



Canadian Radio-television and  
Telecommunications Commission

Conseil de la radiodiffusion et des  
télécommunications canadiennes



## **BROADCASTING DISTRIBUTION**

**Cable, Internet Protocol Television (IPTV), Multipoint Distribution Systems (MDS) and  
Direct-to-Home (DTH)**

## **STATISTICAL AND FINANCIAL SUMMARIES**

# **2011 - 2015**

CONSUMER AFFAIRS AND STRATEGIC POLICY

**Canada**

## TABLE OF CONTENTS

<b><u>SECTION</u></b>	<b><u>PAGE</u></b>
<b>FOREWORD</b>	
<b>I - CABLE, IPTV AND MDS/DTH BASIC AND NON BASIC SERVICES</b>	<b>1</b>
<b>II - CABLE &amp; IPTV</b>	
<b>(a) BASIC AND NON BASIC SERVICES</b>	
<b>CANADA</b>	<b>2</b>
Atlantic	3
Québec	4
Ontario	5
Prairies	6
British Columbia and Territories	7
<b>(b) EXEMPT PROGRAMMING</b>	
<b>CANADA</b>	<b>8</b>
Atlantic	9
Québec	10
Ontario	11
Prairies	12
British Columbia and Territories	13
<b>III - MDS/DTH</b>	
Basic and Non Basic Services - Canada	14
<b>IV - CONTRIBUTIONS TO THE CREATION &amp; PRODUCTION OF CANADIAN PROGRAMMING</b>	<b>15</b>

## FOREWORD

### INTRODUCTION

This report presents statistical and financial data compiled from the annual returns of BDUs for the broadcast year ended 31 August 2015. Section I presents combined basic and non-basic programming services data for cable distribution (cable and IPTV), Direct-to-Home (DTH) and Multipoint Distribution System (MDS) undertakings. Section II provides data for cable distribution undertakings (cable and IPTV) summarized as: combined basic and non-basic programming services and exempt programming services. Section III presents statistical and financial data for Direct-to-Home (DTH) and Multipoint Distribution System (MDS) undertakings. Section IV provides statistical and financial data of the contributions to the creation and production of Canadian programming.

#### **Confidentiality**

Due to confidentiality of data, the information is released on a regional basis.

#### **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 2015 were required to be filed with the Commission by 30 November 2015. This report does not include financial and statistical data for annual returns not received up to the date of publication. The statistical and financial information reported for prior 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 & Non-Basic services**

Basic programming service packages provided by distributors. Non-basic revenues include discretionary programming service packages provided by distributors (programming services not on the basic service).

#### **Exempt programming services**

Revenue derived from classified advertising, teleshopping and general services, and infomercials.

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

**CANADA**

	(\$000)	2011	2012	Var %	2013	Var %	2014	Var %	2015	Var %	CAGR (%)
<b>Revenue</b>											<b>5 yrs</b>
Subscription		8,005,385	8,061,784	0.70	8,288,838	2.82	8,051,551	-2.86	8,024,701	-0.33	0.1
Connection		29,789	30,107	1.07	22,467	-25.38	41,130	83.07	46,922	14.08	12.0
Community Channel Sponsorship & Facilities Rental		5,256	5,457	3.84	4,321	-20.82	3,780	-12.52	3,619	-4.26	-8.9
Other Revenue		418,631	463,430	10.70	478,289	3.21	833,530	74.27	842,913	1.13	19.1
<b>Total Revenue</b>		<b>8,459,060</b>	<b>8,560,779</b>	<b>1.20</b>	<b>8,793,915</b>	<b>2.72</b>	<b>8,929,991</b>	<b>1.55</b>	<b>8,918,156</b>	<b>-0.13</b>	<b>1.3</b>
<b>Expenses</b>											
Community Programming		112,483	122,174	8.62	140,785	15.23	151,703	7.75	152,620	0.60	7.9
Affiliation Payments		2,888,066	3,007,235	4.13	3,103,720	3.21	3,304,773	6.48	3,424,532	3.62	4.4
Technical		1,469,629	1,504,720	2.39	1,560,914	3.73	1,608,594	3.05	1,523,876	-5.27	0.9
Sales and Promotion		602,513	587,380	-2.51	583,498	-0.66	637,955	9.33	606,045	-5.00	0.1
Administration and General		1,432,230	1,360,646	-5.00	1,323,614	-2.72	1,423,067	7.51	1,512,307	6.27	1.4
<b>Total Expenses</b>		<b>6,504,920</b>	<b>6,582,155</b>	<b>1.19</b>	<b>6,712,531</b>	<b>1.98</b>	<b>7,126,091</b>	<b>6.16</b>	<b>7,219,380</b>	<b>1.31</b>	<b>2.6</b>
<b>Operating Income</b>		<b>1,954,141</b>	<b>1,978,624</b>		<b>2,081,384</b>		<b>1,803,900</b>		<b>1,698,776</b>		
Local Programming Improvement Fund		108,238	111,818		75,157		39,928				
<b>Staff</b>											
Total Remuneration		2,231,191	2,394,078	7.30	2,403,728	0.40	2,503,466	4.15	2,309,861	-7.73	0.9
Total Staff Count (FTE)		27,939.6	28,793.0	3.05	28,894.2	0.35	29,085.6	0.66	27,243.7	-6.33	
Avg Remuneration (\$)		79,858	83,148	4.12	83,191	0.05	86,072	3.46	84,785	-1.50	1.5
Avg Remuneration excl. Benefits (\$)		66,513	70,034	5.29	71,601	2.24	73,592	2.78	72,312	-1.74	2.1
<b>Subscribers</b>		<b>11,396,984</b>	<b>11,528,860</b>	<b>1.16</b>	<b>11,517,350</b>	<b>-0.10</b>	<b>11,404,591</b>	<b>-0.98</b>	<b>11,246,669</b>	<b>-1.38</b>	<b>-0.3</b>
<b>Profitability (%)</b>											
Operating Margin		23.1	23.1		23.7		20.2		19.0		

CAGR = Compound Annual Growth Rate.

