

**Annual Survey of Telecommunications  
2000**Si vous préférez ce questionnaire  
en français, veuillez appeler :  
(613) 951-2201**Wireline Service Providers (L)**

<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	Haig McCarrell
Telephone : (613) 951-6830	Telephone : (613) 951-5948
Fax: (613) 951-9920	Fax: (613) 951-9920
E-mail:	E-mail:
robert.joseph@statcan.ca	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: 50px;" 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: 50px;" 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: 50px;" 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<br><input type="checkbox"/> New business                                                            | 202<br><input type="checkbox"/> Ceased operations | 203<br><input type="checkbox"/> Change of ownership | 204<br><input type="checkbox"/> Merger/Amalgamation/Split-up/Spin-off |
| 205<br><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 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

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 (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 provide facilities-based wireline services. Resellers should contact Statistics Canada for the Reseller 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
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**MODULE 1. OPERATING REVENUES**

**Telecommunications Operating Revenues**

**Wholesale (Carrier) Services and Transfers:**  
(revenues from other telecom service providers for (re)sale to end users)

**Total**  
(thousands of dollars)

A. Contribution receipts		1003
B. Interconnection/settlements receipts		1006
C. Circuit/line rentals:		
1. Narrowband	1007	
2. Wideband	1008	
3. Broadband	1009	
Total - Circuit/line rentals		1010
D. Wholesale long distance:		
1. Outbound toll	1303	
2. Inbound toll (toll free, 1-8xx, etc.)	1304	
Total - Wholesale long distance		1305
E. Other (Please specify) ➤		1013
<b>Total - Wholesale (Carrier) Services</b> (sum of cells 1003, 1006, 1010, 1305 and 1013)		1014

**Retail Services:**  
(revenues from end users)

A. Narrowband Services (64 kbps and less)	Class of customer		Total (thousands of dollars)
	Residential (thousands of dollars)	Business and other (thousands of dollars)	
1. Circuit-switched			
a) Local telephony:			
Fixed rate and measured services	1015	1016	1017
Pay phones			1018
Other (Please specify) ➤	1019	1020	1021
Total - Local telephony (sum of cells 1017, 1018 and 1021)			1022
b) Long distance telephony:			
Outbound service:			
flat rate services	1023	1024	1025
measured services	1026	1027	1028
Total - Outbound	1029 (1023 + 1026)	1030 (1024 + 1027)	1031 (1025 + 1028)
Inbound service (toll free, 1-8xx, etc.)	1032	1033	1034
Pay phones			1035
Other (Please specify) ➤	1036	1037	1038
Total - Long distance telephony (sum of cells 1031, 1034, 1035 and 1038)			1039
2. Packet-switched (report retail Internet activity in 'Non-Telecom Operating Revenues')			1040
3. Non-switched (private line services)			1041
B. Wideband Services (>64 kbps - 1.544 Mbps inclusive)			
1. Circuit-switched	1042	1043	1044
2. Packet-switched (report retail Internet activity in 'Non-Telecom Operating Revenues')			1045
3. Non-switched (private line services)			1046

**MODULE 1. OPERATING REVENUE — Continued**

Telecommunications Operating Revenues — (continued)	Class of customer		Total (thousands of dollars)
	Residential (thousands of dollars)	Business and other (thousands of dollars)	
C. Broadband Services: (>1.544 Mbps)			
1. Circuit-switched	1047	1048	1049
2. Packet-switched (report retail Internet activity in 'Non-Telecom Operating Revenues')			1050
3. Non-switched (private line services)			1051
D. Calling Features	1052	1053	1054
E. Connection (activation-deactivation, one-time charges)	1055	1056	1057
F. Other Telecommunications Revenues:			
1. (Please specify) ➤	1058	1059	1060
2. (Please specify) ➤	1061	1062	1063
3. (Please specify) ➤	1064	1065	1066
4. Residual	1067	1068	1069
<b>Total - Retail Services</b> (sum of cells 1022, 1039, 1040, 1041, 1044, 1045, 1046, 1049, 1050, 1051, 1054, 1057, 1060, 1063, 1066 and 1069)			1306
<b>Total - Telecommunications Operating Revenues</b>			1070 (1014 + 1306)
<b>Telecom Customer Accounts</b> (at year end)			
	1071	1072	1073
<b>Non-Telecommunications Operating Revenues</b>			
A. Terminal Equipment Rentals	1074	1075	1076
B. Sale of Telecommunications Goods (Please specify) ➤	1077	1078	1079
C. Directory (advertising and database) Services	1080	1081	1082
D. Retail Internet Access	1083	1084	1085
E. Installations	1086	1087	1088
F. Customer Repairs and Maintenance	1089	1090	1091
G. Late Payment and Related Charges	1300	1301	1302
H. Other Non-Telecommunications Operating Revenue:			
1. (Please specify) ➤	1092	1093	1094
2. (Please specify) ➤	1095	1096	1097
3. Residual	1098	1099	1100
<b>Total - Non-Telecommunications Operating Revenues</b> (sum of bolded cells)			1101
<b>TOTAL MODULE 1 - OPERATING REVENUES</b> (Telecom and Non-Telecom Services)			1102 (1070 + 1101)

