

**Annual Survey of Telecommunications
2004**Si vous préférez ce questionnaire
en français, veuillez appeler :
(613) 951-2201**Satellite Service Providers**

| | | |
|---------------------------|---|--------------|
| Respondent company | <i>Please correct pre-printed label information, if necessary, using the corresponding boxes below:</i> | |
| | 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: | Fax: |
| | E-mail: | Website: |

Information for Respondents**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, the private sector, 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. 56-001-XIE.

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 legal 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 Canada Customs and Revenue Agency.**

Data Sharing Agreements

To reduce response burden and to ensure more uniform statistics, Statistics Canada has entered into a data sharing agreement under section 11 of the *Statistics Act* with the Institut de la statistique du Québec, to share information from this survey concerning respondents' Quebec operations, and under section 12 of the *Statistics Act* with the Canadian Radio-television and Telecommunications Commission (CRTC), for the sharing of information from all respondents.

The Quebec Statistics Act gives the Institut de la statistique du Québec the authority to collect the information requested in this report on their own and it contains the same provisions for confidentiality and penalties for disclosure of information as the federal Statistics Act.

Subsection 12(2) of the Statistics Act provides that where a respondent gives notice in writing to the Chief Statistician that the respondent objects to the sharing of the information by the Statistics Canada, the information not be shared with the department or corporation unless the department or corporation is authorized by law to require the respondent to provide the information. The CRTC is authorized by law to require the respondent to provide the information under section 37 of the Telecommunications Act. Information provided to the CRTC will be treated in accordance with the requirements of section 39 of the Telecommunications Act.

Reporting Period

This questionnaire should be completed for your most recent fiscal year ending no later than March 31, 2005.

Return Procedures

Please return the completed questionnaire(s) within **45 days** of receipt in the enclosed envelope or by facsimile to (613) 951-9920. 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, K1A 0T6

Phone: (613) 951-2201
E-mail: michael.lynch@statcan.ca

Phone: (613) 951-2741
E-mail: cimeron.mcdonald@statcan.ca

Fax: (613) 951-9920

Thank you for your co-operation

Respondent Information

100

A. Type of business organization:

- | | | |
|---|--|--|
| <input type="checkbox"/> A single corporation | <input type="checkbox"/> Consolidated family of corporations* • complete the back page • do not include foreign subsidiaries | <input type="checkbox"/> Part of a corporation (e.g., branch, division) |
| <input type="checkbox"/> Provincial government system | <input type="checkbox"/> Municipal system | <input type="checkbox"/> Co-operative |
| <input type="checkbox"/> Sole proprietorship | <input type="checkbox"/> Joint venture | <input type="checkbox"/> Partnership |
| <input type="checkbox"/> Other (please specify) _____ | | |

* *Consolidated family of corporations* - If you are including more than one legal or operating entity on a single questionnaire, please fill out **Information Concerning Consolidated Reporting** on the back of the questionnaire. Please see the Respondent Information section in the Reporting Guide for more information on multiple unit reporting. In general, if your organization operates distinct business units (a corporation or organizational unit) offering different telecommunications services (see Industry Classification section, Page iii) for which you maintain separate financial statements, please complete a questionnaire for each unit. For more forms, contact Statistics Canada at (613) 951-2741 or (613) 951-2201. **Do not consolidate foreign subsidiaries in this report.**

B. Foreign ownership (estimates are acceptable):

- | | |
|---|--|
| a) What percentage of this company's common (voting) shares were foreign owned at year end? | 101 <input style="width: 80px;" type="text"/> % |
| b) If applicable, what percentage of this company's parent company's shares were foreign owned at year end? | 102 <input style="width: 80px;" type="text"/> % |
| c) What percentage of this company's (voting and non-voting) shares were ultimately foreign owned at year end? (e.g., through direct and/or indirect control by holding companies, parent companies, etc.) | 104 <input style="width: 80px;" type="text"/> % |

C. Legal changes:

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 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:

- | | | | |
|---|---|---|---|
| 201 <input type="checkbox"/> New business | 202 <input type="checkbox"/> Ceased operations | 203 <input type="checkbox"/> Change of ownership | 204 <input type="checkbox"/> Merger/Amalgamation/Split-up/Spin-off |
| 205 <input type="checkbox"/> Other (Please describe - attach additional pages if necessary). ➤ _____ | | | |

