u>

		MODUL	.E 5. CA	PITAL EXPENDITU	RES			
	If you complete the 'you may subn	Survey on Capita	al and R of this qu	epair Expenditures' fo uestionnaire instead o	or each provinc of completing th	ce you o his modu	perate in, ule.	
Cor	nstruction Expenditures						(thousa	inds of dollars)
	Buildings (include leasehold impro expenditures for land)	ovements; exclude		5001 (office/non-network)	5002 (network o	operations)		5001 + 5002)
В.	Transmission Structures						5004 5008	
C	Other (Please specify) ≽							
	Total - Construction Exper	nditures					5009	
Мас	chinery and Equipment Ex	penditures					501	$\square$
A. [	Transmission Equipment					/	5011	$\rightarrow$
В.	Switching Equipment					$\sim$	504,5	
C.	Satellite(s)				(	$\bigcirc$	5017	
D. 1	Other (Please specify) >					$\bigcirc$		
	Total - Machinery and Equ	ipment Expend	litures		$\langle \rangle \rangle$		5018	
		· · ·		$\Diamond$	$\sum$			
					, ,			
		M	ODULE	6. EMPLOYMENT				
			4	Labour Costs			Emp	loyees
			10	$\langle \rangle \rangle$				
			$\frac{1}{2}$	(thousands of dollars)		(r		sons at year end)
		Salaries and wa		> Fringe benefits	<b>Total</b> 5003 (= cell 2058,			rsons at year end) otal
	Expensed		60	Fringe benefits				
	Expensed Capitalized	6001		Fringe benefits       02     €       05     €	6003 (= cell 2058,	, p.4)	T	
В.		6001		> Fringe benefits           02         €           05         €           08         €	6003 (= cell 2058, 6006 (6011 + 60	, p.4) )13) 006) 60	T	otal
В.	Capitalized	6001		Fringe benefits           02         6           05         6           08         6	(= cell 2058, 0006 0009 (6011 + 60 (6003 + 60	, p.4) 113) 60 60	Tr 010 (60	otal
В С	Capitalized	6001		Fringe benefits           02         6           05         6           08         6	<ul> <li>(= cell 2058,</li> <li>(6006</li> <li>(6001 + 60 (6003 + 60</li> <li>(6011</li> </ul>	, p.4) 113) 60 60 60	010 (60	otal
В С	Capitalized Total Full-time	6001		Fringe benefits           02         6           05         6           08         6	<ul> <li>(= cell 2058,</li> <li>(6006</li> <li>(6001 + 60 (6003 + 60</li> <li>(6011</li> </ul>	, p.4) 113) 60 60 60	010 (60	otal
В С	Capitalized Total Full-time	6001		Fringe benefits           02         6           05         6           08         6	<ul> <li>(= cell 2058,</li> <li>(6006</li> <li>(6001 + 60 (6003 + 60</li> <li>(6011</li> </ul>	, p.4) 113) 60 60 60	010 (60	otal
В С	Capitalized  Total  Full-time Part-time			Fringe benefits           02         6           05         6           08         6	(= cell 2058, 5006 5009 (6011 + 60 (6003 + 60 5011 5013	, p.4) (113) (	T 010 (60 012 014	otal
В С	Capitalized  Total  Full-time Part-time		VAL TR/	Fringe benefits         02       6         05       6         08       6         08       6         ANSACTIONS IN CO         xports)	0003 (= cell 2058, 0006 0009 (6011 + 60 (6003 + 60 0011 0013 MMERCIAL SI	(p, p, 4) (113) (106) (113) (1	T 010 (60 012 014 S s (imports)	otal 012 + 6014)
В С	Capitalized  Total  Full-time Part-time		VAL TRA ceipts (e Othe countr	Fringe benefits         02       6         05       6         08       6         08       6         ANSACTIONS IN CO         xports)         res       Total	0003 (= cell 2058, 0006 0009 (6011 + 60 (6003 + 60 011 013 MMERCIAL S Pr USA	(p, 4) (13) (06) (60)	T 010 (60 012 014 S s (imports) her htries	otal 012 + 6014) () Total
