

# First Quarter Report

## Contents:

Financial Highlights 1

### MD&A

Forward-Looking  
Information 2

Results of  
Operations 2

Liquidity and  
Capital Resources 3

2012 Outlook 5

Risk Assessment 5

### Financial Statements

Condensed Consolidated  
Statement of Income and  
Other Comprehensive  
Income 6

Condensed Consolidated  
Statement of  
Changes in Equity 7

Condensed Consolidated  
Statement of  
Financial Position 8

Condensed Consolidated  
Statement of  
Cash Flows 9

Notes to Condensed  
Consolidated  
Financial Statements 10

Saskatchewan Telecommunications  
Holding Corporation

First Quarter Report 2012  
For the Period Ending March 31, 2012

**Saskatchewan Telecommunications Holding Corporation** (SaskTel) is a Saskatchewan Crown corporation. SaskTel is the leading full service communications provider in Saskatchewan, offering a wide range of communications products and services including competitive voice, data, internet, entertainment, security monitoring, messaging, cellular, wireless data and directory services. In addition, SaskTel International offers software solutions and project consulting in countries around the world.

SaskTel and our wholly-owned subsidiaries have a workforce of approximately 4,100 full time equivalent employees.

Our vision is “*Be the best at connecting people to their world.*” and our mission is “*To provide the best customer experience through our networks, exceptional service advanced solutions and applications.*”

## Financial Highlights

### Consolidated Net Income

| Quarter ended March 31,                 | 2012    | 2011    | % Change                |
|---|---------|---------|-------------------------|
| Millions of dollars                     |         |         |                         |
| Revenue                                 | \$285.1 | \$268.3 | 6.3                     |
| Other income                            | 1.1     | 1.0     | 10.0                    |
|   | 286.2   | 269.3   | 6.3                     |
| Expenses                                | 252.1   | 244.7   | 3.0                     |
| Results from operating activities       | 34.1    | 24.6    | 38.6                    |
| Net finance expense                     | 6.2     | 5.3     | 17.0                    |
| Income from continuing operations       | 27.9    | 19.3    | 44.6                    |
| Net income from discontinued operations | -       | 30.8    | <i>nmf</i> <sup>1</sup> |
| Net income                              | \$27.9  | \$50.1  | (44.3)                  |

SaskTel’s net income for the first quarter of 2012 was \$27.9 million, down \$22.2 million from the same period in 2011. This was driven primarily by gains on the sale of discontinued operations of \$30.8 million recognized in 2011 partially offset by increased wireless, *Max*<sup>TM</sup> and data revenue.

<sup>1</sup> *nmf* – no meaningful figure

# Management Discussion and Analysis

## Forward-Looking Information

The following discussion focuses on the consolidated financial position and results of the operations of SaskTel for the first quarter 2012. This discussion and analysis should be read in conjunction with SaskTel's audited financial statements for the year ended December 31, 2011. Some sections of this discussion include forward-looking statements about SaskTel's corporate direction and financial objectives. A statement is forward-looking when it uses information known today to make an assertion about the future. Since these forward-looking statements reflect expectations and intentions at the time of writing, actual results could differ materially from those anticipated if known or unknown risks and uncertainties impact the business, or if estimates or assumptions turn out to be inaccurate. As a result, SaskTel cannot guarantee that any of the

predictions forecasted by forward-looking statements will occur. As well, forward-looking statements do not take into consideration the effect of transactions or non-recurring items announced or occurring subsequently. Therefore, SaskTel disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. For a full discussion of risk factors, please consult Management's Discussion & Analysis in SaskTel's 2011 annual report. These interim statements have been prepared in accordance with the International Financial Reporting Standard IAS 34, "Interim Financial Reporting". These interim statements have been approved by the SaskTel Board of Directors.

## Results of Operations

### Revenue

| Millions of dollars     | 2012           | 2011    | Change | %   |
|-------------------------|----------------|---------|--------|-----|
| Quarter ended March 31, | <b>\$285.1</b> | \$268.3 | \$16.8 | 6.3 |

Revenue for the first quarter of 2012 increased to \$285.1 million, up \$16.8 million or 6.3% from the same period in 2011. This increase is primarily driven by growth of the wireless customer base and increased usage of wireless data services, as well as *Max* due to increased number of customers and increased revenue per customer.

