



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

2015 - 2019

CONSUMER, RESEARCH AND COMMUNICATIONS

Canada

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FOREWORD

INTRODUCTION

This report presents a summary of statistical and financial data from the annual returns provided by broadcasting distribution undertakings (BDUs) for the broadcast year ended 31 August 2019.

Section I provides a five-year comparative financial analysis for basic and non basic services by type (cable, IPTV and Direct-to-Home (DTH)) and combined on a national level. Section II provides a five-year comparative financial analysis for combined cable and IPTV service providers at the national and regional levels. Section III provides information of contributions made by BDUs for the creation and production of Canadian programming.

There are 5 entities (EBox inc., Nor-Del Cablevision Limited, Rangtel Inc., Seaside Communications Inc. and Vodalink Inc.) that failed to provide their annual return and are therefore not included in this publication.

Limitation on data collected

Annual returns for the broadcast year ended 31 August 2019 were required to be filed with the Commission by 30 November 2019. Data received subsequent to the compilation date is not reflected 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)	2015	2016	Var %	2017	Var %	2018	Var %	2019	Var %	CAGR (%)
Revenue											
Subscription		8,031,002	7,834,289	-2.45	7,570,911	-3.36	7,397,764	-2.29	7,328,292	-0.94	-2.3
Connection		46,943	56,731	20.85	54,414	-4.08	33,911	-37.68	40,071	18.16	-3.9
Community Channel Sponsorship & Facilities Rental		3,619	2,591	-28.41	1,596	-38.42	712	-55.40	1,838	158.34	-15.6
Set-top Box - Rental		765,310	796,071	4.02	875,512	9.98	915,023	4.51	915,300	0.03	4.58
Set-top Box - Net Sales		39,761.36	39,769	0.02	27,849	-29.97	22,921	-17.70	18,996	-17.13	-16.86
Other Revenue		49,385	49,678	0.59	50,836	2.33	51,131	0.58	49,981	-2.25	0.3
Total Revenue		8,936,021	8,779,129	-1.76	8,581,117	-2.26	8,421,462	-1.86	8,354,478	-0.80	-1.7
Expenses											
Community Programming		152,683	151,426	-0.82	149,764	-1.10	111,857	-25.31	107,922	-3.52	-8.3
Locally reflective news programming							47,514		48,769	2.64	n/a
Affiliation Payments		3,432,152	3,498,805	1.94	3,523,928	0.72	3,567,849	1.25	3,575,361	0.21	1.0
Technical		1,653,863	1,544,157	-6.63	1,259,920	-18.41	1,329,317	5.51	1,388,327	4.44	-4.3
Sales and Promotion		607,000	616,488	1.56	483,874	-21.51	523,840	8.26	493,795	-5.74	-5.0
Administration and General		1,514,246	1,580,168	4.35	1,415,822	-10.40	1,336,486	-5.60	1,361,305	1.86	-2.6
Total Expenses		7,359,945	7,391,043	0.42	6,833,308	-7.55	6,916,863	1.22	6,975,480	0.85	-1.3
Operating Income		1,576,076	1,388,086		1,747,809		1,504,599		1,378,998		
Staff											
Total Remuneration		2,316,933	2,420,179	4.46	2,266,927	-6.33	2,200,688	-2.92	2,115,743.1	-3.86	-2.3
Total Staff Count		27,431.7	26,815.0	-2.25	26,936.4	0.45	25,983.0	-3.54	27,492.1	5.81	
Avg Remuneration (\$)		84,462	90,255	6.86	84,159	-6.75	84,697	0.64	76,958	-9.14	-2.3
Avg Remuneration excl. Fringe Benefits (\$)		72,041	76,524	6.22	72,048	-5.85	69,545	-3.47	63,368	-8.88	-3.2
Subscribers											
Direct Subscribers		10,685,025	10,503,511	-1.70	10,318,620	-1.76	10,173,189	-1.41	9,874,775	-2.93	-1.95
Indirect Subscribers		584,184	586,116	0.33	580,419	-0.97	642,046	10.62	659,213	2.67	3.07
Total Subscribers		11,269,209	11,089,627	-1.59	10,899,039	-1.72	10,815,235	-0.77	10,533,988	-2.60	-1.7
Profitability (%)											
Operating Margin		17.6	15.8		20.4		17.9		16.5		

CAGR = Compound Annual Growth Rate.

