



Canadian Radio-television and
Telecommunications Commission

Conseil de la radiodiffusion et des
télécommunications canadiennes



BROADCASTING DISTRIBUTION

Cable, Internet Protocol Television (IPTV) and Direct-to-Home (DTH)

STATISTICAL AND FINANCIAL SUMMARIES

2012 - 2016

CONSUMER AFFAIRS AND STRATEGIC POLICY

Canada

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FOREWORD

INTRODUCTION

This report presents statistical and financial data compiled from the annual returns of BDUs for the broadcast year ended 31 August 2016. Section I presents statistical and financial data for basic and non basic services by type (cable, IPTV and Direct-to-Home (DTH)) and combined on a national level. Section II presents combined statistical and financial data for cable and IPTV service providers on a regional or provincial level. Section III provides financial data of the contributions made by BDUs for the creation and production of Canadian programming.

"Set-top Box - Rental" and "Set-top Box - Net Sales" are reported separately starting with the 2013-2014 Broadcast Year.

The CRTC no longer issues Multipoint Distribution Systems (MDS) broadcasting licences, as set out in *Broadcasting Information Bulletin CRTC 2011-479*. MDS results are included with DTH for 2012 and 2013.

Local Programming Improvement Fund

BDUs were required to contribute a percentage of gross revenue from broadcasting activities to this fund. The fund has been discontinued as of 1 September 2014.

Limitation on data collected

Annual returns for the broadcast year ended 31 August 2016 were required to be filed with the Commission by 30 November 2016. Data received subsequent to the compilation date is not reflected in this publication. There are 2 entities (Novus Entertainment Inc. and Câble-Axion Digital inc.) that failed to provide their annual return and are therefore not included in this publication. The data reported for previous years has been updated to reflect any additional or adjusted information received by the Commission subsequent to the date of prior years' publications.

Definitions

Basic services

Basic service is the service distributed by a broadcasting distribution undertaking as a package consisting of programming services whose distribution is required by the Commission.

Non basic services

Non basic service is the service distributed by a broadcasting distribution undertaking consisting of programming services whose distribution is not required by the Commission.

Exempt programming services

Revenues derived from classified advertising, teleshopping/general services and infomercials.

CRTC - FINANCIAL SUMMARY - BDU BASIC AND NON BASIC SERVICES - CABLE, IPTV AND DTH

Canada

(\$000)	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Revenue										
Subscription	8,061,784	8,288,838	2.82	8,034,566	-3.07	8,014,888	-0.24	7,797,080	-2.72	-0.8
Connection	30,107	22,467	-25.38	41,130	83.07	46,646	13.41	55,871	19.78	16.7
Community Channel Sponsorship & Facilities Rental	5,457	4,321	-20.82	3,780	-12.52	3,619	-4.26	2,591	-28.41	-17.0
Set-top Box - Rental				719,830		753,462	4.67	790,080	4.86	
Set-top Box - Net Sales				64,954		50,781	-21.82	38,981	-23.24	
Other Revenue	463,430	478,289	3.21	65,730		49,347	-24.93	49,582	0.48	
Total Revenue	8,560,779	8,793,915	2.72	8,929,991	1.55	8,918,743	-0.13	8,734,185	-2.07	0.5
Expenses										
Community Programming	122,174	140,785	15.23	151,703	7.75	152,620	0.60	150,847	-1.16	5.4
Affiliation Payments	3,007,235	3,103,720	3.21	3,304,773	6.48	3,424,532	3.62	3,479,060	1.59	3.7
Technical	1,504,720	1,560,914	3.73	1,608,594	3.05	1,643,603	2.18	1,522,687	-7.36	0.3
Sales and Promotion	587,380	583,498	-0.66	637,955	9.33	606,045	-5.00	615,116	1.50	1.2
Administration and General	1,360,646	1,323,614	-2.72	1,423,067	7.51	1,511,629	6.22	1,570,441	3.89	3.7
Total Expenses	6,582,155	6,712,531	1.98	7,126,091	6.16	7,338,428	2.98	7,338,151	0.00	2.8
Operating Income	1,978,624	2,081,384		1,803,900		1,580,314		1,396,034		
Local Programming Improvement Fund	111,818	75,157		39,928						
Staff										
Total Remuneration	2,396,298	2,403,728	0.31	2,503,466	4.15	2,309,861	-7.73	2,405,590	4.14	0.1
Total Staff Count (FTE)	28,793.04	28,894.17	0.35	29,085.59	0.66	27,243.67	-6.33	26,512.81	-2.68	
Avg Remuneration (\$)	83,225	83,191	-0.04	86,072	3.46	84,785	-1.50	90,733	7.02	2.2
Avg Remuneration Excl. Benefits (\$)	70,133	71,630	2.13	73,592	2.74	72,312	-1.74	76,943	6.40	2.3
Subscribers	11,528,860	11,517,350	-0.10	11,404,591	-0.98	11,246,669	-1.38	11,121,828	-1.11	-0.9
Profitability (%)										
Operating Margin	23.1	23.7		20.2		17.7		16.0		