B. 1 C. 1 D. 1	Capitalized Total Full-time Part-time MODULE 7. Telecommunications	6001 6004 6004 60067 F BOBT BOBT BOBT BOBT BOBT BOBT BOBT BO	VAL TRA ceipts (e Othe countr	Fringe benefits       02       05       08       6       6       6       7       7       7       7	0003 (= cell 2058, 0006 0009 (6011 + 60 (6003 + 60 011 013 MMERCIAL S Pr USA	(p, 4) (13) (06) (60)	Ti 010 (60 012 014 Si (imports) her ntries	otal 012 + 6014) () Total
B. 1 C. 1 D. 1	Capitalized Total Full-time Part-time MODULE 7.	6001 6004 BOR BOR BOR BOR BOR BOR BOR BOR BOR BOR	VAL TR/ ceipts (e Othe countr	Fringe benefits         02       6         05       6         08       6         08       6         09       6         09       6         09       6         09       6         09       6         09       6         09       7         es       Total         adian dollars)       6	0003 (= cell 2058, 0006 0009 (6011 + 60 (6003 + 60 0011 0013 MIMERCIAL S Pr USA (thou	(p, 4) (13) (06) (60)	Till           010         (60           012         012           014	otal 012 + 6014) 012 - 6014)
B. 1 C. 1 D. 1 K. 1 B. 1	Capitalized Total Full-time Part-time MODULE 7. Telecommunications Services Trade Non-Telecommunications	6001 6004 6004 6005 6057 6057 6057 6057 7057 7031	VAL TR/ 60 60 60 60 60 60 60 60 60 60 60 60 60	Fringe benefits         02       6         05       6         08       6         08       6         08       6         09       6         09       6         09       6         09       6         09       6         00       6         00       7         00       7203	0003         (= cell 2058,           0006         (6011 + 60           0009         (6003 + 60           0011         (6003 + 60           0013         Pr           USA         (thou           7204         (thou	p.4)         60           113)         60           106)         60           60         60           ayments         000           usands of C         7205	Ti 010 (60 012 014 (S (imports) her tries ianadian dolla 72 71 71	otal 012 + 6014) () Total rrs) 2006

		MOD	ULE 8. NETWOR	K INFRASTRUC	TURE	
Sv	vitcl	hes (owned by respondent):				Total
		gital switches:				(#)
		ATM/IP			8076	
	2.	Circuit switches <sup>1</sup>			8077	
		Total - Digital switches			·•	8078
Р	۸.					8079
р.	Ai	nalogue switches				8080 (8078 + 8079
	То	otal - Switches				
	1	(e.g., DMS, ESS - include PBX's uses as pub	lic switches, do not cou	nt PC's)		$\langle \langle \rangle$
			MODULE 9. TRAF	FIC STATISTIC	S	
			Long dista	nce minutes	N	umber of
			(thou Billed <sup>1</sup>	Conversation	long distan	ce calls/messages <sup>2</sup>
Α.		alls/messages, Canada to:	9071/9072	9003/9078	9006/908	1
		Canada	9073	9009	9012	
	2.	USA	9074	9015	9018	
	3.	Overseas	9075/9076	9021/9081	9024/908	2
		Total				
В.	Int	ernational incoming calls/messages 3	(			
		Canada from: USA		9022	9030	
		Overseas		9033	9036	
				9039	9042	
		Total	$\longrightarrow$			
~	-		$\bigcirc$	Minutes of traffic (thousands)	ic	
C.		ansit traffic calls/messages		9043		
		tes:				
	1	includes calls that are placed by (originating only include originating calls those that are p	or outgoing) and/or are	received by (termina	ting or incoming) your cust	omers.
	3	only include calls that you carry over an inter calls that neither originate or terminate in Ca	national gateway (and a	are terminated in Car	nada).	
		$(\bigcirc)$				
<	$\langle \langle \rangle$		<b>C</b>			
		$\checkmark$	Comn	nents		
						_
	L					
	-					
	-					
	⊢					
	L					

				Consolidated Re		
Please provide information re	lated to subs	sidiaries and af	filiates con	solidated in this qu	estionnaire.	
Company 1 Legal Name						
Dperating Name or Trade N	amo (if diffore	ant from logal no	mol:			
		ent nom legal ha	me).			