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

**CANADA**

	(\$000)	2011	2012	Var %	2013	Var %	2014	Var %	2015	Var %	CAGR (%)
<b>Revenue</b>											<b>5 yrs</b>
Subscription		5,473,355	5,569,359	1.75	5,816,648	4.44	5,858,290	0.72	5,930,915	1.24	2.0
Connection		29,789	30,106	1.07	22,467	-25.38	24,870	10.70	29,633	19.15	-0.1
Community Channel Sponsorship & Facilities Rental		5,256	5,457	3.84	4,321	-20.82	3,780	-12.52	3,619	-4.26	-8.9
Other Revenue		418,610	463,429	10.71	478,283	3.21	629,224	31.56	665,454	5.76	12.3
<b>Total Revenue</b>		<b>5,927,010</b>	<b>6,068,352</b>	<b>2.38</b>	<b>6,321,719</b>	<b>4.18</b>	<b>6,516,165</b>	<b>3.08</b>	<b>6,629,622</b>	<b>1.74</b>	<b>2.8</b>
<b>Expenses</b>											
Community Programming		112,483	122,161	8.60	140,766	15.23	151,703	7.77	152,620	0.60	7.9
Affiliation Payments		2,071,889	2,195,044	5.94	2,309,690	5.22	2,495,361	8.04	2,638,346	5.73	6.2
Technical		1,058,600	1,101,247	4.03	1,177,368	6.91	1,228,991	4.38	1,199,023	-2.44	3.2
Sales and Promotion		360,323	404,895	12.37	439,545	8.56	498,460	13.40	491,959	-1.30	8.1
Administration and General		987,338	1,015,707	2.87	999,243	-1.62	1,110,491	11.13	1,082,254	-2.54	2.3
<b>Total Expenses</b>		<b>4,590,632</b>	<b>4,839,053</b>	<b>5.41</b>	<b>5,066,612</b>	<b>4.70</b>	<b>5,485,006</b>	<b>8.26</b>	<b>5,564,202</b>	<b>1.44</b>	<b>4.9</b>
<b>Operating Income</b>		<b>1,336,378</b>	<b>1,229,298</b>		<b>1,255,107</b>		<b>1,031,159</b>		<b>1,065,420</b>		
Local Programming Improvement Fund		70,793	73,845		50,234		27,568				
<b>Staff</b>											
Total Remuneration		2,009,079	2,205,207	9.76	2,220,625	0.70	2,341,699	5.45	2,196,510	-6.20	2.3
Total Staff Count (FTE)		25,461.6	26,695.0	4.84	26,921.2	0.85	27,245.6	1.21	25,647.7	-5.86	
Avg Remuneration (\$)		78,906	82,607	4.69	82,486	-0.15	85,948	4.20	85,642	-0.36	2.1
Avg Remuneration excl. Benefits (\$)		65,124	69,198	6.26	70,800	2.31	73,460	3.76	73,034	-0.58	2.9
<b>Subscribers</b>											
Direct Subscribers		7,940,449	8,185,003	3.08	8,294,302	1.34	8,280,632	-0.16	8,309,299	0.35	1.1
Indirect Subscribers		579,112	518,180	-10.52	531,844	2.64	565,001	6.23	562,162	-0.50	-0.7
<b>Total Subscribers</b>		<b>8,519,561</b>	<b>8,703,183</b>	<b>2.16</b>	<b>8,826,146</b>	<b>1.41</b>	<b>8,845,633</b>	<b>0.22</b>	<b>8,871,461</b>	<b>0.29</b>	<b>1.0</b>
<b>Profitability (%)</b>											
Operating Margin		22.5	20.3		19.9		15.8		16.1		

CAGR = Compound Annual Growth Rate.

