

**Annual Survey of Telecommunications
2005**Si vous préférez ce questionnaire
en français, veuillez cocher **Wireless 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, 2006.

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

Cimeron McDonald
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. **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:

- | | | | |
|---|---|---|---|
| <input type="checkbox"/> ²⁰¹ New business | <input type="checkbox"/> ²⁰² Ceased operations | <input type="checkbox"/> ²⁰³ Change of ownership | <input type="checkbox"/> ²⁰⁴ Merger/Amalgamation/Split-up/Spin-off |
| <input type="checkbox"/> ²⁰⁵ 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 your most recent fiscal period ending no later than March 31, 2006. 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: 100px;" type="text"/>	Y Y Y Y M M D D To: <input style="width: 100px;" type="text"/>
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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"/>	➔ Contact Statistics Canada for the appropriate Wireline Telecommunications questionnaire if more than half of your revenues are wireline services.
Competitive Pay Telephone Service	419 <input type="checkbox"/>	420 <input type="checkbox"/>	
Mobile Telephony ²	403 <input type="checkbox"/>	404 <input type="checkbox"/>	Complete this survey if most of your telecom revenues are earned here.
Mobile Data	421 <input type="checkbox"/>	422 <input type="checkbox"/>	
Radio Common Carriage (RCC)	405 <input type="checkbox"/>	406 <input type="checkbox"/>	➔ Contact Statistics Canada for the appropriate Wireless Telecommunications questionnaire if more than half of your revenues are earned from the activities listed here.
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"/>	

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:

Y Y Y Y M M D D

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)

	1001	Residential	1002	Business and other	1003	
A. Contribution receipts						
B. Inter carrier/settlement receipts:			1219			
1. Interconnection (Cyber II)						
2. Roaming			1220			
Total - Inter carrier/settlement receipts						1006
C. Wholesale Long distance						1305
D. Wireless capacity rentals						1200
E. Other wholesale services (Please specify) >						1201
Total - Wholesale (Carrier) Services (sum of cells 1003, 1006, 1305, 1200 and 1201)						1014

Retail Services (revenues from end users)

A. Narrowband services: <i>(64 kbps and less)</i>						
1. Telephony <i>(Cellular, PCS, ESMR):</i>	Access, fixed or recurring	Air time	Roaming from subscribers	Other		
a) Local	1202	1203	1217	1204	1022	(1202 + 1203 + 1217 + 1204)
b) Long distance	1205	1206	1218	1207	1039	(1205 + 1206 + 1218 + 1207)
2. Paging, narrowband PCS						1208
3. Dispatch services (RCC, Radio Common Carriage)						1209
4. Other narrowband services (Please specify) >						1210
B. High Speed services:			Wideband > 64 kbps - 1.544 Mbps	Broadband > 1.544 Mbps		
1. Switched (circuit or packet)			1211	1213	1221	(1211 + 1213)
2. Non-switched (private circuit)			1046	1051	1222	(1046 + 1051)
C. Calling features						1054
D. Web-browsing services						1223
E. Connection (activation - deactivation, one-time charges)						1057
F. Administrative charges (licensing fees)						1215
G. Other telecommunications operating revenues n.e.c.:						1060
1. Other (Please specify) >						1063
2. Other (Please specify) >						1066
3. Other (Please specify) >						1069
4. Residual						
Total - Retail Services (sum of bolded cells: 1022, 1039, 1208, 1209, 1210, 1221, 1222, 1054, 1057, 1215, 1060, 1063, 1066 and 1069)						1306
Total - Telecommunications Operating Revenues						1070 (1014 + 1306)

MODULE 1. OPERATING REVENUES — Concluded

Other Operating Revenues	Total (thousands of dollars)	
A. Terminal equipment rental	1076	
B. Sale of telecommunications goods	1079	
C. Late payment and related charges	1302	
D. Other (non-telecommunications) operating revenues n.e.c.:		
1. (Please specify) ➤	1094	
2. (Please specify) ➤	1097	
3. Residual	1100	
Total - Other Operating Revenues (sum of cells 1076, 1079, 1302, 1094, 1097 and 1100)	1101	
	1102	(1070 + 1101)
TOTAL MODULE 1 - OPERATING REVENUES (Telecom and Non-Telecom Services)		

Distribution of Operating Revenues by Type of Customer		<input type="checkbox"/> (\$ 000's) <input type="checkbox"/> (%)
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 boxed 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	3	4
	1	2		

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	2008	
5. Wireless (non-satellite) 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 payments			2015	
10. Roaming payments			2064	
11. Residual telecommunications network expenses n.e.c. (please specify large amounts)			2070	2071

