

**Annual Survey of Telecommunications  
2000**Si vous préférez ce questionnaire  
en français, veuillez appeler :  
(613) 951-2201**Resellers, Competitive Pay Telephone Service Providers  
(CPTSP)**

<b>Respondent company</b>	<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 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-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 (formerly Revenue Canada).**

**Data Sharing Agreement**

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. 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.

**Reporting Period**

This questionnaire should be completed for the fiscal year ending on a date between April 1, 2000 and March 31, 2001.

**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  
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	Haig McCarrell Telephone : (613) 951-5948 Fax: (613) 951-9920 E-mail: haig.mccarrell@statcan.ca
--	---

**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*<br>• complete the back page<br>• do not include foreign subsidiaries | <input type="checkbox"/> Part of a corporation<br>(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) _____ |  |  |

\* **Multiple Unit Reporting** - 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) 951-5948 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<br><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<br><input style="width: 80px;" type="text"/> % |
| c) What percentage of this company's ( <b>voting and non-voting</b> ) shares were ultimately foreign owned at year end? (e.g., through direct and/or indirect control by holding companies, parent companies, etc.) | 104<br><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:

- |   |   |   |   |
|---|---|---|---|
| <input type="checkbox"/> <sup>201</sup> New business  | <input type="checkbox"/> <sup>202</sup> Ceased operations | <input type="checkbox"/> <sup>203</sup> Change of ownership | <input type="checkbox"/> <sup>204</sup> Merger/Amalgamation/Split-up/Spin-off |
| <input type="checkbox"/> <sup>205</sup> 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 the fiscal period ending on a date between April 1, 2000 and March 31, 2001.

From: <table border="1" style="display: inline-table; border-collapse: collapse;"> <tr> <td style="width: 20px; text-align: center;">Y</td><td style="width: 20px; text-align: center;">Y</td><td style="width: 20px; text-align: center;">Y</td><td style="width: 20px; text-align: center;">Y</td> <td style="width: 20px; text-align: center;">M</td><td style="width: 20px; text-align: center;">M</td> <td style="width: 20px; text-align: center;">D</td><td style="width: 20px; text-align: center;">D</td> </tr> </table>	Y	Y	Y	Y	M	M	D	D	To: <table border="1" style="display: inline-table; border-collapse: collapse;"> <tr> <td style="width: 20px; text-align: center;">Y</td><td style="width: 20px; text-align: center;">Y</td><td style="width: 20px; text-align: center;">Y</td><td style="width: 20px; text-align: center;">Y</td> <td style="width: 20px; text-align: center;">M</td><td style="width: 20px; text-align: center;">M</td> <td style="width: 20px; text-align: center;">D</td><td style="width: 20px; text-align: center;">D</td> </tr> </table>	Y	Y	Y	Y	M	M	D	D
Y	Y	Y	Y	M	M	D	D										
Y	Y	Y	Y	M	M	D	D										

# Telecommunications Industry Classification

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

- Facilities-based telecommunications services (see B. below)  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 <sup>1</sup>	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 <sup>2</sup>	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"/>

Complete this questionnaire if you do not own facilities-based wireline services, (e.g., resellers and CPTS providers). Companies that own facilities should contact Statistics Canada for the facilities-based Wireline questionnaire.

Contact Statistics Canada for the appropriate Wireless Telecommunications questionnaire if more than half of your revenues are from the services listed here.

<sup>1</sup> ownership of transmission facilities (wire, cable, radio, optical or other electromagnetic system), other than switching equipment.  
<sup>2</sup> 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  Nfld.   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:

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:

Y	Y	Y	Y	M	M	D	D
---	---	---	---	---	---	---	---

**MODULE 1. OPERATING REVENUES**

**Telecommunications Operating Revenues**

**Total**  
(thousands of dollars)

**Wholesale (Carrier) Services**

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

A. Interconnection/settlements receipts	1006	
B. Circuit / line rentals	1010	
C. Wholesale Long distance (outbound toll, toll free, etc.)	1305	
D. Other <i>(Please specify)</i> ➤	1013	
		<b>1014</b>
<b>Total - Wholesale (Carrier) Services</b>		

