

**Annual Survey of Telecommunications Service Providers, 1999**

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

Paging Service Providers, Radio Common Carriers

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 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 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 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) 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/Télocopieur: (613) 951-9920
E-mail/Courriel: michael.lynych@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

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) _____ | | |

* **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, Page 2(a), 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:

- | | |
|--|--|
| a) What percentage of this company's common (voting) shares were foreign owned at year end? | 101
<input style="width: 50px;" 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: 50px;" type="text"/> % |
| c) If known, what percentage of this company's common (voting) shares were ultimately foreign owned at year end? (e.g., through direct and/or indirect control by holding companies, parent companies, etc.) | 103
<input style="width: 50px;" type="text"/> % |

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 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 checked="" 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:

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E. Reporting period:

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

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										

MODULE 1. OPERATING REVENUES

		Total (thousands of dollars)
Telecommunications Operating Revenues		1014
Wholesale (Carrier) Services		
Retail Services (revenues from end users)		1208
A.	Paging, Narrowband PCS	1209
B.	Dispatch services (RCC, Radio Common Carriage)	1057
C.	Connection (activation - deactivation, one-time charges)	
D.	Other Telecommunications Operating Revenues:	1060
1.	Other (Please specify) ➤	1063
2.	Other (Please specify) ➤	1066
3.	Other (Please specify) ➤	1069
4.	Residual	1306
Total - Retail Services (sum of cells 1208, 1209, 1057, 1060, 1063, 1066 and 1069)		1070 (1014 + 1306)
Total - Telecommunications Operating Revenues		
Non-Telecommunications Operating Revenues		1079
A.	Sale of telecommunications goods	1302
B.	Late payment and related charges	
C.	Other Non-Telecommunications Operating Revenues	1094
1.	(Please specify) ➤	1100
2.	Residual	1101
Total - Non-Telecommunications Operating Revenues (sum of cells 1079, 1302, 1094, 1097 and 1100)		1102 (1070 + 1101)
TOTAL - OPERATING REVENUES		

Customer Base	Number of Subscribers (#)				Accounts (#)		
	Previous year end	Connections/activations	Disconnections/deactivations	Current year end		Current year end	
				Total	% res.	Total	% res.
Paging, Narrowband PCS	1138	1140	1141	1142	1143	1144	1145
Dispatch (RCC)	1146	1147	1148	1149	1150	1151	1152
Other (Please specify) ➤	1153	1154	1155	1156	1157	1158	1159

Distribution of Operating Revenues by Type of Customer		Percentage
A. Customers in Canada:		1103
1.	Residential (individuals and households)	
2.	Business and other:	1104
a)	Public institutions (e.g., hospitals, schools, universities)	1105
b)	Government (e.g., federal, provincial, territorial, municipal)	
c)	Business:	
	Financial (banks, trust cos., financial crown corporations)	1106
	Other (Please specify) ➤	1107
	Total - Business	1108
	Total - Business and other	1109
B.	Customers outside Canada (exports)	1110
Total - Operating Revenues (sum of bolded cells)		(1103 + 1109 + 1110) 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		3	4
Incumbents	Entrants		
1	2		

Telecommunications Operating Expenses

A. Telecom Network Expenses:

1. Network operations			2001	2002
2. Depreciation			2003	
3. Maintenance and repairs			2004	2005
4. Wireline circuit rentals	2006	2007	2008	
5. Wireless capacity rentals			2009	
6. Purchased long-distance services	2011	2012	2013	
7. Contribution payments (to the CFA or other providers)			2014	
8. Interconnection payments			2015	
9. Residual (please specify large amounts)			2016	2017

B. Commercial and Administrative Expenses:

1. Selling and marketing			2016	2017
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 (purchased)			2018	
6. Professional and business fees (purchased legal, accounting, consulting services, etc.)			2027	
7. Management fees paid to head office or parent company			2028	
8. Amortization charges			2029	
9. Depreciation			2030	
10. Bad debts expenses			2034	
11. Permits and indirect taxes (do not include income taxes, report property taxes in C, below)			2037	
12. Other expenses:			2041	
a) (Please specify) ➤			2042	
b) (Please specify) ➤			2043	
c) (Please specify) ➤			2044	2045
d) Residual expenses				

C. Land and Buildings Rentals (Network or Commercial)

			2038	
Total - Telecommunications Operating Expenses (sum of each column)			2046	2047

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)

3

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

4

Telecommunications Operating Expenses (continued)