**MODULE 1. OPERATING REVENUE — Concluded**

Distribution of Operating Revenues by Type of Customer		Percentage
A. Customers in Canada:		1103
1. Residential (individuals and households)		
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
<b>TOTAL - OPERATING REVENUES</b> (bolded cells sum to 100%)		(1103 + 1109 + 1110) <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
	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	2007	2008
5. Wireless capacity rentals			2009
6. Satellite capacity rentals			2010
7. Purchased long-distance services	2011	2012	2013
8. Contribution payments (to the CFA or other providers)			2014
9. Interconnection/settlement payments			2015
10. Residual (please specify large amounts)			2070
			2071
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. Telecommunications, postage and courier fees	2024		
6. Insurance	2025		
7. Advertising and related services (purchased)	2018		
8. Travel and entertainment	2026		
9. Professional and business fees (purchased legal, accounting, auditing, consulting services, etc.)	2027		

**MODULE 2. OPERATING EXPENSES — Concluded**

<b>Telecommunications Operating Expenses — (continued)</b>	<b>Total</b> (thousands of dollars)	<b>Salaries, wages and benefits</b>
		<input type="checkbox"/> (\$ 000's) or <input type="checkbox"/> (%) of col. 3
<b>B. Commercial and Administrative Expenses: (continued)</b>	<b>3</b>	<b>4</b>
10. Management fees paid to head office or parent company	2028	
11. Amortization charges	2029	
12. Depreciation	2030	
13. Maintenance and repairs	2031	2032
14. Office equipment rentals	2033	
15. Bad debts expenses	2034	
16. Licenses, permits and indirect taxes:	2035	
a) Radio licensing fees ( <i>spectrum</i> )	2036	
b) CRTC licensing fees	2037	
c) Permits and indirect taxes ( <i>do not include income taxes, report property taxes in C, below</i> )		
17. Other expenses:	2041	
a) ( <i>Please specify</i> ) ➤	2042	
b) ( <i>Please specify</i> ) ➤	2043	
c) ( <i>Please specify</i> ) ➤	2044	2045
d) Residual expenses		
<b>C. Occupancy Costs (Network or Commercial)</b>	2038	
1. Land and buildings rentals	2039	
2. Utilities	2040	
3. Property taxes		
	2046	2047
<b>Total - Telecommunications Operating Expenses</b> ( <i>sum of each column</i> )		
<b>Non-Telecommunications Operating Expenses</b>	2048	
A. Terminal Equipment Rentals	2049	
B. Cost of Telecommunications Goods Sold	2050	
C. Directory ( <i>advertising and database</i> ) Expenses	2051	
D. Retail Internet	2052	
E. Customer Installations	2053	
F. Customer Repairs and Maintenance	2054	
G. Residual Expenses ( <i>Please specify</i> ) ➤		
	2056 (sum of cells 2048 - 2054)	2055
<b>Total - Non-Telecommunications Operating Expenses</b>		
	2057 (2046 + 2056)	2058 (2047 + 2055) (= cell 6003, p.8)
<b>TOTAL MODULE 2 - OPERATING EXPENSES</b> ( <i>Telecom and Non-Telecom Services</i> )		