300

D. Please enter your nine digit GST Registered Account/Business Number:

| | | | | | | | | |
|--|--|--|--|--|--|--|--|--|
| | | | | | | | | |
|--|--|--|--|--|--|--|--|--|

E. Reporting period:

This questionnaire should be completed for your most recent fiscal period ending no later than March 31, 2005. If you are reporting a fiscal period of more or less than 12 months, please explain in section C, above.

| | |
|---|---|
| Y Y Y Y M M D D From: <input style="width: 150px;" type="text"/> | Y Y Y Y M M D D To: <input style="width: 150px;" type="text"/> |
|---|---|

Telecommunications Industry Classification

400

A. Please indicate (✓) which of the following account for more than 50 percent of your operating revenues:
(check one only)

- Facilities-based telecommunications services Reselling of telecommunications services
- Non-telecommunications activity (Please describe your main revenue activities and return this form in the envelope provided)

➤ _____

B. Please indicate (✓) the telecommunications services provided:

| Telecommunications service | Facilities-based ¹ | Reseller |
|-----------------------------------|---------------------------------|---------------------------------|
| Wireline Telecommunications | 401 <input type="checkbox"/> | 402 <input type="checkbox"/> |
| Competitive Pay Telephone Service | 419 <input type="checkbox"/> | 420 <input type="checkbox"/> |
| Mobile Telephony ² | 403 <input type="checkbox"/> | 404 <input type="checkbox"/> |
| Mobile Data | 421 <input type="checkbox"/> | 422 <input type="checkbox"/> |
| Radio Common Carriage (RCC) | 405 <input type="checkbox"/> | 406 <input type="checkbox"/> |
| Paging, Narrowband PCS | 407 <input type="checkbox"/> | 408 <input type="checkbox"/> |
| Wireless Broadband (Multipoint) | 409 <input type="checkbox"/> | 410 <input type="checkbox"/> |
| Fixed Wireless (Local loop) | 411 <input type="checkbox"/> | 412 <input type="checkbox"/> |
| Satellite (Fixed) | 413 <input type="checkbox"/> | 414 <input type="checkbox"/> |
| Satellite (Mobile) | 415 <input type="checkbox"/> | 416 <input type="checkbox"/> |
| Other (Please specify) ➤ | 417 <input type="checkbox"/> | 418 <input type="checkbox"/> |

➔ Contact Statistics Canada for the appropriate Telecommunications questionnaire if more than half of your revenues are from these activities.

➔ Complete this questionnaire if more than half of your operating revenues are earned from the activities listed here.

➔ Contact Statistics Canada if more than half of your operating revenues are from the activities you specified.

¹ ownership of transmission facilities (wire, cable, radio, optical or other electromagnetic system), other than switching equipment.
² cellular, PCS, ESMR, air-to-ground, automatic mobile telephony.

C. Please check (✓) all areas of operation (areas where respondent has employees):

- 501 B.C.
 502 Alta.
 503 Sask.
 504 Man.
 505 Ont.
 506 Que.
 507 N.B.
 508 N.S.
 509 P.E.I.
 510 N.L.
 511 Y.T.
 512 N.W.T.
 513 Nvt.

➔ Please complete the Appendix if more than one box is checked in question C.

Follow-up Contacts

Additional person(s) to contact for follow-up information: (Please print)

Contact Module(s):

Contact telephone number(s):

Certification

Please print the name of the person responsible for this return:

Please estimate the amount of time to complete this questionnaire

600 . Hour(s)

Signature:

I certify that the information provided in this report is complete and correct to the best of my knowledge.

Title of signator:

Date completed:

MODULE 1. OPERATING REVENUES

Telecommunications Operating Revenues

Wholesale (Carrier) Services:

(revenues from other telecom service providers for (re)sale to end users)

| | Total (thousands of dollars) |
|--|--|
| | 1006 |
| A. <u>Inter carrier/settlement receipts (interconnect/roaming)</u> | 1305 |
| B. <u>Wholesale long distance</u> | 1200 |
| C. <u>Satellite/wireless capacity rentals</u> | 1201 |
| D. <u>Other wholesale services (Please specify) ➤</u> | 1014 |
| Total - Wholesale (Carrier) Services | 1014 |