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

**ATLANTIC**

	(\$000)	2011	2012	Var %	2013	Var %	2014	Var %	2015	Var %	CAGR (%)
<b>Revenue</b>											<b>5 yrs</b>
Subscription		354,226	380,466	7.41	403,616	6.08	441,778	9.46	480,214	8.70	7.9
Connection		1,325	1,233	-6.93	1,296	5.05	1,566	20.90	2,620	67.29	18.6
Community Channel Sponsorship & Facilities Rental		155	172	10.64	119	-31.09	115	-3.17	131	14.46	-4.1
Other Revenue		57,809	64,460	11.50	59,160	-8.22	40,165	-32.11	20,858	-48.07	-22.5
<b>Total Revenue</b>		<b>413,515</b>	<b>446,332</b>	<b>7.94</b>	<b>464,190</b>	<b>4.00</b>	<b>483,625</b>	<b>4.19</b>	<b>503,824</b>	<b>4.18</b>	<b>5.1</b>
<b>Expenses</b>											
Community Programming		6,646	7,929	19.31	9,639	21.57	10,999	14.11	11,545	4.96	14.8
Affiliation Payments		143,524	159,336	11.02	167,002	4.81	180,856	8.30	208,736	15.42	9.8
Technical		52,106	48,946	-6.06	42,946	-12.26	41,186	-4.10	59,954	45.57	3.6
Sales and Promotion		17,290	24,542	41.95	24,705	0.66	29,298	18.59	28,105	-4.07	12.9
Administration and General		45,045	43,273	-3.94	41,405	-4.32	58,202	40.57	62,883	8.04	8.7
<b>Total Expenses</b>		<b>264,612</b>	<b>284,026</b>	<b>7.34</b>	<b>285,697</b>	<b>0.59</b>	<b>320,542</b>	<b>12.20</b>	<b>371,224</b>	<b>15.81</b>	<b>8.8</b>
<b>Operating Income</b>		<b>148,904</b>	<b>162,305</b>		<b>178,493</b>		<b>163,083</b>		<b>132,601</b>		
Local Programming Improvement Fund		3,052	3,417		2,431		1,276				
<b>Staff</b>											
Total Remuneration		100,519	122,585	21.95	128,027	4.44	123,835	-3.27	132,272	6.81	7.1
Total Staff Count (FTE)		1,646.0	1,935.2	17.57	1,922.0	-0.68	1,765.4	-8.15	1,808.0	2.42	
Avg Remuneration (\$)		61,069	63,346	3.73	66,611	5.16	70,148	5.31	73,159	4.29	4.6
Avg Remuneration excl. Benefits (\$)		53,352	55,112	3.30	57,143	3.68	60,288	5.51	62,375	3.46	4.0
<b>Subscribers</b>											
Direct Subscribers		574,316	559,026	-2.66	609,737	9.07	592,575	-2.81	597,235	0.79	1.0
Indirect Subscribers		15,125	14,868	-1.70	11,041	-25.74	10,742	-2.71	10,987	2.28	-7.7
<b>Total Subscribers</b>		<b>589,441</b>	<b>573,894</b>	<b>-2.64</b>	<b>620,778</b>	<b>8.17</b>	<b>603,317</b>	<b>-2.81</b>	<b>608,222</b>	<b>0.81</b>	<b>0.8</b>
<b>Profitability (%)</b>											
Operating Margin		36.0	36.4		38.5		33.7		26.3		

CAGR = Compound Annual Growth Rate.

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

**QUÉBEC**

	(\$000)	2011	2012	Var %	2013	Var %	2014	Var %	2015	Var %	CAGR (%)
<b>Revenue</b>											<b>5 yrs</b>
Subscription		1,134,930	1,229,910	8.37	1,294,352	5.24	1,294,819	0.04	1,329,307	2.66	4.0
Connection		8,700	9,315	7.07	6,301	-32.35	6,204	-1.55	6,403	3.21	-7.4
Community Channel Sponsorship & Facilities Rental		400	884	120.72	444	-49.80	433	-2.28	629	45.08	12.0
Other Revenue		120,869	119,499	-1.13	125,764	5.24	181,213	44.09	216,331	19.38	15.7
<b>Total Revenue</b>		<b>1,264,899</b>	<b>1,359,608</b>	<b>7.49</b>	<b>1,426,861</b>	<b>4.95</b>	<b>1,482,669</b>	<b>3.91</b>	<b>1,552,669</b>	<b>4.72</b>	<b>5.3</b>
<b>Expenses</b>											
Community Programming		27,881	28,542	2.37	36,313	27.23	39,278	8.16	39,996	1.83	9.4
Affiliation Payments		438,118	476,617	8.79	500,487	5.01	543,065	8.51	604,470	11.31	8.4
Technical		340,496	339,577	-0.27	339,894	0.09	332,300	-2.23	315,458	-5.07	-1.9
Sales and Promotion		124,353	152,056	22.28	155,337	2.16	169,506	9.12	173,160	2.16	8.6
Administration and General		188,965	225,570	19.37	239,746	6.28	265,187	10.61	270,199	1.89	9.4
<b>Total Expenses</b>		<b>1,119,813</b>	<b>1,222,363</b>	<b>9.16</b>	<b>1,271,777</b>	<b>4.04</b>	<b>1,349,336</b>	<b>6.10</b>	<b>1,403,283</b>	<b>4.00</b>	<b>5.8</b>
<b>Operating Income</b>		<b>145,085</b>	<b>137,245</b>		<b>155,083</b>		<b>133,333</b>		<b>149,387</b>		
Local Programming Improvement Fund		15,044	15,714		11,362		6,087				
<b>Staff</b>											
Total Remuneration		477,463	557,217	16.70	561,795	0.82	601,546	7.08	572,761	-4.79	4.7
Total Staff Count (FTE)		6,680.6	7,419.0	11.05	7,663.1	3.29	7,939.4	3.61	7,270.0	-8.43	
Avg Remuneration (\$)		71,470	75,107	5.09	73,312	-2.39	75,768	3.35	78,784	3.98	2.5
Avg Remuneration excl. Benefits (\$)		50,869	57,454	12.94	58,740	2.24	58,436	-0.52	60,468	3.48	4.4
<b>Subscribers</b>											
Direct Subscribers		2,020,845	2,129,007	5.35	2,196,674	3.18	2,266,303	3.17	2,370,665	4.60	4.1
Indirect Subscribers		79,238	90,879	14.69	96,423	6.10	128,696	33.47	122,166	-5.07	11.4
<b>Total Subscribers</b>		<b>2,100,083</b>	<b>2,219,886</b>	<b>5.70</b>	<b>2,293,097</b>	<b>3.30</b>	<b>2,394,999</b>	<b>4.44</b>	<b>2,492,831</b>	<b>4.08</b>	<b>4.4</b>
<b>Profitability (%)</b>											
Operating Margin		11.5	10.1		10.9		9.0		9.6		

CAGR = Compound Annual Growth Rate.

