

<b>Conventional Television - Financial Summary 2012-2016</b>										
	<i>2012</i>	<i>2013</i>	<i>Var %</i>	<i>2014</i>	<i>Var %</i>	<i>2015</i>	<i>Var %</i>	<i>2016</i>	<i>Var %</i>	<i>CAGR (%)</i>
<b>Total Revenue</b>	<b>2,038,125,813</b>	<b>1,944,297,312</b>	<b>-4.6</b>	<b>1,803,682,152</b>	<b>-7.23</b>	<b>1,757,058,607</b>	<b>-2.58</b>	<b>1,677,790,303</b>	<b>-4.51</b>	<b>-4.8</b>
<b>2016 TR -2015 TR</b>								<b>- 79,268,304</b>		

<b>Discretionary and On-Demand Services - Financial Summaries - 2012-2016</b>										
	<i>2012</i>	<i>2013</i>	<i>Var %</i>	<i>2014</i>	<i>Var %</i>	<i>2015</i>	<i>Var %</i>	<i>2016</i>	<i>Var %</i>	<i>CAGR (%)</i>
<b>Total Revenue</b>	<b>3,967,586,559</b>	<b>4,090,993,551</b>	<b>3.11</b>	<b>4,248,763,192</b>	<b>3.86</b>	<b>4,289,734,248</b>	<b>0.96</b>	<b>4,415,645,474</b>	<b>2.94</b>	<b>2.7</b>
<b>2016 TR -2015 TR</b>								<b>125,911,226</b>		

<b>CONVENTIONAL TELEVISION + DISCRETIONARY &amp; ON DEMAND SERVICES - COMBINED</b>						
	<i>2012</i>	<i>2013</i>	<i>2014</i>	<i>2015</i>	<i>2016</i>	<i>Var %</i>
<b>Total Revenue</b>	<b>6,005,712,372</b>	<b>6,035,290,863</b>	<b>6,052,445,344</b>	<b>6,046,792,855</b>	<b>6,093,435,777</b>	<b>0.77%</b>
<b>2016 TR -2015 TR</b>					<b>46,642,922</b>	

<b>Radio - Financial Summary 2012-2016</b>										
	<i>2012</i>	<i>2013</i>	<i>Var %</i>	<i>2014</i>	<i>Var %</i>	<i>2015</i>	<i>Var %</i>	<i>2016</i>	<i>Var %</i>	<i>CAGR (%)</i>
<b>Total Revenue</b>	<b>1,618,427,062</b>	<b>1,622,658,421</b>	<b>0.26</b>	<b>1,613,471,210</b>	<b>-0.57</b>	<b>1,602,341,993</b>	<b>-0.69</b>	<b>1,551,097,779</b>	<b>-3.2</b>	<b>-1.1</b>
<b>2016 TR -2015 TR</b>								<b>- 51,244,214</b>		

# Private Television - Financial Summary - Canada

## Conventional Television - Financial Summary 2012-2016

### Reporting Units

	2012	2013	2014	2015	2016
	92	92	92	93	93

### Revenue (\$)

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Local Time Sales	354,601,374	351,227,615	-0.95	333,539,869	-5.04	330,116,650	-1.03	315,077,260	-4.56	-2.9
National Time Sales	1,350,563,408	1,279,271,641	-5.28	1,179,822,846	-7.77	1,177,561,783	-0.19	1,124,659,745	-4.49	-4.5
Network Payments	111,470,050	110,491,801	-0.88	110,830,219	0.31	103,908,694	-6.25	98,875,379	-4.84	-3
Infomercials	15,045,628	17,391,424	15.59	17,691,962	1.73	14,280,927	-19.28	14,285,448	0.03	-1.3
Syndication-Production	15,939,802	15,979,327	0.25	16,259,351	1.75	12,020,208	-26.07	11,177,163	-7.01	-8.5
Local Programming Improvement Fund	64,365,302	39,881,723	-38.04	21,739,115	-45.49	-	-	-	-	n/a
Small Market Local Programming Fund	-	-	-	-	-	8,975,115	-	8,555,384	-4.68	n/a
Government Grants	0	0	n/a	320,105	n/a	268,681	-16.06	213,409	-20.57	n/a
Other Revenue	126,140,249	130,053,781	3.1	123,478,685	-5.06	109,926,549	-10.98	104,946,515	-4.53	-4.5
<b>Total Revenue</b>	<b>2,038,125,813</b>	<b>1,944,297,312</b>	<b>-4.6</b>	<b>1,803,682,152</b>	<b>-7.23</b>	<b>1,757,058,607</b>	<b>-2.58</b>	<b>1,677,790,303</b>	<b>-4.51</b>	<b>-4.8</b>