### Other income

| Millions of dollars     | 2012         | 2011  | Change | %    |
|-------------------------|--------------|-------|--------|------|
| Quarter ended March 31, | <b>\$1.1</b> | \$1.0 | \$0.1  | 10.0 |

Other income for the first quarter of 2012 increased to \$1.1 million, up \$0.1 million from the same period in 2011 primarily due to increased amortization of funding for government funded programs.

## Expenses

| Millions of dollars     | 2012           | 2011    | Change | %   |
|-------------------------|----------------|---------|--------|-----|
| Quarter ended March 31, | <b>\$252.1</b> | \$244.7 | \$7.4  | 3.0 |

Expenses for the first quarter of 2012 increased to \$252.1 million, up \$7.4 million from the same period in 2011. Goods and services purchased have increased \$5.3 million primarily due to increased hardware subsidies resulting from increased smartphone sales, increased cost of goods sold, and higher *Max* content fees. Depreciation and amortization has increased \$3.5 million due to increased plant in service.

## Net finance expense

| Millions of dollars     | 2012         | 2011  | Change | %    |
|-------------------------|--------------|-------|--------|------|
| Quarter ended March 31, | <b>\$6.2</b> | \$5.3 | \$0.9  | 17.0 |

Net finance expense for the first quarter of 2012 was \$6.2 million, up \$0.9 million over the same period in 2011. This is driven by increased interest on advances as a result of debt issued in February of 2012, as well as, declines in the fair value of the sinking funds compared to the same period in 2011, partially offset by increased sinking fund earnings.

## Net income from discontinued operations

| Millions of dollars     | 2012       | 2011   | Change   | %   |
|-------------------------|------------|--------|----------|-----|
| Quarter ended March 31, | <b>\$-</b> | \$30.8 | \$(30.8) | nmf |

During the first quarter of 2011, Hospitality Network Canada, Inc. and Saskatoon 2 Properties Limited Partnership were sold and the resulting gains reported in net income from discontinued operations.

## Liquidity and Capital Resources

### Cash provided by operating activities

| Millions of dollars     | 2012          | 2011   | Change   | %      |
|-------------------------|---------------|--------|----------|--------|
| Quarter ended March 31, | <b>\$47.5</b> | \$59.0 | \$(11.5) | (19.5) |

Cash provided by operating activities in the first quarter of 2012 decreased to \$47.5 million, down \$11.5 million from the same period in 2011, primarily due to increased working capital requirements partially offset by increased income from continuing operations.

## Cash used in investing activities

| Millions of dollars     | 2012          | 2011   | Change | %    |
|-------------------------|---------------|--------|--------|------|
| Quarter ended March 31, | <b>\$55.2</b> | \$41.6 | \$13.6 | 32.7 |

Cash used in investing activities in the first quarter of 2012 increased to \$55.2 million, up \$13.6 million from the same period in 2011. SaskTel's net spending on property, plant and equipment for the first quarter of 2012 was \$44.0 million, up \$6.5 million from the same period in 2011 primarily due to increased spending on Fibre to the Premises and the cellular network upgrade to Long Term Evolution (LTE) technology. SaskTel's net spending on intangible assets was \$12.9 million, up \$8.8 million from the same period in 2011 primarily due to increased spending on Customer Relationship Management software.

Capital expenditures in 2012 will focus on further investment in growth initiatives while sustaining current capital assets. A large portion of the growth expenditures will see capital investment to increase bandwidth to our customers. Capital investments will include investment in Fiber to the Premise, which will significantly increase access speeds, as well as, the continued cellular network upgrades to UMTS/HSPA technology, continued cellular network upgrade to LTE technology, network growth and refurbishment, further investment in *Max* Interactive Services, and improved high speed internet quality.