CAGR = Compound Annual Growth Rate

CRTC - FINANCIAL SUMMARY - BDU BASIC AND NON BASIC SERVICES - CABLE

Cable - Canada

	(\$000)	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Revenue											
Subscription		4,996,012	4,902,996	-1.86	4,779,658	-2.52	4,642,173	-2.88	4,360,018	-6.08	-3.4
Connection		29,285	21,662	-26.03	18,901	-12.75	20,472	8.31	20,352	-0.58	-8.7
Community Channel Sponsorship & Facilities Rental		5,457	4,321	-20.82	3,780	-12.52	3,619	-4.26	2,591	-28.41	-17.0
Other Revenue		448,981	461,332	2.75	428,492	-7.12	400,869	-6.45	406,416	1.38	-2.5
Total Revenue		5,479,735	5,390,313	-1.63	5,230,830	-2.96	5,067,133	-3.13	4,789,377	-5.48	-3.3
Expenses											
Community Programming		115,561	128,746	11.41	131,974	2.51	127,084	-3.71	121,277	-4.57	1.2
Affiliation Payments		1,915,863	1,901,770	-0.74	1,945,340	2.29	1,960,064	0.76	1,933,611	-1.35	0.2
Technical		790,918	812,930	2.78	791,793	-2.60	729,159	-7.91	755,167	3.57	-1.2
Sales and Promotion		290,743	291,155	0.14	321,830	10.54	320,621	-0.38	301,541	-5.95	0.9
Administration and General		884,258	727,246	-17.76	754,109	3.69	678,593	-10.01	630,211	-7.13	-8.1
Total Expenses		3,997,342	3,861,848	-3.39	3,945,046	2.15	3,815,522	-3.28	3,741,808	-1.93	-1.6
Operating Income		1,482,393	1,528,465		1,285,785		1,251,612		1,047,569		
Local Programming Improvement Fund		69,271	44,697		22,891						
Staff											
Total Remuneration		1,950,292	1,876,062	-3.81	1,938,143	3.31	1,882,927	-2.85	1,964,861	4.35	0.2
Total Staff Count (FTE)		24,683.3	23,743.8	-3.81	23,856.9	0.48	22,736.1	-4.70	22,049.1	-3.02	
Avg Remuneration (\$)		79,013	79,013	0.00	81,240	2.82	82,817	1.94	89,113	7.60	3.1
Avg Remuneration excl. Benefits (\$)		66,097	66,261	0.25	67,561	1.96	68,958	2.07	73,438	6.50	2.7
Subscribers											
Direct Subscribers		7,181,970	6,899,147	-3.94	6,494,148	-5.87	6,142,049	-5.42	5,783,037	-5.85	-5.3
Indirect Subscribers		514,960	530,306	2.98	563,512	6.26	560,738	-0.49	664,804	18.56	6.6
Total Subscribers		7,696,930	7,429,453	-3.48	7,057,660	-5.00	6,702,787	-5.03	6,447,841	-3.80	-4.3
Profitability (%)											
Operating Margin		27.1	28.4		24.6		24.7		21.9		

CAGR = Compound Annual Growth Rate.

CRTC - FINANCIAL SUMMARY - BDU BASIC AND NON BASIC SERVICES - IPTV

IPTV - Canada

	(\$000)	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Revenue											
Subscription		573,347	913,652	59.35	1,061,648	16.20	1,278,929	20.47	1,447,951	13.22	26.1
Connection		822	804	-2.10	5,970	642.17	8,885	48.84	20,145	126.72	122.5
Community Channel Sponsorship & Facilities Rental		0	0	n/a	0	n/a	0	n/a	0	n/a	n/a
Other Revenue		14,448	16,950	17.32	217,717	n/a	275,261	26.43	327,085	18.83	118.1
Total Revenue		588,617	931,407	58.24	1,285,335	38.00	1,563,075	21.61	1,795,181	14.85	32.2
Expenses											
Community Programming		6,601	12,019	82.10	19,729	64.14	25,536	29.43	29,570	15.80	45.5
Affiliation Payments		279,181	407,920	46.11	550,021	34.84	678,282	23.32	778,053	14.71	29.2
Technical		310,330	364,438	17.44	437,198	19.97	589,590	34.86	544,313	-7.68	15.1
Sales and Promotion		114,151	148,390	29.99	176,629	19.03	171,338	-3.00	213,637	24.69	17.0
Administration and General		131,449	271,997	106.92	356,382	31.02	402,983	13.08	551,203	36.78	43.1
Total Expenses		841,712	1,204,765	43.13	1,539,960	27.82	1,867,729	21.28	2,116,775	13.33	25.9
Operating Income		-253,095	-273,358		-254,625		-304,653		-321,594		
Local Programming Improvement Fund		4,574	5,537		4,677						
Staff											
Total Remuneration		257,135	344,563	34.00	403,557	17.12	313,583	-22.30	339,512	8.27	7.2
Total Staff Count (FTE)		2,011.7	3,177.4	57.95	3,388.7	6.65	2,911.6	-14.08	3,144.7	8.01	
Avg Remuneration (\$)		127,819	108,441	-15.16	119,088	9.82	107,702	-9.56	107,962	0.24	-4.1
Avg Remuneration excl. Benefits (\$)		108,676	104,986	-3.40	114,992	9.53	104,862	-8.81	105,895	0.98	-0.7
Subscribers											
Direct Subscribers		1,003,033	1,395,155	39.09	1,786,484	28.05	2,167,250	21.31	2,465,370	13.76	25.2
Indirect Subscribers		3,220	1,538	-52.24	1,489	-3.19	1,424	-4.37	2,689	88.83	-4.4
Total Subscribers		1,006,253	1,396,693	38.80	1,787,973	28.01	2,168,674	21.29	2,468,059	13.80	25.1
Profitability (%)											
Operating Margin		-43.0	-29.3		-19.8		-19.5		-17.9		