2016 TR -2015 TR

-79,268,304

### Expenses (\$)

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Programming and Production	1,438,117,476	1,395,522,623	-2.96	1,397,326,203	0.13	1,363,291,030	-2.44	1,293,081,378	-5.15	-2.6
Technical	80,854,235	80,094,737	-0.94	79,093,564	-1.25	79,008,215	-0.11	74,924,511	-5.17	-1.9
Sales and Promotion	224,127,471	187,403,054	-16.39	188,018,943	0.33	182,411,077	-2.98	174,029,068	-4.6	-6.1
Administration and General	176,828,775	189,353,960	7.08	180,588,177	-4.63	191,365,621	5.97	166,016,509	-13.25	-1.6
<b>Total Expenses</b>	<b>1,919,927,957</b>	<b>1,852,374,374</b>	<b>-3.52</b>	<b>1,845,026,887</b>	<b>-0.4</b>	<b>1,816,075,943</b>	<b>-1.57</b>	<b>1,708,051,466</b>	<b>-5.95</b>	<b>-2.9</b>
Operating Income (Loss)	118,197,856	91,922,938	-	-41,344,735	-	-59,017,336	-	-30,261,163	-	-
Depreciation	95,312,323	94,238,859	-1.13	97,311,460	3.26	81,847,663	-15.89	82,934,748	1.33	-3.4
<b>P.B.I.T.</b>	<b>22,885,533</b>	<b>-2,315,921</b>	<b>-</b>	<b>-138,656,195</b>	<b>-</b>	<b>-140,864,999</b>	<b>-</b>	<b>-113,195,911</b>	<b>-</b>	<b>-</b>
Interest Expense	9,959,999	11,948,333	19.96	11,469,219	-4.01	7,501,603	-34.59	100,138	-98.67	-
Adjustments Gain (Loss)	-44,263,387	-55,003,276	-	-125,445,025	-	-72,933,343	-	-8,034,230	-	-
<b>Pre-tax Profit</b>	<b>-31,337,853</b>	<b>-69,267,530</b>	<b>-</b>	<b>-275,570,439</b>	<b>-</b>	<b>-221,299,945</b>	<b>-</b>	<b>-121,330,279</b>	<b>-</b>	<b>-</b>

### Canadian Programming Expenses (CPE)

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
<b>Canadian Programming Expenses (CPE)</b>	<b>661,758,557</b>	<b>605,414,675</b>	<b>-8.51</b>	<b>619,305,475</b>	<b>2.29</b>	<b>655,710,894</b>	<b>5.88</b>	<b>633,292,755</b>	<b>-3.42</b>	<b>-1.1</b>
CPE / Revenue (%)	32.5	31.1	-	34.3	-	37.3	-	37.7	-	-

### Programming and Production (%)

	2012	2013	2014	2015	2016
Prog-Prod Expense/Expense Total	74.9	75.3	75.7	75.1	75.7
Prog-Prod Expense/Revenue Total	70.6	71.8	77.5	77.6	77.1