## Cash provided by (used in) financing activities

| Millions of dollars     | 2012          | 2011     | Change | %     |
|-------------------------|---------------|----------|--------|-------|
| Quarter ended March 31, | <b>\$10.9</b> | \$(77.2) | \$88.1 | 114.1 |

Cash provided by financing activities in the first quarter of 2012 increased to \$10.9 million, up \$88.1 million from a use of funds of \$77.2 million for the same period in 2011. This is primarily due to the issuance of long term debt, partially offset by repayment of notes payable and increased dividend payments.

## Liquidity and capital resource ratios

### Debt ratio

|            | March 31,<br>2012 | December 31,<br>2011 |
|------------|-------------------|----------------------|
| Debt ratio | <b>39.8%</b>      | 37.6%                |

The debt ratio increased to 39.8%, up from 37.6% at December 31, 2011. The overall level of net debt increased \$53.2 million during the first quarter due to increased long-term debt, partially offset by reduced short-term borrowings and increased cash and sinking funds.

Retained earnings increased by \$25.1 million in the first quarter of 2012 after recording comprehensive income of \$39.9 million and dividends of \$14.8 million.

The debt ratio is calculated as net debt divided by end of period capitalization. Net debt is defined as total debt, including long-term debt, notes payable and the current portion of long-term debt, less sinking funds, and cash and short-term investments. Capitalization includes net debt, equity advances and retained earnings at the period end excluding amounts recognized in other comprehensive income.

## **2012 Outlook**

The 2011 SaskTel Annual Report identified a consolidated net income target for 2012 of \$91.1 million. At this time SaskTel believes it will meet the established 2012 net income target.

## **Risk Assessment**

The 2011 Annual Report discusses the risks and uncertainties in SaskTel's business environment. They include developments in the technological, economic and regulatory environments, challenges faced by the defined benefit pension plan, competitive activity, cost management initiatives and more. SaskTel's basic risk profile remains unchanged as at March 31, 2012. Management continues to monitor individual risks as they change and evolve and employs the industry accepted risk management processes of identification, mitigation, transfer, assumption and control of key risks.

## Condensed Consolidated Statement of Income and Other Comprehensive Income

| Thousands of dollars                           | Note | (Unaudited)                  |           |
|--|------|------------------------------|-----------|
|  |      | Three months ended March 31, |           |
|  |      | 2012                         | 2011      |
| <b>Revenue</b>                                 | 3    | <b>\$285,064</b>             | \$268,309 |
| <b>Other income</b>                            | 3    | <b>1,178</b>                 | 966       |
|  |      | <b>286,242</b>               | 269,275   |
| <b>Expenses</b>                                |      |                              |           |
| Goods and services purchased                   |      | <b>125,600</b>               | 120,286   |
| Salaries, wages and benefits                   |      | <b>86,311</b>                | 86,664    |
| Depreciation                                   |      | <b>39,468</b>                | 36,024    |
| Amortization                                   |      | <b>5,111</b>                 | 5,008     |
| Internal labour capitalized                    |      | <b>(4,323)</b>               | (3,322)   |
|  |      | <b>252,167</b>               | 244,660   |
| <b>Results of operating activities</b>         |      | <b>34,075</b>                | 24,615    |
| <b>Net finance expense</b>                     | 4    | <b>6,173</b>                 | 5,326     |
| <b>Income from continuing operations</b>       |      | <b>27,902</b>                | 19,289    |
| <b>Net income from discontinued operations</b> | 5    | <b>-</b>                     | 30,802    |
| <b>Net income</b>                              |      | <b>27,902</b>                | 50,091    |
| <b>Other comprehensive income</b>              | 6    | <b>11,987</b>                | -         |
| <b>Total comprehensive income</b>              |      | <b>\$39,889</b>              | \$50,091  |

All net income and total comprehensive income are attributable to Crown Investments Corporation of Saskatchewan (CIC).