CAGR = Compound Annual Growth Rate.

CRTC - FINANCIAL SUMMARY - BDU BASIC AND NON BASIC SERVICES - DTH

DTH - Canada

	(\$000)	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Revenue											
Subscription		2,492,425	2,472,190	-0.81	2,193,261	-11.28	2,093,786	-4.54	1,989,111	-5.00	-5.5
Connection		1	0	n/a	16,259	n/a	17,289	6.33	15,373	-11.08	996.1
Other Revenue		2	6	306.53	204,305	n/a	177,459	-13.14	145,142	-18.21	n/a
Total Revenue		2,492,427	2,472,196	-0.81	2,413,826	-2.36	2,288,534	-5.19	2,149,627	-6.07	-3.6
Expenses											
Community Programming		12	20	56.92	0	n/a	0	n/a	0	n/a	n/a
Affiliation Payments		812,191	794,029	-2.24	809,412	1.94	786,185	-2.87	767,395	-2.39	-1.4
Technical		403,473	383,546	-4.94	379,603	-1.03	324,854	-14.42	223,207	-31.29	-13.8
Sales and Promotion		182,485	143,953	-21.12	139,495	-3.10	114,086	-18.21	99,939	-12.40	-14.0
Administration and General		344,940	324,371	-5.96	312,576	-3.64	430,053	37.58	389,027	-9.54	3.1
Total Expenses		1,743,102	1,645,918	-5.58	1,641,085	-0.29	1,655,178	0.86	1,479,567	-10.61	-4.0
Operating Income		749,326	826,278		772,741		633,356		670,060		
Local Programming Improvement Fund		37,973	24,923		12,360						
Staff											
Total Remuneration		188,871	183,103	-3.05	161,766	-11.65	113,352	-29.93	101,218	-10.70	-14.4
Total Staff Count (FTE)		2,098.0	1,973.0	-5.96	1,840.0	-6.74	1,596.0	-13.26	1,319.0	-17.36	
Avg Remuneration (\$)		90,024	92,804	3.09	87,917	-5.27	71,022	-19.22	76,738	8.05	-3.9
Avg Remuneration Excl. Benefits (\$)		80,669	82,525	2.30	75,539	-8.46	60,712	-19.63	66,521	9.57	-4.7
Subscribers		2,825,677	2,691,204	-4.76	2,558,958	-4.91	2,375,208	-7.18	2,205,928	-7.13	-6.0
Profitability (%)											
Operating Margin		30.1	33.4		32.0		27.7		31.2		

CAGR = Compound Annual Growth Rate

CRTC - FINANCIAL SUMMARY - BDU BASIC AND NON BASIC SERVICES - CABLE & IPTV

Canada

	(\$000)	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Revenue											
Subscription		5,569,359	5,816,648	4.44	5,841,305	0.42	5,921,102	1.37	5,807,969	-1.91	1.1
Connection		30,106	22,467	-25.38	24,870	10.70	29,357	18.04	40,497	37.95	7.7
Community Channel Sponsorship & Facilities Rental		5,457	4,321	-20.82	3,780	-12.52	3,619	-4.26	2,591	-28.41	-17.0
Other Revenue		463,429	478,283	3.21	646,209	35.11	676,130	4.63	733,501	8.49	12.2
Total Revenue		6,068,352	6,321,719	4.18	6,516,165	3.08	6,630,209	1.75	6,584,558	-0.69	2.1
Expenses											
Community Programming		122,161	140,766	15.23	151,703	7.77	152,620	0.60	150,847	-1.16	5.4
Affiliation Payments		2,195,044	2,309,690	5.22	2,495,361	8.04	2,638,346	5.73	2,711,665	2.78	5.4
Technical		1,101,247	1,177,368	6.91	1,228,991	4.38	1,318,749	7.30	1,299,480	-1.46	4.2
Sales and Promotion		404,895	439,545	8.56	498,460	13.40	491,959	-1.30	515,177	4.72	6.2
Administration and General		1,015,707	999,243	-1.62	1,110,491	11.13	1,081,576	-2.60	1,181,414	9.23	3.9
Total Expenses		4,839,053	5,066,612	4.70	5,485,006	8.26	5,683,250	3.61	5,858,584	3.09	4.9
Operating Income		1,229,298	1,255,107		1,031,159		946,958		725,974		
Local Programming Improvement Fund		73,845	50,234		27,568						
Staff											
Total Remuneration		2,207,427	2,220,625	0.60	2,341,699	5.45	2,196,510	-6.20	2,304,372	4.91	1.1
Total Staff Count (FTE)		26,695.0	26,921.2	0.85	27,245.6	1.21	25,647.7	-5.86	25,193.8	-1.77	
Avg Remuneration (\$)		82,691	82,486	-0.25	85,948	4.20	85,642	-0.36	91,466	6.80	2.6
Avg Remuneration excl. Benefits (\$)		69,305	70,831	2.20	73,460	3.71	73,034	-0.58	77,489	6.10	2.8
Subscribers											
Direct Subscribers		8,185,003	8,294,302	1.34	8,280,632	-0.16	8,309,299	0.35	8,248,407	-0.73	0.2
Indirect Subscribers		518,180	531,844	2.64	565,001	6.23	562,162	-0.50	667,493	18.74	6.5
Total Subscribers		8,703,183	8,826,146	1.41	8,845,633	0.22	8,871,461	0.29	8,915,900	0.50	0.6
Profitability (%)											
Operating Margin		20.3	19.9		15.8		14.3		11.0		