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

Cable - Canada

	(\$000)	2015	2016	Var %	2017	Var %	2018	Var %	2019	Var %	CAGR (%)
Revenue											
Subscription		4,658,286	4,397,226	-5.60	4,179,913	-4.94	4,023,855	-3.73	3,907,802	-2.88	-4.3
Connection		20,769	21,182	1.99	18,022	-14.92	14,534	-19.35	17,031	17.18	-4.8
Community Channel Sponsorship & Facilities Rental		3,619	2,591	-28.41	1,596	-38.42	712	-55.40	1,838	158.34	-15.6
Other Revenue		401,736	408,544	1.69	437,460	7.08	447,146	2.21	463,419	3.64	3.6
Total Revenue		5,084,411	4,829,543	-5.01	4,636,990	-3.99	4,486,246	-3.25	4,390,091	-2.14	-3.6
Expenses											
Community Programming		127,147	121,856	-4.16	115,674	-5.07	88,043	-23.89	82,314	-6.51	-10.3
Locally reflective news programming							15,089		16,085	6.61	n/a
Affiliation Payments		1,967,685	1,953,326	-0.73	1,889,331	-3.28	1,895,694	0.34	1,872,945	-1.20	-1.2
Technical		739,420	776,638	5.03	733,762	-5.52	783,180	6.73	888,176	13.41	4.7
Sales and Promotion		321,576	302,912	-5.80	244,084	-19.42	287,627	17.84	289,042	0.49	-2.6
Administration and General		681,210	639,938	-6.06	608,328	-4.94	525,612	-13.60	467,452	-11.07	-9.0
Total Expenses		3,837,038	3,794,671	-1.10	3,591,180	-5.36	3,595,245	0.11	3,616,015	0.58	-1.5
Operating Income		1,247,373	1,034,873		1,045,810		891,002		774,075		
Staff											
Total Remuneration		1,889,999	1,984,141	4.98	2,034,549	2.54	1,988,974	-2.24	1,928,217	-3.05	0.5
Total Staff Count		22,924.1	22,432.1	-2.15	23,110.0	3.02	22,689.9	-1.82	24,614.9	8.48	
Avg Remuneration (\$)		82,446	88,451	7.28	88,037	-0.47	87,659	-0.43	78,335	-10.64	-1.3
Avg Remuneration excl. Fringe Benefits (\$)		68,661	72,928	6.21	74,855	2.64	70,989	-5.17	63,656	-10.33	-1.9
Subscribers											
Direct Suscribers		6,174,181	5,862,296	-5.05	5,698,934	-2.79	5,538,869	-2.81	5,175,640	-6.56	-4.3
Indirect Subscribers		551,146	553,344	0.40	548,824	-0.82	539,335	-1.73	592,482	9.85	1.8
Total Subscribers		6,725,327	6,415,640	-4.60	6,247,758	-2.62	6,078,204	-2.71	5,768,122	-5.10	-3.8
Profitability (%)											
Operating Margin		24.5	21.4		22.6		19.9		17.6		

CAGR = Compound Annual Growth Rate.

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

IPTV - Canada

	(\$000)	2015	2016	Var %	2017	Var %	2018	Var %	2019	Var %	CAGR (%)
Revenue											
Subscription		1,278,929	1,447,951	13.22	1,584,125	9.40	1,658,863	4.72	1,743,016	5.07	8.1
Connection		8,885	20,176	127.07	22,301	10.53	8,372	-62.46	13,463	60.80	11.0
Community Channel Sponsorship & Facilities Rental		0	0	n/a	0	n/a	0	n/a	0	n/a	n/a
Other Revenue		275,261	331,831	20.55	378,947	14.20	407,873	7.63	404,273	-0.88	10.1
Total Revenue		1,563,075	1,799,958	15.15	1,985,374	10.30	2,075,108	4.52	2,160,752	4.13	8.4
Expenses											
Community Programming		25,536	29,570	15.80	34,090	15.28	23,814	-30.14	25,608	7.53	0.1
Locally reflective news programming							20,657		21,508	4.12	n/a
Affiliation Payments		678,282	778,083	14.71	904,969	16.31	958,299	5.89	1,019,266	6.36	10.7
Technical		589,590	544,313	-7.68	254,984	-53.15	275,999	8.24	267,159	-3.20	-18.0
Sales and Promotion		171,338	213,637	24.69	167,951	-21.38	190,444	13.39	179,011	-6.00	1.1
Administration and General		402,983	551,203	36.78	471,083	-14.54	502,289	6.62	549,931	9.49	8.1
Total Expenses		1,867,729	2,116,805	13.34	1,833,076	-13.40	1,971,502	7.55	2,062,482	4.61	2.5
Operating Income		-304,653	-316,847		152,298		103,606		98,270		
Staff											
Total Remuneration		313,583	334,820	6.77	150,356	-55.09	144,732	-3.74	139,204	-3.82	-18.4
Total Staff Count		2,911.6	3,063.9	5.23	2,479.4	-19.08	2,492.1	0.51	2,164.1	-13.16	
Avg Remuneration (\$)		107,702	109,278	1.46	60,643	-44.51	58,077	-4.23	64,324	10.76	-12.1
Avg Remuneration excl. Fringe Benefits (\$)		104,862	107,156	2.19	56,765	-47.03	55,292	-2.60	61,831	11.83	-12.4
Subscribers											
Direct Suscribers		2,167,250	2,465,370	13.76	2,600,522	5.48	2,781,848	6.97	2,942,304	5.77	7.9
Indirect Subscribers		1,424	2,689	88.83	3,781	40.61	25,969	586.83	41,518	59.88	132.4
Total Subscribers		2,168,674	2,468,059	13.80	2,604,303	5.52	2,807,817	7.81	2,983,822	6.27	8.3
Profitability (%)											
Operating Margin		-19.5	-17.6		7.7		5.0		4.5		

CAGR = Compound Annual Growth Rate.