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

**ONTARIO**

	(\$000)	2011	2012	Var %	2013	Var %	2014	Var %	2015	Var %	CAGR (%)
<b>Revenue</b>											<b>5 yrs</b>
Subscription		2,133,712	2,168,729	1.64	2,198,918	1.39	2,126,182	-3.31	2,118,147	-0.38	-0.2
Connection		13,264	13,346	0.62	7,999	-40.06	12,722	59.04	16,810	32.13	6.1
Community Channel Sponsorship & Facilities Rental		2,080	1,755	-15.63	1,206	-31.27	1,175	-2.59	1,293	10.08	-11.2
Other Revenue		179,937	193,165	7.35	199,580	3.32	259,794	30.17	276,675	6.50	11.4
<b>Total Revenue</b>		<b>2,328,992</b>	<b>2,376,996</b>	<b>2.06</b>	<b>2,407,703</b>	<b>1.29</b>	<b>2,399,873</b>	<b>-0.33</b>	<b>2,412,925</b>	<b>0.54</b>	<b>0.9</b>
<b>Expenses</b>											
Community Programming		45,588	48,065	5.43	55,318	15.09	56,123	1.46	54,765	-2.42	4.7
Affiliation Payments		768,748	783,183	1.88	802,901	2.52	857,692	6.82	896,496	4.52	3.9
Technical		337,845	346,911	2.68	313,807	-9.54	320,180	2.03	275,023	-14.10	-5.0
Sales and Promotion		133,010	143,886	8.18	153,441	6.64	189,152	23.27	193,876	2.50	9.9
Administration and General		388,305	434,486	11.89	394,549	-9.19	415,046	5.19	398,971	-3.87	0.7
<b>Total Expenses</b>		<b>1,673,496</b>	<b>1,756,531</b>	<b>4.96</b>	<b>1,720,016</b>	<b>-2.08</b>	<b>1,838,193</b>	<b>6.87</b>	<b>1,819,130</b>	<b>-1.04</b>	<b>2.1</b>
<b>Operating Income</b>		<b>655,496</b>	<b>620,465</b>		<b>687,687</b>		<b>561,680</b>		<b>593,795</b>		
Local Programming Improvement Fund		29,748	30,290		20,542		11,707				
<b>Staff</b>											
Total Remuneration		520,806	517,549	-0.63	556,199	7.47	589,609	6.01	498,627	-15.43	-1.1
Total Staff Count (FTE)		6,588.6	6,182.0	-6.17	6,549.1	5.94	6,562.6	0.21	5,772.0	-12.05	
Avg Remuneration (\$)		79,047	83,719	5.91	84,927	1.44	89,845	5.79	86,388	-3.85	2.3
Avg Remuneration excl. Benefits (\$)		66,460	70,033	5.38	70,299	0.38	75,530	7.44	71,585	-5.22	1.9
<b>Subscribers</b>											
Direct Subscribers		2,749,035	2,745,743	-0.12	2,760,381	0.53	2,689,561	-2.57	2,629,896	-2.22	-1.1
Indirect Subscribers		209,598	208,152	-0.69	208,940	0.38	212,208	1.56	208,962	-1.53	-0.1
<b>Total Subscribers</b>		<b>2,958,633</b>	<b>2,953,895</b>	<b>-0.16</b>	<b>2,969,321</b>	<b>0.52</b>	<b>2,901,769</b>	<b>-2.27</b>	<b>2,838,858</b>	<b>-2.17</b>	<b>-1.0</b>
<b>Profitability (%)</b>											
Operating Margin		28.1	26.1		28.6		23.4		24.6		

CAGR = Compound Annual Growth Rate.