CAGR = Compound Annual Growth Rate.

CRTC - FINANCIAL SUMMARY - BDU BASIC AND NON BASIC SERVICES - CABLE & IPTV

Atlantic

	(\$000)	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Revenue											
Subscription		380,466	403,616	6.08	424,794	5.25	459,365	8.14	476,598	3.75	5.8
Connection		1,233	1,296	5.05	1,566	20.90	2,620	67.29	2,324	-11.30	17.2
Community Channel Sponsorship & Facilities Rental		172	119	-31.09	115	-3.17	131	14.46	131	-0.05	-6.5
Other Revenue		64,460	59,160	-8.22	57,150	-3.40	41,707	-27.02	43,208	3.60	-9.5
Total Revenue		446,332	464,190	4.00	483,625	4.19	503,824	4.18	522,261	3.66	4.0
Expenses											
Community Programming		7,929	9,639	21.57	10,999	14.11	11,545	4.96	10,478	-9.24	7.2
Affiliation Payments		159,336	167,002	4.81	180,856	8.30	208,736	15.42	233,656	11.94	10.0
Technical		48,946	42,946	-12.26	41,186	-4.10	59,954	45.57	36,807	-38.61	-6.9
Sales and Promotion		24,542	24,705	0.66	29,298	18.59	28,105	-4.07	43,344	54.22	15.3
Administration and General		43,273	41,405	-4.32	58,202	40.57	62,883	8.04	113,861	81.07	27.4
Total Expenses		284,026	285,697	0.59	320,542	12.20	371,224	15.81	438,147	18.03	11.5
Operating Income		162,305	178,493		163,083		132,601		84,114		
Local Programming Improvement Fund		3,417	2,431		1,276						
Staff											
Total Remuneration		122,585	128,027	4.44	123,835	-3.27	132,272	6.81	130,022	-1.70	1.5
Total Staff Count (FTE)		1,935.2	1,922.0	-0.68	1,765.4	-8.15	1,808.0	2.42	1,690.0	-6.53	
Avg Remuneration (\$)		63,346	66,611	5.16	70,148	5.31	73,159	4.29	76,937	5.16	5.0
Avg Remuneration excl. Benefits (\$)		55,112	57,143	3.68	60,288	5.51	62,375	3.46	65,147	4.44	4.3
Subscribers											
Direct Subscribers		559,026	609,737	9.07	592,575	-2.81	597,235	0.79	601,911	0.78	1.9
Indirect Subscribers		14,868	11,041	-25.74	10,742	-2.71	10,987	2.28	11,252	2.41	-6.7
Total Subscribers		573,894	620,778	8.17	603,317	-2.81	608,222	0.81	613,163	0.81	1.7
Profitability (%)											
Operating Margin		36.4	38.5		33.7		26.3		16.1		

CAGR = Compound Annual Growth Rate.

