



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

2016 - 2020

CONSUMER, RESEARCH AND COMMUNICATIONS

Canada^{ca}

TABLE OF CONTENTS

<u>SECTION</u>	<u>PAGE</u>
FOREWORD	
I - CABLE, IPTV AND DTH - BASIC AND NON BASIC SERVICES	1
Cable	2
IPTV	3
DTH	4
II - CABLE & IPTV	
(a) BASIC AND NON BASIC SERVICES	
CANADA	5
Atlantic	6
Quebec	7
Ontario	8
Prairies	9
British Columbia and Territories	10
(b) EXEMPT PROGRAMMING	
CANADA	11
Atlantic	12
Quebec	13
Ontario	14
Prairies	15
British Columbia and Territories	16
(c) COMPANIES OPERATING ONLY EXEMPT SYSTEMS WITH LESS THAN 2,000 SUBSCRIBERS (2018-2020)	17
III - CONTRIBUTIONS TO THE CREATION & PRODUCTION OF CANADIAN PROGRAMMING (2019-2020)	18

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 2020.

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 (9303-4338 Québec inc. (Accès Télécom), CommStream Gigalinks Inc., CRRS T.V., Nor-Del Cablevision Limited and Seaside Communications 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 2020 were required to be filed with the Commission by 30 November 2020. 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)	2016	2017	Var %	2018	Var %	2019	Var %	2020	Var %	CAGR (%)
Revenue											
Subscription		7,834,289	7,570,911	-3.36	7,399,791	-2.26	7,335,116	-0.87	7,128,118	-2.82	-2.3
Connection		56,731	54,414	-4.08	33,911	-37.68	40,071	18.16	26,661	-33.46	-17.2
Community Channel Sponsorship & Facilities Rental		2,591	1,596	-38.42	712	-55.40	1,838	158.34	989	-46.20	-21.4
Set-top Box - Rental		796,071.19	875,512	9.98	915,738	4.59	917,288	0.17	876,435	-4.45	2.43
Set-top Box - Net Sales		39,769.1	27,849	-29.97	22,921	-17.7	19,213	-16.18	13,448	-30.01	-23.74
Other Revenue		49,678	50,836	2.33	51,333	0.98	50,699	-1.23	48,200	-4.93	-0.75
Total Revenue		8,779,129	8,581,117	-2.26	8,424,406	-1.83	8,364,225	-0.71	8,093,851	-3.23	-2.0
Expenses											
Community Programming		151,426	149,764	-1.10	111,857	-25.31	107,922	-3.52	102,933	-4.62	-9.2
Locally reflective news programming					47,514		48,769	2.64	47,351	-2.91	n/a
Affiliation Payments		3,498,805	3,523,934	0.72	3,568,714	1.27	3,579,344	0.30	3,570,123	-0.26	0.5
Technical		1,544,157	1,259,921	-18.41	1,329,525	5.52	1,388,501	4.44	1,305,641	-5.97	-4.1
Sales and Promotion		616,488	483,874	-21.51	524,130	8.32	494,693	-5.62	481,965	-2.57	-6.0
Administration and General		1,580,168	1,415,822	-10.40	1,337,647	-5.52	1,362,995	1.89	1,375,542	0.92	-3.4
Total Expenses		7,391,043	6,833,315	-7.55	6,919,388	1.26	6,982,224	0.91	6,883,555	-1.41	-1.8
Operating Income		1,388,086	1,747,802		1,505,018		1,382,001		1,210,296		
Staff											
Total Remuneration		2,420,179	2,274,150	-6.03	2,238,263	-1.58	2,130,711	-4.81	2,124,347	-0.30	-3.2
Total Staff Count		26,815.0	27,056.4	0.90	26,103.0	-3.52	27,887.1	6.83	25,768.2	-7.60	
Avg Remuneration (\$)		90,255	84,052	-6.87	85,747	2.02	76,405	-10.90	82,441	7.90	-2.2
Avg Remuneration excl. Fringe Benefits (\$)		76,524	71,989	-5.93	70,658	-1.85	62,958	-10.90	67,761	7.63	-3.0
Subscribers											
Direct Subscribers		10,503,511	10,318,620	-1.76	10,178,321	-1.36	9,893,174	-2.80	9,552,040	-3.45	-2.35
Indirect Subscribers		586,116	580,419	-0.97	642,046	10.62	659,306	2.69	661,674	0.36	3.08
Total Subscribers		11,089,627	10,899,039	-1.72	10,820,367	-0.72	10,552,480	-2.48	10,213,714	-3.21	-2.0
Profitability (%)											
Operating Margin		15.8	20.4		17.9		16.5		15.0		