### Staff

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Total Remuneration	537,197,607	530,646,485	-1.22	532,689,889	0.39	534,491,117	0.34	499,405,287	-6.56	-1.8
Total Staff Count	6,342.90	6,083.50	-4.09	5,961.30	-2.01	5,789.80	-2.88	5,313.60	-8.22	-
Avg Remuneration (\$)	84,693	87,228	2.99	89,357	2.44	92,316	3.31	93,986	1.81	2.6
Avg Remuneration Without Fringe Benefits (\$)	74,019	75,227	1.63	76,584	1.8	78,906	3.03	80,015	1.41	2

### Profitability (%)

	2012	2013	2014	2015	2016
Operating Margin	5.8	4.7	-2.3	-3.4	-1.8
P.B.I.T. Margin	1.1	-0.1	-7.7	-8	-6.7
Pre-tax Margin	-1.5	-3.6	-15.3	-12.6	-7.2

CAGR = Compound Annual Growth Rate

P.B.I.T. = Profit Before Interest and Tax

Var = Variation

Date modified:

2017-07-27

# Discretionary and On-Demand Services - Total

## Discretionary and On-Demand Services - Financial Summaries - 2012-2016

### Reporting Units

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
<b>Reporting Units</b>	<b>230</b>	<b>229</b>	-	<b>230</b>	-	<b>228</b>	-	<b>307</b>	-	-

### Revenue (\$)

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Residential/bulk/SMATVsubscriber revenue	1,889,041,829	2,001,886,698	5.97	2,144,320,951	7.12	2,203,198,361	2.75	2,244,239,743	1.86	4.4
DTH subscriber revenue	733,719,127	723,352,303	-1.41	763,060,279	5.49	756,780,495	-0.82	730,395,276	-3.49	-0.1
Local advertising revenue	31,020,031	30,112,051	-2.93	30,618,665	1.68	33,469,076	9.31	34,861,729	4.16	3
National advertising revenue	1,233,233,547	1,266,581,582	2.7	1,223,470,604	-3.4	1,201,663,768	-1.78	1,312,471,705	9.22	1.6
Other revenue	80,572,025	69,060,917	-14.29	87,292,693	26.4	94,622,548	8.4	93,677,021	-1	3.8
<b>Total Revenue</b>	<b>3,967,586,559</b>	<b>4,090,993,551</b>	<b>3.11</b>	<b>4,248,763,192</b>	<b>3.86</b>	<b>4,289,734,248</b>	<b>0.96</b>	<b>4,415,645,474</b>	<b>2.94</b>	<b>2.7</b>

2016 TR -2015 TR

125,911,226

### Expenses (\$)

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Programming and Production	2,254,449,599	2,206,240,437	-2.14	2,431,654,661	10.22	2,571,630,351	5.76	2,724,790,891	5.96	4.9
Technical	151,551,950	145,254,507	-4.16	154,644,945	6.46	162,788,327	5.27	154,888,779	-4.85	0.6
Sales and Promotion	215,741,561	221,078,741	2.47	195,989,039	-11.35	205,176,370	4.69	197,273,389	-3.85	-2.2
Administration and General	312,613,480	347,987,571	11.32	344,939,772	-0.88	323,043,359	-6.35	306,219,885	-5.21	-0.5
<b>Total Expenses</b>	<b>2,934,356,590</b>	<b>2,920,561,256</b>	<b>-0.47</b>	<b>3,127,228,417</b>	<b>7.08</b>	<b>3,262,638,407</b>	<b>4.33</b>	<b>3,383,172,944</b>	<b>3.69</b>	<b>3.6</b>