Non-Telecommunications Operating Expenses

A. Cost of Telecommunications Goods Sold

2049

B. Other Expenses:

1. (Please specify) ➤

2059

2. (Please specify) ➤

2060

3. Residual Expenses

2054

(sum of cells
2049, 2059,
2060 and 2054)

TOTAL - Non-Telecommunications Operating Expenses

2056

2055

TOTAL - OPERATING EXPENSES

2057 (2049 + 2056)

2058 (2047 + 2055)
(= cell 6003, p.6)

MODULE 3. INCOME STATEMENT

		Total (thousands of dollars)
A. Total Operating Revenues	3001 (=1102, p.1)	
B. Total Operating Expenses	3002 (=2057, p.3) ()	
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 (e.g., extraordinary and other gains and losses or revenues or expenses n.e.c.)	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	Historical Cost	Accumulated depreciation	Net Book Value (thousands of dollars)
A. <u>Current Assets</u>			4010
B. <u>Fixed Assets (property, plant and equipment)</u>			4011
1. <u>Land</u>			
2. <u>Buildings</u>	4014	4015 ()	4016
3. <u>Network infrastructure</u>	4028	4029 ()	4030
4. <u>Other fixed assets</u>	4035	4036 ()	4037
			4038
Total - Fixed Assets (sum of 'Net Book Value column,' cells 4011, 4016, 4030 and 4037)			4041
C. <u>Financial Investments</u>			4042
D. <u>Deferred Charges</u>			4043
E. <u>Other</u>			4044
			Total - Assets (sum of bolded cells: 4010, 4038, 4041, 4042 and 4043)
Liabilities			
A. <u>Current Liabilities</u>			4049
B. <u>Long-term Liabilities:</u>		4053	
1. <u>Long-term debt</u>			
<i>Supplementary question:</i> (amount of long-term debt that is non-interest bearing):	4072 \$		
2. <u>Residual</u>		4076	
			4056
Total - Long-term Liabilities			4057 (4049 + 4056)
			Total - Liabilities
Shareholders' Equity			
A. <u>Share Capital</u>	4058 preferred	4059 common	4060 (4058 + 4059)
B. <u>Retained Earnings:</u>			
a) <u>Opening balance (previous period closing balance)</u>			4061
b) <u>Net income or (loss) for the reporting period (cell 3017, page 4)</u>			4062
c) <u>Dividends declared</u>	4063 preferred	4064 common	4065 (4063 + 4064) ()
d) <u>Other additions and deductions</u>			4066
			4067
Total - Retained Earnings			4068
C. <u>Other (Please specify) ➤</u>			4069 (4060 + 4067 + 4068)
			4070 (4057 + 4069)
			Total - Liabilities and Shareholders' Equity

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
(* do not include foreign companies) | <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"/> Joint venture | <input type="checkbox"/> Partnership | <input type="checkbox"/> Sole proprietor |
| | <input type="checkbox"/> Other (Please specify) > | |

B. Telecommunications Service:

	Facilities-based	Reselling
Wireline Telecommunications	401 <input type="checkbox"/>	402 <input type="checkbox"/>
Competitive Pay Telephone Service	419 <input type="checkbox"/>	420 <input type="checkbox"/>
Cellular/PCS/ESMR	403 <input type="checkbox"/>	404 <input type="checkbox"/>
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 (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"/>

C. A majority of this company's revenues are: Facilities-based ⁴⁰⁰ or Reselling ⁴⁰⁰
or Non-telecom (please specify) >

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

300

E. If known, what percentage of this company's common (voting) shares were ultimately foreign owned at year end? ¹⁰³ %

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
(* do not include foreign companies) | <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"/> Joint venture | <input type="checkbox"/> Partnership | <input type="checkbox"/> Sole proprietor |
| | <input type="checkbox"/> Other (Please specify) > | |

B. Telecommunications Service:

	Facilities-based	Reselling
Wireline Telecommunications	401 <input type="checkbox"/>	402 <input type="checkbox"/>
Competitive Pay Telephone Service	419 <input type="checkbox"/>	420 <input type="checkbox"/>
Cellular/PCS/ESMR	403 <input type="checkbox"/>	404 <input type="checkbox"/>
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 (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"/>

C. A majority of this company's revenues are: Facilities-based ⁴⁰⁰ or Reselling ⁴⁰⁰
or Non-telecom (please specify) >

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

300

E. If known, what percentage of this company's common (voting) shares were ultimately foreign owned at year end? ¹⁰³ %

F. Please describe the company's relationship to the respondent company 600