

Ownership of telecom, mobile and cable television companies is regulated under provisions of the Canadian Telecom Act. What is the state of foreign ownership in Canada; what are the impacts on the industry?

Find out in this all new report entitled:

Foreign Ownership of the Canadian Telecom Industry

This 50-page Impact Report published in March 2002 is a critical reference document covering the state of foreign ownership of the Canadian telecom industry. The key benefits you will obtain from buying this Impact Report are:

- Detailed analyses of the foreign voting ownership of each of the major players in the Canadian market – including telecom carriers, mobile licensees and cable television companies
- View of the ensemble of foreign voting ownership in Canada by major market segment and what the trend has been from 1996 to 2001
- Understanding of the present rules for foreign ownership and control of Canadian entities and how the control regulations have been used in the past
- Perspectives on important considerations for the Canadian industry.

Over the last two years Canada has seen a major shakeout in the telecom industry. At the same time, governments are increasingly interested in telecom policy related initiatives, notably deployment of broadband access facilities. The combination of financial difficulties experienced by industry with the continued need to invest makes the discussion of ownership restrictions timely and important.

The report is an ideal companion piece to “Canadian Telecom Markets 2001”, published by LYA International Inc. in October 2001. Click here for details:

<http://www.LYA.com>

About the authors

LYA, founded in 1993 is a management consulting and research firm specialized in the telecommunications industry. LYA is a leading consultant to the telecommunications industry, providing services such as economic and financial analysis, auction support and valuation, due diligence, expert testimony, market research (primary and secondary), forecasting and analysis, wireless license applications, regulatory and policy support and development of business plans. LYA's areas of expertise and research cover a wide range of telecom services including, mobile services (cellular, PCS, GPRS, 3G, ESMR), fixed wireless (LMDS, MCS), Internet services and applications (such as IP telephony), Competitive Local Exchange Carriers (CLECs), DSL technologies and E-commerce.

Impact Reports are a new, continuing series of publications, designed to provide timely, high impact research on leading edge developments in telecommunications.



LYA Impact Report 02.2 - Foreign Ownership of the Canadian Telecom Industry
Table of Contents

- 1. Canadian foreign ownership rules
1.1 Introduction
1.2 Background
1.3 The Basics of the Rules – Operating company, holding company
1.4 Types of foreign participation – ownership versus control
1.4.1 Illustrative example 1 – AT&T Canada
1.4.2 Illustrative example 2 – Novus Entertainment
2. Foreign ownership of wireline telecom service companies
2.1 Bell Canada
2.2 Telus
2.3 AT&T Canada Inc.
2.4 Call-Net/Sprint Canada
2.5 Worldcom Canada Ltd.
2.6 Navigata Communications Inc.
2.7 GT Group Telecom
2.8 Primus Canada
2.9 Foreign ownership of the industry segment
3. Foreign ownership of mobile telecom service providers
3.1 Bell Mobility
3.2 Telus Mobility
3.3 Rogers AT&T Wireless
3.4 Microcell Communications
3.5 Foreign ownership of the industry segment
4. Foreign ownership of cable distribution companies
4.1 Rogers Cable Inc.
4.2 Shaw Communications Inc.
4.3 Québecor Media
4.4 Cogeco Cable Inc.
4.5 Persona Inc.
4.6 Foreign ownership of the industry segment
4.6.1 Why the difference with cable?

- 5. Commentary and discussion points
5.1 Incumbent telcos have been the biggest benefactors under the present rules
5.2 Are Canadian telecom operators investing in the US and elsewhere?
5.3 Observations and possible impacts of the rules

List of Tables

- Table 1 – Evolution of Bell Canada foreign voting ownership 1996-2001
Table 2 – Evolution of Telus foreign voting ownership 1996-2001
Table 3 - AT&T Canada Inc. ownership structure
Table 4 - GT Group Telecom foreign ownership 1999 – 2001
Table 5 - Wireline operators - % foreign voting ownership of individual entities 1996 – 2001
Table 6 – Evolution of Rogers AT&T Wireless voting ownership 1998 – 2001
Table 7 – Evolution of Microcell voting ownership 1998 – 2001
Table 8 - Wireless mobile operators - % foreign voting ownership of individual entities 1998 – 2001
Table 9 - Cable Company long-term debt – Canada vs. US
Table 10 - Major foreign strategic investments

List of Figures

- Figure 1 – Foreign ownership structure under present rules (% voting equity)
Figure 2 - Wireline service industry segment foreign ownership 1996 – 2001
Figure 3 - Wireless mobile service industry segment foreign ownership 1998 – 2001
Figure 4 - Cable television service industry segment foreign ownership 1998 – 2001

YES! Please send me a copy of “Foreign Ownership of the Canadian Telecom Industry” at the price of \$795 (Canadian) or \$575 (US) per copy. A multi-user, PDF site license option is available for \$1,900 (Canadian) and \$1,375 (US). All prices exclude applicable taxes.

Name _____ Title _____

Company _____

Address _____

City _____ Postal/Zip Code _____

Tel _____ Fax _____ Email _____

Payment Information: Cheque (payable to LEMAY-YATES ASSOCIATES INC.)

Purchase Order Attached (#: is _____)

Payment: No. of Copies ____ x Cdn \$/US\$ for total: _____ plus shipment by FedEx – Account no. _____
Canadian residents please include 7% GST; Quebec residents please add on 7.5% TVQ.