

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:

- | | | | |
|---|--|--|--|
| ²⁰¹
<input type="checkbox"/> New business | ²⁰²
<input type="checkbox"/> Ceased operations | ²⁰³
<input type="checkbox"/> Change of ownership | ²⁰⁴
<input type="checkbox"/> Merger/Amalgamation/Split-up/Spin-off |
|---|--|--|--|

²⁰⁵
 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

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 bolded cells)	(1103 + 1109 + 1110) =cell 1102 or 100%

MODULE 2. OPERATING EXPENSES

* Estimate the \$ 000's or % of the total expense paid to incumbent and entrant telecom companies. Incumbent telecommunications companies are listed in the Reporting Guide. ** \$ 000's or % of the amount reported in the adjacent cell in col. 3.	Purchases*		Total (thousands of dollars)	Salaries, wages and benefits** <input type="checkbox"/> (\$ 000's) or <input type="checkbox"/> (%) of col. 3
	<input type="checkbox"/> (\$ 000's) or <input type="checkbox"/> (%) of Total			
	Telecommunications service providers			
	Incumbents	Entrants		
	1	2	3	4

Telecommunications Operating Expenses				
A. Telecommunications Network Expenses:			2001	2002
1. Network operations				
2. Depreciation			2003	
3. Maintenance and repairs			2004	2005
4. Wireline circuit rentals	2006	2207	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
	3		4
Other Operating Expenses			
A. Terminal equipment rentals	2048		
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 <i>(2047 + 2055) (= cell 6003, p.6)</i>

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:		
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 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:		
1. Deferred	3014	
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			4042
2. Long-term deferrals			4043
3. Other long-term financial/intangible assets n.e.c.			4044
Total - Assets (<i>sum of bolded cells</i>)			4044
Liabilities			
Current Liabilities			4049
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
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)

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)
Construction Expenditures	5009
Machinery and Equipment Expenditures	5018

MODULE 6. EMPLOYMENT

	Labour Costs			Employees
	(thousands of dollars)			(number of persons at fiscal year-end)
	Salaries and wages	Fringe benefits ¹	Total	Total
A. <u>Expensed labour costs</u>	6001	6002	6003 (= cell 2058, p.4)	
B. <u>Capitalized labour costs</u>	6004	6005	6006	
Total	6007	6008	6009 (6011 + 6013) (6003 + 6006)	6010 (6012 + 6014)
C. <u>Full-time</u>			6011	6012
D. <u>Part-time</u>			6013	6014

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

Comments

Information Concerning Consolidated Reporting

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

Company 1

Legal Name

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

Street:

City:

Province:

Postal Code:

Telephone:

Fax:

E-mail:

A. Type of business organization:

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

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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 | 400 |
| | <input type="checkbox"/> | or <input type="checkbox"/> |
| 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

600

Company 2

Legal Name

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

Street:

City:

Province:

Postal Code:

Telephone:

Fax:

E-mail:

A. Type of business organization:

- | | | |
|---|---|---|
| <input type="checkbox"/> A single corporation | <input type="checkbox"/> Consolidated family of corporations
<i>(do not include foreign companies)</i> | <input type="checkbox"/> Part of a corporation
<i>(e.g., branch, division)</i> |
| <input type="checkbox"/> Provincial government system | <input type="checkbox"/> Municipal system | <input type="checkbox"/> Co-operative |
| <input type="checkbox"/> Joint venture | <input type="checkbox"/> Partnership | <input type="checkbox"/> Sole proprietor |
| | <input type="checkbox"/> Other (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 | 400 |
| | <input type="checkbox"/> | or <input type="checkbox"/> |
| 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

600