Retail Services

(revenues from end users)

| | Access, fixed or recurring | Air time | Roaming from subscribers | Other | |
|--|-----------------------------------|---|----------------------------------|--------------|----------------------------------|
| A. <u>Narrowband services: (64 kbps and less)</u> | 1205 | 1206 | 1218 | 1207 | 1039 (1205 + 1206 + 1218 + 1207) |
| 1. <u>Long distance telephony</u> | | | | | 1210 |
| 2. <u>Other narrowband services (Please specify) ➤</u> | | | | | |
| B. <u>High Speed services:</u> | | Wideband > 64 kbps - 1.544 Mbps | Broadband > 1.544 Mbps | | |
| 1. <u>Switched (circuit or packet)</u> | | 1211 | 1213 | | 1221 (1211 + 1213) |
| 2. <u>Non-switched (private or dedicated circuit)</u> | | 1046 | 1051 | | 1222 (1046 + 1051) |
| C. <u>Connection (activation - deactivation, one-time charges)</u> | | | | | 1057 |
| D. <u>Other telecommunications operating revenues n.e.c.:</u> | | | | | 1060 |
| 1. <u>Other (Please specify) ➤</u> | | | | | 1063 |
| 2. <u>Other (Please specify) ➤</u> | | | | | 1066 |
| 3. <u>Other (Please specify) ➤</u> | | | | | 1069 |
| 4. <u>Residual</u> | | | | | 1306 |
| Total - Retail Services <i>(sum of cells 1039, 1210, 1221, 1222, 1057, 1060, 1063, 1066 and 1069)</i> | | | | | 1070 (1014 + 1306) |
| Total - Telecommunications Operating Revenues | | | | | 1070 (1014 + 1306) |

Other Operating Revenues

| | |
|---|---------------------------|
| A. <u>Terminal equipment rental</u> | 1076 |
| B. <u>Sale of telecommunications goods</u> | 1079 |
| C. <u>Installations</u> | 1088 |
| D. <u>Late payment and related charges</u> | 1302 |
| E. <u>Other (non-telecommunications) operating revenues n.e.c.:</u> | 1094 |
| 1. <u>(Please specify) ➤</u> | 1097 |
| 2. <u>(Please specify) ➤</u> | 1100 |
| 3. <u>Residual</u> | 1101 |
| Total - Other Operating Revenues <i>(sum of cells 1076, 1079, 1088, 1302, 1094, 1097 and 1100)</i> | 1102 (1070 + 1101) |
| TOTAL - TELECOMMUNICATIONS OPERATING REVENUES | 1102 (1070 + 1101) |

MODULE 1. OPERATING REVENUES — Concluded

| Customer Base | Subscribers | | | | Accounts | | |
|--------------------------------|-------------------|--------------------------|-------------------------------|------------------|----------|------------------|--------|
| | Previous year end | Connections/ activations | Disconnections/ deactivations | Current year-end | | Current year-end | |
| | | | | 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 |

Distribution of Operating Revenues by Type of Customer

(\$ 000's)
 (%)

| | | |
|---|--------------------|--|
| 1. Residential (individuals and households) | | 1103 |
| 2. Business and other: | | |
| a) Public institutions (e.g., hospitals, schools, universities) | 1104 | |
| b) Government (e.g., federal, provincial, territorial, municipal) | 1105 | |
| c) Business: | | |
| Financial (banks, trust cos., financial crown corporations) | 1106 | |
| Other (Please specify) ➤ | 1107 | |
| Total - Business | 1108 (1106 + 1107) | |
| Total - Business and other | | 1109 (1104 + 1105 + 1108) |
| B. Customers outside Canada (exports) | | 1110 |
| Total - Operating Revenues (sum of bolded cells) | | (1103 + 1109 + 1110) =cell 1102 or 100% |

MODULE 2. OPERATING EXPENSES

| * Estimate the \$ 000's or % of the total expense paid to incumbent and entrant 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. | Purchases* | | Total (thousands of dollars) | Salaries, wages and benefits** <input type="checkbox"/> (\$ 000's) or <input type="checkbox"/> (%) of col. 3 |
|---|--|----------|---------------------------------|--|
| | <input type="checkbox"/> (\$ 000's) or <input type="checkbox"/> (%) of Total | | | |
| | Telecommunications service providers | | | |
| | Incumbents | Entrants | | |
| | 1 | 2 | 3 | 4 |