Street:						1
City:		-		Province:		Postal Code:
Telephone:		Fax:			E-mail:	
A. Type of business organi	_	Consolidate	ed familv of	corporations		Part of a corporation
A single corporation	-			f corporations companies)		Part of a corporation (e.g., branch, division)
<ul> <li>Provincial government</li> <li>Joint venture</li> </ul>		<ul> <li>Municipal s</li> <li>Partnership</li> </ul>	.,	<ul> <li>Co-operative</li> <li>Other (Please s)</li> </ul>		Sole proprietor
. Telecommunications Se			,		Jeeny)	Facilities
. relecommunications Se	rvice:	Facilities- based	Reselling	g ∣ C. Amajo	rity of this	based Reselli
Wireline Telecommunicati	ions	401	402	compa	ny's revenues	
Competitive Pay Telephor	ne Service	419	420	or 🗌 <u>I</u>	lon-telecom_(p	
Cellular/PCS/ESMR		403	404	-		-()-)
		405	406		git GST Regis	tered Account/Business N
			<u>408</u>	300		
Paging, Narrowband PCS		400	410			
Wireless Broadband		411	412	E. If know	n, what percei	ntage of this company's
Fixed Wireless		 413			n (voting) sna at year end?	res were ultimately foreig
		🖸	414	$\langle \langle \rangle \rangle$		%
Satellite (Fixed)		415	416			
				Please	describe the c	company's relationship to
Satellite (Fixed)		417	□ <u>418</u> /	F. Please respon	describe the o dent company	company's relationship to
Satellite ( <i>Fixed</i> ) Satellite ( <i>Mobile</i> )		Ö	D /	F. Please respon	describe the c dent company	company's relationship to
Satellite ( <i>Fixed</i> ) Satellite ( <i>Mobile</i> ) Other ( <i>Please specify</i> )		417	□ <u>418</u> /	F. Please respon	describe the c dent company	company's relationship to ,
Satellite (Fixed) Satellite (Mobile) Other (Please specify)		417	□ <u>418</u> /	F. Please respon	describe the c dent company	company's relationship to r
Satellite (Fixed) Satellite (Mobile) Other (Please specify)		417	□ <u>418</u> /	F. Please respon	describe the c dent company	company's relationship to ,
Satellite (Fixed) Satellite (Mobile) Other (Please specify) > company 2 Legal Name				F. Please respon	describe the c dent company	company's relationship to r
Satellite (Fixed) Satellite (Mobile) Other (Please specify) Company 2 Legal Name Operating Name or Trade N				F. Please respon	describe the c dent company	company's relationship to
Satellite (Fixed) Satellite (Mobile) Other (Please specify) Company 2 egal Name Operating Name or Trade N treet:				Province:	describe the c dent company	company's relationship to
Satellite (Fixed) Satellite (Mobile) Other (Please specify) Person of the specify) Ompany 2 egal Name Operating Name or Trade N itreet: ity:				Téspon	describe the c dent company	, 
Satellite (Fixed) Satellite (Mobile) Other (Please specify) Company 2 Legal Name Operating Name or Trade N Street: City: City: City:	ame (if differ	417 errit from legal		Téspon	dent company	, 
Satellite (Fixed) Satellite (Mobile) Other (Please specify) Pegal Name Operating Name or Trade N Street: Sitreet: Sitreet: Company 2 Company 2 C	ame (if differ	Fax:	hame):	Province:	E-mail:	Postal Code:
Satellite (Fixed) Satellite (Mobile) Other (Please specify) egal Name Operating Name or Trade N treet: itreet: A single corporation	ame (if differ	Fax:	ed family of	Province:	E-mail:	Postal Code:
Satellite (Fixed) Satellite (Mobile) Other (Please specify) Person on pany 2 egal Name perating Name or Trade Name treet: ity: elephone: Type of business organi	ame (if differ	Fax:	ed family of lude foreign	Province:	E-mail:	Postal Code:
Satellite (Fixed) Satellite (Mobile) Other (Please specify) egal Name ompany 2 egal Name or Trade N treet: ity: elephone: Type of business organi A single corporation Provincial government Joint venture	ame (if differ	Fax:	ed family of lude foreign	Province:	E-mail:	Postal Code: Part of a corporation (e.g., branch, division) Sole proprietor