**Retail Services:**

*(revenues from end users)*

A. Local telephony:		
1. Fixed rate and measured services	1017	
2. Pay phones	1018	
3. Other <i>(Please specify)</i> ➤	1021	
		<b>1022</b>
<b>Total - Local telephony</b>		
B. Long distance telephony:		
1. Outbound services	1031	
2. Inbound service <i>(toll free, 1-8xx, etc.)</i>	1034	
3. Pay phones	1035	
4. Other <i>(Please specify)</i> ➤	1038	
		<b>1039</b>
<b>Total - Long distance telephony</b>		
C. Highspeed switched-switched		1400
D. Packet-switched <i>(report retail Internet activity in 'Non-Telecom Operating Revenues')</i>		1401
E. Non-switched <i>(private line services)</i>		1402
F. Calling Features		1054
G. Connection <i>(activation-deactivation, one-time charges)</i>		1057
H. Other Telecommunications Revenue:		1060
1. <i>(Please specify)</i> ➤		1063
2. <i>(Please specify)</i> ➤		1066
3. <i>(Please specify)</i> ➤		1069
4. Residual		
<b>Total - Retail Services</b> <i>(sum of cells 1022, 1039, 1400, 1401, 1402, 1054, 1057, 1060, 1063, 1066 and 1069)</i>		<b>1306</b>
<b>Total - Telecommunications Operating Revenues</b> <i>(sum of bolded cells)</i>		<b>1070 (1014 + 1306)</b>

**Telecom Customer Accounts** *(at year end)*

Residential (#)	Business (#)	Total (#)
1071	1072	1073

**MODULE 1. OPERATING REVENUE — Concluded**

<b>Non-Telecommunications Operating Revenues</b>	<b>Total</b> (thousands of dollars)
A. Sale of Telecommunications Goods <i>(Please specify)</i>	1079
B. Retail Internet Access	1085
C. Late Payment and Related Charges	1302
D. Other Non-Telecommunications Operating Revenues:	
1. <i>(Please specify)</i> ➤	1094
2. <i>(Please specify)</i> ➤	1097
3. Residual	1100
<b>Total - Non-Telecommunications Operating Revenues</b> <i>(sum of cells 1079, 1085, 1302, 1094, 1097 and 1100)</i>	<b>1101</b>
	<b>1102</b> (1070 + 1101)
<b>TOTAL - OPERATING REVENUES</b> <i>(Telecom and Non-Telecom Services)</i>	

<b>Distribution of Operating Revenues by Type of Customer</b>	<b>Percentage</b>
A. Customers in Canada:	
1. Residential <i>(individuals and households)</i>	<b>1103</b>
2. Business and other:	
a) Public institutions <i>(e.g., hospitals, schools, universities)</i>	1104
b) Government <i>(e.g., federal, provincial, territorial, municipal)</i>	1105
c) Business:	
Financial <i>(banks, trust cos., financial crown corporations)</i>	1106
Other <i>(Please specify)</i> ➤	1107
Total - Business	1108 (1106 + 1107)
Total - Business and other	1109 (1104 + 1105 + 1108)
B. Customers outside Canada <i>(exports)</i>	1110
<b>TOTAL - OPERATING REVENUES</b> <i>(bolded cells sum to 100%, = cell 1102, page 2)</i>	<b>(1103 + 1109 + 1110)</b> <b>100%</b>

**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	3	4
	1	2		

<b>Telecommunications Operating Expenses</b>				
A. Telecommunications Network Expenses:			2001	2002
1. Network operations				
2. Depreciation			2003	
3. Maintenance and repairs			2004	2005
4. Wireline circuit/line rentals	2006	2007	2008	
5. Purchased long-distance services	2011	2012	2013	
6. Contribution payments <i>(to the CFA or other providers)</i>			2014	
7. Interconnection/settlement payments			2015	
8. Residual			2070	2071