CRTC - FINANCIAL SUMMARY - BDU BASIC AND NON BASIC SERVICES - CABLE & IPTV

Quebec

	(\$000)	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Revenue											
Subscription		1,229,910	1,294,352	5.24	1,294,819	0.04	1,329,307	2.66	1,310,977	-1.38	1.6
Connection		9,315	6,301	-32.35	6,204	-1.55	6,403	3.21	12,253	91.36	7.1
Community Channel Sponsorship & Facilities Rental		884	444	-49.80	433	-2.28	629	45.08	90	-85.76	-43.6
Other Revenue		119,499	125,764	5.24	181,213	44.09	216,331	19.38	244,906	13.21	19.7
Total Revenue		1,359,608	1,426,861	4.95	1,482,669	3.91	1,552,669	4.72	1,568,225	1.00	3.6
Expenses											
Community Programming		28,542	36,313	27.23	39,278	8.16	39,996	1.83	40,295	0.75	9.0
Affiliation Payments		476,617	500,487	5.01	543,065	8.51	604,470	11.31	612,420	1.32	6.5
Technical		339,577	339,894	0.09	332,300	-2.23	315,458	-5.07	334,618	6.07	-0.4
Sales and Promotion		152,056	155,337	2.16	169,506	9.12	173,160	2.16	165,555	-4.39	2.2
Administration and General		225,570	239,746	6.28	265,187	10.61	269,521	1.63	278,221	3.23	5.4
Total Expenses		1,222,363	1,271,777	4.04	1,349,336	6.10	1,402,605	3.95	1,431,109	2.03	4.0
Operating Income		137,245	155,083		133,333		150,065		137,116		
Local Programming Improvement Fund		15,714	11,362		6,087						
Staff											
Total Remuneration		559,436	561,795	0.42	601,546	7.08	572,761	-4.79	631,692	10.29	3.1
Total Staff Count (FTE)		7,419.0	7,663.1	3.29	7,939.4	3.61	7,270.0	-8.43	6,934.7	-4.61	
Avg Remuneration (\$)		75,406	73,312	-2.78	75,768	3.35	78,784	3.98	91,092	15.62	4.8
Avg Remuneration excl. Benefits (\$)		57,740	58,755	1.76	58,436	-0.54	60,468	3.48	69,347	14.68	4.7
Subscribers											
Direct Subscribers		2,129,007	2,196,674	3.18	2,266,303	3.17	2,370,665	4.60	2,330,992	-1.67	2.3
Indirect Subscribers		90,879	96,423	6.10	128,696	33.47	122,166	-5.07	237,680	94.55	27.2
Total Subscribers		2,219,886	2,293,097	3.30	2,394,999	4.44	2,492,831	4.08	2,568,672	3.04	3.7
Profitability (%)											
Operating Margin		10.1	10.9		9.0		9.7		8.7		

CAGR = Compound Annual Growth Rate.

CRTC - FINANCIAL SUMMARY - BDU BASIC AND NON BASIC SERVICES - CABLE & IPTV

Ontario

(\$000)	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Revenue										
Subscription	2,168,729	2,198,918	1.39	2,126,182	-3.31	2,118,147	-0.38	2,033,169	-4.01	-1.6
Connection	13,346	7,999	-40.06	12,722	59.04	16,810	32.13	18,568	10.45	8.6
Community Channel Sponsorship & Facilities Rental	1,755	1,206	-31.27	1,175	-2.59	1,293	10.08	1,192	-7.82	-9.2
Other Revenue	193,165	199,580	3.32	259,794	30.17	276,675	6.50	300,844	8.74	11.7
Total Revenue	2,376,996	2,407,703	1.29	2,399,873	-0.33	2,412,925	0.54	2,353,773	-2.45	-0.3
Expenses										
Community Programming	48,065	55,318	15.09	56,123	1.46	54,765	-2.42	57,446	4.89	4.6
Affiliation Payments	783,183	802,901	2.52	857,692	6.82	896,496	4.52	954,309	6.45	5.1
Technical	346,911	313,807	-9.54	320,180	2.03	275,023	-14.10	258,749	-5.92	-7.1
Sales and Promotion	143,886	153,441	6.64	189,152	23.27	193,876	2.50	207,814	7.19	9.6
Administration and General	434,486	394,549	-9.19	415,046	5.19	398,971	-3.87	424,793	6.47	-0.6
Total Expenses	1,756,531	1,720,016	-2.08	1,838,193	6.87	1,819,130	-1.04	1,903,111	4.62	2.0
Operating Income	620,465	687,687		561,680		593,795		450,662		
Local Programming Improvement Fund	30,290	20,542		11,707						
Staff										
Total Remuneration	517,549	556,199	7.47	589,609	6.01	498,627	-15.43	534,185	7.13	0.8
Total Staff Count (FTE)	6,182.0	6,549.1	5.94	6,562.6	0.21	5,772.0	-12.05	5,640.2	-2.28	
Avg Remuneration (\$)	83,719	84,927	1.44	89,845	5.79	86,388	-3.85	94,710	9.63	3.1
Avg Remuneration excl. Benefits (\$)	70,155	70,412	0.37	75,530	7.27	71,585	-5.22	78,015	8.98	2.7
Subscribers										
Direct Subscribers	2,745,743	2,760,381	0.53	2,689,561	-2.57	2,629,896	-2.22	2,650,235	0.77	-0.9
Indirect Subscribers	208,152	208,940	0.38	212,208	1.56	208,962	-1.53	209,135	0.08	0.1
Total Subscribers	2,953,895	2,969,321	0.52	2,901,769	-2.27	2,838,858	-2.17	2,859,370	0.72	-0.8
Profitability (%)										
Operating Margin	26.1	28.6		23.4		24.6		19.1		

CAGR = Compound Annual Growth Rate.