Telecommunications Operating Expenses

| A. Telecommunications Network Expenses: | 2001 | 2002 |
|--|------|------|
| 1. Network operations | | |
| 2. Depreciation | 2003 | |
| 3. Maintenance and repairs | 2004 | 2005 |
| 4. Wireline circuit rentals | 2006 | 2207 |
| 5. Wireless (non-satellite) capacity rentals | 2009 | |
| 6. Satellite capacity rentals | 2010 | |
| 7. Purchased long-distance services | 2011 | 2012 |
| 8. Contribution payments (to the CFA or other providers) | 2014 | |
| 9. Interconnection payments | 2015 | |
| 10. Residual telecommunications network expenses n.e.c. (please specify large amounts) ➤ | 2070 | 2071 |

MODULE 2. OPERATING EXPENSES — Continued

| | | |
|---|------------------------|--|
| * Estimate the \$ 000's or % of the total expense paid to incumbent and entrant 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 | Salaries, wages and benefits** |
| | (thousands of dollars) | <input type="checkbox"/> (\$ 000's) or <input type="checkbox"/> (%) of col. 3 |
| | 3 | 4 |

Telecommunications Operating Expenses — continued

B. Commercial and Administrative Expenses:

| | 2016 | 2017 |
|--|------|------|
| 1. <u>Selling and marketing</u> | | |
| 2. <u>Customer servicing</u> | 2062 | 2063 |
| 3. <u>Billings and collections</u> | 2020 | 2021 |
| 4. <u>Corporate administration and general office expenses</u> | 2022 | 2023 |
| 5. <u>Telecommunications, postage and courier fees</u> | 2024 | |
| 6. <u>Insurance</u> | 2025 | |
| 7. <u>Advertising and related services (purchased)</u> | 2018 | |
| 8. <u>Travel and entertainment</u> | 2026 | |
| 9. <u>Professional and business fees</u> <i>(Purchased legal, accounting, consulting services, etc.)</i> | 2027 | |
| 10. <u>Management fees paid to head office or parent company</u> | 2028 | |
| 11. <u>Amortization charges</u> | 2029 | |
| 12. <u>Depreciation</u> | 2030 | |
| 13. <u>Maintenance and repairs</u> | 2031 | 2032 |
| 14. <u>Office equipment rentals</u> | 2033 | |
| 15. <u>Bad debts expenses</u> | 2034 | |
| 16. Licenses, permits and indirect taxes: | 2035 | |
| a) <u>Radio licensing fees (spectrum)</u> | | |
| b) <u>CRTC licensing fees</u> | 2036 | |
| Permits and indirect taxes: | 2037 | |
| c) <i>(do not include income taxes, report property taxes in C, below)</i> | | |
| 17. Other commercial and administrative expenses n.e.c.: | 2041 | |
| a) <i>(Please specify) ➤</i> | | |
| b) <i>(Please specify) ➤</i> | 2042 | |
| c) <i>(Please specify) ➤</i> | 2043 | |
| d) <u>Residual expenses</u> | 2044 | 2045 |

C. Occupancy Costs (Network or Commercial)

| | | |
|--|------|------|
| 1. <u>Land and buildings rentals</u> | 2038 | |
| 2. <u>Utilities</u> | 2039 | |
| 3. <u>Property taxes</u> | 2040 | |
| 4. <u>Other occupancy costs n.e.c.</u> | 2072 | |
| | 2046 | 2047 |
| Total - Telecommunications Operating Expenses <i>(sum of each column)</i> | | |

MODULE 2. OPERATING EXPENSES — Concluded

| | | |
|---|------------------------|--|
| * Estimate the \$ 000's or % of the total expense paid to incumbent and entrant 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 | Salaries, wages and benefits** |
| | (thousands of dollars) | <input type="checkbox"/> (\$ 000's) or <input type="checkbox"/> (%) of col. 3 |
| | 3 | 4 |
| Other Operating Expenses | | |
| A. Terminal equipment rentals | 2048 | |
| B. Cost of Telecommunications goods sold | 2049 | |
| C. Customer installation | 2052 | |
| D. Other (non-telecommunications) operating expenses n.e.c.: | | |
| 1. (Please specify) > | 2059 | |
| 2. (Please specify) > | 2060 | |
| 3. Residual expenses | 2054 | |
| | 2056 | 2055 |
| TOTAL - Other Operating Expenses (sum of cells 2048, 2049, 2052, 2059, 2060 and 2054) | | |
| | 2057 (2048 + 2056) | 2058 (2047 + 2055) (= cell 6003, p.7) |
| TOTAL - OPERATING EXPENSES | | |