### Performance (\$)

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Operating Income	1,033,229,969	1,170,432,295	-	1,121,534,775	-	1,027,095,841	-	1,032,472,530	-	-
Depreciation	120,021,059	87,268,987	-27.29	98,478,393	12.84	105,446,516	7.08	106,769,410	1.25	-2.9
<b>P.B.I.T.</b>	<b>913,208,910</b>	<b>1,083,163,308</b>	-	<b>1,023,056,382</b>	-	<b>921,649,325</b>	-	<b>925,703,120</b>	-	-
Interest Expense	82,635,657	80,380,420	-	72,633,582	-	124,950,057	-	152,231,476	-	-
Adjustments - Gain (Loss)	41,749,382	41,167,455	-	87,314,681	-	-19,110,687	-	223,624,061	-	-
<b>Pre-tax Profit</b>	<b>872,322,635</b>	<b>1,043,950,343</b>	-	<b>1,037,737,481</b>	-	<b>777,588,581</b>	-	<b>997,095,705</b>	-	-

### Canadian Programming Expenses (\$)

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Acquisition of rights	727,804,134	684,731,223	-5.92	825,287,007	20.53	952,306,215	15.39	1,078,903,675	13.29	10.3
Script & concept	11,434,180	13,452,669	17.65	14,811,132	10.1	14,186,486	-4.22	13,997,459	-1.33	5.2
Filler Programming + Program Production	635,128,907	615,816,140	-3.04	651,924,334	5.86	637,166,128	-2.26	623,120,716	-2.2	-0.5
Investment in Programming	14,533,390	9,104,100	-37.36	8,066,155	-11.4	32,718,524	305.63	16,448,430	-49.73	3.1
<b>Total Canadian Programming</b>	<b>1,388,900,611</b>	<b>1,323,104,132</b>	<b>-4.74</b>	<b>1,500,088,628</b>	<b>13.38</b>	<b>1,636,377,353</b>	<b>9.09</b>	<b>1,732,470,280</b>	<b>5.87</b>	<b>5.7</b>
Canadian Programming/Revenue (%)	35.01	32.34	-	35.31	-	38.15	-	39.23	-	-

### Staff

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Total Remuneration (\$)	487,015,795	477,636,724	-1.93	463,936,294	-2.87	455,287,270	-1.86	433,615,044	-4.76	-2.9
Total Staff Count	6,176	6,116	-0.97	6,198	1.34	5,899	-4.83	5,437	-7.83	-
Avg Remuneration (\$)	78,854	78,093	-0.97	74,851	-4.15	77,183	3.12	79,753	3.33	0.3
Avg Remuneration excl. Benefits (\$)*	n/a	n/a	n/a	64,360	n/a	66,454	3.25	69,086	3.96	n/a

### Profitability (%)

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Operating Margin	26	28.6	-	26.4	-	23.9	-	23.4	-	-
P.B.I.T. Margin	23	26.5	-	24.1	-	21.5	-	21	-	-
Pre-tax Margin	22	25.5	-	24.4	-	18.1	-	22.6	-	-

CAGR = Compound Annual Growth Rate

DTH = Direct-to-Home

SMATV = Satellite Master Antenna Television

P.B.I.T. = Profit Before Interest and Tax

Var = Variation

\*Fringe benefits data was not collected prior to the 2014

Broadcast Year.

Date modified:

2017-07-27

# Radio AM / FM - Canada - All Languages

## Radio - Financial Summary 2012-2016

### Reporting Units

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Reporting Units	675	685	-	694	-	704	-	711	-	-

### Revenue (\$)

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Local Time Sales	1,131,169,871	1,123,469,371	-0.68	1,090,920,696	-2.9	1,066,901,014	-2.2	1,009,830,760	-5.35	-2.8
National Time Sales	453,914,837	476,286,194	4.93	497,220,725	4.4	508,663,353	2.3	514,732,988	1.19	3.2
Syndication-Production	3,854,099	3,011,902	-21.85	6,139,226	103.83	6,154,817	0.25	8,592,302	39.6	22.2
Government/Corporate Grants	93,019	141,912	52.56	124,186	-12.49	140,342	13.01	114,122	-18.68	n/a
Other Revenue	29,395,236	19,749,042	-32.82	19,066,377	-3.46	20,482,467	7.43	17,827,607	-12.96	-11.8
<b>Total Revenue</b>	<b>1,618,427,062</b>	<b>1,622,658,421</b>	<b>0.26</b>	<b>1,613,471,210</b>	<b>-0.57</b>	<b>1,602,341,993</b>	<b>-0.69</b>	<b>1,551,097,779</b>	<b>-3.2</b>	<b>-1.1</b>