CAGR = Compound Annual Growth Rate

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

Cable - Canada

	(\$000)	2016	2017	Var %	2018	Var %	2019	Var %	2020	Var %	CAGR (%)
Revenue											
Subscription		4,397,226	4,179,913	-4.94	4,023,855	-3.73	3,907,802	-2.88	3,750,197	-4.03	-3.9
Connection		21,182	18,022	-14.92	14,534	-19.35	17,031	17.18	9,019	-47.05	-19.2
Community Channel Sponsorship & Facilities Rental		2,591	1,596	-38.42	712	-55.40	1,838	158.34	989	-46.20	-21.4
Other Revenue		408,544	437,460	7.08	447,146	2.21	463,419	3.64	435,225	-6.08	1.6
Total Revenue		4,829,543	4,636,990	-3.99	4,486,246	-3.25	4,390,091	-2.14	4,195,431	-4.43	-3.5
Expenses											
Community Programming		121,856	115,674	-5.07	88,043	-23.89	82,314	-6.51	79,695	-3.18	-10.1
Locally reflective news programming					15,089		16,085	6.61	16,032	-0.33	n/a
Affiliation Payments		1,953,326	1,889,331	-3.28	1,895,694	0.34	1,872,945	-1.20	1,860,019	-0.69	-1.2
Technical		776,638	733,762	-5.52	783,307	6.75	888,176	13.39	933,269	5.08	4.7
Sales and Promotion		302,912	244,084	-19.42	287,627	17.84	289,042	0.49	289,320	0.10	-1.1
Administration and General		639,938	608,328	-4.94	525,719	-13.58	467,452	-11.08	453,484	-2.99	-8.3
Total Expenses		3,794,671	3,591,180	-5.36	3,595,479	0.12	3,616,015	0.57	3,631,819	0.44	-1.1
Operating Income		1,034,873	1,045,810		890,768		774,075		563,612		
Staff											
Total Remuneration		1,984,141	2,034,549	2.54	1,988,974	-2.24	1,928,217	-3.05	1,920,729	-0.39	-0.8
Total Staff Count		22,432.1	23,110.0	3.02	22,689.9	-1.82	24,614.9	8.48	22,838.6	-7.22	
Avg Remuneration (\$)		88,451	88,037	-0.47	87,659	-0.43	78,335	-10.64	84,100	7.36	-1.3
Avg Remuneration excl. Fringe Benefits (\$)		72,928	74,855	2.64	70,989	-5.17	63,656	-10.33	68,016	6.85	-1.7
Subscribers											
Direct Suscribers		5,862,296	5,698,934	-2.79	5,538,869	-2.81	5,175,640	-6.56	4,873,039	-5.85	-4.5
Indirect Subscribers		553,344	548,824	-0.82	539,335	-1.73	592,482	9.85	601,619	1.54	2.1
Total Subscribers		6,415,640	6,247,758	-2.62	6,078,204	-2.71	5,768,122	-5.10	5,474,658	-5.09	-3.9
Profitability (%)											
Operating Margin		21.4	22.6		19.9		17.6		13.4		

CAGR = Compound Annual Growth Rate.

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

IPTV - Canada

	(\$000)	2016	2017	Var %	2018	Var %	2019	Var %	2020	Var %	CAGR (%)
Revenue											
Subscription		1,447,951	1,584,125	9.40	1,660,890	4.85	1,749,840	5.36	1,788,200	2.19	5.4
Connection		20,176	22,301	10.53	8,372	-62.46	13,463	60.80	8,376	-37.79	-19.7
Community Channel Sponsorship & Facilities Rental		0	0	n/a	0	n/a	0	n/a	0	n/a	n/a
Other Revenue		331,831	378,947	14.20	408,790	7.88	407,197	-0.39	399,502	-1.89	4.8
Total Revenue		1,799,958	1,985,374	10.30	2,078,052	4.67	2,170,499	4.45	2,196,078	1.18	5.1
Expenses											
Community Programming		29,570	34,090	15.28	23,814	-30.14	25,608	7.53	23,237	-9.26	-5.9
Locally reflective news programming					20,657		21,508	4.12	20,486	-4.75	n/a
Affiliation Payments		778,083	904,969	16.31	959,165	5.99	1,023,249	6.68	1,072,321	4.80	8.4
Technical		544,313	254,984	-53.15	276,080	8.27	267,333	-3.17	219,788	-17.78	-20.3
Sales and Promotion		213,637	167,951	-21.38	190,734	13.57	179,908	-5.68	168,103	-6.56	-5.8
Administration and General		551,203	471,083	-14.54	503,343	6.85	551,621	9.59	621,606	12.69	3.1
Total Expenses		2,116,805	1,833,076	-13.40	1,973,792	7.68	2,069,226	4.84	2,125,541	2.72	0.1
Operating Income		-316,847	152,298		104,260		101,273		70,536		
Staff											
Total Remuneration		334,820	150,356	-55.09	182,307	21.25	154,172	-15.43	163,827	6.26	-16.4
Total Staff Count		3,063.9	2,479.4	-19.08	2,612.1	5.35	2,559.1	-2.03	2,388.7	-6.66	
Avg Remuneration (\$)		109,278	60,643	-44.51	69,795	15.09	60,244	-13.68	68,585	13.84	-11.0
Avg Remuneration excl. Fringe Benefits (\$)		107,156	56,765	-47.03	67,070	18.15	57,602	-14.12	66,565	15.56	-11.2
Subscribers											
Direct Suscribers		2,465,370	2,600,522	5.48	2,786,980	7.17	2,960,703	6.23	3,051,818	3.08	5.5
Indirect Subscribers		2,689	3,781	40.61	25,969	586.83	41,611	60.23	35,320	-15.12	90.4
Total Subscribers		2,468,059	2,604,303	5.52	2,812,949	8.01	3,002,314	6.73	3,087,138	2.83	5.8
Profitability (%)											
Operating Margin		-17.6	7.7		5.0		4.7		3.2		

CAGR = Compound Annual Growth Rate.