CRTC - FINANCIAL SUMMARY - BDU BASIC AND NON BASIC SERVICES - CABLE & IPTV

Prairies

	(\$000)	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Revenue											
Subscription		968,519	1,039,179	7.30	1,082,365	4.16	1,107,928	2.36	1,079,230	-2.59	2.7
Connection		3,367	3,774	12.10	2,594	-31.26	1,719	-33.74	4,792	178.77	9.2
Community Channel Sponsorship & Facilities Rental		2,647	2,499	-5.61	1,981	-20.71	1,482	-25.19	1,098	-25.91	-19.8
Other Revenue		52,339	55,957	6.91	81,417	45.50	74,504	-8.49	82,366	10.55	12.0
Total Revenue		1,026,872	1,101,409	7.26	1,168,357	6.08	1,185,632	1.48	1,167,486	-1.53	3.3
Expenses											
Community Programming		21,949	22,990	4.74	24,176	5.16	24,819	2.66	22,852	-7.93	1.0
Affiliation Payments		429,028	460,002	7.22	497,545	8.16	507,347	1.97	496,721	-2.09	3.7
Technical		173,641	204,408	17.72	213,736	4.56	339,860	59.01	340,186	0.10	18.3
Sales and Promotion		54,361	64,689	19.00	63,988	-1.08	56,088	-12.35	54,897	-2.12	0.3
Administration and General		146,162	151,801	3.86	169,151	11.43	148,754	-12.06	159,937	7.52	2.3
Total Expenses		825,140	903,891	9.54	968,597	7.16	1,076,868	11.18	1,074,593	-0.21	6.8
Operating Income		201,732	197,518		199,761		108,764		92,893		
Local Programming Improvement Fund		12,831	8,695		4,816						
Staff											
Total Remuneration		473,161	480,154	1.48	501,063	4.35	480,874	-4.03	481,790	0.19	0.5
Total Staff Count (FTE)		5,466.9	5,412.0	-1.00	5,425.9	0.26	5,288.9	-2.53	5,285.3	-0.07	
Avg Remuneration (\$)		86,551	88,721	2.51	92,346	4.09	90,921	-1.54	91,158	0.26	1.3
Avg Remuneration excl. Benefits (\$)		75,487	80,306	6.38	83,836	4.40	83,533	-0.36	83,447	-0.10	2.5
Subscribers											
Direct Subscribers		1,443,235	1,435,965	-0.50	1,442,563	0.46	1,442,645	0.01	1,424,575	-1.25	-0.3
Indirect Subscribers		101,721	109,333	7.48	109,256	-0.07	119,203	9.10	114,031	-4.34	2.9
Total Subscribers		1,544,956	1,545,298	0.02	1,551,819	0.42	1,561,848	0.65	1,538,606	-1.49	-0.1
Profitability (%)											
Operating Margin		19.6	17.9		17.1		9.2		8.0		

CAGR = Compound Annual Growth Rate.

CRTC - FINANCIAL SUMMARY - BDU BASIC AND NON BASIC SERVICES - CABLE & IPTV

British Columbia and Territories

	(\$000)	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Revenue											
Subscription		821,735	880,584	7.16	913,146	3.70	906,355	-0.74	907,995	0.18	2.5
Connection		2,845	3,096	8.84	1,784	-42.39	1,805	1.17	2,561	41.90	-2.6
Community Channel Sponsorship & Facilities Rental		0	55	n/a	76	39.26	84	10.23	80	-4.42	n/a
Other Revenue		33,965	37,821	11.35	66,636	76.19	66,914	0.42	62,177	-7.08	16.3
Total Revenue		858,545	921,556	7.34	981,642	6.52	975,158	-0.66	972,813	-0.24	3.2
Expenses											
Community Programming		15,677	16,505	5.29	21,127	28.00	21,495	1.74	19,777	-7.99	6.0
Affiliation Payments		346,880	379,298	9.35	416,202	9.73	421,298	1.22	414,558	-1.60	4.6
Technical		192,171	276,312	43.78	321,589	16.39	328,454	2.13	329,121	0.20	14.4
Sales and Promotion		30,049	41,373	37.68	46,516	12.43	40,730	-12.44	43,566	6.96	9.7
Administration and General		166,216	171,742	3.32	202,905	18.15	201,446	-0.72	204,602	1.57	5.3
Total Expenses		750,993	885,231	17.87	1,008,339	13.91	1,013,423	0.50	1,011,624	-0.18	7.7
Operating Income		107,551	36,326		-26,697		-38,266		-38,811		
Local Programming Improvement Fund		11,594	7,204		3,683						
Staff											
Total Remuneration		534,696	494,450	-7.53	525,645	6.31	511,976	-2.60	526,683	2.87	-0.4
Total Staff Count (FTE)		5,692.0	5,375.0	-5.57	5,552.4	3.30	5,508.8	-0.79	5,643.7	2.45	
Avg Remuneration (\$)		93,938	91,991	-2.07	94,670	2.91	92,938	-1.83	93,322	0.41	-0.2
Avg Remuneration excl. Benefits (\$)		82,346	83,915	1.91	86,547	3.14	84,554	-2.30	85,084	0.63	0.8
Subscribers											
Direct Subscribers		1,307,992	1,291,545	-1.26	1,289,630	-0.15	1,268,858	-1.61	1,240,694	-2.22	-1.3
Indirect Subscribers		102,560	106,107	3.46	104,099	-1.89	100,844	-3.13	95,395	-5.40	-1.8
Total Subscribers		1,410,552	1,397,652	-0.91	1,393,729	-0.28	1,369,702	-1.72	1,336,089	-2.45	-1.4
Profitability (%)											
Operating Margin		12.5	3.9		-2.7		-3.9		-4.0		

CAGR = Compound Annual Growth Rate.