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

**PRAIRIES**

	(\$000)	2011	2012	Var %	2013	Var %	2014	Var %	2015	Var %	CAGR (%)
<b>Revenue</b>											<b>5 yrs</b>
Subscription		972,496	968,519	-0.41	1,039,179	7.30	1,082,365	4.16	1,096,891	1.34	3.1
Connection		3,303	3,367	1.94	3,774	12.10	2,594	-31.26	1,995	-23.09	-11.8
Community Channel Sponsorship & Facilities Rental		2,620	2,647	1.03	2,499	-5.61	1,981	-20.71	1,482	-25.19	-13.3
Other Revenue		37,876	52,339	38.19	55,957	6.91	81,417	45.50	84,677	4.00	22.3
<b>Total Revenue</b>		<b>1,016,294</b>	<b>1,026,872</b>	<b>1.04</b>	<b>1,101,409</b>	<b>7.26</b>	<b>1,168,357</b>	<b>6.08</b>	<b>1,185,046</b>	<b>1.43</b>	<b>3.9</b>
<b>Expenses</b>											
Community Programming		18,938	21,949	15.90	22,990	4.74	24,176	5.16	24,819	2.66	7.0
Affiliation Payments		392,804	429,028	9.22	460,002	7.22	497,545	8.16	507,347	1.97	6.6
Technical		176,386	173,641	-1.56	204,408	17.72	213,736	4.56	220,134	2.99	5.7
Sales and Promotion		55,172	54,361	-1.47	64,689	19.00	63,988	-1.08	56,088	-12.35	0.4
Administration and General		178,971	146,162	-18.33	151,801	3.86	169,151	11.43	148,754	-12.06	-4.5
<b>Total Expenses</b>		<b>822,271</b>	<b>825,140</b>	<b>0.35</b>	<b>903,891</b>	<b>9.54</b>	<b>968,597</b>	<b>7.16</b>	<b>957,142</b>	<b>-1.18</b>	<b>3.9</b>
<b>Operating Income</b>		<b>194,024</b>	<b>201,732</b>		<b>197,518</b>		<b>199,761</b>		<b>227,904</b>		
Local Programming Improvement Fund		11,928	12,831		8,695		4,816				
<b>Staff</b>											
Total Remuneration		433,169	473,161	9.23	480,154	1.48	501,063	4.35	480,874	-4.03	2.7
Total Staff Count (FTE)		5,129.4	5,466.9	6.58	5,412.0	-1.00	5,425.9	0.26	5,288.9	-2.53	
Avg Remuneration (\$)		84,448	86,551	2.49	88,721	2.51	92,346	4.09	90,921	-1.54	1.9
Avg Remuneration excl. Benefits (\$)		73,500	75,487	2.70	80,306	6.38	83,836	4.40	83,533	-0.36	3.3
<b>Subscribers</b>											
Direct Subscribers		1,349,636	1,443,235	6.94	1,435,965	-0.50	1,442,563	0.46	1,442,645	0.01	1.7
Indirect Subscribers		127,898	101,721	-20.47	109,333	7.48	109,256	-0.07	119,203	9.10	-1.7
<b>Total Subscribers</b>		<b>1,477,534</b>	<b>1,544,956</b>	<b>4.56</b>	<b>1,545,298</b>	<b>0.02</b>	<b>1,551,819</b>	<b>0.42</b>	<b>1,561,848</b>	<b>0.65</b>	<b>1.4</b>
<b>Profitability (%)</b>											
Operating Margin		19.1	19.6		17.9		17.1		19.2		

CAGR = Compound Annual Growth Rate.

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

**BRITISH COLUMBIA & TERRITORIES**

	(\$000)	2011	2012	Var %	2013	Var %	2014	Var %	2015	Var %	CAGR (%)
<b>Revenue</b>											<b>5 yrs</b>
Subscription		877,992	821,735	-6.41	880,584	7.16	913,146	3.70	906,355	-0.74	0.8
Connection		3,197	2,845	-11.02	3,096	8.84	1,784	-42.39	1,805	1.17	-13.3
Community Channel Sponsorship & Facilities Rental		0	0	n/a	55	n/a	76	39.26	84	10.23	
Other Revenue		22,120	33,965	53.55	37,821	11.35	66,636	76.19	66,914	0.42	31.9
<b>Total Revenue</b>		<b>903,309</b>	<b>858,545</b>	<b>-4.96</b>	<b>921,556</b>	<b>7.34</b>	<b>981,642</b>	<b>6.52</b>	<b>975,158</b>	<b>-0.66</b>	<b>1.9</b>
<b>Expenses</b>											
Community Programming		13,429	15,677	16.74	16,505	5.29	21,127	28.00	21,495	1.74	12.5
Affiliation Payments		328,694	346,880	5.53	379,298	9.35	416,202	9.73	421,298	1.22	6.4
Technical		151,768	192,171	26.62	276,312	43.78	321,589	16.39	328,454	2.13	21.3
Sales and Promotion		30,498	30,049	-1.47	41,373	37.68	46,516	12.43	40,730	-12.44	7.5
Administration and General		186,051	166,216	-10.66	171,742	3.32	202,905	18.15	201,446	-0.72	2.0
<b>Total Expenses</b>		<b>710,441</b>	<b>750,993</b>	<b>5.71</b>	<b>885,231</b>	<b>17.87</b>	<b>1,008,339</b>	<b>13.91</b>	<b>1,013,423</b>	<b>0.50</b>	<b>9.3</b>
<b>Operating Income</b>		<b>192,869</b>	<b>107,551</b>		<b>36,326</b>		<b>-26,697</b>		<b>-38,266</b>		
Local Programming Improvement Fund		11,020	11,594		7,204		3,683				
<b>Staff</b>											
Total Remuneration		477,122	534,696	12.07	494,450	-7.53	525,645	6.31	511,976	-2.60	1.8
Total Staff Count (FTE)		5,417.0	5,692.0	5.08	5,375.0	-5.57	5,552.4	3.30	5,508.8	-0.79	
Avg Remuneration (\$)		88,079	93,938	6.65	91,991	-2.07	94,670	2.91	92,938	-1.83	1.4
Avg Remuneration excl. Benefits (\$)		76,725	82,346	7.33	83,915	1.91	86,547	3.14	84,554	-2.30	2.5
<b>Subscribers</b>											
Direct Subscribers		1,246,617	1,307,992	4.92	1,291,545	-1.26	1,289,630	-0.15	1,268,858	-1.61	0.4
Indirect Subscribers		147,253	102,560	-30.35	106,107	3.46	104,099	-1.89	100,844	-3.13	-9.0
<b>Total Subscribers</b>		<b>1,393,870</b>	<b>1,410,552</b>	<b>1.20</b>	<b>1,397,652</b>	<b>-0.91</b>	<b>1,393,729</b>	<b>-0.28</b>	<b>1,369,702</b>	<b>-1.72</b>	<b>-0.4</b>
<b>Profitability (%)</b>											
Operating Margin		21.4	12.5		3.9		-2.7		-3.9		

CAGR = Compound Annual Growth Rate.