**MODULE 3. INCOME STATEMENT**

		<b>Total</b> (thousands of dollars)
A. Total Operating Revenues	3001 (=1102, p.2)	
B. Total Operating Expenses	3002 (=2057, p.4) ( )	
<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	
Total - Non-Operating Revenues and Expenses		3020
D. Income Taxes:		
1. Deferred	3014 ( )	
2. Current	3015 ( )	
Total - Income Taxes		3016 ( )
<b>NET INCOME (LOSS)</b>		3017 (3003 + 3020 + 3016)

**MODULE 4. BALANCE SHEET**

<b>Assets</b>		<b>TOTAL</b> <b>Net book value</b> <b>at year end</b> (thousands of dollars)
A. Current Assets:		
1. Cash, deposits and temporary cash investments		4001
2. Accounts receivable <i>(accounts, notes and other)</i>		4002
3. Inventory:		
	opening                      closing	
a) Goods for resale	4003                      4004	
b) Materials and supplies	4005                      4006	
Total - Inventory	4007	4008 (closing)
4. Other <i>(Please specify)</i> ➤		4009
Total - Current Assets <i>(sum of 'Total' column)</i>		4010



**MODULE 4. BALANCE SHEET — Continued**

<b>Assets – Continued</b>	<b>Historical Cost</b> <small>(thousands of dollars)</small>			<b>Net Book Value</b> <small>(thousands of dollars)</small>
<b>B. Fixed Assets (property, plant and equipment)</b>				4011
1. Land				
2. Buildings	4012 office/non-network	4013 network operations	4014 (4012 + 4013)	
				▼
		4015 accumulated depreciation		4016 Net
		( )		
3. Network infrastructure:				
a) Telecom construction:				
Transmission structures	4017			
Cables/lines:	4018			
metallic				
optical fibre	4019			
Total - Cables/lines		4020		
Other (Please specify)		4021		
b) Machinery and equipment:				
Transmission equipment	4022			
Switching equipment:	4023			
hardware				
software	4024			
Total - Switching equipment		4025		
Terminal equipment		4026		
Other (Please specify)		4027		
Total - Network Infrastructure			4028	
				▼
		4029 accumulated depreciation		4030 Net
		( )		
4. Other fixed assets (not part of Network Infrastructure - item 3, above):				
a) Computers, software and non-network equipment	4031			
b) Furniture and office equipment	4032			
c) Motor vehicles and other transport equipment	4033			
d) Residual	4034			
Total - Other fixed assets			4035	
				▼
		4036 accumulated depreciation		4037 Net
		( )		
<b>Total - Fixed Assets (sum of 'Net Book Value column', cells 4011, 4016, 4030 and 4037)</b>				4038
<b>C. Financial Investment:</b>				
1. Investments in and claims on parent, subsidiary and affiliated companies	4039			
2. Other investments	4040			
<b>Total - Financial Investments</b>				4041

**MODULE 4. BALANCE SHEET – Concluded**

	Historical Cost (thousands of dollars)	Net Book Value (thousands of dollars)
<b>Assets (concluded)</b>		
D. <u>Deferred Charges</u>		4042
E. <u>Other</u>		4043
		4044
<b>Total - Assets</b> (sum of bolded cells: 4010, 4038, 4041, 4042 and 4043)		
<b>Liabilities</b>		
A. Current Liabilities:		
1. <u>Trade accounts payable</u>	4045	
2. <u>Other accounts payable (accrued liabilities/expenses)</u>	4046	
3. <u>Short-term debt</u>	4047	
Supplementary question: (amount of short-term debt that is non-interest bearing): \$ _____	4071	
4. <u>Short-term deferrals (e.g., deferred revenue)</u>	4073	
5. <u>Other (Please specify) ➤</u>	4048	
<b>Total - Current Liabilities</b>		4049
B. Long-term Liabilities:		
1. Long-term debt:		
a) Amount owing to parent, subsidiaries and affiliates	4074	
b) Borrowing from non-affiliates:		
<u>Bonds and debentures</u>	4051	
<u>Other (loans, overdrafts, mortgage loans, capital lease obligations, etc.)</u>	4075	
<b>Total - Long-term debt</b>		4053
Supplementary question: (amount of long-term debt that is non-interest bearing): \$ _____	4072	
2. <u>Deferrals and reserve accounts (e.g., deferred taxes) (Please specify) ➤</u>	4054	
3. <u>Other (Please specify) ➤</u>	4055	
<b>Total - Long-term Liabilities</b>		4056
		4057 (4049 + 4056)
<b>Total - Liabilities</b>		
<b>Shareholders' Equity</b>		
A. <u>Share capital</u>	4058 preferred	4059 common
		4060 (4058 + 4059)
B. <u>Retained earnings:</u>		
1. <u>Opening balance (previous period closing balance)</u>		4061
2. <u>Net income or (loss) for the reporting period (cell 3017, page 5)</u>		4062
3. <u>Dividends declared</u>	4063 preferred (                    )	4064 common (                    )
		4065 (4063 + 4064)
4. <u>Other additions and (deductions)</u>		4066
<b>Total - Retained Earnings</b>		4067
		4068
C. <u>Other (Please specify) ➤</u>		
		4069 (4060 + 4067 + 4068)
<b>Total - Shareholders' Equity</b>		
		4070 (4057 + 4069)
<b>Total - Liabilities and Shareholders' Equity</b>		