MODULE 3. INCOME STATEMENT

| | | |
|--|--------------------------|---------------------------|
| | | Total |
| | | (thousands of dollars) |
| A. Total operating revenues | 3001 (=1102, p.2) | |
| B. Total operating expenses | 3002 (=2057, p.4) () | |
| Operating Income (Loss) | | 3003 |
| C. Non-operating revenues and expenses (report expense items in brackets): | | |
| 1. Investment income (interest, dividends, joint venture and minority interest, etc) | 3004 | |
| 2. Net gains (losses) on sale of assets (fixed, intangible or investments), and foreign exchange | 3005 | |
| 3. Interest expenses: | | |
| a) On short-term debt | 3009 () | |
| b) On long-term debt | 3010 () | |
| Total - Interest expenses | 3011 () | |
| 4. Write-offs and valuation adjustments (not part of C.5) | 3018 () | |
| 5. Other non-operating revenues and expenses n.e.c. (e.g., extraordinary and other gains and losses) > | 3019 | |
| Total - Non-operating revenues and expenses | | 3020 |
| D. Income taxes: | | |
| 1. Deferred | 3014 | |
| 2. Current | 3015 | |
| Total - Income taxes | | 3016 () |
| NET INCOME (LOSS) (sum of bolded cells) | | 3017 (3003 + 3020 + 3016) |

MODULE 4. BALANCE SHEET

Assets

Current assets

| | | TOTAL Net book value at year end <small>(thousands of dollars)</small> |
|-------------------------------|---|--|
| | | 4001 |
| 1. | Cash, deposits and temporary cash investments <i>(report negative cash balances in cell 4047)</i> | 4002 |
| 2. | Accounts receivable <i>(accounts, notes and other)</i> | 4008 (closing) |
| 3. | Inventory | |
| 4. | Other current assets: | |
| a) | Investments in and claims on parent, subsidiary and affiliated companies | 4080 |
| b) | Short-term deferrals | 4081 |
| c) | Other current assets n.e.c. | 4082 |
| Total - Other current assets | | 4009 |
| Total - Current Assets | | 4010 |

Long-term Assets:

A. Fixed Assets

| | | Historical Cost <small>(thousands of dollars)</small> | Net Book Value <small>(thousands of dollars)</small> |
|--|--|--|--|
| | | | 4011 |
| 1. | Land | | |
| | | 4012 (office/non-network) 4013 (network operations) 4014 (4012 + 4013) | |
| 2. | Buildings | | |
| | | 4015 accumulated depreciation | 4016 Net |
| 3. | Network infrastructure: <i>(see Reporting Guide for detail)</i> | | |
| a) | Transmission structures <i>(e.g., earth stations, towers, etc.)</i> | 4017 | |
| b) | Machinery and equipment: | | |
| | Transmission equipment | 4022 | |
| | Switching equipment | 4025 | |
| | Terminal equipment | 4026 | |
| | Satellites | 4099 | |
| | Other <i>(Please specify)</i> | 4027 | |
| | Total - Network Infrastructure | 4028 | |
| | | 4029 accumulated depreciation | 4030 Net |
| 4. | Other fixed assets <i>(not part of Network infrastructure - item 3, above):</i> | | |
| a) | Computers, software and non-network equipment | 4031 | |
| b) | Furniture and office equipment | 4032 | |
| c) | Motor vehicles and other transport equipment | 4033 | |
| | Residual <i>(Please specify)</i> | 4034 | |
| d) | | | |
| | Total - Other fixed assets | 4035 | |
| | | 4036 accumulated depreciation | 4037 Net |
| Total - Fixed Assets <i>(sum of 'Net Book Value' column, cells 4011, 4016, 4030 and 4037)</i> | | | 4038 |

