

February 18<sup>th</sup>, 2005

Secretary General  
Dianne Rheume  
CRTC  
Ottawa, ON  
K1A 0N2

Re: CRTC Application: 2003-1498-0  
TVN Niagara Inc.

Dear Madame Rheume:

We wish to file supplemental materials to the application for a new television broadcast undertaking filed October 23, 2003 by Niagara Television Inc.

These updates provide updated materials regarding our Ontario Incorporated Company, TVN Niagara Inc.

Ownership Additions

Attached is a chart which reflects the full ownership of TVN Niagara Inc. indicating who owns shares in TVN Niagara Inc.

We are adding supplemental information on shareholders "The Niagara Growth Fund" and Claudio Gorizzan of 38 Bally Connor Court, North York, ON M2M 4C6.

Attached are corporate details regarding "the Niagara Growth Fund", showing ownership detail, and the confidential financial information regarding Claudio Gorrizan.

**TVN Television Niagara**  
**101 King Street, The Old Courthouse Suite # 12**  
**St. Catharines, Ontario L2R 3H6**  
**416-525-3966 WW Cell Main: 905-685-7773 Fax: 905-685-7110 [Wilks@lstar.ca](mailto:Wilks@lstar.ca)**  
**[www.TVN.ca](http://www.TVN.ca)**

### Further Ownership Changes in TVN Niagara Inc.

Following is a chart of shareholders – all Canadian citizens with no other Canadian CRTC licensed broadcasting ownership. (See Appendix D)

Comments on ownership changes made since application filed on Oct. 23, 2003.

Our Chair and largest shareholder, Charles Juravinski for personal, estate planning and health reasons determined it was in his best interest to lower his holdings to allow TVN Niagara Inc. to bring in new shareholders from the Niagara Region, the central area being served by this applicant, TVN Niagara Inc. To that end, we are pleased to advise that TVN is now majority owned by a cross-section of local citizens. Other shareholder additions include distinguished Canadians who bring great depth and experience and financial stability to the Company.

Each new shareholder has included a letter proving their financial ability to provide TVN Niagara with a strong equity base. We have marked “Confidential” on those documents which we wish to not be placed on the public file, which is the individual evidence of the credit worthiness of all new shareholders. Every shareholder is a “sophisticated investor”, meaning each individual has a net worth of over \$1,000,000. The combined shareholders have provided a total equity base of \$8,945,000 unchanged from our Oct. 23, 2003 application. In addition, we attach updated letters of credit facilities up to \$5,000,000 from RBC Canada and \$5,000,000 from CapMor Financial Services.

### Board of Directors

Chief of Six Nations – Roberta Jamieson LLB is replaced on TVN Board of Directors by newly elected Chief David General. Six Nations of Grand River are TVN shareholders and are providing regular TV programming and news items from their people, spread throughout Niagara from their studios located in Ohsweken. Further nominees to the Board of Directors include Hon. Robert P. Kaplan, P.C.; George Thomson, Michael Katz and Kevin Snook. Robert Zimmerman has resigned.

### Niagara Tourism Economy

TVN has maintained the need to reach neighbouring Canadian communities to grow our Tourism Industry, which is approaching 25% of our total Niagara Region economy. Attached is a recent report summarizing the increased tourism importance for our economic health.

### Economic State of the Canadian Television Industry

Attached are public documents released showing the generally strong economic performance of the private commercial TV broadcasting system in Canada, and recent reports summarizing their profitability of the sector TVN Niagara would be entering into competition with. (See Attached)

This material is added to the TVN file to document the strong financial health of the industry.


New Program Sources for TVN

TVN Niagara Inc. wishes to advise that it has entered into agreement to be provided feeds from 130 video cameras covering the major bridge crossings between Canada and the United States. These video feeds are provided by the Niagara Bridge Commission. This allows TVN to monitor all crossing and to assist viewers to TVN to choose automobile crossing choices most suitable to their travel needs.

Conclusion:

This completes the application of TVN Niagara Inc. We look forward to formally presenting our application at the CRTC Public Hearing.

Yours truly,

A handwritten signature in black ink, appearing to read "Wendell G. Wilks". The signature is fluid and cursive, with a large initial "W".

Wendell G. Wilks  
President  
TVN Niagara Inc.

## 2. OWNERSHIP

**Definitions:**

<sup>(1)</sup> **NAME/SHAREHOLDER:** If any of these persons hold public office, by election or appointment, indicate the office held under the name of the person(s).

<sup>(2)</sup> **CITIZENSHIP:** Specify Canadian or Non-Canadian. A CANADIAN citizen, ordinarily resident in Canada, is as defined in the Direction to the CRTC (Ineligibility of Non-Canadians) P.C. 1997-486 as amended by P.C. 1998-1268.

<sup>(3)</sup> **DIRECTORS:** Defined in the Direction to the CRTC (Ineligibility of Non-Canadians) P.C. 1997-486 as amended by P.C. 1998-1268.

<sup>(4)</sup> **OFFICERS:** Those persons designated as Chairman, President, Chief Executive Officer, Vice-President, General Manager, Secretary, Assistant-Secretary, Comptroller, Treasurer, Assistant-Treasurer or any others under similar titles.

<sup>(5)</sup> **CANADIAN:** If a corporation, CANADIAN means a "qualified corporation" as defined in the Direction to the CRTC (Ineligibility of Non-Canadians) P.C. 1997-486 as amended by P.C. 1998-1268.)

- 2.1** Complete the following table relating to the directors and officers, including the Chief Executive Officer, of the applicant company. The table should reflect the present and the proposed board of directors and officers.