Satellite (Fixed) Satellite (Mobile) Other (Please specify) egal Name Operating Name or Trade No street: itreet: itreet: itreet: A single corporation Provincial government Joint venture	ame (if differ	Fax: Consolidate (• do not inc. Municipal s Partnership Facilities- based	ed family of lude foreign system	Province: Corporations Companies) Co-operative Other (Please s	E-mail:	Postal Code:
Satellite (Fixed) Satellite (Mobile) Other (Please specify) egal Name ompany 2 egal Name or Trade N treet: ity: elephone: Type of business organi A single corporation Provincial government Joint venture	ame (if differ	Fax: Consolidate (• do not inc. Municipal s Partnership Facilities- based 401	ed family of lude foreign system	Province: corporations companies) Other (Please s C. A majo compan	E-mail:	Part of a corporation (e.g., branch, division) Sole proprietor Facilities- based Reselli 400 are:9r
Satellite (Fixed) Satellite (Mobile) Other (Please specify) egal Name Operating Name or Trade N treet: :ity: elephone: A single corporation Drovincial government Jaint venture Telecommunications Se	ame (if differ ization: system	Fax: Consolidate Hunicipal s Partnership Facilities- based 401 419	ed family of lude foreign system Paselling 402	Province: corporations companies) Other (Please s C. A majo compan	E-mail:	Postal Code: Part of a corporation (e.g., branch, division) Sole proprietor Facilities- based 400
Satellite (Fixed) Satellite (Mobile) Other (Please specify) egal Name operating Name or Trade National treet: ity: elephone: Type of business organi A single corporation Provincial government Jaint venture Telecommunications Se Wireline Telecommunicati Competitive Pay Telephor	ame (if differ	Fax: Consolidate (• do not inc. Municipal s Partnership Facilities- based 401 419 403	ed family of lude foreign system		E-mail:	Postal Code: Part of a corporation (e.g., branch, division) Sole proprietor Facilities- based 400 are: □ or □ lease specify)>
Satellite (Fixed) Satellite (Mobile) Other (Please specify) egal Name Operating Name or Trade N treet: treet: treet: A sincle corporation A sincle corporation Drov(ncial government Jaint venture Telecommunications Se Wireline Telecommunicati Competitive Pay Telephor Cellular/PCS/ESMR	ame (if differ	Fax: Consolidate Fax: Consolidate Fax: Facilities- based 401 419 419 403 405	ed family of hame):		E-mail:	Part of a corporation (e.g., branch, division) Sole proprietor Facilities- based Reselli 400 are:9r
Satellite (Fixed) Satellite (Mobile) Other (Please specify) Company 2 egal Name Operating Name or Trade N Street: Citre	ame (if differ ization: is system	Fax: Consolidate (• do not inc. Municipal s Partnership Facilities- based 401 419 403 403 407	ed family of hame): Reselling 402 402 402 404 404 404 404 404		E-mail:	Postal Code: Part of a corporation (e.g., branch, division) Sole proprietor Facilities- based 400 are: □ or □ lease specify)>
Satellite (Fixed) Satellite (Mobile) Other (Please specify) egal Name operating Name or Trade National operating National	ame (if differ	Fax:  Fax:  Consolidate (• do not inc: Municipal s Partnership Facilities- based 401 419 419 405 405 405 407 407 409	aname):         aname):         barrent         barrent         constraint         const         const </td <td>Province:         f corporations         companies)         Co-operative         Other (Please s)         C. A majo         or         D. Nine-di         300</td> <td>E-mail:</td> <td>Postal Code: Part of a corporation (e.g., branch, division) Sole proprietor Facilities- based Reselli are: □ _ or _ □ tered Account/Business N</td>	Province:         f corporations         companies)         Co-operative         Other (Please s)         C. A majo         or         D. Nine-di         300	E-mail:	Postal Code: Part of a corporation (e.g., branch, division) Sole proprietor Facilities- based Reselli are: □ _ or _ □ tered Account/Business N
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