2016 TR -2015 TR

-51,244,214

### Expenses (\$)

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Programming and Production	486,670,959	498,838,720	2.5	507,382,328	1.71	510,063,854	0.53	497,955,675	-2.37	0.6
Technical	58,979,620	58,662,955	-0.54	58,723,474	0.1	57,705,696	-1.73	57,168,791	-0.93	-0.8
Sales and Promotion	387,292,724	371,950,529	-3.96	374,829,772	0.77	374,360,255	-0.13	355,640,704	-5	-2.1
Administration and General	320,833,300	322,458,594	0.51	329,142,194	2.07	314,473,043	-4.46	308,423,867	-1.92	-1
<b>Total Expenses</b>	<b>1,253,776,603</b>	<b>1,251,910,798</b>	<b>-0.15</b>	<b>1,270,077,768</b>	<b>1.45</b>	<b>1,256,602,848</b>	<b>-1.06</b>	<b>1,219,189,037</b>	<b>-2.98</b>	<b>-0.7</b>

### Performance (\$)

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Operating Income	364,650,459	370,747,623	-	343,393,442	-	345,739,145	-	331,908,742	-	-
Depreciation	43,740,699	42,815,220	-2.12	44,938,301	4.96	42,432,505	-5.58	43,766,273	3.14	0
<b>P.B.I.T.</b>	<b>320,909,760</b>	<b>327,932,403</b>	<b>-</b>	<b>298,455,141</b>	<b>-</b>	<b>303,306,640</b>	<b>-</b>	<b>288,142,469</b>	<b>-</b>	<b>-</b>
Interest Expense	10,063,182	11,746,650	-	15,682,614	-	19,835,257	-	19,830,332	-	-
Adjustments Gain(Loss)	56,352,114	-49,641,800	-	1,983,383	-	-7,584,692	-	167,753,287	-	-
<b>Pre-tax Profit</b>	<b>367,198,692</b>	<b>266,543,953</b>	<b>-</b>	<b>284,755,910</b>	<b>-</b>	<b>275,886,691</b>	<b>-</b>	<b>436,065,424</b>	<b>-</b>	<b>-</b>

### Programming and Production (%)

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Prog-Prod Expense / Expense Total	38.8	39.8	-	39.9	-	40.6	-	40.8	-	-
Prog-Prod Expense / Revenue Total	30.1	30.7	-	31.4	-	31.8	-	32.1	-	-

### Staff

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Total Remuneration (\$)	681,023,518	680,065,169	-0.14	675,150,840	-0.72	670,636,480	-0.67	638,704,395	-4.76	-1.6
Total Staff Count	10,185.10	10,256.70	0.7	9,918.70	-3.3	9,546.10	-3.76	8,885.50	-6.92	-
Avg Remuneration (\$)	66,865	66,304	-0.84	68,068	2.66	70,253	3.21	71,882	2.32	1.8
Avg Remuneration excl. Benefits (\$)	57,545	59,002	2.53	61,275	3.85	63,623	3.83	64,864	1.95	3

### Profitability (%)

	2012	2013	Var %	2014	Var %	2015	Var %	2016	Var %	CAGR (%)
Operating Margin	22.5	22.8	-	21.3	-	21.6	-	21.4	-	-
P.B.I.T. Margin	19.8	20.2	-	18.5	-	18.9	-	18.6	-	-
Pre-tax Margin	22.7	16.4	-	17.6	-	17.2	-	28.1	-	-

CAGR = Compound Annual Growth Rate

P.B.I.T. = Profit Before Interest and Tax

Var = Variation

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