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

DTH - Canada

	(\$000)	2015	2016	Var %	2017	Var %	2018	Var %	2019	Var %	CAGR (%)
Revenue											
Subscription		2,093,786	1,989,111	-5.00	1,806,872	-9.16	1,715,046	-5.08	1,677,474	-2.19	-5.4
Connection		17,289	15,373	-11.08	14,092	-8.33	11,005	-21.90	9,577	-12.98	-13.7
Other Revenue		177,459	145,142	-18.21	137,789	-5.07	134,056	-2.71	116,584	-13.03	-10.0
Total Revenue		2,288,534	2,149,627	-6.07	1,958,754	-8.88	1,860,107	-5.04	1,803,635	-3.04	-5.8
Expenses											
Community Programming		0	0	n/a	0	n/a	0	n/a	0	n/a	n/a
Locally reflective news programming							11,769		11,175	-5.04	n/a
Affiliation Payments		786,185	767,395	-2.39	729,628	-4.92	713,856	-2.16	683,150	-4.30	-3.5
Technical		324,854	223,207	-31.29	271,174	21.49	270,138	-0.38	232,992	-13.75	-8.0
Sales and Promotion		114,086	99,939	-12.40	71,839	-28.12	45,769	-36.29	25,742	-43.76	-31.1
Administration and General		430,053	389,027	-9.54	336,411	-13.52	308,585	-8.27	343,923	11.45	-5.4
Total Expenses		1,655,178	1,479,567	-10.61	1,409,053	-4.77	1,350,117	-4.18	1,296,983	-3.94	-5.9
Operating Income		633,356	670,060		549,701		509,991		506,653		
Staff											
Total Remuneration		113,352	101,218	-10.70	82,022	-18.97	66,975	-18.34	48,322	-27.85	-19.2
Total Staff Count		1,596.0	1,319.0	-17.36	1,347.0	2.12	800.0	-40.61	713.0	-10.88	
Avg Remuneration (\$)		71,022	76,738	8.05	60,892	-20.65	83,719	37.49	67,773	-19.05	-1.2
Avg Remuneration excl. Fringe Benefits (\$)		60,712	66,521	9.57	52,008	-21.82	73,077	40.51	58,079	-20.52	-1.1
Subscribers											
Direct Subscribers		2,343,594	2,175,845	-7.158	2,019,164	-7.201	1,852,472	-8.255	1,756,831	-5.163	-6.95
Indirect Subscribers		31,614	30,083	-4.843	27,814	-7.542	76,742	175.91	25,213	-67.15	-5.5
Total Subscribers		2,375,208	2,205,928	-7.13	2,046,978	-7.21	1,929,214	-5.75	1,782,044	-7.63	-6.9
Profitability (%)											
Operating Margin		27.7	31.2		28.1		27.4		28.1		

CAGR = Compound Annual Growth Rate.

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

Canada

	(\$000)	2015	2016	Var %	2017	Var %	2018	Var %	2019	Var %	CAGR (%)
Revenue											
Subscription		5,937,216	5,845,178	-1.55	5,764,039	-1.39	5,682,718	-1.41	5,650,818	-0.56	-1.2
Connection		29,654	41,358	39.46	40,322	-2.50	22,906	-43.19	30,494	33.13	0.7
Community Channel Sponsorship & Facilities Rental		3,619	2,591	-28.41	1,596	-38.42	712	-55.40	1,838	158.34	-15.6
Other Revenue		676,997	740,375	9.36	816,407	10.27	855,019	4.73	867,692	1.48	6.4
Total Revenue		6,647,486	6,629,502	-0.27	6,622,364	-0.11	6,561,354	-0.92	6,550,842	-0.16	-0.4
Expenses											
Community Programming		152,683	151,426	-0.82	149,764	-1.10	111,857	-25.31	107,922	-3.52	-8.3
Locally reflective news programming							35,746		37,594	5.17	n/a
Affiliation Payments		2,645,967	2,731,409	3.23	2,794,300	2.30	2,853,993	2.14	2,892,211	1.34	2.3
Technical		1,329,010	1,320,950	-0.61	988,746	-25.15	1,059,179	7.12	1,155,335	9.08	-3.4
Sales and Promotion		492,914	516,549	4.79	412,035	-20.23	478,071	16.03	468,053	-2.10	-1.3
Administration and General		1,084,193	1,191,141	9.86	1,079,411	-9.38	1,027,901	-4.77	1,017,383	-1.02	-1.6
Total Expenses		5,704,767	5,911,476	3.62	5,424,255	-8.24	5,566,746	2.63	5,678,497	2.01	-0.1
Operating Income		942,719	718,026		1,198,108		994,608		872,345		
Staff											
Total Remuneration		2,203,581	2,318,961	5.24	2,184,905	-5.78	2,133,713	-2.34	2,067,421	-3.11	-1.6
Total Staff Count		25,835.7	25,496.0	-1.31	25,589.4	0.37	25,183.0	-1.59	26,779.1	6.34	
Avg Remuneration (\$)		85,292	90,954	6.64	85,383	-6.12	84,728	-0.77	77,203	-8.88	-2.5
Avg Remuneration excl. Fringe Benefits (\$)		72,740	77,041	5.91	73,102	-5.11	69,433	-5.02	63,509	-8.53	-3.3
Subscribers											
Direct Suscribers		8,341,431	8,327,666	-0.17	8,299,456	-0.34	8,320,717	0.26	8,117,944	-2.44	-0.7
Indirect Subscribers		552,570	556,033	0.63	552,605	-0.62	565,304	2.30	634,000	12.15	3.5
Total Subscribers		8,894,001	8,883,699	-0.12	8,852,061	-0.36	8,886,021	0.38	8,751,944	-1.51	-0.4
Profitability (%)											
Operating Margin		14.2	10.8		18.1		15.2		13.3		

CAGR = Compound Annual Growth Rate.