State name of the company to which the following table pertains: TVN NIAGARA INC.				
<b>DIRECTORS AND OFFICERS</b>				
NAME <sup>(1)</sup>	COMPLETE HOME ADDRESS	CITIZENSHIP <sup>(2)</sup>	DIRECTORS <sup>(3)</sup> : DATE OF APPOINTMENT	OFFICERS <sup>(4)</sup> : POSITION HELD
CHARLES JURAVINSKI	626 HARVEST RD, DUNDAS ON L9H 5K7	CANADIAN	OCTOBER 23, 2003	CHAIRMAN
PAUL HERRIOTT	2215 EFFINGHAM ROAD R.R. #2 RIDGEVILLE ON L0S 1M0	CANADIAN	OCTOBER 23, 2003	N/A
TERRY O'MALLEY	33 YATES STREET ST CATHARINES ON L2R 5R3	CANADIAN	OCTOBER 23, 2003	VICE CHAIRMAN
WENDELL WILKS	22 BOLGER DRIVE ST CATHARINES ON L2N 7L4	CANADIAN	OCTOBER 23, 2003	PRESIDENT AND C.E.O.
FRANK SALVATI	50 COMAY ROAD TORONTO ON M6M 2L1	CANADIAN	OCTOBER 23, 2003	C.F.O. SECRETARY TREASURER
MICHAEL KATZ	6449 MARCO CRESENT NIAGARA FALLS ON L2J 4H5	CANADIAN	FEBRUARY 18, 2004	N/A
GEORGE THOMSON	52 BRANWIN COURT BRAMPTON ON L6T 5G2	CANADIAN	FEBRUARY 18, 2004	N/A
HON. ROBERT KAPLAN, QC	55A AVENEUE RD SUITE 301 TORONTO ON M5R 2G3	CANADIAN	FEBRUARY 18, 2004	N/A

MILAN PLENTAI	63 CHURCH SUITE SUITE 406 ST CATHARINES ON L2R 3C4	CANADIAN	FEBRUARY 18, N/A 2004
KEVIN SNOOK	509 GLENDALE AVENUE SUITE 302 NIAGARA- ON-THE-LAKE ON L0S 1J0	CANADIAN	FEBRUARY 18, N/A 2004
CHIEF DAVID GENERAL	1695 CHIEFSWOOD ROAD PO BOX 5000 OSHWOKEN ON N0A 1M0	CANADIAN	FEBRUARY 18, N/A 2004

- 2.2 a) Complete the following table relating to the shareholders holding 10% or more of the voting shares and/or votes (participating and common shares) of the applicant company.

State name of the company to which the following table pertains: TVN NIAGARA INC.							
CAPITAL STRUCTURE AND SHAREHOLDERS							
Shares/ Units	Votes	Authorized	(To Be) Issued	Name of Shareholders <sup>(1)</sup> (company: provide jurisdiction) (individual: provide complete home address)	No. Held	% of Votes	Canadian <sup>(2)(5)</sup> (X)
1,025,000	1,025,000	UNLIMITED COMMON	1,025,000	PAUL HERRIOTT	1,025,000	10.25	X
1,000,000	1,000,000	UNLIMITED COMMON	1,000,000	ROBERT KAPLAN, QC	1,000,000	10.0	X

- b) Provide a list of the ownership of the remaining voting shares and/or votes (participating and common shares) not accounted for in a), by class of shares, identifying whether the shares are owned and controlled by Canadians or non-Canadians, if applicable.

Class of Shares	Shareholders	Total Number of Voting Shares	Total Number of Votes	Canadian <sup>(2)(5)</sup> (X)
7,975,000	BALANCE OF MINORITY GROUP	UNLIMITED COMMON	7,975,000	X

- 2.3 a) Complete the following table relating to each corporation or other legal entity holding, directly or indirectly, 20% or more of the voting shares and/or votes (participating and common shares) of the applicant. Provide the respective Chief Executive Officer(s), if any.

State name of the company to which the following table pertains:				
DIRECTORS AND OFFICERS				
NAME <sup>(1)</sup>	COMPLETE HOME ADDRESS	CITIZENSHIP <sup>(2)</sup>	DIRECTORS <sup>(3)</sup> : DATE OF APPOINTMENT	OFFICERS <sup>(4)</sup> : POSITION HELD

- b) Complete the following table relating to the shareholders holding 20% or more of the voting shares and/or votes (participating and common shares) of the applicant.

State name of the company to which the following table pertains:							
<b>CAPITAL STRUCTURE AND SHAREHOLDERS</b>							
Shares/ Units	Votes	Authorized	Issued	Name of Shareholders <sup>(1)</sup> (company: provide jurisdiction) (individual: provide complete home address)	No. Held	% of Votes	Canadian <sup>(2)(5)</sup> (X)

- 2.4 a) Complete the following table relating to each corporation or other legal entity that would, directly or indirectly, control the applicant.

State name of the company to which the following table pertains:				
<b>DIRECTORS AND OFFICERS</b>				
NAME <sup>(1)</sup>	COMPLETE HOME ADDRESS	CITIZENSHIP <sup>(2)</sup>	DIRECTORS <sup>(3)</sup> : DATE OF APPOINTMENT	OFFICERS <sup>(4)</sup> : POSITION HELD

- b) Complete the following table relating to the shareholders holding 20% or more of the voting shares and/or votes (participating and common shares) of each corporation or other legal entity that would, directly or indirectly, control the applicant.

State name of the company to which the following table pertains:							
<b>CAPITAL STRUCTURE AND SHAREHOLDERS</b>							
Shares/ Units	Votes	Authorized	Issued	Name of Shareholders <sup>(1)</sup> (company: provide jurisdiction) (individual: provide complete home address)	No. Held	% of Votes	Canadian <sup>(2)(5)</sup> (X)

- c) Provide a list of the ownership of the remaining voting shares and/or votes (participating and common shares) not accounted for in b), by class of shares, identifying whether the shares are owned and controlled by Canadians or non-Canadians, if applicable.

Class of Shares	Shareholders	Total Number of Voting Shares	Total Number of Votes	Canadian <sup>(2)(5)</sup> (X)

Questions 2.5 and 2.6 are to be completed only where the cost of the undertaking exceeds \$250,000.

- 2.5 Specify the funds available to finance the proposed undertaking:

**Equity: \$8,945,000**

**Debt: \$10,600,000**

**Total: \$19,545,000**

- 2.6 a) Specify the individual sources of financing for the funds identified in question 2.5 (for example, Bank loans, share capital, other loans). If any of these persons hold public office, by election or appointment, indicate the office held under the name of the person(s).

SOURCE	\$
SHARE CAPITAL	\$8,945,000
CAPMOR FINANCIAL SERVICES	\$5,600,000
BANK - LINE OF CREDIT	\$5,000,000

- b) Where financing is to be provided, in whole or in part, through debt securities, provide the list of proposed debt holders, including names, citizenship or jurisdiction of incorporation (or other form of constitution), designation and description of debt securities held, and the principal amount of each one.