**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**  
(thousands of dollars)

**Salaries, wages and benefits\*\***  
 (\$ 000's) or  
 (%) of col. 3

3

4

**Telecommunications Operating Expenses — continued**

**B. Commercial and Administrative Expenses:**

	2016	2017
1. Selling and marketing		
2. Customer servicing	2062	2063
3. Billings and collections	2020	2021
4. Corporate administration and general office expenses	2022	2023
5. Advertising and related services	2018	
6. Professional and business fees <i>(purchased legal, accounting, auditing, consulting services, etc.)</i>	2027	
7. Management fees paid to head office or parent company	2028	
8. Amortization charges	2029	
9. Depreciation	2030	
10. Bad debts expenses	2034	
Permits and indirect taxes	2037	
11. <i>(do not include income taxes, report property taxes in C, below)</i>		
12. Other Expenses: (e.g., property taxes, utilities, telecommunications/postage/courier, insurance, travel/entertainment, office equipment rental, maintenance and repairs, etc.)		
a) <i>(Please specify) ➤</i>	2041	
b) <i>(Please specify) ➤</i>	2042	
c) <i>(Please specify) ➤</i>	2043	
d) Residual expenses	2044	2045

C. Land and buildings rentals <i>(network or commercial)</i>	2038	
--	------	--

<b>Total - Telecommunications Operating Expenses</b> <i>(sum of each column)</i>	2046	2047
--	------	------

**Non-Telecommunications Operating Expenses**

A. Cost of Telecommunications Goods Sold	2049	
B. Retail Internet	2051	
C. Residual Expenses <i>(Please specify) ➤</i>	2054	

<b>Total - Non-Telecommunications Operating Expenses</b>	2056 (2049 + 2051 +	2055
--	---------------------	------

<b>TOTAL - OPERATING EXPENSES</b>	2057 (2046 + 2056)	2058 (2047 + 2055) (= cell 6003, p.5)
-----------------------------------	--------------------	--

### MODULE 3. INCOME STATEMENT

		Total (thousands of dollars)
A. Total Operating Revenues	3001 (=1102, p.2)	
B. Total Operating Expenses	3002 (=2057, p.3) ( )	
<b>Operating Income (Loss)</b>		3003
C. Non-Operating Revenues and Expenses <i>(report expense items in brackets):</i>		
1. Investment income <i>(interest, dividends, joint venture and minority interest, etc.)</i>	3004	
2. Net gains (losses) on sale of assets <i>(fixed, intangible and investments), and foreign exchange</i>	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 <i>(not part of C.5)</i>	3018 ( )	
5. Other <i>(e.g., extraordinary and other gains and (losses) or revenues and (expenses) n.e.c.)</i>	3019	
<b>Total - Non-Operating Revenues and Expenses</b>		3020
D. Income Taxes:		
1. Deferred	3014 ( )	
2. Current	3015 ( )	
Total - Income Taxes		3016 ( )
<b>NET INCOME (LOSS)</b> <i>(sum of bolded cells)</i>		3017 (3003 + 3020 + 3016)

### MODULE 4. BALANCE SHEET

Assets	Historical Cost	Accumulated depreciation	Net Book Value (thousands of dollars)
<b>A. Current Assets</b>			4010
<b>B. Fixed Assets</b> <i>(property, plant and equipment)</i>			4011
1. Land			
2. Buildings	4014	4015 ( )	4016
3. Network infrastructure	4028	4029 ( )	4030
4. Other fixed assets	4035	4036 ( )	4037
<b>Total - Fixed Assets</b> <i>(sum of 'Net Book Value column,' cells 4010, 4011, 4016, 4030 and 4037)</i>			4038
<b>C. Financial Investments</b>			4041
<b>D. Deferred Charges</b>			4042
<b>E. Other</b>			4043
<b>Total - Assets</b> <i>(sum of bolded cells)</i>			4044 (= 4070, p.5)

**MODULE 4. BALANCE SHEET — Concluded**

	Historical Cost	Net Book Value (thousands of dollars)
<b>Liabilities</b>		
A. Current Liabilities		4049
B. Long-term Liabilities:		
1. Long-term debt	4053	
<i>Supplementary question:</i> (amount of long-term debt that is non-interest bearing): \$	4072	
2. Residual	4076	
Total - Long-term Liabilities		4056
<b>Total - Liabilities</b>		4057 (4049 + 4056)
<b>Shareholders' Equity</b>		
A. Share Capital	4058 preferred      4059 common	4060 (4058 + 4059)
B. Retained Earnings:		
a) Opening balance (previous period closing balance)	4061	
b) Net income or (loss) for the reporting period (cell 3017, page 4)	4062	
c) Dividends declared	4063 preferred      4064 common      4065 (4063 + 4064)	
d) Other additions and (deductions)	4066	
Total - Retained Earnings		4067
C. Other (Please specify) ➤		4068
<b>Total - Shareholders' Equity</b>		4069 (4060 + 4067 + 4068)
<b>Total - Liabilities and Shareholders' Equity</b>		4070 (4057 + 4069) (= 4044, p.4)