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

DTH - Canada

	(\$000)	2016	2017	Var %	2018	Var %	2019	Var %	2020	Var %	CAGR (%)
Revenue											
Subscription		1,989,111	1,806,872	-9.16	1,715,046	-5.08	1,677,474	-2.19	1,589,719	-5.23	-5.5
Connection		15,373	14,092	-8.33	11,005	-21.90	9,577	-12.98	9,267	-3.24	-11.9
Other Revenue		145,142	137,789	-5.07	134,056	-2.71	116,584	-13.03	103,355	-11.35	-8.1
Total Revenue		2,149,627	1,958,754	-8.88	1,860,107	-5.04	1,803,635	-3.04	1,702,341	-5.62	-5.7
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	10,833	-3.06	n/a
Affiliation Payments		767,395	729,628	-4.92	713,856	-2.16	683,150	-4.30	637,782	-6.64	-4.5
Technical		223,207	271,174	21.49	270,138	-0.38	232,992	-13.75	152,581	-34.51	-9.1
Sales and Promotion		99,939	71,839	-28.12	45,769	-36.29	25,742	-43.76	24,542	-4.66	-29.6
Administration and General		389,027	336,411	-13.52	308,585	-8.27	343,923	11.45	300,453	-12.64	-6.3
Total Expenses		1,479,567	1,409,053	-4.77	1,350,117	-4.18	1,296,983	-3.94	1,126,190	-13.17	-6.6
Operating Income		670,060	549,701		509,991		506,653		576,151		
Staff											
Total Remuneration		101,218	82,022	-18.97	66,975	-18.34	48,322	-27.85	39,791	-17.65	-20.8
Total Staff Count		1,319.0	1,347.0	2.12	800.0	-40.61	713.0	-10.88	541.0	-24.12	
Avg Remuneration (\$)		76,738	60,892	-20.65	83,719	37.49	67,773	-19.05	73,551	8.53	-1.1
Avg Remuneration excl. Fringe Benefits (\$)		66,521	52,008	-21.82	73,077	40.51	58,079	-20.52	62,307	7.28	-1.6
Subscribers											
Direct Subscribers		2,175,845	2,019,164	-7.201	1,852,472	-8.255	1,756,831	-5.163	1,625,041	-7.502	-7.04
Indirect Subscribers		30,083	27,814	-7.542	76,742	175.91	25,213	-67.15	24,735	-1.896	-4.78
Total Subscribers		2,205,928	2,046,978	-7.21	1,929,214	-5.75	1,782,044	-7.63	1,649,776	-7.42	-7.0
Profitability (%)											
Operating Margin		31.2	28.1		27.4		28.1		33.8		

CAGR = Compound Annual Growth Rate

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

Canada

	(\$000)	2016	2017	Var %	2018	Var %	2019	Var %	2020	Var %	CAGR (%)
Revenue											
Subscription		5,845,178	5,764,039	-1.39	5,684,745	-1.38	5,657,642	-0.48	5,538,399	-2.11	-1.3
Connection		41,358	40,322	-2.50	22,906	-43.19	30,494	33.13	17,394	-42.96	-19.5
Community Channel Sponsorship & Facilities Rental		2,591	1,596	-38.42	712	-55.40	1,838	158.34	989	-46.20	-21.4
Other Revenue		740,375	816,407	10.27	855,936	4.84	870,616	1.72	834,727	-4.12	3.0
Total Revenue		6,629,502	6,622,364	-0.11	6,564,299	-0.88	6,560,590	-0.06	6,391,510	-2.58	-0.9
Expenses											
Community Programming		151,426	149,764	-1.10	111,857	-25.31	107,922	-3.52	102,933	-4.62	-9.2
Locally reflective news programming					35,746		37,594	5.17	36,518	-2.86	n/a
Affiliation Payments		2,731,409	2,794,306	2.30	2,854,858	2.17	2,896,194	1.45	2,932,341	1.25	1.8
Technical		1,320,950	988,747	-25.15	1,059,387	7.14	1,155,509	9.07	1,153,061	-0.21	-3.3
Sales and Promotion		516,549	412,035	-20.23	478,361	16.10	468,951	-1.97	457,424	-2.46	-3.0
Administration and General		1,191,141	1,079,411	-9.38	1,029,062	-4.66	1,019,073	-0.97	1,075,090	5.50	-2.5
Total Expenses		5,911,476	5,424,263	-8.24	5,569,271	2.67	5,685,242	2.08	5,757,365	1.27	-0.7
Operating Income		718,026	1,198,101		995,028		875,348		634,145		
Staff											
Total Remuneration		2,318,961	2,192,128	-5.47	2,171,288	-0.95	2,082,389	-4.09	2,084,556	0.10	-2.6
Total Staff Count		25,496.0	25,709.4	0.84	25,303.0	-1.58	27,174.1	7.39	25,227.2	-7.16	
Avg Remuneration (\$)		90,954	85,266	-6.25	85,812	0.64	76,632	-10.70	82,631	7.83	-2.4
Avg Remuneration excl. Fringe Benefits (\$)		77,041	73,036	-5.20	70,582	-3.36	63,086	-10.62	67,878	7.60	-3.1
Subscribers											
Direct Subscribers		8,327,666	8,299,456	-0.34	8,325,849	0.32	8,136,343	-2.28	7,926,999	-2.57	-1.2
Indirect Subscribers		556,033	552,605	-0.62	565,304	2.30	634,093	12.17	636,939	0.45	3.5
Total Subscribers		8,883,699	8,852,061	-0.36	8,891,153	0.44	8,770,436	-1.36	8,563,938	-2.35	-0.9
Profitability (%)											
Operating Margin		10.8	18.1		15.2		13.3		9.9		