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

**CANADA**

	(\$000)	2011	2012	Var %	2013	Var %	2014	Var %	2015	Var %	CAGR (%)
<b>Revenue</b>											<b>5 yrs</b>
Subscription		5,974	5,297	-11.33	3,695	-30.23	4,893	32.41	4,630	-5.38	-6.2
Other Revenue		18,480	18,701	1.19	17,773	-4.96	14,615	-17.77	12,846	-12.10	-8.7
<b>Total Revenue</b>		<b>24,454</b>	<b>23,997</b>	<b>-1.87</b>	<b>21,468</b>	<b>-10.54</b>	<b>19,508</b>	<b>-9.13</b>	<b>17,475</b>	<b>-10.42</b>	<b>-8.1</b>
<b>Expenses</b>											
Affiliation Payments		471	407	-13.44	460	12.86	442	-3.82	741	67.48	12.0
Technical		835	630	-24.56	620	-1.66	415	-32.97	713	71.58	-3.9
Sales and Promotion		1,968	1,791	-9.00	1,433	-19.98	1,194	-16.68	721	-39.64	-22.2
Administration and General		706	903	27.91	601	-33.42	638	6.22	552	-13.51	-6.0
<b>Total Expenses</b>		<b>3,979</b>	<b>3,731</b>	<b>-6.25</b>	<b>3,113</b>	<b>-16.55</b>	<b>2,690</b>	<b>-13.60</b>	<b>2,726</b>	<b>1.35</b>	<b>-9.0</b>
<b>Operating Income</b>		<b>20,474</b>	<b>20,267</b>		<b>18,355</b>		<b>16,818</b>		<b>14,749</b>		
<b>Profitability (%)</b>											
Operating Margin		83.7	84.5		85.5		86.2		84.4		

CAGR = Compound Annual Growth Rate

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

**ATLANTIC**

	(\$000)	2011	2012	Var %	2013	Var %	2014	Var %	2015	Var %	CAGR (%)
<b>Revenue</b>											<b>5 yrs</b>
Subscription		154	130	-15.56	289	123.02	397	37.16	644	62.30	43.1
Other Revenue		4,977	4,173	-16.16	3,614	-13.40	3,139	-13.12	2,695	-14.17	-14.2
<b>Total Revenue</b>		<b>5,130</b>	<b>4,302</b>	<b>-16.14</b>	<b>3,903</b>	<b>-9.28</b>	<b>3,536</b>	<b>-9.39</b>	<b>3,339</b>	<b>-5.58</b>	<b>-10.2</b>
<b>Expenses</b>											
Affiliation Payments		262	207	-20.96	236	13.68	258	9.47	666	158.03	26.2
Technical		526	465	-11.63	441	-5.17	267	-39.45	530	98.69	0.2
Sales and Promotion		1,258	980	-22.09	829	-15.35	689	-16.94	312	-54.73	-29.4
Administration and General		457	500	9.51	405	-19.17	394	-2.72	338	-14.16	-7.3
<b>Total Expenses</b>		<b>2,503</b>	<b>2,152</b>	<b>-14.00</b>	<b>1,910</b>	<b>-11.25</b>	<b>1,607</b>	<b>-15.86</b>	<b>1,845</b>	<b>14.82</b>	<b>-7.3</b>
<b>Operating Income</b>		<b>2,628</b>	<b>2,150</b>		<b>1,993</b>		<b>1,929</b>		<b>1,493</b>		
<b>Profitability (%)</b>											
Operating Margin		51.2	50.0		51.1		54.6		44.7		

CAGR = Compound Annual Growth Rate

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

**QUÉBEC**

	(\$000)	2011	2012	Var %	2013	Var %	2014	Var %	2015	Var %	CAGR (%)
<b>Revenue</b>											<b>5 yrs</b>
Subscription		3,012	2,422	-19.59	857	-64.61	544	-36.49	421	-22.59	-38.8
Other Revenue		167	170	1.81	0	-99.99	0	-81.82	6	n/a	-56.1
<b>Total Revenue</b>		<b>3,179</b>	<b>2,592</b>	<b>-18.47</b>	<b>857</b>	<b>-66.93</b>	<b>544</b>	<b>-36.49</b>	<b>428</b>	<b>-21.45</b>	<b>-39.4</b>
<b>Expenses</b>											
Affiliation Payments		6	5	-11.54	4	-21.74	3	-29.00	0	-100.00	-100.0
Technical		0	74	n/a	0		0		0		
Sales and Promotion		0	117	n/a	0		0		0		
Administration and General		44	290	566.63	0		0		40		-2.1
<b>Total Expenses</b>		<b>49</b>	<b>486</b>	<b>883.29</b>	<b>4</b>	<b>-99.16</b>	<b>3</b>	<b>-29.00</b>	<b>40</b>	<b>n/a</b>	<b>-5.2</b>
<b>Operating Income</b>		<b>3,129</b>	<b>2,106</b>		<b>853</b>		<b>541</b>		<b>388</b>		
<b>Profitability (%)</b>											
Operating Margin		98.4	81.2		99.5		99.5		90.6		