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

Atlantic

	(\$000)	2015	2016	Var %	2017	Var %	2018	Var %	2019	Var %	CAGR (%)
Revenue											
Subscription		459,365	476,598	3.75	456,890	-4.14	433,851	-5.04	434,294	0.10	-1.4
Connection		2,620	2,324	-11.30	2,420	4.10	2,048	-15.34	1,656	-19.15	-10.8
Community Channel Sponsorship & Facilities Rental		131	131	-0.05	96	-27.16	384	301.80	559	45.54	43.6
Other Revenue		41,707	43,208	3.60	48,772	12.88	49,158	0.79	52,732	7.27	6.0
Total Revenue		503,824	522,261	3.66	508,177	-2.70	485,441	-4.47	489,242	0.78	-0.7
Expenses											
Community Programming		11,545	10,478	-9.24	10,622	1.38	9,655	-9.11	10,664	10.45	-2.0
Locally reflective news programming							1,004		949	-5.42	n/a
Affiliation Payments		208,736	233,656	11.94	226,837	-2.92	239,108	5.41	243,994	2.04	4.0
Technical		59,954	36,807	-38.61	55,920	51.93	63,090	12.82	66,935	6.09	2.8
Sales and Promotion		28,105	43,344	54.22	33,759	-22.11	37,539	11.20	36,503	-2.76	6.8
Administration and General		62,883	113,861	81.07	95,128	-16.45	86,923	-8.63	98,488	13.30	11.9
Total Expenses		371,224	438,147	18.03	422,267	-3.62	437,320	3.56	457,534	4.62	5.4
Operating Income		132,601	84,114		85,910		48,122		31,708		
Staff											
Total Remuneration		132,272	130,022	-1.70	130,475	0.35	137,715	5.55	134,752	-2.15	0.5
Total Staff Count		1,808.0	1,690.0	-6.53	1,659.1	-1.82	1,745.3	5.19	2,197.3	25.90	
Avg Remuneration (\$)		73,159	76,937	5.16	78,640	2.21	78,908	0.34	61,328	-22.28	-4.3
Avg Remuneration excl. Fringe Benefits (\$)		62,375	65,147	4.44	66,422	1.96	66,621	0.30	52,725	-20.86	-4.1
Subscribers											
Direct Suscribers		597,235	601,911	0.78	602,335	0.07	618,037	2.61	615,786	-0.36	0.8
Indirect Subscribers		10,987	11,252	2.41	10,937	-2.80	9,971	-8.83	10,681	7.12	-0.7
Total Subscribers		608,222	613,163	0.81	613,272	0.02	628,008	2.40	626,467	-0.25	0.7
Profitability (%)											
Operating Margin		26.3	16.1		16.9		9.9		6.7		

CAGR = Compound Annual Growth Rate.

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

Quebec

	(\$000)	2015	2016	Var %	2017	Var %	2018	Var %	2019	Var %	CAGR (%)
Revenue											
Subscription		1,345,421	1,343,883	-0.11	1,348,821	0.37	1,333,533	-1.13	1,325,443	-0.61	-0.4
Connection		6,700	13,082	95.25	12,053	-7.86	6,181	-48.72	7,049	14.05	1.3
Community Channel Sponsorship & Facilities Rental		629	90	-85.76	151	68.61	114	-24.38	212	85.55	-23.8
Other Revenue		217,198	246,443	13.47	275,531	11.80	302,158	9.66	304,414	0.75	8.8
Total Revenue		1,569,947	1,603,498	2.14	1,636,556	2.06	1,641,986	0.33	1,637,118	-0.30	1.1
Expenses											
Community Programming		40,059	40,616	1.39	36,925	-9.09	28,868	-21.82	29,211	1.19	-7.6
Locally reflective news programming							8,178		8,309	1.60	n/a
Affiliation Payments		612,090	629,600	2.86	632,046	0.39	631,474	-0.09	617,054	-2.28	0.2
Technical		325,718	355,170	9.04	371,177	4.51	394,864	6.38	389,889	-1.26	4.6
Sales and Promotion		174,115	166,714	-4.25	141,971	-14.84	146,514	3.20	132,311	-9.69	-6.6
Administration and General		272,138	285,230	4.81	261,710	-8.25	270,903	3.51	261,676	-3.41	-1.0
Total Expenses		1,424,121	1,477,330	3.74	1,443,829	-2.27	1,480,799	2.56	1,438,450	-2.86	0.3
Operating Income		145,826	126,168		192,726		161,187		198,668		
Staff											
Total Remuneration		579,833	647,165	11.61	659,644	1.93	694,169	5.23	714,263	2.89	5.4
Total Staff Count		7,458.0	7,251.7	-2.77	7,981.8	10.07	8,103.9	1.53	10,149.2	25.24	
Avg Remuneration (\$)		77,746	89,244	14.79	82,643	-7.40	85,658	3.65	70,376	-17.84	-2.5
Avg Remuneration excl. Fringe Benefits (\$)		59,768	68,150	14.02	69,689	2.26	64,814	-7.00	53,220	-17.89	-2.9
Subscribers											
Direct Suscribers		2,402,805	2,400,907	-0.08	2,356,065	-1.87	2,355,994	0.00	2,297,426	-2.49	-1.1
Indirect Subscribers		112,445	125,842	11.91	134,892	7.19	145,444	7.82	177,966	22.36	12.2
Total Subscribers		2,515,250	2,526,749	0.46	2,490,957	-1.42	2,501,438	0.42	2,475,392	-1.04	-0.4
Profitability (%)											
Operating Margin		9.3	7.9		11.8		9.8		12.1		