CAGR = Compound Annual Growth Rate.

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

Atlantic

	(\$000)	2016	2017	Var %	2018	Var %	2019	Var %	2020	Var %	CAGR (%)
Revenue											
Subscription		476,598	456,890	-4.14	433,851	-5.04	434,294	0.10	438,554	0.98	-2.1
Connection		2,324	2,420	4.10	2,048	-15.34	1,656	-19.15	1,125	-32.07	-16.6
Community Channel Sponsorship & Facilities Rental		131	96	-27.16	384	301.80	559	45.54	301	-46.16	23.1
Other Revenue		43,208	48,772	12.88	49,158	0.79	52,732	7.27	56,388	6.93	6.9
Total Revenue		522,261	508,177	-2.70	485,441	-4.47	489,242	0.78	496,368	1.46	-1.3
Expenses											
Community Programming		10,478	10,622	1.38	9,655	-9.11	10,664	10.45	9,750	-8.57	-1.8
Locally reflective news programming					1,004		949	-5.42	978	2.99	n/a
Affiliation Payments		233,656	226,837	-2.92	239,108	5.41	243,994	2.04	254,760	4.41	2.2
Technical		36,807	55,920	51.93	63,090	12.82	66,935	6.09	61,071	-8.76	13.5
Sales and Promotion		43,344	33,759	-22.11	37,539	11.20	36,503	-2.76	34,649	-5.08	-5.4
Administration and General		113,861	95,128	-16.45	86,923	-8.63	98,488	13.30	102,116	3.68	-2.7
Total Expenses		438,147	422,267	-3.62	437,320	3.56	457,534	4.62	463,325	1.27	1.4
Operating Income		84,114	85,910		48,122		31,708		33,043		
Staff											
Total Remuneration		130,022	130,475	0.35	137,715	5.55	134,752	-2.15	141,701	5.16	2.2
Total Staff Count		1,690.0	1,659.1	-1.82	1,745.3	5.19	2,197.3	25.90	1,761.0	-19.85	
Avg Remuneration (\$)		76,937	78,640	2.21	78,908	0.34	61,328	-22.28	80,466	31.21	1.1
Avg Remuneration excl. Fringe Benefits (\$)		65,147	66,422	1.96	66,621	0.30	52,725	-20.86	68,286	29.51	1.2
Subscribers											
Direct Suscribers		601,911	602,335	0.07	618,037	2.61	615,786	-0.36	597,620	-2.95	-0.2
Indirect Subscribers		11,252	10,937	-2.80	9,971	-8.83	10,681	7.12	18,325	71.57	13.0
Total Subscribers		613,163	613,272	0.02	628,008	2.40	626,467	-0.25	615,945	-1.68	0.1
Profitability (%)											
Operating Margin		16.1	16.9		9.9		6.5		6.7		

CAGR = Compound Annual Growth Rate.