**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.

	(thousands of dollars)
<b>Construction Expenditures</b>	5009
<b>Machinery and Equipment Expenditures</b>	5018

**MODULE 6. EMPLOYMENT**

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



**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)		
A. Telecommunications Services Trade	7201	7202	7203	7204	7205	7206
B. Non-telecommunications Services Trade	7031	7032	7033	7034	7035	7036
<b>Total</b>	7037	7038	7039	7040	7041	7042

**MODULE 8. NETWORK INFRASTRUCTURE**

A. PSTN Access Lines (at year end)	Leased to the respondent for telecom carriage or resale Total (#)
1. Individual	8004
2. Multi-party	8008
3. ISDN (Integrated Services Digital Network):	
a) BRA (Basic Rate Access)	8012
b) PRA (Primary Rate Access)	8015
4. Public telephones	8018
5. Centrex	8021
6. Other (please specify) ➤	8025
<b>Total - PSTN Access Lines</b>	<b>8029</b>

B. High Speed Access Through PSTN Lines <i>(Only count your subscribers - directly billed by you rather than by a subsidiary company or ISP division, etc. - who have DSL modems to enhance bandwidth capacity of the PSTN access line(s) you provide)</i>	Class of customer		Total (#)
	Residential (#)	Business and other (#)	
1. Wideband (> 64 kbps to 1.544 Mbps)	8081	8082	8083
2. Broadband (> 1.544 Mbps)	8084	8085	8086
<b>Total - High Speed Access</b>	<b>8087</b>	<b>8088</b>	<b>8089</b>

C. Non -PSTN Lines (at year end)	Leased to the respondent for telecom carriage or resale Total (#)
1. Analogue (voice, sub-voice band)	8052
2. Digital:	
a) Narrowband (to 64 kbps inclusive)	8054
b) Wideband (> 64 Kbps, to 1.544 Mbps inclusive)	8056
c) Broadband (>1.544 Mbps, excluding xDSL)	8058
d) xDSL	8060
Total - Digital	8062
<b>Total - Non-PSTN Lines</b>	<b>8064</b>

**MODULE 8. NETWORK INFRASTRUCTURE — Concluded**

D. Switches (owned by respondent)		Total (#)
1. Digital switches:	8076	
a) ATM/IP		
b) Circuit switches (e.g., DMS, ESS, - include PBX's uses as public switches, do not count PC's)	8077	
Total - Digital		8078
2. Analogue switches		8079
<b>Total - Switches</b>		8080 (8078 + 8079)

**MODULE 9. TRAFFIC STATISTICS**

	Long distance conversation minutes			Long distance calls/messages		
	(thousands)			(thousands)		
	Residential	Business	Total	Residential	Business	Total
<b>Outbound Calls/Messages,<sup>1</sup> Canada to:</b>						
1. Canada	9001	9002	9003	9004	9005	9006
2. USA	9007	9008	9009	9010	9011	9012
3. Overseas	9013	9014	9015	9016	9017	9018
<b>Total</b>	9019	9020	9021	9022	9023	9024

<sup>1</sup> include originating calls (those that are placed by your customers).

**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<br><i>(do not include foreign companies)</i> | <input type="checkbox"/> Part of a corporation<br><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 (Please specify) >   |   |

100

**B. Telecommunications Service:**

**Facilities-based**      **Reselling**

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

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

Facilities-based       Reselling       400 or  100

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<br><i>(do not include foreign companies)</i> | <input type="checkbox"/> Part of a corporation<br><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 (Please specify) >   |   |

100

**B. Telecommunications Service:**

**Facilities-based**      **Reselling**

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

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

Facilities-based       Reselling       400 or  100

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