CAGR = Compound Annual Growth Rate.

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

Ontario

	(\$000)	2015	2016	Var %	2017	Var %	2018	Var %	2019	Var %	CAGR (%)
Revenue											
Subscription		2,118,147	2,033,169	-4.01	1,982,581	-2.49	1,969,559	-0.66	1,941,479	-1.43	-2.2
Connection		16,810	18,598	10.64	17,131	-7.89	7,168	-58.16	13,840	93.09	-4.7
Community Channel Sponsorship & Facilities Rental		1,293	1,192	-7.82	856	-28.23	19	-97.76	844	>999±	-10.1
Other Revenue		276,675	300,844	8.74	356,373	18.46	366,365	2.80	384,238	4.88	8.6
Total Revenue		2,412,925	2,353,804	-2.45	2,356,942	0.13	2,343,111	-0.59	2,340,400	-0.12	-0.8
Expenses											
Community Programming		54,765	57,446	4.89	52,235	-9.07	37,759	-27.71	33,662	-10.85	-11.5
Locally reflective news programming							16,276		18,441	13.31	n/a
Affiliation Payments		896,496	954,339	6.45	958,852	0.47	987,292	2.97	998,266	1.11	2.7
Technical		275,023	258,749	-5.92	270,255	4.45	317,231	17.38	337,568	6.41	5.3
Sales and Promotion		193,876	207,814	7.19	154,342	-25.73	197,368	27.88	184,739	-6.40	-1.2
Administration and General		398,971	424,793	6.47	400,007	-5.83	332,311	-16.92	337,481	1.56	-4.1
Total Expenses		1,819,130	1,903,141	4.62	1,835,690	-3.54	1,888,237	2.86	1,910,157	1.16	1.2
Operating Income		593,795	450,663		521,252		454,874		430,243		
Staff											
Total Remuneration		498,627	529,493	6.19	562,673	6.27	562,904	0.04	543,704	-3.41	2.2
Total Staff Count		5,772.0	5,559.4	-3.68	5,571.5	0.22	5,936.4	6.55	6,051.8	1.94	
Avg Remuneration (\$)		86,388	95,242	10.25	100,992	6.04	94,823	-6.11	89,842	-5.25	1.0
Avg Remuneration excl. Fringe Benefits (\$)		71,585	78,305	9.39	82,507	5.37	75,324	-8.71	74,613	-0.94	1.0
Subscribers											
Direct Suscribers		2,629,888	2,650,221	0.77	2,624,123	-0.98	2,650,109	0.99	2,590,031	-2.27	-0.4
Indirect Subscribers		209,091	209,020	-0.03	205,958	-1.46	218,797	6.23	254,191	16.18	5.0
Total Subscribers		2,838,979	2,859,241	0.71	2,830,081	-1.02	2,868,906	1.37	2,844,222	-0.86	0.1
Profitability (%)											
Operating Margin		24.6	19.1		22.1		19.4		18.3		

CAGR = Compound Annual Growth Rate.