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

Quebec

	(\$000)	2016	2017	Var %	2018	Var %	2019	Var %	2020	Var %	CAGR (%)
Revenue											
Subscription		1,343,883	1,348,821	0.37	1,333,533	-1.13	1,328,989	-0.34	1,294,272	-2.61	-0.9
Connection		13,082	12,053	-7.86	6,181	-48.72	7,049	14.05	4,322	-38.70	-24.2
Community Channel Sponsorship & Facilities Rental		90	151	68.61	114	-24.38	212	85.55	225	6.20	25.9
Other Revenue		246,443	275,531	11.80	302,158	9.66	305,167	1.00	282,146	-7.54	3.4
Total Revenue		1,603,498	1,636,556	2.06	1,641,986	0.33	1,641,417	-0.03	1,580,964	-3.68	-0.4
Expenses											
Community Programming		40,616	36,925	-9.09	28,868	-21.82	29,211	1.19	30,148	3.21	-7.2
Locally reflective news programming					8,178		8,309	1.60	7,788	-6.27	n/a
Affiliation Payments		629,600	632,046	0.39	631,474	-0.09	619,095	-1.96	618,953	-0.02	-0.4
Technical		355,170	371,177	4.51	394,864	6.38	389,889	-1.26	418,651	7.38	4.2
Sales and Promotion		166,714	141,971	-14.84	146,514	3.20	132,311	-9.69	140,313	6.05	-4.2
Administration and General		285,230	261,710	-8.25	270,903	3.51	261,676	-3.41	264,384	1.03	-1.9
Total Expenses		1,477,330	1,443,829	-2.27	1,480,799	2.56	1,440,490	-2.72	1,480,236	2.76	0.1
Operating Income		126,168	192,726		161,187		200,927		100,728		
Staff											
Total Remuneration		647,165	659,644	1.93	694,169	5.23	720,967	3.86	751,473	4.23	3.8
Total Staff Count		7,251.7	7,981.8	10.07	8,103.9	1.53	10,424.2	28.63	10,142.2	-2.70	
Avg Remuneration (\$)		89,244	82,643	-7.40	85,658	3.65	69,163	-19.26	74,093	7.13	-4.5
Avg Remuneration excl. Fringe Benefits (\$)		68,150	69,689	2.26	64,814	-7.00	52,342	-19.24	56,709	8.34	-4.5
Subscribers											
Direct Suscribers		2,400,907	2,356,065	-1.87	2,355,994	0.00	2,307,110	-2.07	2,262,845	-1.92	-1.5
Indirect Subscribers		125,842	134,892	7.19	145,444	7.82	178,059	22.42	180,110	1.15	9.4
Total Subscribers		2,526,749	2,490,957	-1.42	2,501,438	0.42	2,485,169	-0.65	2,442,955	-1.70	-0.8
Profitability (%)											
Operating Margin		7.9	11.8		9.8		12.2		6.4		

CAGR = Compound Annual Growth Rate.

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

Ontario

	(\$000)	2016	2017	Var %	2018	Var %	2019	Var %	2020	Var %	CAGR (%)
Revenue											
Subscription		2,033,169	1,982,581	-2.49	1,971,586	-0.55	1,944,757	-1.36	1,893,562	-2.63	-1.8
Connection		18,598	17,131	-7.89	7,168	-58.16	13,840	93.09	6,242	-54.90	-23.9
Community Channel Sponsorship & Facilities Rental		1,192	856	-28.23	19	-97.76	844	>999±	257	-69.59	-31.9
Other Revenue		300,844	356,373	18.46	367,283	3.06	386,409	5.21	374,855	-2.99	5.7
Total Revenue		2,353,804	2,356,942	0.13	2,346,055	-0.46	2,345,849	-0.01	2,274,915	-3.02	-0.9
Expenses											
Community Programming		57,446	52,235	-9.07	37,759	-27.71	33,662	-10.85	33,134	-1.57	-12.9
Locally reflective news programming					16,276		18,441	13.31	18,382	-0.32	n/a
Affiliation Payments		954,339	958,858	0.47	988,157	3.06	1,000,209	1.22	1,022,546	2.23	1.7
Technical		258,749	270,256	4.45	317,312	17.41	337,742	6.44	326,284	-3.39	6.0
Sales and Promotion		207,814	154,342	-25.73	197,658	28.07	185,637	-6.08	170,204	-8.31	-4.9
Administration and General		424,793	400,007	-5.83	333,365	-16.66	339,171	1.74	340,796	0.48	-5.4
Total Expenses		1,903,141	1,835,697	-3.54	1,890,528	2.99	1,914,861	1.29	1,911,346	-0.18	0.1
Operating Income		450,663	521,244		455,527		430,988		363,569		
Staff											
Total Remuneration		529,493	569,896	7.63	600,480	5.37	551,968	-8.08	557,960	1.09	1.3
Total Staff Count		5,559.4	5,691.5	2.38	6,056.4	6.41	6,171.8	1.91	6,004.9	-2.70	
Avg Remuneration (\$)		95,242	100,132	5.13	99,149	-0.98	89,434	-9.80	92,917	3.89	-0.6
Avg Remuneration excl. Fringe Benefits (\$)		78,305	82,009	4.73	80,007	-2.44	74,477	-6.91	76,353	2.52	-0.6
Subscribers											
Direct Suscribers		2,650,221	2,624,123	-0.98	2,655,241	1.19	2,598,746	-2.13	2,516,888	-3.15	-1.3
Indirect Subscribers		209,020	205,958	-1.46	218,797	6.23	254,191	16.18	255,621	0.56	5.2
Total Subscribers		2,859,241	2,830,081	-1.02	2,874,038	1.55	2,852,937	-0.73	2,772,509	-2.82	-0.8
Profitability (%)											
Operating Margin		19.1	22.1		19.4		18.4		16.0		

CAGR = Compound Annual Growth Rate.