**MODULE 5. CAPITAL EXPENDITURES**

This module has been omitted to avoid duplication with the *Survey of Capital and Repair Expenditures*.

**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.4)	
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**

A. Telecommunications Services Trade:	Receipts (exports)			Payments (imports)		
	USA	Other countries	Total	USA	Other countries	Total
(thousands of Canadian dollars)						
1. Interconnection/settlement:	7001	7002	7003	7004	7005	7006
a) with affiliates						
b) with other parties	7007	7008	7009	7010	7011	7012
<b>Total - Interconnect</b>	7013	7014	7015	7016	7017	7018
2. Other telecommunications services:	7100	7102	7103	7104	7105	7106
a) with affiliates						
b) with other parties	7107	7108	7109	7110	7111	7112
<b>Total - Other services</b>	7113	7114	7115	7116	7117	7118
<b>Total - Telecommunications Services Trade</b> <i>(sum of A.1 + A.2)</i>	7201	7202	7203	7204	7205	7206
B. Non-Telecommunications Services Trade:	7019	7020	7021	7022	7023	7024
a) with affiliates						
b) with other parties	7025	7026	7027	7028	7029	7030
<b>Total - Non-Telecommunications Services Trade</b>	7031	7032	7033	7034	7035	7036
<b>Total - Module 7</b> <i>(sum of bolded cells)</i>	7037	7038	7039	7040	7041	7042

**MODULE 8. NETWORK INFRASTRUCTURE**

A. PSTN Access Lines <i>(at year end)</i>	Owned by the respondent			Leased to the respondent for telecom carriage or resale
	Class of customer		Total (#)	Total (#)
	Residential (#)	Business and other (#)		
1. Individual	8001	8002	8003	8004
2. Multi-party	8005	8006	8007	8008
3. ISDN <i>(Integrated Services Digital Network):</i>				
a) BRA <i>(Basic Rate Access)</i>	8009	8010	8011	8012
b) PRA <i>(Primary Rate Access)</i>		8013	(=8013)	8015
4. Public telephones		8016	(=8016)	8018
5. Centrex		8019	(=8019)	8021
6. Official telephone lines		8090	(=8090)	
7. Other <i>(please specify)</i>	8022	8023	8024	8025
<b>Total - PSTN Access Lines</b>	8026	8027	8028	8029

**B. PSTN Digitalization**  
*(Owned PSTN access lines - from central office, wire centre, or head-end to subscriber premises - connected to digital or analogue switches):*

1. Digital switch connections:	8030	8031	8032
a) Fibre/carrier lines			
b) Metallic lines	8033	8034	8035
Total	8036 (8030 + 8033)	8037 (8031 + 8034)	8038 (8032 + 8035)
2. Analogue switch connections	8039	8040	8041
<b>Total - Owned PSTN Access Lines</b>	(8036 + 8039) (= cell 8026)	(8037 + 8040) (= cell 8027)	(8038 + 8041) (= cell 8028)