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

Prairies

	(\$000)	2015	2016	Var %	2017	Var %	2018	Var %	2019	Var %	CAGR (%)
Revenue											
Subscription		1,107,928	1,079,230	-2.59	1,056,180	-2.14	1,042,760	-1.27	1,056,049	1.27	-1.2
Connection		1,719	4,792	178.77	6,676	39.31	4,028	-39.67	4,186	3.93	24.9
Community Channel Sponsorship & Facilities Rental		1,482	1,098	-25.91	426	-61.24	119	-71.96	203	70.12	-39.2
Other Revenue		74,504	87,113	16.92	80,433	-7.67	80,152	-0.35	72,470	-9.58	-0.7
Total Revenue		1,185,632	1,172,232	-1.13	1,143,714	-2.43	1,127,059	-1.46	1,132,908	0.52	-1.1
Expenses											
Community Programming		24,819	22,852	-7.93	26,771	17.15	17,752	-33.69	18,206	2.56	-7.5
Locally reflective news programming							5,702		5,586	-2.05	n/a
Affiliation Payments		507,347	496,721	-2.09	525,121	5.72	534,166	1.72	565,452	5.86	2.8
Technical		339,860	340,186	0.10	159,587	-53.09	156,933	-1.66	199,776	27.30	-12.4
Sales and Promotion		56,088	54,897	-2.12	48,122	-12.34	54,234	12.70	61,231	12.90	2.2
Administration and General		148,754	159,937	7.52	141,759	-11.37	156,321	10.27	162,920	4.22	2.3
Total Expenses		1,076,868	1,074,593	-0.21	901,362	-16.12	925,109	2.63	1,013,170	9.52	-1.5
Operating Income		108,764	97,639		242,353		201,951		119,738		
Staff											
Total Remuneration		480,874	481,790	0.19	401,421	-16.68	365,478	-8.95	361,730	-1.03	-6.9
Total Staff Count		5,288.9	5,285.3	-0.07	5,015.6	-5.10	4,642.1	-7.45	4,363.8	-6.00	
Avg Remuneration (\$)		90,921	91,158	0.26	80,034	-12.20	78,731	-1.63	82,893	5.29	-2.3
Avg Remuneration excl. Fringe Benefits (\$)		83,533	83,447	-0.10	71,597	-14.20	70,907	-0.96	73,203	3.24	-3.3
Subscribers											
Direct Suscribers		1,442,645	1,424,575	-1.25	1,447,765	1.63	1,443,013	-0.33	1,380,506	-4.33	-1.1
Indirect Subscribers		119,203	114,031	-4.34	104,956	-7.96	100,143	-4.59	97,653	-2.49	-4.9
Total Subscribers		1,561,848	1,538,606	-1.49	1,552,721	0.92	1,543,156	-0.62	1,478,159	-4.21	-1.4
Profitability (%)											
Operating Margin		9.2	8.3		21.2		17.9		10.6		

CAGR = Compound Annual Growth Rate.

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

British Columbia and Territories

	(\$000)	2015	2016	Var %	2017	Var %	2018	Var %	2019	Var %	CAGR (%)
Revenue											
Subscription		906,355	912,297	0.66	919,567	0.80	903,015	-1.80	893,553	-1.05	-0.4
Connection		1,805	2,561	41.90	2,042	-20.26	3,481	70.46	3,762	8.08	20.2
Community Channel Sponsorship & Facilities Rental		84	80	-4.42	68	-15.52	75	10.29	21	-72.11	-29.4
Other Revenue		66,914	62,768	-6.20	55,299	-11.90	57,186	3.41	53,838	-5.85	-5.3
Total Revenue		975,158	977,706	0.26	976,975	-0.07	963,757	-1.35	951,174	-1.31	-0.6
Expenses											
Community Programming		21,495	20,035	-6.79	23,210	15.85	17,823	-23.21	16,179	-9.23	-6.9
Locally reflective news programming							4,586		4,308	-6.06	n/a
Affiliation Payments		421,298	417,094	-1.00	451,444	8.24	461,952	2.33	467,444	1.19	2.6
Technical		328,454	330,038	0.48	131,806	-60.06	127,062	-3.60	161,168	26.84	-16.3
Sales and Promotion		40,730	43,778	7.48	33,842	-22.70	42,416	25.34	53,269	25.59	6.9
Administration and General		201,446	207,320	2.92	180,806	-12.79	181,443	0.35	156,819	-13.57	-6.1
Total Expenses		1,013,423	1,018,266	0.48	821,108	-19.36	835,281	1.73	859,187	2.86	-4.0
Operating Income		-38,266	-40,559		155,868		128,475		91,987		
Staff											
Total Remuneration		511,976	530,490	3.62	430,692	-18.81	373,448	-13.29	312,972	-16.19	-11.6
Total Staff Count		5,508.8	5,709.7	3.65	5,361.4	-6.10	4,755.3	-11.30	4,017.1	-15.53	
Avg Remuneration (\$)		92,938	92,910	-0.03	80,332	-13.54	78,533	-2.24	77,911	-0.79	-4.3
Avg Remuneration excl. Fringe Benefits (\$)		84,554	84,694	0.17	71,886	-15.12	69,541	-3.26	68,141	-2.01	-5.3
Subscribers											
Direct Suscribers		1,268,858	1,250,052	-1.48	1,269,168	1.53	1,253,564	-1.23	1,234,195	-1.55	-0.7
Indirect Subscribers		100,844	95,888	-4.91	95,862	-0.03	90,949	-5.13	93,509	2.81	-1.9
Total Subscribers		1,369,702	1,345,940	-1.73	1,365,030	1.42	1,344,513	-1.50	1,327,704	-1.25	-0.8
Profitability (%)											
Operating Margin		-3.9	-4.1		16.0		13.3		9.7		

CAGR = Compound Annual Growth Rate.