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

Prairies

	(\$000)	2016	2017	Var %	2018	Var %	2019	Var %	2020	Var %	CAGR (%)
Revenue											
Subscription		1,079,230	1,056,180	-2.14	1,042,760	-1.27	1,056,049	1.27	1,022,977	-3.13	-1.3
Connection		4,792	6,676	39.31	4,028	-39.67	4,186	3.93	3,281	-21.61	-9.0
Community Channel Sponsorship & Facilities Rental		1,098	426	-61.24	119	-71.96	203	70.12	198	-2.54	-34.9
Other Revenue		87,113	80,433	-7.67	80,152	-0.35	72,470	-9.58	70,389	-2.87	-5.2
Total Revenue		1,172,232	1,143,714	-2.43	1,127,059	-1.46	1,132,908	0.52	1,096,844	-3.18	-1.7
Expenses											
Community Programming		22,852	26,771	17.15	17,752	-33.69	18,206	2.56	15,415	-15.33	-9.4
Locally reflective news programming					5,702		5,586	-2.05	5,344	-4.33	n/a
Affiliation Payments		496,721	525,121	5.72	534,166	1.72	565,452	5.86	558,447	-1.24	3.0
Technical		340,186	159,587	-53.09	157,060	-1.58	199,776	27.20	187,485	-6.15	-13.8
Sales and Promotion		54,897	48,122	-12.34	54,234	12.70	61,231	12.90	60,852	-0.62	2.6
Administration and General		159,937	141,759	-11.37	156,428	10.35	162,920	4.15	197,500	21.23	5.4
Total Expenses		1,074,593	901,362	-16.12	925,343	2.66	1,013,170	9.49	1,025,042	1.17	-1.2
Operating Income		97,639	242,353		201,717		119,738		71,802		
Staff											
Total Remuneration		481,790	401,421	-16.68	365,478	-8.95	361,730	-1.03	329,399	-8.94	-9.1
Total Staff Count		5,285.3	5,015.6	-5.10	4,642.1	-7.45	4,363.8	-6.00	3,734.1	-14.43	
Avg Remuneration (\$)		91,158	80,034	-12.20	78,731	-1.63	82,893	5.29	88,215	6.42	-0.8
Avg Remuneration excl. Fringe Benefits (\$)		83,447	71,597	-14.20	70,907	-0.96	73,203	3.24	78,211	6.84	-1.6
Subscribers											
Direct Suscribers		1,424,575	1,447,765	1.63	1,443,013	-0.33	1,380,506	-4.33	1,339,834	-2.95	-1.5
Indirect Subscribers		114,031	104,956	-7.96	100,143	-4.59	97,653	-2.49	93,526	-4.23	-4.8
Total Subscribers		1,538,606	1,552,721	0.92	1,543,156	-0.62	1,478,159	-4.21	1,433,360	-3.03	-1.8
Profitability (%)											
Operating Margin		8.3	21.2		17.9		10.6		6.5		

CAGR = Compound Annual Growth Rate.

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

British Columbia and Territories

	(\$000)	2016	2017	Var %	2018	Var %	2019	Var %	2020	Var %	CAGR (%)
Revenue											
Subscription		912,297	919,567	0.80	903,015	-1.80	893,553	-1.05	889,035	-0.51	-0.6
Connection		2,561	2,042	-20.26	3,481	70.46	3,762	8.08	2,425	-35.54	-1.4
Community Channel Sponsorship & Facilities Rental		80	68	-15.52	75	10.29	21	-72.11	9	-58.16	-42.6
Other Revenue		62,768	55,299	-11.90	57,186	3.41	53,838	-5.85	50,949	-5.37	-5.1
Total Revenue		977,706	976,975	-0.07	963,757	-1.35	951,174	-1.31	942,418	-0.92	-0.9
Expenses											
Community Programming		20,035	23,210	15.85	17,823	-23.21	16,179	-9.23	14,486	-10.46	-7.8
Locally reflective news programming					4,586		4,308	-6.06	4,026	-6.56	n/a
Affiliation Payments		417,094	451,444	8.24	461,952	2.33	467,444	1.19	477,635	2.18	3.5
Technical		330,038	131,806	-60.06	127,062	-3.60	161,168	26.84	159,570	-0.99	-16.6
Sales and Promotion		43,778	33,842	-22.70	42,416	25.34	53,269	25.59	51,405	-3.50	4.1
Administration and General		207,320	180,806	-12.79	181,443	0.35	156,819	-13.57	170,294	8.59	-4.8
Total Expenses		1,018,266	821,108	-19.36	835,281	1.73	859,187	2.86	877,416	2.12	-3.7
Operating Income		-40,559	155,868		128,475		91,987		65,002		
Staff											
Total Remuneration		530,490	430,692	-18.81	373,448	-13.29	312,972	-16.19	304,022	-2.86	-13.0
Total Staff Count		5,709.7	5,361.4	-6.10	4,755.3	-11.30	4,017.1	-15.53	3,585.0	-10.76	
Avg Remuneration (\$)		92,910	80,332	-13.54	78,533	-2.24	77,911	-0.79	84,804	8.85	-2.3
Avg Remuneration excl. Fringe Benefits (\$)		84,694	71,886	-15.12	69,541	-3.26	68,141	-2.01	74,320	9.07	-3.2
Subscribers											
Direct Suscribers		1,250,052	1,269,168	1.53	1,253,564	-1.23	1,234,195	-1.55	1,209,812	-1.98	-0.8
Indirect Subscribers		95,888	95,862	-0.03	90,949	-5.13	93,509	2.81	89,357	-4.44	-1.8
Total Subscribers		1,345,940	1,365,030	1.42	1,344,513	-1.50	1,327,704	-1.25	1,299,169	-2.15	-0.9
Profitability (%)											
Operating Margin		-4.1	16.0		13.3		9.7		6.9		

CAGR = Compound Annual Growth Rate.