MODULE 4. BALANCE SHEET — Concluded

| Long-term Assets — <i>(continued)</i> | Historical Cost (thousands of dollars) | Net Book Value (thousands of dollars) |
|--|---|--|
| B. Financial/Intangible Long-term Assets: | | |
| 1. Financial investments: | 4039 | |
| a) Investments in and claims on parent, subsidiary and affiliated companies | 4040 | |
| b) Other investments | | 4041 |
| Total - Financial investments | | 4042 |
| 2. Long-term deferrals | | 4043 |
| 3. Other long-term financial/intangible assets n.e.c. | | 4044 |
| Total - Assets <i>(sum of bolded cells: 4010, 4038, 4041, 4042 and 4043)</i> | | |
| Liabilities | | |
| Current Liabilities: | | |
| 1. Trade accounts payable | 4045 | |
| 2. Other account payable <i>(accrued liabilities/expenses)</i> | 4046 | |
| 3. Short-term debt | 4047 | |
| <i>Supplementary question:</i> 4071 (amount of short-term debt that is non-interest bearing): \$ | | |
| 4. Short-term deferrals | 4073 | |
| 5. Other current liabilities <i>(Please specify)</i> ➤ | 4048 | |
| Total - Current Liabilities | | 4049 |
| Long-term Liabilities: | | |
| A. Long-term debt: | | |
| 1. Amount owing to parent, subsidiaries and affiliates | 4074 | |
| 2. Borrowing from non-affiliates: | 4051 | |
| a) Bonds and debentures | | |
| b) Other borrowing from non-affiliates <i>(loans, overdrafts, mortgage loans, capital lease obligations, etc.)</i> | 4075 | |
| Total - Long-term debt | | 4053 |
| <i>Supplementary question:</i> (amount of long-term debt that is non-interest bearing): \$ | | |
| B. Long-term deferrals and reserve accounts <i>(e.g., deferred taxes)</i> <i>(Please specify)</i> ➤ | 4054 | |
| C. Other long-term liabilities n.e.c. <i>(Please specify)</i> ➤ | 4055 | |
| Total - Long-term Liabilities | | 4056 |
| Total - Liabilities | | 4057 (4049 + 4056) |
| Shareholders' Equity | | |
| A. Share capital | 4058 preferred | 4059 common |
| | | 4060 (4058 + 4059) |
| B. Retained earnings: | | |
| 1. Opening balance <i>(previous period closing balance)</i> | | 4061 |
| 2. Net income or (loss) for the reporting period <i>(cell 3017, page 5)</i> | | 4062 |
| 3. Dividends declared | 4063 preferred () | 4064 common () |
| | | 4065 (4063 + 4064) () |
| 4. Other additions and deductions | | 4066 |
| Total - Retained earnings | | 4067 |

MODULE 4. BALANCE SHEET — Concluded

| | Historical Cost (thousands of dollars) | Net Book Value (thousands of dollars) |
|---|---|--|
| Shareholders' Equity (cont'd) | | |
| C. Other shareholders' equity n.e.c. (Please specify) ➤ | | 4068 |
| Total - Shareholders' Equity | | 4069 (4060 + 4067 + 4068) |
| Total - Liabilities and Shareholders' Equity | | 4070 (4057 + 4069) |

MODULE 5. CAPITAL EXPENDITURES

If you complete the 'Survey on Capital and Repair Expenditures' for each province you operate in, you may submit photocopies of this questionnaire instead of completing this module.

| Construction Expenditures | | | | (thousands of dollars) |
|--|---------------------------|--------------------------|------|------------------------|
| A. Buildings (include leasehold improvements; exclude expenditures for land) | 5001 (office/non-network) | 5002 (network operation) | 5003 | (5001 + 5002) |
| B. Transmission structures | | | 5004 | |
| C. Other construction expenditures n.e.c. (Please specify) ➤ | | | 5008 | |
| Total - Construction Expenditures | | | 5009 | |
| Machinery and Equipment Expenditures | | | | |
| A. Transmission equipment | | | 5011 | |
| B. Switching equipment | 5012 (hardware) | 5013 (software) | 5014 | (5012 + 5013) |
| C. Satellite(s) | | | 5015 | |
| D. Other machinery and equipment expenditures n.e.c. (Please specify) ➤ | | | 5017 | |
| Total - Machinery and Equipment Expenditures | | | 5018 | |