**C. PSTN Access Lines Churn**  
*(Change in number of owned PSTN access lines during the year)*

	Class of customer		Total (#)
	Residential (#)	Business and other (#)	
1. PSTN Access lines at previous year end	8042	8043	8044
2. PSTN Access lines connected during the year	8045	8046	8047
3. PSTN Access lines disconnected during the year	( )	( )	( )
<b>Total - PSTN Access Lines (at year end) (1+2+3)</b>	(= cell 8026)	(= cell 8027)	(= cell 8028)

**D. High Speed Access Through PSTN Lines**  
*(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)*

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>	8087	8088	8089

**MODULE 8. NETWORK INFRASTRUCTURE — Continued**

E. Non -PSTN Lines (at year end)	Owned by the respondent	Leased to the respondent for telecom carriage or resale
	(#)	(#)
1. Analogue (voice, sub-voice band)	8051	8052
2. Digital:		
a) Narrowband (to 64 kbps inclusive)	8053	8054
b) Wideband (> 64 Kbps, to 1.544 Mbps inclusive)	8055	8056
c) Broadband (>1.544 Mbps, excluding xDSL)	8057	8058
d) xDSL	8059	8060
Total - Digital	8061	8062
<b>Total - Non-PSTN Lines</b>	<b>8063 (8051 + 8061)</b>	<b>8064 (8052 + 8062)</b>

F. Wireline Network Kilometres	Route km (#)	Sheath km (#)	Conductor/fibre km (#)	Lit fibre km (#)
1. Metallic (copper) pairs	8065	8066	8067	
2. Metallic/coaxial cable	8068	8069	8070	
3. Optical fibre	8071	8072	8073	8074

Note: - cable containing metal and fibre is classified as fibre.  
 - two fibre/cables sheaths extending 100 km along the same route and containing 10 fibres each would constitute 100 route km, 200 sheath km (100 route km x number of sheaths), and 2,000 fibre or strand km (sheath km x the number of fibres/strands in each sheath).

G. Microwave Radio Relay Systems	Route km (#)
	8075

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

**MODULE 9. TRAFFIC STATISTICS**

	Long distance conversation minutes			Long distance calls/messages		
	(thousands)			(thousands)		
	Residential	Business	Total	Residential	Business	Total
<b>A. 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
<b>B. International Incoming Calls/Messages,<sup>2</sup> to Canada from:</b>						
1. USA	9025	9026	9027	9028	9029	9030
2. Overseas	9031	9032	9033	9034	9035	9036
<b>Total</b>	9037	9038	9039	9040	9041	9042
<b>C. Transit Traffic Calls/Messages<sup>3</sup></b>						
			9043			
<b>D. Inbound Toll (toll free, 1-8xx)<sup>4</sup> Calling, to Canada from:</b>						
1. Canada	9044	9045	9046	9047	9048	9049
2. USA	9050	9051	9052	9053	9054	9055
3. Overseas	9056	9057	9058	9059	9060	9061
<b>Total</b>	9062	9063	9064	9065	9066	9067

**Notes:**

- <sup>1</sup> include originating calls (those that are placed by your customers).
- <sup>2</sup> only include calls that you carry over an international gateway (and are terminated in Canada).
- <sup>3</sup> calls that neither originate nor terminate in Canada.
- <sup>4</sup> this is a subset to part A.

**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) >     |                                                                                                           |                                                                                   |

**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"/>
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 (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:**

- |                                                            |     |    |                                    |
|------------------------------------------------------------|-----|----|------------------------------------|
| <input type="checkbox"/> Facilities-based                  | 400 | or | <input type="checkbox"/> Reselling |
| or <input type="checkbox"/> Non-telecom (please specify) > |     |    |                                    |

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

300									
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**E. What percentage of this company's common (voting and non-voting) shares were ultimately foreign owned at year end?**

104		%
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**F. Please describe the company's relationship to the respondent company**

### 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) >     |                                                                                                           |                                                                                   |

**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"/>
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 (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:**

- |                                                            |     |    |                                    |
|------------------------------------------------------------|-----|----|------------------------------------|
| <input type="checkbox"/> Facilities-based                  | 400 | or | <input type="checkbox"/> Reselling |
| or <input type="checkbox"/> Non-telecom (please specify) > |     |    |                                    |

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

300									
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**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**