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

Canada

	(\$000)	2016	2017	Var %	2018	Var %	2019	Var %	2020	Var %	CAGR (%)
Revenue											
Subscription		3,763	2,668	-29.11	1,009	-62.17	1,562	54.76	3,484	123.09	-1.9
Other Revenue		15,027	8,695	-42.14	8,838	1.64	7,928	-10.29	7,448	-6.06	-16.1
Total Revenue		18,791	11,363	-39.53	9,847	-13.34	9,490	-3.63	10,932	15.20	-12.7
Expenses											
Affiliation Payments		23	132	471.36	1	-99.46	22	>999±	0	-99.65	-76.0
Technical		274	393	43.59	90	-77.00	140	55.18	167	18.84	-11.7
Sales and Promotion		359	386	7.34	268	-30.49	352	31.43	185	-47.53	-15.3
Administration and General		56	141	152.33	116	-18.25	138	19.67	135	-2.41	24.6
Total Expenses		712	1,052	47.74	475	-54.88	653	37.52	487	-25.47	-9.1
Operating Income		18,079	10,311		9,372		8,837		10,446		
Profitability (%)											
Operating Margin		96.2	90.7		95.2		93.1		95.5		

CAGR = Compound Annual Growth Rate

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

Atlantic

	(\$000)	2016	2017	Var %	2018	Var %	2019	Var %	2020	Var %	CAGR (%)
Revenue											
Subscription		76	52	-31.54	39	-25.09	37	-5.18	290	684.38	39.8
Other Revenue		1,865	1,138	-38.97	1,124	-1.28	1,085	-3.42	978	-9.90	-14.9
Total Revenue		1,941	1,190	-38.68	1,163	-2.32	1,122	-3.48	1,268	12.97	-10.1
Expenses											
Affiliation Payments		17	0	-100.00	0	n/a	0	n/a	0	n/a	-100.0
Technical		45	0	-100.00	2	n/a	0	-100.00	0	n/a	-100.0
Sales and Promotion		37	72	95.49	28	-60.93	39	39.28	0	-100.00	-100.0
Administration and General		21	2	-92.23	18	>999±	11	-41.03	9	-17.25	-19.2
Total Expenses		119	74	-38.23	49	-34.25	50	3.25	9	-82.11	-47.7
Operating Income		1,822	1,117		1,114		1,072		1,259		
Profitability (%)											
Operating Margin		93.8	93.8		95.8		95.5		99.3		

CAGR = Compound Annual Growth Rate

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

Quebec

	(\$000)	2016	2017	Var %	2018	Var %	2019	Var %	2020	Var %	CAGR (%)
Revenue											
Subscription		383	137	-64.30	281	105.63	295	4.75	616	109.06	12.6
Other Revenue		15	201	>999±	0	-100.00	0	-88.89	34	>999±	22.7
Total Revenue		398	338	-15.20	281	-16.69	295	4.74	650	120.63	13.0
Expenses											
Affiliation Payments		0	0	-29.91	1	858.67	11	>999±	0	-99.31	-7.9
Technical		221	125	-43.50	50	-59.88	42	-16.49	54	28.51	-29.8
Sales and Promotion		1	2	147.45	0	-78.57	1	166.25	1	-11.51	5.7
Administration and General		41	43	5.69	45	2.94	43	-2.62	53	22.90	6.8
Total Expenses		263	170	-35.38	96	-43.61	97	1.59	108	11.02	-19.9
Operating Income		135	168		185		197		542		
Profitability (%)											
Operating Margin		34.0	49.7		65.9		67.0		83.4		

CAGR = Compound Annual Growth Rate

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

Ontario

	(\$000)	2016	2017	Var %	2018	Var %	2019	Var %	2020	Var %	CAGR (%)
Revenue											
Subscription		1,789	921	-48.53	486	-47.18	1,057	117.39	2,181	106.24	5.1
Other Revenue		10,261	5,584	-45.58	4,769	-14.60	3,736	-21.66	3,517	-5.86	-23.5
Total Revenue		12,050	6,505	-46.01	5,255	-19.22	4,793	-8.79	5,698	18.87	-17.1
Expenses											
Affiliation Payments		6	132	>999±	0	-100.00	11	n/a	0	-100.00	-100.0
Technical		0	266	n/a	38	-85.61	98	157.01	113	14.72	n/a
Sales and Promotion		-1	47	>999±	27	-42.83	56	107.90	49	-11.34	n/a
Administration and General		-7	95	>999±	53	-44.90	84	59.82	73	-13.60	n/a
Total Expenses		-1	540	>999±	118	-78.23	249	111.63	235	-5.67	n/a
Operating Income		12,051	5,965		5,138		4,544		5,463		
Profitability (%)											
Operating Margin		100.0	91.7		97.8		94.8		95.9		