**SUPPORTING DOCUMENTS TO BE APPENDED:**

**APPENDIX 2A** A copy of all constituting documents (for example, Articles and Certificates of Incorporation, By-Laws, Partnership or Trust Agreement) relating to the applicant and each corporation or other legal entity identified in questions 2.3 and 2.4 (provide draft documents where an applicant is not yet incorporated). If the constituting documents have been filed with the Commission and no changes have occurred since, provide reference to the application that contains the most recent documentation together with a declaration attesting that the information is still accurate and valid as of the date of the filing of the application.

**APPENDIX 2B** A statement regarding who controls/will control the applicant and by what means; if control is to be held by a shareholder company, also advise who controls/will control it and by what means; if applicable, attach all related documents or agreements (for example, Shareholder Agreement, Voting Trust Agreement).

**APPENDIX 2C** If the applicant has delegated or will delegate by contract any responsibility, copies of the contracts (or proposed contracts). If applicable, indicate the legislative authority under which the corporation or other legal entities to such contracts are incorporated or otherwise constituted.

**APPENDIX 2D** Documentation supporting the availability of each source of financing identified in question 2.6 if the cost of the undertaking exceeds \$250,000.  
(NOTE:

- a) Where funds are to be provided, directly or indirectly by a third party institution such as a bank, credit union, etc., submit a signed letter on the institution's stationery containing the following information:

We have examined the financial projections of (Name of applicant) related to the application(s) before the Commission for a licence(s) to provide (type of service) to (location(s)) and we would be prepared to provide financing in the amount of (\$) under the following terms and conditions (specify ALL the terms and

conditions), subsequent to a favorable decision by the Commission, for the purpose of providing capital and operating funds related to the undertaking(s)."

- b) Where funds are to be provided by an individual(s) whether for the purchase of share capital and/or the provision of debt securities, submit a signed statement of net worth from each individual, prepared and notarized within 3 months of the filing of the application.
- c) Where funds are to be provided, directly or indirectly, by a corporation or other legal entity other than the applicant or institutions in (a) or (b) above, submit the audited financial statement of the entity for its most recently completed year of operation, and interim financial statements for the period ending within six months of the filing of the application.)

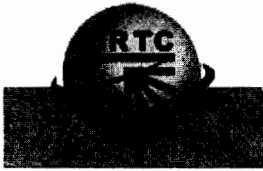


**TVN Niagara Inc. February 18, 2005**

Shareholding:	Domicile	Board	Unit(s)	Shares/Unit	# of Shares	\$/Share	Total Equity \$	% Equity
<b>Shareholders:</b>								
Paul Herriott	St. Catharines	1	4.10	250,000	1,025,000	\$1.00	1,025,000	10.25%
Robert Kaplan, QC	Toronto	1	4.00	250,000	1,000,000	\$1.00	1,000,000	10.00%
Terrence O'Malley	St. Catharines	1	3.50	250,000	875,000	\$1.00	875,000	8.75%
Claudio Gorizzan	Toronto		2.00	250,000	500,000	\$1.00	500,000	5.00%
Doug Mosholian	Toronto		2.00	250,000	500,000	\$1.00	500,000	5.00%
Emanuel Batler	Toronto		2.00	250,000	500,000	\$1.00	500,000	5.00%
Michael Katz	St. Catharines	1	2.00	250,000	500,000	\$1.00	500,000	5.00%
George Thomson	St. Catharines	1	1.50	250,000	375,000	\$1.00	375,000	3.75%
Annelore Yeager	St. Catharines		1.00	250,000	250,000	\$1.00	250,000	2.50%
Ashak Merani	Toronto		1.00	250,000	250,000	\$1.00	250,000	2.50%
Brethren in Christ Fund	Welland		1.00	250,000	250,000	\$1.00	250,000	2.50%
Bruce Claassen	Oakville		1.00	250,000	250,000	\$1.00	250,000	2.50%
David Harrison	Toronto		1.00	250,000	250,000	\$1.00	250,000	2.50%
Douglas Newell	Caledon		1.00	250,000	250,000	\$1.00	250,000	2.50%
George McPherson, Alan Strickland, Howard Rubin	St. Catharines		1.00	250,000	250,000	\$1.00	250,000	2.50%
Greg MacDonald	St. Catharines		1.00	250,000	250,000	\$1.00	250,000	2.50%
Milan Pientai	Welland	1	1.00	250,000	250,000	\$1.00	250,000	2.50%
Niagara Growth Fund	Niagara	1	1.00	250,000	250,000	\$1.00	250,000	2.50%
Rob Young	Toronto		1.00	250,000	250,000	\$1.00	250,000	2.50%
Dr. Joseph Pohorly	Niagara		0.50	250,000	125,000	\$1.00	125,000	1.25%
Casey Bryuns	St. Catharines		0.40	250,000	100,000	\$1.00	100,000	1.00%
Six Nations of Grand River	Oshweken		0.40	250,000	100,000	\$1.00	100,000	1.00%
Terrence O'Malley	St. Catharines		0.40	250,000	100,000	\$0.45	45,000	1.00%
		7	33.80	250,000	8,450,000	\$1.00	8,395,000	84.50%
Charles Juravinski	Dundas	1	2.20	250,000	550,000	\$1.00	550,000	5.50%
<b>Management Shareholder:</b>								
Wendell Wilks	St. Catharines	1	3.00	250,000	750,000	\$0.00	0	7.50%
Frank Salvati	Niagara	1	1.00	250,000	250,000	\$0.00	0	2.50%
		2	4.00	250,000	1,000,000	\$1.00	0	10.00%
<b>Ex-Officio Board:</b>								
Chief David General		1	0.00	0	0	0	0	0.00%
		1	0.00	0	0	0	0	0.00%
Totals		11	40.00		10,000,000	\$1.00	8,945,000	100.00%

Canadian Radio-television and  
Telecommunications CommissionConseil de la radiodiffusion et  
des télécommunications canadiennes

Canada



## News release

February 10<sup>th</sup>, 2005

### The CRTC unveils financial results for private Canadian Television

Viewing Tools:  
Special software  
needed to read  
non-HTML documents

**OTTAWA-GATINEAU** — The Canadian Radio-television and Telecommunications Commission (CRTC) has released the financial results for conventional Canadian private television stations for 2000 to 2004. Overall, their revenues increased marginally between 2003 and 2004, while earnings before interest and taxes (EBIT) declined.