CRTC - FINANCIAL SUMMARY - BDU EXEMPT PROGRAMMING SERVICES - CABLE & IPTV

Canada										
(\$000)	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Revenue										
Subscription	5,297	3,695	-30.23	4,893	32.41	4,043	-17.37	3,664	-9.37	-8.8
Other Revenue	18,701	17,773	-4.96	14,615	-17.77	12,846	-12.10	15,027	16.99	-5.3
Total Revenue	23,997	21,468	-10.54	19,508	-9.13	16,889	-13.42	18,692	10.68	-6.1
Expenses										
Affiliation Payments	407	460	12.86	442	-3.82	741	67.48	23	-96.89	-51.3
Technical	630	620	-1.66	415	-32.97	713	71.58	52	-92.64	-46.3
Sales and Promotion	1,791	1,433	-19.98	1,194	-16.68	721	-39.64	359	-50.23	-33.1
Administration and General	903	601	-33.42	638	6.22	552	-13.51	15	-97.29	-64.1
Total Expenses	3,731	3,113	-16.55	2,690	-13.60	2,726	1.35	449	-83.52	-41.1
Operating Income	20,267	18,355		16,818		14,163		18,243		
Profitability (%)										
Operating Margin	84.5	85.5		86.2		83.9		97.6		

CAGR = Compound Annual Growth Rate

CRTC - FINANCIAL SUMMARY - BDU EXEMPT PROGRAMMING SERVICES - CABLE & IPTV

Atlantic

(\$000)	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Revenue										
Subscription	130	289	123.02	397	37.16	644	62.30	76	-88.20	-12.5
Other Revenue	4,173	3,614	-13.40	3,139	-13.12	2,695	-14.17	1,865	-30.78	-18.2
Total Revenue	4,302	3,903	-9.28	3,536	-9.39	3,339	-5.58	1,941	-41.86	-18.0
Expenses										
Affiliation Payments	207	236	13.68	258	9.47	666	158.03	17	-97.51	-46.8
Technical	465	441	-5.17	267	-39.45	530	98.69	45	-91.52	-44.2
Sales and Promotion	980	829	-15.35	689	-16.94	312	-54.73	37	-88.17	-56.0
Administration and General	500	405	-19.17	394	-2.72	338	-14.16	21	-93.77	-54.7
Total Expenses	2,152	1,910	-11.25	1,607	-15.86	1,845	14.82	119	-93.53	-51.5
Operating Income	2,150	1,993		1,929		1,493		1,822		
Profitability (%)										
Operating Margin	50.0	51.1		54.6		44.7		93.8		

CAGR = Compound Annual Growth Rate

CRTC - FINANCIAL SUMMARY - BDU EXEMPT PROGRAMMING SERVICES - CABLE & IPTV

Quebec

(\$000)	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Revenue										
Subscription	2,422	857	-64.61	544	-36.49	421	-22.59	284	-32.58	-41.5
Other Revenue	170	0	n/a	0	-81.82	6	n/a	15	141.28	-45.5
Total Revenue	2,592	857	-66.93	544	-36.49	428	-21.45	299	-30.04	-41.7
Expenses										
Affiliation Payments	5	4	-21.74	3	-29.00	0	n/a	0	n/a	n/a
Technical	74	0	n/a	0	n/a	0	n/a	0	n/a	n/a
Sales and Promotion	117	0	n/a	0	n/a	0	n/a	0	n/a	n/a
Administration and General	290	0	n/a	0	n/a	40	n/a	0	n/a	n/a
Total Expenses	486	4	-99.16	3	-29.00	40	n/a	0	n/a	n/a
Operating Income	2,106	853		541		388		299		
Profitability (%)										
Operating Margin	81.2	99.5		99.5		90.6		100.0		

CAGR = Compound Annual Growth Rate

CRTC - FINANCIAL SUMMARY - BDU EXEMPT PROGRAMMING SERVICES - CABLE & IPTV

Ontario

(\$000)	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Revenue										
Subscription	1,865	1,690	-9.34	1,962	16.06	1,716	-12.52	1,789	4.24	-1.0
Other Revenue	10,747	10,546	-1.87	7,765	-26.37	6,939	-10.63	10,261	47.87	-1.2
Total Revenue	12,612	12,236	-2.98	9,727	-20.51	8,655	-11.01	12,050	39.22	-1.1
Expenses										
Affiliation Payments	75	101	36.06	103	1.51	56	-46.03	6	-89.37	-47.0
Technical	59	124	110.70	106	-14.62	75	-29.39	0	n/a	n/a
Sales and Promotion	322	318	-1.18	251	-21.19	162	-35.30	-1	-100.41	n/a
Administration and General	95	138	45.03	182	31.68	155	-15.00	-7	-104.31	n/a
Total Expenses	551	682	23.79	641	-5.89	447	-30.29	-1	-100.32	n/a
Operating Income	12,061	11,555		9,085		8,208		12,051		
Profitability (%)										
Operating Margin	95.6	94.4		93.4		94.8		100.0		