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

Canada

	(\$000)	2015	2016	Var %	2017	Var %	2018	Var %	2019	Var %	CAGR (%)
Revenue											
Subscription		4,069	3,763	-7.51	2,668	-29.11	1,009	-62.17	1,562	54.76	-21.3
Other Revenue		12,846	15,027	16.99	8,695	-42.14	8,838	1.64	7,928	-10.29	-11.4
Total Revenue		16,915	18,791	11.09	11,363	-39.53	9,847	-13.34	9,490	-3.63	-13.5
Expenses											
Affiliation Payments		741	23	-96.88	132	471.36	1	-99.46	22	>999±	-58.5
Technical		918	274	-70.20	393	43.59	90	-77.00	140	55.18	-37.5
Sales and Promotion		721	359	-50.14	386	7.34	268	-30.49	352	31.43	-16.4
Administration and General		555	56	-89.91	141	152.33	116	-18.25	138	19.67	-29.4
Total Expenses		2,934	712	-75.73	1,052	47.74	475	-54.88	653	37.52	-31.3
Operating Income		13,981	18,079		10,311		9,372		8,837		
Profitability (%)											
Operating Margin		82.7	96.2		90.7		95.2		93.1		

CAGR = Compound Annual Growth Rate.

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

Atlantic

	(\$000)	2015	2016	Var %	2017	Var %	2018	Var %	2019	Var %	CAGR (%)
Revenue											
Subscription		644	76	-88.20	52	-31.54	39	-25.09	37	-5.18	-51.1
Other Revenue		2,695	1,865	-30.78	1,138	-38.97	1,124	-1.28	1,085	-3.42	-20.3
Total Revenue		3,339	1,941	-41.86	1,190	-38.68	1,163	-2.32	1,122	-3.48	-23.9
Expenses											
Affiliation Payments		666	17	-97.51	0	-100.00	0	n/a	0	n/a	-100.0
Technical		530	45	-91.52	0	-100.00	2	n/a	0	-100.00	-100.0
Sales and Promotion		312	37	-88.17	72	95.49	28	-60.93	39	39.28	-40.4
Administration and General		338	21	-93.77	2	-92.23	18	>999±	11	-41.03	-57.7
Total Expenses		1,845	119	-93.53	74	-38.23	49	-34.25	50	3.25	-59.4
Operating Income		1,493	1,822		1,117		1,114		1,072		
Profitability (%)											
Operating Margin		44.7	93.8		93.8		95.8		95.5		

CAGR = Compound Annual Growth Rate.

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

Quebec

	(\$000)	2015	2016	Var %	2017	Var %	2018	Var %	2019	Var %	CAGR (%)
Revenue											
Subscription		447	383	-14.36	137	-64.30	281	105.63	295	4.75	-9.9
Other Revenue		6	15	141.28	201	>999±	0	-100.00	0	-88.89	-88.8
Total Revenue		454	398	-12.22	338	-15.20	281	-16.69	295	4.74	-10.2
Expenses											
Affiliation Payments		0	0	n/a	0	-29.91	1	858.67	11	>999±	n/a
Technical		206	221	7.58	125	-43.50	50	-59.88	42	-16.49	-32.8
Sales and Promotion		0	1	n/a	2	147.45	0	-78.57	1	166.25	n/a
Administration and General		43	41	-3.56	43	5.69	45	2.94	43	-2.62	0.5
Total Expenses		248	263	5.96	170	-35.38	96	-43.61	97	1.59	-20.9
Operating Income		205	135		168		185		197		
Profitability (%)											
Operating Margin		45.3	34.0		49.7		65.9		67.0		

CAGR = Compound Annual Growth Rate.

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

Ontario

	(\$000)	2015	2016	Var %	2017	Var %	2018	Var %	2019	Var %	CAGR (%)
Revenue											
Subscription		1,716	1,789	4.24	921	-48.53	486	-47.18	1,057	117.39	-11.4
Other Revenue		6,939	10,261	47.87	5,584	-45.58	4,769	-14.60	3,736	-21.66	-14.3
Total Revenue		8,655	12,050	39.22	6,505	-46.01	5,255	-19.22	4,793	-8.79	-13.7
Expenses											
Affiliation Payments		56	6	-89.37	132	>999±	0	-100.00	11	n/a	-33.5
Technical		75	0	-100.00	266	n/a	38	-85.61	98	157.01	7.2
Sales and Promotion		162	-1	-100.41	47	>999±	27	-42.83	56	107.90	-23.5
Administration and General		155	-7	-104.31	95	>999±	53	-44.90	84	59.82	-14.2
Total Expenses		447	-1	-100.32	540	>999±	118	-78.23	249	111.63	-13.6
Operating Income		8,208	12,051		5,965		5,138		4,544		
Profitability (%)											
Operating Margin		94.8	100.0		91.7		97.8		94.8		

CAGR = Compound Annual Growth Rate.

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

Prairies

	(\$000)	2015	2016	Var %	2017	Var %	2018	Var %	2019	Var %	CAGR (%)
Revenue											
Subscription		543	890	63.71	859	-3.46	190	-77.84	156	-18.02	-26.8
Other Revenue		1,754	1,445	-17.61	840	-41.87	1,410	67.88	1,666	18.13	-1.3
Total Revenue		2,297	2,334	1.62	1,699	-27.23	1,600	-5.79	1,822	13.83	-5.6
Expenses											
Affiliation Payments		15	0	-98.33	0	-100.00	0	n/a	0	n/a	-100.0
Technical		108	8	-93.01	0	-93.71	0	-100.00	0	n/a	-100.0
Sales and Promotion		247	322	30.50	264	-18.08	213	-19.45	257	20.55	0.9
Administration and General		19	1	-96.71	0	-71.78	0	-100.00	0	n/a	-100.0
Total Expenses		388	331	-14.78	265	-19.97	213	-19.65	257	20.55	-9.8
Operating Income		1,909	2,003		1,434		1,388		1,565		
Profitability (%)											
Operating Margin		83.1	85.8		84.4		86.7		85.9		

CAGR = Compound Annual Growth Rate.