MODULE 2. OPERATING EXPENSES - Continued

Telecommunications Operating Expenses <i>(continued)</i>	Total <small>(thousands of dollars)</small>	Salaries, wages and benefits** <input type="checkbox"/> (\$ 000's) or <input type="checkbox"/> (%) of col. 3
	3	4
B. Commercial and Administrative Expenses:	2016	2017
1. <u>Selling and marketing</u>	2062	2063
2. <u>Customer servicing</u>	2020	2021
3. <u>Billings and collections</u>	2022	2023
4. <u>Corporate administration and general office expenses</u>	2024	
5. <u>Telecommunications, postage and courier fees</u>	2025	
6. <u>Insurance</u>	2018	
7. <u>Advertising and related services</u> <i>(purchased)</i>	2026	
8. <u>Travel and entertainment</u>	2027	
9. <u>Professional and business fees</u> <i>(Purchased legal, accounting, consulting services, etc.)</i>	2028	
10. <u>Management fees paid to head office or parent company</u>	2029	
11. <u>Amortization charges</u>	2030	
12. <u>Depreciation</u>	2031	2032
13. <u>Maintenance and repairs</u>	2033	
14. <u>Office equipment rentals</u>	2034	
15. <u>Bad debts expenses</u>		
16. <u>Licenses, permits and indirect taxes:</u>	2035	
a) <u>Radio licensing fees</u> <i>(spectrum)</i>	2036	
b) <u>CRTC licensing fees</u> <u>Permits and indirect taxes</u>	2037	
c) <i>(do not include income taxes, report property taxes in C, below)</i>		
17. <u>Other commercial and administrative expenses n.e.c.:</u>	2041	
a) <i>(Please specify)</i> ➤	2042	
b) <i>(Please specify)</i> ➤	2043	
c) <i>(Please specify)</i> ➤	2044	2045
d) <u>Residual expenses</u>		
C. Occupancy Costs <i>(Network or Commercial)</i>	2038	
1. <u>Land and buildings rentals</u>	2039	
2. <u>Utilities</u>	2040	
3. <u>Property taxes</u>	2072	
4. <u>Other occupancy costs n.e.c.</u>		
	2046	2047
Total - Telecommunications Operating Expenses <i>(sum of each column)</i>		

MODULE 2. OPERATING EXPENSES — Concluded

Telecommunications Operating Expenses <i>(continued)</i>	Total (thousands of dollars)	Salaries, wages and benefits <input type="checkbox"/> (\$ 000's) or <input type="checkbox"/> (%) of col. 3
	3	4
Other Operating Expenses	2048	
A. Terminal equipment rentals		
B. Cost of telecommunications goods sold	2049	
C. Other (non-telecommunications) operating expenses n.e.c.:	2059	
1. <i>(Please specify)</i> ➤	2060	
2. <i>(Please specify)</i> ➤	2054	
3. Residual (non-telecommunications) expenses		
Total - Other Operating Expenses <i>(sum of cells 2048, 2049, 2059, 2060, and 2054)</i>	2056	2055
TOTAL MODULE 2 - OPERATING EXPENSES <i>(Telecom and Non-Telecom Services)</i>	2057 (2046 + 2056)	2058 (2047 + 2055) (= cell 6003, p.6)

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 <i>(report expense items in brackets)</i> :	3004	
1. Investment income <i>(interest, dividends, joint venture and minority interest, etc)</i>		
2. Net gains (losses) on sale of assets <i>(fixed, intangible or investments), and foreign exchange</i>	3005	
3. Interest expenses:	3009	
a) on short-term debt	()	
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 non-operating revenues and expenses n.e.c. <i>(e.g., extraordinary and other gains and losses)</i> ➤	3019	
Total - Non-operating revenues and expenses		3020
D. Income taxes:	3014	
1. Deferred		
2. Current	3015	
Total - Income taxes		3016
		()
NET INCOME (LOSS) <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)
Current Assets			4010
Long-term Assets:			
A. Fixed Assets (<i>property, plant and equipment</i>):			4011
1. Land			
2. Buildings	4014	4015 ()	4016
3. Network infrastructure:			
a) transmission structures	4017		
b) machinery and equipment	4027		
Total - Network infrastructure	4028	4029 ()	4030
4. Other fixed assets	4035	4036 ()	4037
Total - Fixed Assets (<i>sum of 'Net Book Value column,' cells 4011, 4016, 4030 and 4037</i>)			4038
B. Financial/Intangible Long-term Assets:			4041
1. Financial investments			4041
2. Long-term deferrals			4042
3. Other long-term financial/intangible assets n.e.c.			4043
Total - Assets (<i>sum of bolded cells</i>)			4044
Liabilities			
Current Liabilities			4049
Long-term Liabilities:			
1. Long-term debt		4053	
Supplementary question: (amount of long-term debt that is non-interest bearing):	4072 \$ _____		
2. Residual		4076	
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 4</i>)			4062
3. Dividends declared	4063 preferred ()	4064 common ()	4065 (4063 + 4064) ()
4. Other additions and deductions			4066
Total - Retained earnings			4067
C. Other shareholders' equity n.e.c. (<i>Please specify</i>)			4068
Total - Shareholders' Equity			4069 (4060 + 4067 + 4068)
Total - Liabilities and Shareholders' Equity			4070 (4057 + 4069)

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) > | |

100

B. Telecommunications Service:

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

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

	Facilities-based	Reselling
	400	400
<input type="checkbox"/>	or	<input type="checkbox"/>

or 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

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"/> Other (Please specify) > |

100

B. Telecommunications Service:

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

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

	Facilities-based	Reselling
	400	400
<input type="checkbox"/>	or	<input type="checkbox"/>

or 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

600