*See Accompanying Notes*

## Condensed Consolidated Statement of Changes in Equity

For the three months ended March 31,

| Thousands of dollars                             | Equity<br>advances | (Unaudited)<br>Retained<br>earnings | Total<br>equity  |
|--|--------------------|-------------------------------------|------------------|
| <b>Balance at January 1, 2012</b>                | <b>\$250,000</b>   | <b>\$321,882</b>                    | <b>\$571,882</b> |
| <b>Net income</b>                                | -                  | <b>27,902</b>                       | <b>27,902</b>    |
| <b>Other comprehensive income</b>                | -                  | <b>11,987</b>                       | <b>11,987</b>    |
| <b>Total comprehensive income for the period</b> | -                  | <b>39,889</b>                       | <b>39,889</b>    |
| <b>Dividends</b>                                 | -                  | <b>14,807</b>                       | <b>14,807</b>    |
| <b>Balance March 31, 2012</b>                    | <b>\$250,000</b>   | <b>\$346,964</b>                    | <b>\$596,964</b> |
| <b>Balance at January 1, 2011</b>                | <b>\$250,000</b>   | <b>\$442,381</b>                    | <b>\$692,381</b> |
| <b>Net income</b>                                | -                  | <b>50,091</b>                       | <b>50,091</b>    |
| <b>Other comprehensive income</b>                | -                  | -                                   | -                |
| <b>Total comprehensive income for the period</b> | -                  | <b>50,091</b>                       | <b>50,091</b>    |
| <b>Dividends</b>                                 | -                  | <b>36,215</b>                       | <b>36,215</b>    |
| <b>Balance March 31, 2011</b>                    | <b>\$250,000</b>   | <b>\$456,257</b>                    | <b>\$706,257</b> |

*See Accompanying Notes*



## Condensed Consolidated Statement of Financial Position

| As at  |      | (Unaudited)        | (Audited)            |
|--|------|--------------------|----------------------|
| Thousands of dollars                         | Note | March 31,<br>2012  | December 31,<br>2011 |
| <b>Assets</b>                                |      |                    |                      |
| <b>Current assets</b>                        |      |                    |                      |
| Cash   |      | \$11,194           | \$7,998              |
| Trade and other receivables                  | 8a   | 101,698            | 109,920              |
| Inventories                                  | 8a   | 7,933              | 8,774                |
| Prepaid expenses                             | 8a   | 23,589             | 18,310               |
|  |      | <b>144,414</b>     | <b>145,002</b>       |
| <b>Property, plant and equipment</b>         |      | <b>1,236,433</b>   | <b>1,232,019</b>     |
| <b>Intangible assets</b>                     |      | <b>176,566</b>     | <b>168,875</b>       |
| <b>Sinking funds</b>                         |      | <b>78,915</b>      | <b>78,444</b>        |
| <b>Other assets</b>                          |      | <b>9,982</b>       | <b>9,327</b>         |
|  |      | <b>\$1,646,310</b> | <b>\$1,633,667</b>   |
| <b>Liabilities and Province's equity</b>     |      |                    |                      |
| <b>Current liabilities</b>                   |      |                    |                      |
| Trade and other payables                     | 8a   | \$105,894          | \$132,133            |
| Dividend payable                             |      | 14,807             | 44,834               |
| Notes payable                                |      | 14,200             | 105,000              |
| Services billed in advance                   | 8a   | 56,610             | 54,981               |
|  |      | <b>191,511</b>     | <b>336,948</b>       |
| <b>Deferred revenue</b>                      |      | <b>7,977</b>       | <b>7,950</b>         |
| <b>Deferred revenue – government funding</b> |      | <b>46,460</b>      | <b>46,045</b>        |
| <b>Employee benefit obligations</b>          |      | <b>222,725</b>     | <b>237,870</b>       |
| <b>Long-term debt</b>                        | 9    | <b>580,673</b>     | <b>432,972</b>       |
|  |      | <b>1,049,346</b>   | <b>1,061,785</b>     |
| <b>Province of Saskatchewan's equity</b>     |      |                    |                      |
| Equity advance                               |      | 250,000            | 250,000              |
| Retained earnings                            |      | 346,964            | 321,882              |
|  |      | <b>596,964</b>     | <b>571,882</b>       |
|  |      | <b>\$1,646,310</b> | <b>\$1,633,667</b>   |