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

British Columbia & Territories

	(\$000)	2015	2016	Var %	2017	Var %	2018	Var %	2019	Var %	CAGR (%)
Revenue											
Subscription		718	626	-12.85	699	11.76	12	-98.23	17	37.44	-60.8
Other Revenue		1,452	1,442	-0.70	931	-35.39	1,535	64.81	1,441	-6.12	-0.2
Total Revenue		2,170	2,067	-4.72	1,631	-21.12	1,547	-5.12	1,458	-5.77	-9.5
Expenses											
Affiliation Payments		5	0	-93.70	0	-100.00	0	n/a	0	n/a	-100.0
Technical		0	0	-100.00	1	n/a	0	-100.00	0	n/a	-100.0
Sales and Promotion		-1	0	-100.00	1	n/a	0	-100.00	0	n/a	-100.0
Administration and General		1	0	-100.00	1	n/a	0	-100.00	0	n/a	-100.0
Total Expenses		5	0	-94.51	3	>999±	0	-100.00	0	n/a	-100.0
Operating Income		2,165	2,067		1,628		1,547		1,458		
Profitability (%)											
Operating Margin		99.8	100.0		99.8		100.0		100.0		

CAGR = Compound Annual Growth Rate.

CRTC - COMPANIES OPERATING ONLY EXEMPT SYSTEMS WITH FEWER THAN 2,000 SUBSCRIBERS

	2016-2017	2017-2018	2018-2019
	Subscribers	Subscribers	Subscribers
Canada*	86,706	86,140	80,906

* Revenues are not reported. The number of subscribers reported in the table above are excluded from the rest of this publication.

CRTC - CONTRIBUTIONS TABLE - CREATION AND PRODUCTION OF CANADIAN PROGRAMMING

TYPE / REGION		2019							
				Local Expression					
		Canada Media Fund (CMF)	Certified Independent Production Funds (CIPF)	Licensee's own community channel	Community programming in other markets operated by the licensee	Locally reflective news programming	Total Local Expression	Independent Local News Fund (ILNF)	Total Contributions
CABLE & IPTV									
	Atlantic	5,428,553	1,357,140	10,425,657	-	949,450	11,375,107	663,880	18,824,680
	Quebec	30,740,670	7,687,523	27,190,408	844,782	8,309,269	36,344,459	3,977,022	78,749,674
	Ontario	45,287,124	11,313,771	35,168,287	161,596	18,441,284	53,771,167	5,998,565	116,370,627
	Prairies	22,806,214	5,724,818	17,207,254	26,819	5,585,531	22,819,604	2,757,816	54,108,452
	British Columbia & Territories	18,951,327	4,737,832	15,428,677	36,787	4,308,140	19,773,604	2,212,896	45,675,659
CABLE & IPTV - TOTAL		123,213,888	30,821,084	105,420,283	1,069,984	37,593,674	144,083,941	15,610,179	313,729,092
DIRECT-TO-HOME		67,052,202	9,540,529	-	-	11,175,367	11,175,367	5,587,684	93,355,782
PPV & VOD		1,167,999	4,935,327	-	-	-	-	-	6,103,326
TOTAL - CANADA		191,434,089	45,296,940	105,420,283	1,069,984	48,769,041	155,259,308	21,197,863	413,188,200

TYPE / REGION		2018							
				Local Expression					
		Canada Media Fund (CMF)	Certified Independent Production Funds (CIPF)	Licensee's own community channel	Community programming in other markets operated by the licensee	Locally reflective news programming	Total Local Expression	Independent Local News Fund (ILNF)	Total Contributions
CABLE & IPTV									
	Atlantic	5,516,374	1,379,093	9,936,300	7,442	1,003,835	10,947,577	740,939	18,583,983
	Quebec	30,839,797	7,709,949	28,046,770	616,911	8,178,215	36,841,896	4,000,844	79,392,486
	Ontario	44,239,707	11,020,716	39,935,562	1,810,762	16,275,566	58,021,890	5,950,783	119,233,096
	Prairies	23,399,619	5,737,115	16,666,257	124,358	5,702,357	22,492,972	2,815,558	54,445,264
	British Columbia & Territories	17,133,735	4,274,496	17,097,449	38,597	4,585,816	21,721,862	2,259,373	45,389,466
CABLE & IPTV - TOTAL		121,129,232	30,121,369	111,682,338	2,598,070	35,745,789	150,026,197	15,767,497	317,044,295
DIRECT-TO-HOME		70,611,326	10,053,013	-	-	11,768,555	11,768,555	5,891,465	98,324,359
PPV & VOD		1,312,487	5,595,474	-	-	-	-	-	6,907,961
TOTAL - CANADA		193,053,045	45,769,856	111,682,338	2,598,070	47,514,344	161,794,752	21,658,962	422,276,615