MODULE 6. EMPLOYMENT

| | Labour Costs | | | Employees |
|-----------------------------|------------------------|------------------------------|-------------------------------------|--|
| | (thousands of dollars) | | | (number of persons at fiscal year end) |
| | Salaries and wages | Fringe benefits ¹ | Total | Total |
| A. Expensed labour costs | 6001 | 6002 | 6003 (= cell 2058, p.3) | |
| B. Capitalized labour costs | 6004 | 6005 | 6006 | |
| Total | 6007 | 6008 | 6009 (6011 + 6013) (6003 + 6006) | 6010 (6012 + 6014) |
| C. Full-time | | | 6011 | 6012 |
| D. Part-time | | | 6013 | 6014 |

¹ Supplementary labour costs such as employers contributions to CPP/QPP, EI, etc.

MODULE 7. INTERNATIONAL TRANSACTIONS IN COMMERCIAL SERVICES

| | Receipts (exports) | | | Payments (imports) | | |
|-----------------------------------|---------------------------------|-----------------|-------|---------------------------------|-----------------|-------|
| | USA | Other countries | Total | USA | Other countries | Total |
| | (thousands of Canadian dollars) | | | (thousands of Canadian dollars) | | |
| Telecommunications services trade | 7201 | 7202 | 7203 | 7204 | 7205 | 7206 |
| Other services trade | 7031 | 7032 | 7033 | 7034 | 7035 | 7036 |
| Total | 7037 | 7038 | 7039 | 7040 | 7041 | 7042 |

MODULE 8. NETWORK INFRASTRUCTURE

| Switches (owned by respondent): | | Total (#) |
|----------------------------------|------|--------------------|
| A. Digital switches: | | |
| 1. ATM/IP | 8076 | |
| 2. Circuit switches ¹ | 8077 | |
| Total - Digital switches | | 8078 |
| B. Analogue switches | | 8079 |
| Total - Switches | | 8080 (8078 + 8079) |

¹ (e.g., DMS, ESS - include PBX's uses as public switches, do not count PC's)

MODULE 9. TRAFFIC STATISTICS

| | Long distance minutes (thousands) | | Number of long distance calls/messages ² (thousands) |
|---|-----------------------------------|--------------------------------|---|
| | Billed ¹ | Outbound ² | |
| A. Calls/messages, Canada to: | | | |
| 1. Canada | 9071/9072 | 9003/9078 | 9006/9080 |
| 2. USA | 9073 | 9009 | 9012 |
| 3. Overseas | 9074 | 9015 | 9018 |
| Total | 9075/9076 | 9021/9081 | 9024/9082 |
| B. International incoming calls/messages ³ to Canada from: | | | |
| 1. USA | | 9027 | 9030 |
| 2. Overseas | | 9033 | 9036 |
| Total | | 9039 | 9042 |
| C. Transit traffic calls/messages ⁴ | | Minutes of traffic (thousands) | |
| Total | | 9043 | |

Notes:

- ¹ includes calls that are placed by (originating or outgoing) and/or are received by (terminating or incoming) your customers.
- ² only include originating calls those that are placed by your customers.
- ³ only include calls that you carry over an international gateway (and are terminated in Canada).
- ⁴ calls that neither originate or terminate in Canada.

Comments

Information Concerning Consolidated Reporting

Please provide information related to subsidiaries and affiliates consolidated in this questionnaire.

Company 1

Legal Name

Operating Name or Trade Name (if different from legal name):

Street:

City:

Province:

Postal Code:

Telephone:

Fax:

E-mail:

A. Type of business organization:

- | | | |
|---|---|---|
| <input type="checkbox"/> A single corporation | <input type="checkbox"/> Consolidated family of corporations <i>(do not include foreign companies)</i> | <input type="checkbox"/> Part of a corporation <i>(e.g., branch, division)</i> |
| <input type="checkbox"/> Provincial government system | <input type="checkbox"/> Municipal system | <input type="checkbox"/> Co-operative |
| <input type="checkbox"/> Joint venture | <input type="checkbox"/> Partnership | <input type="checkbox"/> Sole proprietor |
| | <input type="checkbox"/> Other <i>(Please specify)</i> ➤ | |

