

CRTC - FINANCIAL SUMMARY - NON-COMMERCIAL RADIO

Indigenous (Native (Type B)) - Canada

	(\$)	2016	2017	Var %	2018	Var %	2019	Var %	2020	Var %	CAGR (%)
Reporting Units		32	35		31		34		26		
Revenue											
Local Time Sales		4,137,479	4,359,297	5.36	3,991,915	-8.43	5,653,478	41.62	6,085,778	7.65	10.1
National Time Sales		377,699	528,031	39.80	297,527	-43.65	722,406	142.80	864,619	19.69	23.0
Syndication-Production		370,969	450,390	21.41	422,615	-6.17	441,136	4.38	429,616	-2.61	3.7
Government/Corporate Grants		2,901,307	3,521,247	21.37	3,694,858	4.93	4,144,860	12.18	4,613,592	11.31	20.4
Other Revenue (incl. subs pre 2017)		7,238,204	8,881,621	22.70	10,169,246	14.50	10,384,740	2.12	5,416,422	-47.84	-7.0
Total Revenue		15,025,658	17,740,586	18.07	18,576,161	4.71	21,346,620	14.91	17,410,027	-18.44	3.8
Expenses											
Programming and Production		3,865,352	5,125,225	32.59	4,876,115	-4.86	6,259,723	28.38	6,068,868	-3.05	11.9
Technical		1,080,450	2,365,804	118.96	4,102,051	73.39	4,689,153	14.31	2,503,381	-46.61	23.4
Sales and Promotion		4,793,911	4,744,832	-1.02	1,971,567	-58.45	3,174,924	61.04	4,128,313	30.03	-3.7
Administration and General		5,027,208	5,410,523	7.62	7,460,809	37.89	9,163,173	22.82	5,552,145	-39.41	2.5
Total Expenses		14,766,921	17,646,384	19.50	18,410,542	4.33	23,286,973	26.49	18,252,707	-21.62	5.4
Operating Income		258,737	94,202		165,619		-1,940,353		-842,680		
Depreciation		384,574	356,210	-7.38	459,451	28.98	610,755	32.93	312,924	-48.76	-5.0
P.B.I.T.		-125,837	-262,008		-293,832		-2,551,108		-1,155,604		
Interest Expense		57,428	61,864		56,182		190,636		231,392		
Adjustments Gain(Loss)		390,547	324,413		323,059		318,941		-112,686		
Pre-tax Profit		207,282	541		-26,955		-2,422,803		-1,499,682		
Programming (%)											
Programming Expense / Expense Total		26.2	29.0		26.5		26.9		33.2		
Programming Expense / Revenue Total		25.7	28.9		26.2		29.3		34.9		
Staff											
Total Remuneration		6,786,702	7,736,669	14.00	6,800,020	-12.11	9,269,220	36.31	7,791,223	-15.95	3.5
Avg Staff Count		229.2	251.8	9.84	214.8	-14.70	249.8	16.76	43,686.0	>999±	
Avg Remuneration (\$)		29,612	30,732	3.78	31,665	3.04	37,114	16.74	178	-99.52	-72.1
Avg Remuneration excl. Benefits (\$)		27,472	28,336	3.14	29,892	5.49	35,623	18.70	168	-99.53	-72.0
Profitability (%)											
Operating Margin		1.7	0.5		0.9		-9.1		-4.8		
P.B.I.T. Margin		-0.8	-1.5		-1.6		-12.0		-6.6		
Pre-tax Margin		1.4	0.0		-0.1		-11.3		-8.6		

CAGR = Compound Annual Growth Rate

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(\$)	2008	2009	Var %	2010	Var %	2011	Var %	2012	Var %	CAGR (%)
Reporting Units	24	30		33		34		34		
Revenue										
Local Time Sales	4,046,456	5,012,523	23.87	5,799,605	15.70	5,565,407	-4.04	5,196,897	-6.62	2.0
National Time Sales	123,369	121,282	-1.69	316,252	160.76	333,309	5.39	666,357	99.92	23.7
Syndication-Production	50,897	50,138	-1.49	358,633	615.29	182,623	-49.08	449,002	145.86	74.5
Government/Corporate Grants		350,324		3,029,546	764.78	3,591,552	18.55	2,930,778	-18.40	n/a
Other Revenue (incl. subs pre 2017)	7,170,921	11,615,860	61.99	8,445,535	-27.29	8,675,346	2.72	8,559,525	-1.34	-3.1
Total Revenue	11,391,643	17,150,127	50.55	17,949,571	4.66	18,348,237	2.22	17,802,559	-2.97	8.9
Expenses										
Programming and Production	1,867,027	3,677,245	96.96	4,562,454	24.07	4,187,442	-8.22	4,554,676	8.77	23.1
Technical	862,566	1,129,201	30.91	1,425,280	26.22	1,645,952	15.48	1,538,272	-6.54	23.7
Sales and Promotion	4,464,984	5,907,076	32.30	4,734,432	-19.85	5,419,699	14.47	5,280,485	-2.57	3.7
Administration and General	2,811,867	3,480,730	23.79	4,759,950	36.75	6,441,594	35.33	5,998,422	-6.88	23.6
Total Expenses	10,006,444	14,194,252	41.85	15,482,116	9.07	17,694,687	14.29	17,371,855	-1.82	15.9
Operating Income	1,385,199	2,955,875		2,467,455		653,550		430,704		
Depreciation	243,803	508,432	108.54	639,351	25.75	681,830	6.64	526,038	-22.85	22.8
P.B.I.T.	1,141,396	2,447,443		1,828,104		-28,280		-95,334		
Interest Expense	71,700	53,413		88,291		48,180		66,202		
Adjustments Gain(Loss)	-48,541	-746,953		612,012		533,553		1,388,296		
Pre-tax Profit	1,021,155	1,647,077		2,351,825		457,093		1,226,760		
Programming (%)										
Programming Expense / Expense Total	18.7	25.9		29.5		23.7		26.2		
Programming Expense / Revenue Total	16.4	21.4		25.4		22.8		25.6		
Staff										
Total Remuneration	3,618,367	4,795,076	32.52	6,796,946	41.75	6,835,930	0.57	7,598,040	11.15	20.5
Avg Staff Count	115.5	156.5	35.50	217.5	38.98	228.5	5.06	279.6	22.34	
Avg Remuneration (\$)	31,328	30,639	-2.20	31,250	1.99	29,917	-4.27	27,180	-9.15	0.6
Avg Remuneration excl. Benefits (\$)	29,253	28,405	-2.90	28,899	1.74	27,522	-4.77	25,602	-6.97	0.9
Profitability (%)										
Operating Margin	12.2	17.2		13.7		3.6		2.4		
P.B.I.T. Margin	10.0	14.3		10.2		-0.2		-0.5		
Pre-tax Margin	9.0	9.6		13.1		2.5		6.9		

CAGR = Compound Annual Growth Rate