CAGR = Compound Annual Growth Rate

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

**ONTARIO**

	(\$000)	2011	2012	Var %	2013	Var %	2014	Var %	2015	Var %	CAGR (%)
<b>Revenue</b>											<b>5 yrs</b>
Subscription		1,866	1,865	-0.10	1,690	-9.34	1,962	16.06	1,716	-12.52	-2.1
Other Revenue		11,028	10,747	-2.54	10,546	-1.87	7,765	-26.37	6,939	-10.63	-10.9
<b>Total Revenue</b>		<b>12,894</b>	<b>12,612</b>	<b>-2.19</b>	<b>12,236</b>	<b>-2.98</b>	<b>9,727</b>	<b>-20.51</b>	<b>8,655</b>	<b>-11.01</b>	<b>-9.5</b>
<b>Expenses</b>											
Affiliation Payments		86	75	-13.75	101	36.06	103	1.51	56	-46.03	-10.5
Technical		191	59	-69.29	124	110.70	106	-14.62	75	-29.39	-21.0
Sales and Promotion		281	322	14.42	318	-1.18	251	-21.19	162	-35.30	-12.9
Administration and General		121	95	-21.21	138	45.03	182	31.68	155	-15.00	6.4
<b>Total Expenses</b>		<b>680</b>	<b>551</b>	<b>-19.02</b>	<b>682</b>	<b>23.79</b>	<b>641</b>	<b>-5.89</b>	<b>447</b>	<b>-30.29</b>	<b>-10.0</b>
<b>Operating Income</b>		<b>12,214</b>	<b>12,061</b>		<b>11,555</b>		<b>9,085</b>		<b>8,208</b>		
<b>Profitability (%)</b>											
Operating Margin		94.7	95.6		94.4		93.4		94.8		

CAGR = Compound Annual Growth Rate

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

**PRAIRIES**

	(\$000)	2011	2012	Var %	2013	Var %	2014	Var %	2015	Var %	CAGR (%)
<b>Revenue</b>											<b>5 yrs</b>
Subscription		942	881	-6.46	743	-15.62	1,225	64.87	1,130	-7.79	4.7
Other Revenue		1,324	2,017	52.35	2,029	0.62	2,156	6.23	1,754	-18.65	7.3
<b>Total Revenue</b>		<b>2,266</b>	<b>2,898</b>	<b>27.90</b>	<b>2,773</b>	<b>-4.32</b>	<b>3,381</b>	<b>21.95</b>	<b>2,884</b>	<b>-14.71</b>	<b>6.2</b>
<b>Expenses</b>											
Affiliation Payments		99	102	3.27	107	5.09	66	-37.93	15	-78.05	-38.0
Technical		54	10	-81.42	28	181.38	38	35.32	108	181.49	18.8
Sales and Promotion		324	339	4.90	262	-22.77	253	-3.53	247	-2.26	-6.5
Administration and General		40	17	-56.77	38	119.75	53	41.81	19	-65.20	-17.3
<b>Total Expenses</b>		<b>516</b>	<b>468</b>	<b>-9.23</b>	<b>435</b>	<b>-7.10</b>	<b>411</b>	<b>-5.53</b>	<b>388</b>	<b>-5.56</b>	<b>-6.9</b>
<b>Operating Income</b>		<b>1,749</b>	<b>2,429</b>		<b>2,337</b>		<b>2,970</b>		<b>2,495</b>		
<b>Profitability (%)</b>											
Operating Margin		77.2	83.8		84.3		87.8		86.5		

CAGR = Compound Annual Growth Rate

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

**BRITISH COLUMBIA & TERRITORIES**

	(\$000)	2011	2012	Var %	2013	Var %	2014	Var %	2015	Var %	CAGR (%)
<b>Revenue</b>											<b>5 yrs</b>
Subscription		0	0	n/a	115	n/a	765	563.35	718	-6.07	
Other Revenue		985	1,594	61.86	1,584	-0.64	1,555	-1.83	1,452	-6.62	10.2
<b>Total Revenue</b>		<b>985</b>	<b>1,594</b>	<b>61.86</b>	<b>1,699</b>	<b>6.59</b>	<b>2,319</b>	<b>36.51</b>	<b>2,170</b>	<b>-6.44</b>	<b>21.8</b>
<b>Expenses</b>											
Affiliation Payments		17	18	6.41	11	-37.81	12	3.32	5	-60.91	-28.1
Technical		64	23	-64.84	27	20.17	5	-82.60	0	-94.67	-75.0
Sales and Promotion		105	33	-68.84	23	-29.23	1	-94.24	-1	-142.81	
Administration and General		45	0	-100.64	21	n/a	9	-54.47	1	-89.35	-61.3
<b>Total Expenses</b>		<b>231</b>	<b>73</b>	<b>-68.25</b>	<b>82</b>	<b>12.10</b>	<b>27</b>	<b>-66.96</b>	<b>5</b>	<b>-80.58</b>	<b>-61.1</b>
<b>Operating Income</b>		<b>753</b>	<b>1,520</b>		<b>1,617</b>		<b>2,292</b>		<b>2,165</b>		
<b>Profitability (%)</b>											
Operating Margin		76.5	95.4		95.2		98.8		99.8		