*See Accompanying Notes*

## Condensed Consolidated Statement of Cash Flows

|   |      | (Unaudited)                  |                 |
|---|------|------------------------------|-----------------|
|   |      | Three months ended March 31, |                 |
| Thousands of dollars  | Note | 2012                         | 2011            |
| <b>Operating activities</b>                                   |      |                              |                 |
| Income from continuing operations                             |      | \$27,902                     | \$19,289        |
| Adjustments to reconcile net income to cash provided          |      |                              |                 |
| by operations   |      |                              |                 |
| Depreciation and amortization                                 |      | 44,580                       | 41,032          |
| Contributions to defined benefit pension plans                |      | (71)                         | (4,040)         |
| Pension income of defined benefit plans                       |      | (3,027)                      | (1,939)         |
| Net financing expense   | 4    | 6,173                        | 5,326           |
| Interest paid   |      | (6,729)                      | (5,259)         |
| Interest received   |      | 439                          | 1,189           |
| Amortization of government funding                            |      | (1,228)                      | (723)           |
| Other   |      | 2,161                        | (823)           |
| Net change in non- cash working capital                       | 8b   | (22,676)                     | 4,978           |
|   |      | <b>47,524</b>                | <b>59,030</b>   |
| <b>Investing activities</b>                                   |      |                              |                 |
| Property, plant and equipment expenditures                    |      | (44,016)                     | (37,486)        |
| Intangible assets expenditures                                |      | (12,859)                     | (4,122)         |
| Government funding  |      | 1,642                        | -               |
|   |      | <b>(55,233)</b>              | <b>(41,608)</b> |
| <b>Financing activities</b>                                   |      |                              |                 |
| Proceeds from long-term debt                                  |      | 147,639                      | -               |
| Net repayment of notes payable                                |      | (90,800)                     | (59,900)        |
| Sinking fund installments                                     |      | (1,100)                      | (1,100)         |
| Dividends paid  |      | (44,834)                     | (16,157)        |
|   |      | <b>10,905</b>                | <b>(77,157)</b> |
| <b>Increase (decrease) in cash from continuing operations</b> |      | <b>3,196</b>                 | <b>(59,735)</b> |
| <b>Increase in cash from discontinued operations</b>          |      | <b>-</b>                     | <b>64,393</b>   |
| <b>Cash and cash equivalents, beginning of period</b>         |      | <b>7,998</b>                 | <b>18,913</b>   |
| <b>Cash and cash equivalents, end of period</b>               |      | <b>\$11,194</b>              | <b>\$23,571</b> |
| <b>Comprised of:</b>  |      |                              |                 |
| Cash of continuing operations                                 |      | \$11,194                     | \$21,571        |
| Short-term investments of continuing operations               |      | -                            | 2,000           |
| <b>Cash and cash equivalents</b>                              |      | <b>\$11,194</b>              | <b>\$23,571</b> |

*See Accompanying Notes*

# Notes to Condensed Consolidated Financial Statements (Unaudited)

## As at March 31, 2012

### Note 1 – Basis of preparation

The unaudited condensed consolidated financial statements for March 31, 2012 should be read in conjunction with the Saskatchewan Telecommunications Holding Corporation's (the Corporation) December 31, 2011 audited consolidated financial statements. The condensed consolidated financial statements of the Corporation have been prepared in accordance with International Accounting Standard (IAS) 34 Interim Financial Reporting. These condensed consolidated financial statements do not include all of the information required for full annual financial statements.

The condensed consolidated financial statements for the three-month period ended March 31, 2012 were approved by the Board of Directors on May 8, 2012.

#### a) Basis of measurement

The condensed consolidated financial statements have been prepared on the historical cost basis except for the following:

- Fair value through profit and loss financial instruments are measured at fair value, and
- The employee benefit obligations are recognized as the fair value of the plan assets less the present value of the accrued benefit obligation.

#### b) Functional and presentation currency

These condensed consolidated financial statements are presented in Canadian dollars, which is the Corporation's functional currency.