Specifically, between 2003 and 2004, revenues rose from \$2.087 to \$2.105 billion, an increase of 1%. Local advertising sales reached \$364.1 million, while national advertising brought in \$1.447 billion. This translates into an increase of 6.1% for local advertising revenues, while revenues from national sales decreased by 1.5%. Over the 2000 to 2004 period, total revenues for private television rose by 12%, while total operating expenses grew by 15.5%.

Although 2004 revenues increased by 1% over 2003, EBIT declined by 22.7% as programming expenses and total operating expenses increased by 5.8% and 5% respectively. On average, over the last five years, EBIT decreased by 2.7% per year.

In 2004, nearly 8,000 people were employed in this industry, accounting for more than \$553 million in salaries.

### Spending on programming and production

Spending on Canadian programming increased 5.8% to \$575.5 million in 2004. Included in this was spending on drama and comedy of some \$86.5 million. While this \$86.5 million represents a decrease of 13.1% or \$13 million over 2003, it is 10.1% or \$8 million higher than the equivalent expenditure figure in 2000, and represents an average annual increase of 2.4%. The decrease noted in 2004 is in part attributable to a decline in spending to acquire programming from independent producers, which went from \$79.6 million in 2003 to \$68.3 million in 2004. On average, however, since 2000, spending for independent produced programming has increased annually by 3.6%.

Broadcasters spent \$81.4 million on Canadian human interest programs, including the "reality" genre, in 2004 compared with \$51.7 million in 2003. Spending in this area increased by \$29.7 million or 57.5% over 2003.

Broadcasters spent \$18 million on musical and variety programs in 2004 for an increase of \$7 million or 63.6%.

Finally, spending on news programming increased by \$10.8 million or 3.6% in 2004, reaching \$310.9 million. Spending on other information programming climbed to \$60.5 million, an increase of \$4.8 million or 8.6% over 2003.

### Background

The data included in this report are drawn from the annual reports submitted to the Commission by the conventional private television licensees. They are part of a series of reports published each year by the Commission on the

broadcasting industry. The Commission will shortly be releasing three other reports on the financial results of specialty, pay and pay-per-view television services, radio, and broadcasting distribution undertakings.

The Canadian Radio-television and Telecommunications Commission is an independent public authority that regulates and supervises broadcasting and telecommunications in Canada.

Reference document: Television, Statistical and Financial Summaries, 2000-2004 [[.htm](#)] [[.pdf](#)] [[.xls](#)]

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**Media Relations:**

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**General Inquiries:**

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Toll-free # 1-877-249-CRTC (2782), eMail: [info@crtc.gc.ca](mailto:info@crtc.gc.ca)

TDD - Toll-free # 1-877-909-2782

Copies of today's documents are available through our Internet site (<http://www.crtc.gc.ca>) or by contacting the public examination room of any CRTC office. *These documents are available in alternative format upon request.*

City	Telephone	TDD	Fax
Edmonton	(780) 495-3224	(819) 994-0423	(819) 994-0218
Dartmouth	(902) 426-7997	(902) 426-6997	(902) 426-2721
Montreal	(514) 283-6607	(514) 283-8316	(514) 283-3689
Ottawa-Gatineau	(819) 997-2429	(819) 994-0423	(819) 994-0218
Regina	(306) 780-3422	(819) 994-0423	(819) 994-0218
Toronto	(416) 952-9096	(819) 994-0423	(819) 994-0218
Vancouver	(604) 666-2111	(604) 666-0778	(604) 666-8322
Winnipeg	(204) 983-6306	(204) 983-8274	(204) 983-6317

Date Modified: 2005-02-10



## News release

February 3<sup>rd</sup>, 2004

### **CRTC releases its annual report on conventional television: private television profits doubled in one year**

**OTTAWA-GATINEAU** — The CRTC has released its annual statistical and financial data report on the Canadian television industry for 1999 to 2003. The report shows that net profits posted by private television stations have doubled, rising from \$95.6 million in 2002 to \$189.8 million in 2003. Revenues also increased by 10.4 %, climbing from \$1.890 billion in 2002 to \$2.087 billion in 2003. This growth is significantly higher than the 2.8% average overall growth over the last five years. Expenses by private stations increased by 4.5% over 2002, reaching \$1.7 billion in 2003.

### **Expenses on Canadian programming and production**

In 2003, \$117.8 million were spent on Canadian drama; a 20.8% increase over 2002. Spending on human interest programs grew an impressive 33.1%, going from \$38.8 million in 2002 to \$51.7 million in 2003. Spending on musical and variety programs was down significantly, however, decreasing from \$24.5 million in 2002 to \$11 million in 2003.

Private television stations spent \$300.2 million on news programs and \$56.4 million on other Canadian information programs in 2003. Compared with 2002, this is an increase of 3.3% in spending on news programs, and a 4.2% increase in spending on information programming.

### **Background**

The data found in this report are drawn from the television annual returns that companies submit to the CRTC and are intended to facilitate reporting on progress and trends in the Canadian television industry.

The Canadian Radio-television and Telecommunications Commission is an independent public authority that regulates and supervises broadcasting and telecommunications in Canada.

Reference document: Television – Statistical and Financial Summaries – 1999-

**CRTC - SYSTÈME DE LA BASE DE DONNÉES FINANCIÈRES / CRTC - FINANCIAL DATABASE SYSTEM**  
**SOMMAIRE FINANCIER - TV / FINANCIAL SUMMARY TV**