CAGR = Compound Annual Growth Rate



**CRTC - FINANCIAL SUMMARY - BDU BASIC AND NON BASIC SERVICES - DTH & MDS**

**CANADA**

	(\$000)	2011	2012	Var %	2013	Var %	2014	Var %	2015	Var %	CAGR (%)
<b>Revenue</b>											<b>5 yrs</b>
Subscription		2,532,030	2,492,425	-1.56	2,472,190	-0.81	2,193,261	-11.28	2,093,786	-4.54	-4.6
Connection		0	1	n/a	0	-100.00	16,259	n/a	17,289	6.33	
Other Revenue		20	2	-92.25	6	306.53	204,305	n/a	177,459	-13.14	868.7
<b>Total Revenue</b>		<b>2,532,051</b>	<b>2,492,427</b>	<b>-1.56</b>	<b>2,472,196</b>	<b>-0.81</b>	<b>2,413,826</b>	<b>-2.36</b>	<b>2,288,534</b>	<b>-5.19</b>	<b>-2.5</b>
<b>Expenses</b>											
Community Programming		0	12	n/a	20	56.92	0	-100.00	0	n/a	
Affiliation Payments		816,177	812,191	-0.49	794,029	-2.24	809,412	1.94	786,185	-2.87	-0.9
Technical		411,029	403,473	-1.84	383,546	-4.94	379,603	-1.03	324,854	-14.42	-5.7
Sales and Promotion		242,190	182,485	-24.65	143,953	-21.12	139,495	-3.10	114,086	-18.21	-17.2
Administration and General		444,892	344,940	-22.47	324,371	-5.96	312,576	-3.64	430,053	37.58	-0.8
<b>Total Expenses</b>		<b>1,914,288</b>	<b>1,743,102</b>	<b>-8.94</b>	<b>1,645,918</b>	<b>-5.58</b>	<b>1,641,085</b>	<b>-0.29</b>	<b>1,655,178</b>	<b>0.86</b>	<b>-3.6</b>
<b>Operating Income</b>		<b>617,763</b>	<b>749,326</b>		<b>826,278</b>		<b>772,741</b>		<b>633,356</b>		
Local Programming Improvement Fund		37,445	37,973		24,923		12,360				
<b>Staff</b>											
Total Remuneration		222,112	188,871	-14.97	183,103	-3.05	161,766	-11.65	113,352	-29.93	-15.5
Total Staff Count (FTE)		2,478.0	2,098.0	-15.33	1,973.0	-5.96	1,840.0	-6.74	1,596.0	-13.26	
Avg Remuneration (\$)		89,633	90,024	0.44	92,804	3.09	87,917	-5.27	71,022	-19.22	-5.7
Avg Remuneration Excl. Benefits (\$)		80,786	80,669	-0.15	82,525	2.30	75,539	-8.46	60,712	-19.63	-6.9
<b>Subscribers</b>		<b>2,877,423</b>	<b>2,825,677</b>	<b>-1.80</b>	<b>2,691,204</b>	<b>-4.76</b>	<b>2,558,958</b>	<b>-4.91</b>	<b>2,375,208</b>	<b>-7.18</b>	<b>-4.7</b>
<b>Profitability (%)</b>											
Operating Margin		24.4	30.1		33.4		32.0		27.7		

CAGR = Compound Annual Growth Rate

**CRTC - CONTRIBUTIONS TABLE - CREATION AND PRODUCTION OF CANADIAN PROGRAMMING**

TYPE / REGION	2013					2014					2015				
	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 Programming Improvement Fund	Local Expression	Total Contributions
<b>TERRESTRIAL BROADCAST DISTRIBUTION</b>															
Atlantic	5,635,407	1,296,195	2,431,155	9,639,201	19,001,958	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
Québec	28,872,436	7,141,981	11,362,037	36,313,429	83,689,883	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
Ontario	48,105,535	11,938,858	20,541,714	55,317,844	135,903,951	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
Prairies	21,792,231	3,924,446	8,694,941	22,990,110	57,401,728	23,381,254	5,324,550	4,815,702	24,176,357	57,697,863	25,233,321	5,763,989	-	24,818,962	55,816,272
British Columbia & Territories	17,216,926	3,280,518	7,204,145	16,505,246	44,206,835	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
<b>TERRESTRIAL BDU - TOTAL</b>	<b>121,622,535</b>	<b>27,581,998</b>	<b>50,233,992</b>	<b>140,765,830</b>	<b>340,204,355</b>	<b>126,940,073</b>	<b>31,201,079</b>	<b>27,568,007</b>	<b>151,702,989</b>	<b>337,412,148</b>	<b>132,670,015</b>	<b>32,244,198</b>	<b>-</b>	<b>152,619,929</b>	<b>317,534,142</b>
<b>MDS, DTH &amp; RELAY DISTRIBUTION</b>															
	92,797,509	24,148,946	24,922,921	19,540	141,888,916	91,060,569	23,805,564	12,360,403	-	127,226,536	86,339,393	22,294,452	-	-	108,633,845
<b>TERRESTRIAL PPV, DTH PPV &amp; VOD</b>															
	1,877,098	9,323,705	-	-	11,200,803	1,256,623	9,103,536	-	-	10,360,159	583,801	10,170,896	-	-	10,754,697
<b>TOTAL - CANADA</b>	<b>216,297,142</b>	<b>61,054,649</b>	<b>75,156,913</b>	<b>140,785,370</b>	<b>493,294,074</b>	<b>219,257,265</b>	<b>64,110,179</b>	<b>39,928,410</b>	<b>151,702,989</b>	<b>474,998,843</b>	<b>219,593,209</b>	<b>64,709,546</b>	<b>-</b>	<b>152,619,929</b>	<b>436,922,684</b>