#### c) Use of estimates and judgments

The preparation of the condensed consolidated financial statements in conformity with International Financial Reporting Standards (IFRS) requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

Information about critical judgments in applying accounting policies that have the most significant effect on the amounts recognized in the condensed consolidated financial statements includes the following:

- Classification of intangible assets – indefinite life, and
- Accounting for government funding.

Information about assumptions and estimation uncertainties that have a significant risk of resulting in a material adjustment within the next financial year includes the following:

- useful lives and depreciation rates for property plant and equipment,
- useful lives and amortization rates for intangible assets, and
- the measurement of employee benefit obligations.

# Notes to Condensed Consolidated Financial Statements (Unaudited)

## As at March 31, 2012

### Note 2 – Summary of significant accounting policies

The unaudited condensed consolidated financial statements have been prepared in accordance with IFRS. The accounting policies used in the preparation of these unaudited condensed consolidated financial statements conform with those used in the Corporation's most recent annual consolidated financial statements, and have been applied consistently to all periods presented in these unaudited condensed consolidated financial statements.

The accounting policies have been applied consistently by the Corporation and its subsidiaries.

#### **New standards and interpretations not yet adopted**

Certain new standards, interpretations and amendments to existing standards were issued by the International Accounting Standards Board or International Financial Reporting Interpretations Committee that are mandatory for annual accounting periods beginning after December 31, 2011. The Corporation is assessing the impact of these pronouncements on its results and financial position. These include:

- IFRS 9 Financial Instruments (IFRS 9 (2010)) expands on IFRS 9 as issued in 2009. The 2010 version has a significant impact on financial liabilities designated under the fair value option. In addition, IFRS 9 (2010) retains virtually all of the classification and measurement guidance in IAS 39 Financial Instruments: Recognition and Measurement. IFRS 9 (2010) is effective for annual periods beginning on or after January 1, 2013.
- IFRS 10 Consolidations (IFRS 10) establishes a single control model to assess whether to consolidate an investee. The model focuses on exposure or rights to variability in returns versus the previous concept of benefits. IFRS 10 is effective for annual periods beginning on or after January 1, 2013.
- IFRS 11 Joint Arrangements (IFRS 11) redefines joint arrangements based on the control concept introduced in IFRS 10. Joint arrangements are classified depending on whether parties have rights to and obligations for underlying assets and liabilities. In addition the standard requires a single method of accounting for joint ventures. IFRS 11 is effective for annual periods beginning on or after January 1, 2013.
- IFRS 12 Disclosure of Interests in Other Entities (IFRS 12) combines in a single standard the disclosure requirements for subsidiaries, associates and joint arrangements, as well as unconsolidated structured entities. IFRS 12 is effective for annual periods beginning on or after January 1, 2013.
- IFRS 13 Fair Value Measurement (IFRS 13) defines fair value, establishes a framework for measuring fair value and sets out disclosure requirements for fair value measurement. IFRS 13 is effective for annual periods beginning on or after January 1, 2013.
- IAS 1 Presentation of Financial Statements (IAS 1) introduces changes to the presentation of items in other comprehensive income. IAS 1 is effective for annual periods beginning on or after July 1, 2012.
- IAS 19 Employee Benefits (IAS 19) was amended to require immediate recognition of actuarial gains and losses, as well as revising the basis for the calculation of net interest on the net defined benefit asset or liability. In addition, disclosure requirements have been expanded. IAS 19 is effective for annual periods beginning on or after January 1, 2013.
- IAS 27 Separate Financial Statements (IAS 27) was amended to create one standard that deals with separate financial statements. Requirements related to consolidated financial statements have been moved to IFRS 10, and requirements related to joint ventures and associates have been relocated to this standard. IAS 27 is effective for annual periods beginning on or after January 1, 2013.
- IAS 28 Investments in Associates and Joint Ventures (IAS 28) was amended to incorporate the accounting for joint ventures because the equity method is now applicable to both joint ventures and associates. IAS 28 is effective for annual periods beginning on or after January 1, 2013.