	2003		2002		2001		2000		1999		Variation % / Percent Change			Moy. de crois. ann. / Avg. Ann. Grth Rate	
	93	98	98	98	98	98	99	99	99	99	03/02	02/01	01/00	00/99	
<b>CANADA</b>															
<b>Unités rapportées:</b>															
<b>Reporting units</b>															
<b>REVENUS / REVENUE (\$)</b>															
Vente de publicité locale / Local Time Sales	343,187,271	347,594,689	369,465,473	361,523,423	378,703,078	-1.3	-5.9	2.2	-4.5	-2.4					
Vente de publicité nationale / National Time Sales	1,468,062,685	1,303,067,500	1,295,143,401	1,285,498,217	1,248,967,180	12.7	0.6	0.8	2.9	4.1					
Paiements du réseau à la station / Network Payments	96,398,312	87,799,142	103,845,704	97,876,902	102,062,111	9.8	-15.5	6.1	-4.1	-1.4					
Infopublicités / Infomercials	16,578,787	18,380,422	19,611,001	17,345,775	15,526,505	-9.8	-6.3	13.1	11.7	1.7					
Ventes de droits de diffusions / Syndication-Production	58,902,486	58,130,464	60,165,214	63,043,705	72,920,814	1.3	-3.4	-4.6	-13.5	-5.2					
Autres / Other	103,916,062	75,087,214	55,268,963	54,243,833	49,035,386	38.4	35.9	1.9	10.6	20.7					
<b>REVENUS TOTAUX / TOTAL REVENUE</b>	<b>2,087,045,600</b>	<b>1,890,059,432</b>	<b>1,903,499,755</b>	<b>1,879,531,856</b>	<b>1,867,215,072</b>	<b>10.4</b>	<b>-0.7</b>	<b>1.3</b>	<b>0.7</b>	<b>2.8</b>					
<b>DÉPENSES D'EXPLOITATION / EXPENSES (\$)</b>															
Émissions / Program	1,201,961,957	1,135,126,852	1,110,059,722	1,058,635,801	1,020,726,052	5.9	2.3	4.9	3.7	4.2					
Services techniques / Technical	62,276,657	62,869,313	58,551,795	70,704,010	75,089,049	-0.9	7.4	-17.2	-5.8	-4.6					
Ventes et promotion / Sales and Promotion	209,038,064	220,175,899	205,166,004	206,216,050	208,992,037	-5.1	7.3	-0.5	-1.3	0.0					
Administration et frais généraux / Administration and General	232,962,553	214,538,654	217,411,106	215,178,778	214,951,769	8.6	-1.3	1.0	0.1	2.0					
<b>DÉPENSES TOTALES / TOTAL EXPENSES</b>	<b>1,706,239,231</b>	<b>1,632,710,713</b>	<b>1,591,188,626</b>	<b>1,550,734,637</b>	<b>1,519,759,908</b>	<b>4.5</b>	<b>2.6</b>	<b>2.6</b>	<b>2.0</b>	<b>2.9</b>					
Bénéfice (perte) d'exploitation / Operating income	380,806,369	257,348,720	312,311,131	328,797,219	347,456,167	48.0	-17.6	-5.0	-5.4	2.3					
Amortissement / Depreciation	79,374,399	75,572,699	70,404,304	68,529,314	67,808,560	5.0	7.3	2.7	1.1	4.0					
<b>B.A.I.I. / P.B.I.T.</b>	<b>301,431,970</b>	<b>181,776,021</b>	<b>241,906,827</b>	<b>260,267,905</b>	<b>279,647,607</b>	<b>65.8</b>	<b>-24.9</b>	<b>-7.1</b>	<b>-6.9</b>	<b>1.9</b>					
Intérêts versés / Interest	49,808,143	34,599,594	40,630,013	81,159,798	84,400,977	44.0	-14.8	-49.9	-3.8	-12.4					
Ajustements / Adjustments	61,746,950	51,616,445	69,318,385	-708,666	12,511,627	19.6	-25.5	-999.0	-105.7	49.0					
<b>Bénéfice net (perte) avant impôts / Pre-tax Profit</b>	<b>189,876,878</b>	<b>95,559,981</b>	<b>131,958,428</b>	<b>179,816,775</b>	<b>182,735,000</b>	<b>98.7</b>	<b>-27.6</b>	<b>-26.6</b>	<b>-1.6</b>	<b>1.0</b>					
<b>ÉMISSIONS / PROGRAMMING (%)</b>															
Dépenses sur émissions/dépenses totales / Program Expenses/Total Expenses	70.45	69.52	69.76	68.27	67.16	1.3	-0.3	2.2	1.6	1.2					
Dépenses sur émissions/revenus totaux / Program Expenses/Total Revenue	57.59	60.06	58.32	56.32	54.67	-4.1	3.0	3.5	3.0	1.3					
<b>PERSONNEL / STAFF</b>															
Rémunérations totales / Total Salaries (\$)	539,563,572	516,396,021	490,623,888	475,498,158	479,179,300	4.5	5.3	3.2	-0.8	3.0					
Effectifs moyens / Staff	7,849,60	7,759,64	7,685,07	7,582,30	7,595,90	1.2	1.0	1.4	-0.2	0.8					
Rémunérations/effectifs / Average Salaries (\$)	68,738	66,549	63,841	62,712	63,084	3.3	4.2	1.8	-0.6	2.2					
Rémunérations/dépenses totales / Salaries/Total Expenses (%)	31.62	31.63	30.83	30.66	31.53	0.0	2.6	0.6	-2.8	0.1					
<b>IMMOBILISATIONS / FIXED ASSETS</b>															
Immobilisations brutes / Gross Fixed Assets (\$)	1,361,285,601	1,310,260,027	1,233,623,871	1,190,804,125	1,138,490,978	3.9	6.2	3.6	4.6	4.6					
Immobilisations nettes / Net Fixed Assets (%)	555,316,650	521,603,704	495,702,563	474,164,223	464,427,932	6.5	5.2	4.5	2.1	4.6					
<b>RENDEMENT / PROFITABILITY (%)</b>															
Revenu d'exploitation / Operating Margin	18.25	13.62	16.41	17.49	18.61	34.0	-17.0	-6.2	-6.0	-0.5					
Marge B.A.I.I. / P.B.I.T. Margin	14.44	9.62	12.71	13.85	14.98	50.2	-24.3	-8.2	-7.5	-0.9					
Marge avant impôts / Pre-tax Margin	9.10	5.06	6.93	9.57	9.79	79.9	-27.1	-27.5	-2.2	-1.8					

■ En 2003, CKNC-TV, CFCL-TV, CJIC-TV, CHNB-TV, CKBI-TV et CKOS-TV ont été acquis par la Société Radio-Canada (SRC) et ils ne sont pas inclus au-dessus de 2003. / In 2003, CKNC-TV, CFCL-TV, CJIC-TV, CHNB-TV, CKBI-TV and CKOS-TV were acquired by the Canadian Broadcasting Corporation (CBC) and are not included in the 2003 above.

■ Les résultats du réseau de CTV ne sont pas présentés comme une unité rapportée individuellement mais ils sont inclus dans chacune des stations de CTV. / CTV Network results are not reported as a separate reporting unit but are included in each CTV station.