CAGR = Compound Annual Growth Rate

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

Prairies

	(\$000)	2016	2017	Var %	2018	Var %	2019	Var %	2020	Var %	CAGR (%)
Revenue											
Subscription		890	859	-3.46	190	-77.84	156	-18.02	340	117.96	-21.4
Other Revenue		1,445	840	-41.87	1,410	67.88	1,666	18.13	1,535	-7.84	1.5
Total Revenue		2,334	1,699	-27.23	1,600	-5.79	1,822	13.83	1,875	2.93	-5.3
Expenses											
Affiliation Payments		0	0	-100.00	0	n/a	0	n/a	0	n/a	-100.0
Technical		8	0	-93.71	0	-100.00	0	n/a	0	n/a	-100.0
Sales and Promotion		322	264	-18.08	213	-19.45	257	20.55	135	-47.48	-19.6
Administration and General		1	0	-71.78	0	-100.00	0	n/a	0	n/a	-100.0
Total Expenses		331	265	-19.97	213	-19.65	257	20.55	135	-47.48	-20.1
Operating Income		2,003	1,434		1,388		1,565		1,740		
Profitability (%)											
Operating Margin		85.8	84.4		86.7		85.9		92.8		

CAGR = Compound Annual Growth Rate

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

British Columbia & Territories

	(\$000)	2016	2017	Var %	2018	Var %	2019	Var %	2020	Var %	CAGR (%)
Revenue											
Subscription		626	699	11.76	12	-98.23	17	37.44	58	239.95	-44.9
Other Revenue		1,442	931	-35.39	1,535	64.81	1,441	-6.12	1,383	-3.99	-1.0
Total Revenue		2,067	1,631	-21.12	1,547	-5.12	1,458	-5.77	1,441	-1.14	-8.6
Expenses											
Affiliation Payments		0	0	-100.00	0	n/a	0	n/a	0	n/a	-100.0
Technical		0	1	n/a	0	-100.00	0	n/a	0	n/a	n/a
Sales and Promotion		0	1	n/a	0	-100.00	0	n/a	0	n/a	n/a
Administration and General		0	1	n/a	0	-100.00	0	n/a	0	n/a	n/a
Total Expenses		0	3	>999±	0	-100.00	0	n/a	0	n/a	-100.0
Operating Income		2,067	1,628		1,547		1,458		1,441		
Profitability (%)											
Operating Margin		100.0	99.8		100.0		100.0		100.0		

CAGR = Compound Annual Growth Rate

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

	2017-2018	2018-2019	2019-2020
	Subscribers	Subscribers	Subscribers
Canada*	86,140	80,906	80,353

* 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		2020							
		Canada Media Fund (CMF)	Certified Independent Production Funds (CIPF)	Local Expression			Total Local Expression	Independent Local News Fund (ILNF)	Total Contributions
				Licensee's own community channel	Community programming in other markets operated by the licensee	Locally reflective news programming			
CABLE & IPTV									
	Atlantic	5,480,839	1,370,711	9,737,118	-	977,847	10,714,965	667,030	18,233,545
	Quebec	29,413,886	7,346,782	25,160,859	277,700	7,788,240	33,226,799	3,914,677	73,902,144
	Ontario	44,871,420	11,188,386	32,554,163	1,273,504	18,382,330	52,209,997	5,957,867	114,227,670
	Prairies	22,786,949	5,694,229	15,103,008	-	5,343,931	20,446,939	2,697,079	51,625,196
	British Columbia & Territories	18,351,828	4,586,512	13,928,823	-	4,025,725	17,954,548	2,148,025	43,040,913
CABLE & IPTV - TOTAL		120,904,922	30,186,620	96,483,971	1,551,204	36,518,073	134,553,248	15,384,678	301,029,468
DIRECT-TO-HOME		64,997,555	9,239,155	-	-	10,832,924	10,832,924	5,416,463	90,486,097
PPV & VOD		2,181,005	3,263,274	-	-	-	-	-	5,444,279
TOTAL - CANADA		188,083,482	42,689,049	96,483,971	1,551,204	47,350,997	145,386,172	20,801,141	396,959,844

TYPE / REGION		2019							
		Canada Media Fund (CMF)	Certified Independent Production Funds (CIPF)	Local Expression			Total Local Expression	Independent Local News Fund (ILNF)	Total Contributions
				Licensee's own community channel	Community programming in other markets operated by the licensee	Locally reflective news programming			
CABLE & IPTV									
	Atlantic	5,428,553	1,357,140	10,678,433	-	949,450	11,627,883	663,880	19,077,456
	Quebec	30,740,670	7,687,523	27,207,831	1,329,100	8,309,269	36,846,200	3,977,022	79,251,415
	Ontario	45,287,124	11,313,771	35,168,286	161,596	18,441,284	53,771,166	5,998,565	116,370,626
	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	105,690,481	1,554,302	37,593,674	144,838,457	15,610,179	314,483,608
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	105,690,481	1,554,302	48,769,041	156,013,824	21,197,863	413,942,716