CAGR = Compound Annual Growth Rate

CRTC - FINANCIAL SUMMARY - BDU EXEMPT PROGRAMMING SERVICES - CABLE & IPTV

Prairies

(\$000)	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Revenue										
Subscription	881	743	-15.62	1,225	64.87	543	-55.66	890	63.71	0.2
Other Revenue	2,017	2,029	0.62	2,156	6.23	1,754	-18.65	1,445	-17.61	-8.0
Total Revenue	2,898	2,773	-4.32	3,381	21.95	2,297	-32.06	2,334	1.62	-5.3
Expenses										
Affiliation Payments	102	107	5.09	66	-37.93	15	-78.05	0	-98.33	-77.9
Technical	10	28	181.38	38	35.32	108	181.49	8	-93.01	-7.0
Sales and Promotion	339	262	-22.77	253	-3.53	247	-2.26	322	30.50	-1.3
Administration and General	17	38	119.75	53	41.81	19	-65.20	1	-96.71	-56.5
Total Expenses	468	435	-7.10	411	-5.53	388	-5.56	331	-14.78	-8.3
Operating Income	2,429	2,337		2,970		1,909		2,003		
Profitability (%)										
Operating Margin	83.8	84.3		87.8		83.1		85.8		

CAGR = Compound Annual Growth Rate

CRTC - FINANCIAL SUMMARY - BDU EXEMPT PROGRAMMING SERVICES - CABLE & IPTV

British Columbia and Territories

(\$000)	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Revenue										
Subscription	0	115	n/a	765	563.35	718	-6.07	626	-12.85	n/a
Other Revenue	1,594	1,584	-0.64	1,555	-1.83	1,452	-6.62	1,442	-0.70	-2.5
Total Revenue	1,594	1,699	6.59	2,319	36.51	2,170	-6.44	2,067	-4.72	6.7
Expenses										
Affiliation Payments	18	11	-37.81	12	3.32	5	-60.91	0	-93.70	-64.5
Technical	23	27	20.17	5	-82.60	0	-94.67	0	n/a	n/a
Sales and Promotion	33	23	-29.23	1	-94.24	-1	-142.81	0	n/a	n/a
Administration and General	0	21	n/a	9	-54.47	1	-89.35	0	n/a	n/a
Total Expenses	73	82	12.10	27	-66.96	5	-80.58	0	-94.51	-74.9
Operating Income	1,520	1,617		2,292		2,165		2,067		
Profitability (%)										
Operating Margin	95.4	95.2		98.8		99.8		100.0		

CAGR = Compound Annual Growth Rate

CRTC - CONTRIBUTIONS TABLE - CREATION AND PRODUCTION OF CANADIAN PROGRAMMING

TYPE / REGION	2014					2015					2016			
	Canada Media Fund (CMF)	Certified Independent Production Funds (CIPF)	Local Programming Improvement Fund	Local Expression	Total Contributions	Canada Media Fund (CMF)	Certified Independent Production Funds (CIPF)	Local Programming Improvement Fund	Local Expression	Total Contributions	Canada Media Fund (CMF)	Certified Independent Production Funds (CIPF)	Local Expression	Total Contributions
CABLE & IPTV														
Atlantic	6,075,839	1,518,961	1,275,819	10,998,976	19,869,595	6,604,559	1,556,048	-	11,544,925	19,705,532	6,546,545	1,389,240	10,478,162	18,413,947
Quebec	30,268,069	7,569,735	6,086,519	39,277,866	83,202,189	32,049,592	7,962,012	-	39,996,070	80,007,674	32,652,694	8,163,175	40,294,659	81,110,528
Ontario	48,904,387	12,210,209	11,706,801	56,122,976	128,944,373	48,992,263	12,014,544	-	54,765,001	115,771,808	48,202,981	11,826,028	57,445,722	117,474,731
Prairies	23,381,254	5,324,550	4,815,702	24,176,357	57,697,863	25,193,609	5,754,061	-	24,818,962	55,766,632	25,238,151	5,786,772	22,851,669	53,876,592
British Columbia & Territories	18,310,524	4,577,624	3,683,166	21,126,814	47,698,128	19,790,280	4,947,605	-	21,494,971	46,232,856	19,897,999	4,994,447	19,777,229	44,669,675
CABLE & IPTV - TOTAL	126,940,073	31,201,079	27,568,007	151,702,989	337,412,148	132,630,303	32,234,270	-	152,619,929	317,484,502	132,538,370	32,159,662	150,847,441	315,545,473
DIRECT-TO-HOME	91,060,569	23,805,564	12,360,403	-	127,226,536	86,339,393	22,294,452	-	-	108,633,845	81,713,968	21,062,130	-	102,776,098
PPV & VOD	1,256,623	9,103,536	-	-	10,360,159	583,801	10,170,896	-	-	10,754,697	586,220	9,398,037	-	9,984,257
TOTAL - CANADA	219,257,265	64,110,179	39,928,410	151,702,989	474,998,843	219,553,497	64,699,618	-	152,619,929	436,873,044	214,838,558	62,619,829	150,847,441	428,305,828