■ Les résultats inclus, en 2003, 2 nouvelles stations: / 2003 includes the results of 2 new stations: OMNI-2 - Toronto et/and CHNM-TV - Vancouver.

Jan. 14, 2005. 05:20 PM

## Corus seeking acquisitions 'in excess' of \$1B

FROM CANADIAN PRESS

CALGARY — Buoyed by higher profits, Corus Entertainment Inc. is searching for television acquisitions "in excess" of \$1 billion, the radio and TV broadcaster's president and CEO said today.

John Cassaday told shareholders at the company's annual meeting in Calgary that Corus was rebounding from its results "disappointment" of fiscal 2004 and is ready to expand through strategic acquisitions.

"As you can see from our results, we're strengthening our balance sheet and we're getting ourselves into a position where we can take advantage of new opportunities as they come along," said Cassaday.

"We are in a position of doing a deal in excess of a billion dollars if the opportunity presented itself."

Cassaday said new acquisitions would likely involve specialty television channels, as Corus is "tapped out" in many of the country's largest radio markets with more than 50 radio stations across Canada.

The Canadian broadcasting industry has been consolidating in recent years, with smaller players giving way to industry leaders such as CTV Inc., CanWest Global Communications, CHUM Ltd. and Astral Media in the TV sector and Corus, Standard Broadcasting and the CHUM group in radio.

The annual meeting Friday came a day after the radio operator and owner of children's filmmaker Nelvana Ltd. and specialty TV networks such as W, CMT and Teletoon reported a big jump in quarterly profits.

Toronto-based Corus said its earnings jump reflected improved ad sales in both radio and television, which offset declines at its children's products division.

Corus earned \$29.1 million, or 68 cents a share, for the three months ended Nov. 30, the first quarter of the company's 2005 fiscal year. In comparison, it earned \$5.7 million, or 13 cents per share, in the first quarter of fiscal 2004.

Overall quarterly revenues fell to \$180.6 million from \$185 million in the prior year.

Corus reported an expected dropoff in revenue from its content division, Nelvana Ltd., which produces children's programming and sells merchandise based on those programs. However, Corus radio revenues were \$65.5 million, up six per cent from \$60.7 million last year. Revenue growth in radio was strong in the Ontario and Quebec regions, while in the West, Vancouver has started to recover from last year's weaker performance.

Speaking after the shareholders' meeting, Cassaday said he expected further consolidation in Canada's broadcasting industry.

"We believe that there will be opportunities for growth in the future — there might even be some big ones," he said.

"But the likelihood is that various companies will get broken up and pieces will get allocated amongst the parties involved. We hope to be participants in that in the future."

Corus Radio revenues were \$65.5 million, up from \$60.7 million last year.

"Our focus on growing the revenue in radio while controlling our costs was clearly demonstrated in the first quarter with segment profit growth of 18 per cent," said Heather Shaw, Corus's executive chair.

Corus (TSX:CJR) shares rose \$1.25 to close at \$26 on the Toronto Stock Exchange.

## **Corus Entertainment shares rise on strong profits**

Shares in Corus Entertainment Inc. rose 5 per cent Thursday after the radio and television broadcaster reported a big jump in first-quarter profits as cost cuts offset lower sales.

Toronto-based Corus said it earned \$29.1 million, or 68 cents a share, in the three months ended Nov. 30, the first quarter of fiscal 2005. The company had earned \$5.7 million, or 13 cents per share, in the first quarter of fiscal 2004.

Quarterly sales fell to \$180.6 million from \$185 million in the prior year. Although advertising sales at its television and radio stations improved eight per cent and six per cent, respectively, Corus reported an expected drop in sales from its content division.

Content sales fell to \$18.9 million from \$30.7 million, partly due to a lower U.S. dollar and reduced merchandise sales for Beyblade, a spinning top toy.

Corus Television, which includes the W channel for women, CMT, the country music channel, and the Western Canadian movie subscription channel Movie Central, contributed quarterly sales of \$98.5 million, up from \$94.2 million last year.

Corus Radio revenues were \$65.5 million, up from \$60.7 million last year.

"Our focus on growing the revenue in radio while controlling our costs was clearly demonstrated in the first quarter with segment profit growth of 18 per cent," said Heather Shaw, Corus's executive chair.

Corus ([TSX:CJR](#)) shares rose \$1.25 to close at \$26 on the Toronto Stock Exchange.

# CanWest profits increase four-fold

Source : Toronto Star

**July 16, 2004**

CanWest Global Communications Corp. more than quadrupled quarterly profit due to its strong South Pacific operations, interest-rate gains and a writeoff earlier in the year, the company said yesterday.

Major cost-cutting at its Canadian newspapers also helped improve its fortunes, but its Canadian broadcasting arm, Global Television Network, weighed down over-all results.

The Canadian TV operations were hit during the quarter by higher costs associated with the cancellation of The Mike Bullard Show and flat revenues relative to the same time last year.

CanWest, which owns the National Post and other big-city Canadian dailies in addition to its core broadcasting operations, said it earned \$54 million, or 31 cents per share. That compared with net earnings of \$12 million, or 7 cents per share, in the same period last year.

"We expect a continuation of strong results for the balance of the year in Australia and continuing positive results from our publications group and from our other international operations in New Zealand and Ireland," president and chief executive Leonard Asper said.

He said the Canadian TV operations are "poised to benefit from a more positive advertising environment and stronger ratings," but he added that the summer television season at Global will be challenged by CBC's Olympic coverage in August. CanWest's ratings should improve when the new fall shows come on the air in September, Asper said.

During the fiscal third quarter ended May 31, TV programming expenses increased by 17 per cent over the previous year.

However, the company benefited from a \$6.7 million interest rate gain, versus a \$4.7 million loss last year, as well as a \$1.8 million gain from discontinued operations - the Fireworks film and television production and distribution operations it has written off. Last year, the division caused a \$13.6 million loss.

CanWest had a foreign exchange gain of \$5 million.



Revenues increased to \$565 million from \$558 million. But revenues from Canadian broadcasting operations of \$207 million were unchanged from the previous year's third-quarter result.

Operating profit from its Canadian broadcasting operations fell to \$61.3 million from \$82.9 million a year earlier.

Operating earnings from its Canadian publications and online operations rose to \$74.2 million from \$71.8 million, although revenues from that segment fell slightly, to \$299.7 million from \$300.5 million.