100

B. Telecommunications Service:

Facilities-based **Reselling**

| | 401 | 402 |
|-----------------------------------|------------------------------|------------------------------|
| Wireline Telecommunications | <input type="checkbox"/> | <input type="checkbox"/> |
| Competitive Pay Telephone Service | 419 <input type="checkbox"/> | 420 <input type="checkbox"/> |
| Mobile Telephony | 403 <input type="checkbox"/> | 404 <input type="checkbox"/> |
| Mobile Data | 421 <input type="checkbox"/> | 422 <input type="checkbox"/> |
| Radio Common Carriage (RCC) | 405 <input type="checkbox"/> | 406 <input type="checkbox"/> |
| Paging, Narrowband PCS | 407 <input type="checkbox"/> | 408 <input type="checkbox"/> |
| Wireless Broadband | 409 <input type="checkbox"/> | 410 <input type="checkbox"/> |
| Fixed Wireless | 411 <input type="checkbox"/> | 412 <input type="checkbox"/> |
| Satellite <i>(Fixed)</i> | 413 <input type="checkbox"/> | 414 <input type="checkbox"/> |
| Satellite <i>(Mobile)</i> | 415 <input type="checkbox"/> | 416 <input type="checkbox"/> |
| Other <i>(Please specify)</i> | 417 <input type="checkbox"/> | 418 <input type="checkbox"/> |

C. A majority of this company's revenues are:

Facilities-based **Reselling**

-
- or Non-telecom *(please specify)* ➤

D. Nine-digit GST Registered Account/Business No.:

300

| | | | | | | | | |
|--|--|--|--|--|--|--|--|--|
| | | | | | | | | |
|--|--|--|--|--|--|--|--|--|

E. What percentage of this company's common (voting and non-voting) shares were ultimately foreign owned at year end?

104 %

F. Please describe the company's relationship to the respondent company

600

Company 2

Legal Name

Operating Name or Trade Name (if different from legal name):

Street:

City:

Province:

Postal Code:

Telephone:

Fax:

E-mail:

A. Type of business organization:

- | | | |
|---|---|---|
| <input type="checkbox"/> A single corporation | <input type="checkbox"/> Consolidated family of corporations <i>(do not include foreign companies)</i> | <input type="checkbox"/> Part of a corporation <i>(e.g., branch, division)</i> |
| <input type="checkbox"/> Provincial government system | <input type="checkbox"/> Municipal system | <input type="checkbox"/> Co-operative |
| <input type="checkbox"/> Joint venture | <input type="checkbox"/> Partnership | <input type="checkbox"/> Sole proprietor |
| | <input type="checkbox"/> Other <i>(Please specify)</i> ➤ | |

100

B. Telecommunications Service:

Facilities-based **Reselling**

| | 401 | 402 |
|-----------------------------------|------------------------------|------------------------------|
| Wireline Telecommunications | <input type="checkbox"/> | <input type="checkbox"/> |
| Competitive Pay Telephone Service | 419 <input type="checkbox"/> | 420 <input type="checkbox"/> |
| Mobile Telephony | 403 <input type="checkbox"/> | 404 <input type="checkbox"/> |
| Mobile Data | 421 <input type="checkbox"/> | 422 <input type="checkbox"/> |
| Radio Common Carriage (RCC) | 405 <input type="checkbox"/> | 406 <input type="checkbox"/> |
| Paging, Narrowband PCS | 407 <input type="checkbox"/> | 408 <input type="checkbox"/> |
| Wireless Broadband | 409 <input type="checkbox"/> | 410 <input type="checkbox"/> |
| Fixed Wireless | 411 <input type="checkbox"/> | 412 <input type="checkbox"/> |
| Satellite <i>(Fixed)</i> | 413 <input type="checkbox"/> | 414 <input type="checkbox"/> |
| Satellite <i>(Mobile)</i> | 415 <input type="checkbox"/> | 416 <input type="checkbox"/> |
| Other <i>(Please specify)</i> | 417 <input type="checkbox"/> | 418 <input type="checkbox"/> |

C. A majority of this company's revenues are:

Facilities-based **Reselling**

-
- or Non-telecom *(please specify)* ➤

D. Nine-digit GST Registered Account/Business No.:

300

| | | | | | | | | |
|--|--|--|--|--|--|--|--|--|
| | | | | | | | | |
|--|--|--|--|--|--|--|--|--|

E. What percentage of this company's common (voting and non-voting) shares were ultimately foreign owned at year end?

104 %

F. Please describe the company's relationship to the respondent company

600