© Toronto Star

**Bell Canada  
Enterprises**

Bell Globemedia

Revenues at Bell Globemedia were up 2% and operating income improved by 15%.

CTV had 17 of the top 20 regularly scheduled programs in the country during the summer period. Canadian Idol was once again a national phenomenon with viewership peaking at 4.2 million making it Canada's most watched, non-sports program for the second straight season and helping drive increased advertising revenues.

The Globe and Mail recently launched a new subscription-based web site called "Insider Edition" available from [globeandmail.com](http://globeandmail.com). The Globe and Mail is seeing strength in its circulation numbers and in revenue growth from its various web properties.

## CHUM profits beat analysts' call

CP

2005-01-15 03:19:37

TORONTO -- CHUM Ltd. reported a 56-per-cent increase in first-quarter profits yesterday, beating analyst expectations and pushing shares of the big radio and TV broadcaster higher. "We are clearly very pleased with the results of what is a very strong first quarter in both radio and TV," Jay Switzer, CHUM's president and chief executive, said during a conference call with analysts.

Investors cheered the results by the Toronto-based company and sent CHUM's class-B shares up \$1.99 or nearly seven per cent to close at \$31.50 in trading on the Toronto Stock Exchange.

CHUM, which operates the Citytv channels in Toronto and Vancouver, reported earlier it made a profit of \$21.4 million or 78 cents per share for the three months ended Nov. 30. That compared with a profit of \$13.6 million or 50 cents per share a year ago.

The analyst consensus, according to Thomson One Analytics, was for a profit of 62 cents a share.

Quarterly revenue, less agency commissions, grew to \$160.6 million from \$155.5 million.

The company said that for the first quarter television revenue increased 1.7 per cent, while programming costs fell as the broadcaster actively managed TV program rights.

Switzer said cost controls across the company -- including job cuts at some of its stations -- helped to boost the results despite disappointing television revenue.

"We want to be as smart and nimble and ready for the next period of increased demand and what we believe will be increased ratings in the next cycle of our business activity," Switzer said.

"We would much rather -- and plan to in the future -- build the business on top line (revenue) growth. This cycle, we are getting the house in order so that we'll be better able to do that."

**Ad sales drive Chum profits****Tamsen Tillson**

Oct 27, 2003

TORONTO -- A strong ad market and a more efficiently run ship made Chum's year a strong one, with the Toronto-based television and radio company posting a bottom-line jump of 80%.

"We are very pleased with this year," Jay Switzer, prexy and CEO, told analysts in Toronto on Monday.

Net earnings for the year ended Aug. 31 were up 80% at C\$25.4 million (\$19.4 million), on revenue of \$412.3 million, up 12.6% from 2002. Earnings for 2002 include a one-time gain of \$4.8 million.

TV revenue was up 15.1% to \$313 million, and radio was up by 6.2% to \$90.3 million. TV ad sales were up 8.4%, and the company's total sales increased 15.1%.

Performance was particularly strong at the company's flagship, Citytv in Toronto, the company noted, and, "The improved performance of Chum Television can also be attributed to improved account service and inventory yield management."

During the year, founder Allan Waters retired, and he and Chum sold more than 2 million shares to a syndicate of underwriters, led by TD Securities. The proceeds of \$81.4 million were used to reduce debt.

Switzer said the company has not yet experienced "any measurable impact on sales" from new competition in Vancouver and Toronto, including the recent start-up of Toronto 1, though "we're starting to see some program cost increases."

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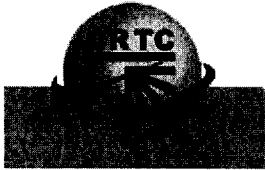
Michael MacMillan, chief executive of Alliance Atlantis Communications Inc., which last year shuttered nearly all of its production business to become a pure-play specialty broadcaster, agreed that conventional TV has some life left in it.

Mr. MacMillan called the "big gap" between the steady growth in viewers versus the slow increase in ad revenue "frustrating".

At the same time, Mr. Asper said advertising should be deregulated in Canada. Specifically, he said, the federal broadcast regulator should lift its ban on prescription drug advertising – a lucrative source of broadcast revenue in the United States.

Canadian Radio-television and  
Telecommunications CommissionConseil de la radiodiffusion et  
des télécommunications canadiennes

Canada



## News release

February 10<sup>th</sup>, 2005

### The CRTC unveils financial results for private Canadian Television

Viewing Tools:  
Special software  
needed to read non-  
HTML documents

**OTTAWA-GATINEAU** — The Canadian Radio-television and Telecommunications Commission (CRTC) has released the financial results for conventional Canadian private television stations for 2000 to 2004. Overall, their revenues increased marginally between 2003 and 2004, while earnings before interest and taxes (EBIT) declined.

Specifically, between 2003 and 2004, revenues rose from \$2.087 to \$2.105 billion, an increase of 1%. Local advertising sales reached \$364.1 million, while national advertising brought in \$1.447 billion. This translates into an increase of 6.1% for local advertising revenues, while revenues from national sales decreased by 1.5%. Over the 2000 to 2004 period, total revenues for private television rose by 12%, while total operating expenses grew by 15.5%.

Although 2004 revenues increased by 1% over 2003, EBIT declined by 22.7% as programming expenses and total operating expenses increased by 5.8% and 5% respectively. On average, over the last five years, EBIT decreased by 2.7% per year.

In 2004, nearly 8,000 people were employed in this industry, accounting for more than \$553 million in salaries.

#### Spending on programming and production

Spending on Canadian programming increased 5.8% to \$575.5 million in 2004. Included in this was spending on drama and comedy of some \$86.5 million. While this \$86.5 million represents a decrease of 13.1% or \$13 million over 2003, it is 10.1% or \$8 million higher than the equivalent expenditure figure in 2000, and represents an average annual increase of 2.4%. The decrease noted in 2004 is in part attributable to a decline in spending to acquire programming from independent producers, which went from \$79.6 million in 2003 to \$68.3 million in 2004. On average, however, since 2000, spending for independent produced programming has increased annually by 3.6%.

Broadcasters spent \$81.4 million on Canadian human interest programs, including the "reality" genre, in 2004 compared with \$51.7 million in 2003. Spending in this area increased by \$29.7 million or 57.5% over 2003.

Broadcasters spent \$18 million on musical and variety programs in 2004 for an increase of \$7 million or 63.6%.

Finally, spending on news programming increased by \$10.8 million or 3.6% in 2004, reaching \$310.9 million. Spending on other information programming climbed to \$60.5 million, an increase of \$4.8 million or 8.6% over 2003.

#### Background

The data included in this report are drawn from the annual reports submitted to the Commission by the conventional private television licensees. They are part of a series of reports published each year by the Commission on the broadcasting industry. The Commission will shortly be releasing three other reports on the financial results of specialty, pay and pay-per-view television services, radio, and broadcasting distribution undertakings.

The Canadian Radio-television and Telecommunications Commission is an independent public authority that regulates and supervises broadcasting and telecommunications in Canada.

Reference document: Television, Statistical and Financial Summaries, 2000-2004 [[.htm](#)] [[.pdf](#)]

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Ottawa-Gatineau	(819) 997-2429	(819) 994-0423	(819) 994-0218
Regina	(306) 780-3422	(819) 994-0423	(819) 994-0218
Toronto	(416) 952-9096	(819) 994-0423	(819) 994-0218
Vancouver	(604) 666-2111	(604) 666-0778	(604) 666-8322
Winnipeg	(204) 983-6306	(204) 983-8274	(204) 983-6317

Date Modified: 2005-02-10



December 14<sup>th</sup>, 2004

## **The CRTC releases its annual Broadcasting Policy Monitoring Report**

**OTTAWA-GATINEAU** — The Canadian Radio-television and Telecommunications Commission (CRTC) has released today the fifth edition of its Broadcasting Policy Monitoring Report. The report provides an on-going assessment of the Canadian broadcasting system. It presents a wide range of information on television, radio, broadcasting signal distribution, social issues and the Internet.

### **What's new in 2004?**

The 2004 edition offers an update on performance indicators and continues to measure the performance of the Canadian broadcasting system. In addition, there are new measures in regard to the viewing of Canadian programming using metered data.

The following sets out a few highlights of the report:

### **Television**

- Canadians have an impressive choice of television services, with 550 Canadian services and 107 non-Canadian services.
- According to Nielsen Media Research metered data, dramas and comedies remain the most popular television programs, attracting 44% of the average English-language weekly viewing hours over the 2002-03 broadcast year and 43% of the average weekly viewing hours for those watching in French. 14% of the viewing of English-language drama was to Canadian drama, while 32% of the viewing of French-language drama was to Canadian drama.
- According to the BBM Fall 2003 survey, Canadians are watching an average of 21.7 hours of television per week. Nielsen pegs the weekly average at 26.1 hours.
- Revenues for conventional private television stations increased by over 10% in 2003, to 2.1 billion dollars. Pay, pay-per-view and specialty services had revenues of 1.9 billion dollars in 2003, an increase of over 10%.
- There are presently 11 transitional digital television stations, located in Montréal, Toronto and Vancouver.
- The current Canadian ethnic television landscape includes 4 over-the-air television stations, 5 analog specialty services, 21 launched Category 2 digital pay and specialty services and 30 Category 2 services that have yet to be launched. To complement these services, the Commission

has authorized the distribution of 19 third-language foreign services.

## **Radio**

- Canada has 1,139 radio services, including 17 ethnic radio stations, and 16 audio services distributed by broadcasting distribution undertakings (BDU), including 2 pay audio services and 14 specialty audio services targeting 8 ethnic communities and 2 Christian communities.
- The number of transitional digital radio (TDR) undertakings authorized in Canada has increased from 56 in 2003 to 76 in 2004.
- On average, Canadians listened to 19.5 hours of radio per week in 2003, a little less than the 20.2 hours in 2002. Weekly listening levels by teens between 12 and 17 years of age declined to an average of 8.5 hours.
- Revenues for commercial radio stations reached 1.189 billion dollars in 2003, an increase of 8% over the previous year. The profit margin before interest and taxes of commercial radio increased to 19.3% in 2003.
- Since the introduction of the Commercial Radio Policy, the industry has contributed over \$150 million to the development of Canadian talent.

## **Broadcasting distribution undertakings (BDU)**

- There are currently 1,985 cable companies, 2 Direct-to-Home satellite distribution undertakings (DTH), 29 multipoint distribution systems (MDS) and 12 subscription television systems (STV) in this country.
- In 2003, cable garnered 76% of basic service subscriptions; DTH, 24%; and MDS and STV combined, 0.6%. DTH subscribers rose to 2.2 million, an increase of 9.8% over the previous year.
- Contributions to the Canadian Television Fund and other programming funds from BDUs increased to \$129 million in 2003.
- Revenues for Canadian cable undertakings rose to \$4.2 billion in 2003, up 7.7%, while those of DTH, MDS and STV combined hit \$1.2 billion, representing growth of 27.2% over the previous year. Total revenues for the BDU industry were 5.4 billion dollars.
- In June 2004, 4.3 million subscribers to BDUs were receiving digital services, 19% more than in June 2003.

## **Internet**

- 68% of Canadian households owned a computer in 2004, compared with 64% in 2003.
- In March 2004, 76% of Canadians had access to the Internet either at home, school, work, through wireless devices, Internet cafes, libraries or other locations, compared with 68% in 2003. They connect to the Internet an average of 16 times per week, for a total of 16 hours.
- Subscriptions to high speed Internet rose sharply, going from 50% of subscriptions in 2003 to 61% in 2004.

## **Future editions**

In order to provide more timely reporting and as a result of improvements to internal databases, the



Commission will issue future editions of the Broadcasting Policy Monitoring Report in the spring of each year, commencing in 2005.

## Background

The Commission releases this report in order to provide an on-going assessment of the impact of CRTC regulations, policies and decisions towards the achievement of the objectives of the Broadcasting Act. It hopes that this report will promote public debate on broadcasting policy, and that it will encourage public participation in CRTC processes.

The Commission welcomes suggestions for improving future editions of this report. You may address your comments to the Secretary General, CRTC, Ottawa, Ontario, K1A 0N2 or e-mail us at [info@crtc.gc.ca](mailto:info@crtc.gc.ca).

The Canadian Radio-television and Telecommunications Commission is an independent public authority that regulates and supervises broadcasting and telecommunications in Canada.

Reference document: Broadcasting Policy Monitoring Report 2004 [[.htm](#)][[.pdf](#)]

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