# Notes to Condensed Consolidated Financial Statements (Unaudited)

## As at March 31, 2012

### Note 3 – Revenue

| Thousands of dollars  | Three months ended March 31, |           |
|---|------------------------------|-----------|
|   | 2012                         | 2011      |
| <b>Services revenue</b>   |                              |           |
| Wireless  | \$109,515                    | \$97,980  |
| Max, internet and data services                                     | 67,216                       | 61,437    |
| Local service   | 66,811                       | 68,348    |
| Long distance services  | 15,328                       | 15,930    |
| Advertising and directory services                                  | 5,108                        | 5,038     |
| Security monitoring services  | 4,962                        | 5,002     |
| Telecommunication software  | 2,687                        | 3,403     |
| Other revenue   | 13,437                       | 11,171    |
|   | <b>285,064</b>               | 268,309   |
| <b>Other income</b>   |                              |           |
| Net loss on retirement or disposal of property, plant and equipment | (8)                          | (415)     |
| Amortization of government funding                                  | 1,227                        | 723       |
| Other   | (41)                         | 658       |
|   | <b>1,178</b>                 | 966       |
|   | <b>\$286,242</b>             | \$269,275 |

### Note 4 – Net finance expense

| Thousands of dollars  | Three months ended March 31, |         |
|---|------------------------------|---------|
|   | 2012                         | 2011    |
| <b>Recognized in consolidated net income</b>                                    |                              |         |
| Interest expense on financial liabilities measured at amortized cost            | \$7,740                      | \$6,860 |
| Interest capitalized  | (1,756)                      | (1,676) |
| Net interest expense  | 5,984                        | 5,184   |
| Net change in fair value of financial assets at fair value through net income   | 2,206                        | 1,344   |
| Finance expense   | 8,190                        | 6,528   |
| Interest income on unimpaired financial assets at fair value through net income | (1,578)                      | (878)   |
| Interest income on loans and receivables  | (439)                        | (324)   |
| Finance income  | (2,017)                      | (1,202) |
| Net finance expense   | <b>\$6,173</b>               | \$5,326 |
| Interest capitalization rate  | 5.76%                        | 5.59%   |

# Notes to Condensed Consolidated Financial Statements (Unaudited)

## As at March 31, 2012

### Note 5 – Discontinued operations

On January 4, 2011 the Corporation, through its subsidiaries, Saskatoon 2 Management Ltd. and Saskatoon 2 Properties Limited Partnership, sold its interest in the property known as Saskatoon Square for cash consideration of \$34.4 million resulting in a gain of \$27.0 million which has been included in net income from discontinued operations in the Condensed Consolidated Statement of Comprehensive Income.

In addition, on January 31, 2011, the Corporation, through its subsidiary Hospitality Network Canada Inc. (Hospitality Network), disposed of the net assets of Hospitality Network for cash consideration of \$36.0 million, resulting in a gain of \$3.7 million which has been included in net income from discontinued operations in the Condensed Consolidated Statement of Comprehensive Income. Active operations of Hospitality Network have ceased as of that date.

The results of discontinued operations are as follows:

| Thousands of dollars                           | Three months ended March 31, |                 |
|--|------------------------------|-----------------|
|  | 2012                         | 2011            |
| <b>Hospitality Network</b>                     |                              |                 |
| Revenue  | \$ -                         | \$2,530         |
| Expenses                                       | -                            | 2,495           |
| Results of operating activities                | -                            | 35              |
| Gain on sale of discontinued operation         | -                            | 3,731           |
| <b>Saskatoon Square</b>                        |                              |                 |
| Gain on sale of discontinued operation         | -                            | 27,036          |
| <b>Net income from discontinued operations</b> | <b>\$ -</b>                  | <b>\$30,802</b> |

### Note 6 – Employee benefit obligations

Other comprehensive income results from changes to actuarial assumptions related to the assets and liabilities of the Corporation's employee benefit plans, specifically the discount rate used to calculate the liabilities of the employee defined benefit plan and changes in the fair value of the employee benefit defined plan assets resulting from differences in the actual versus estimated return on these assets. The discount rates used are as follows:

|              | 2012  | 2011  |
|--------------|-------|-------|
| March 31     | 4.20% | 5.25% |
| June 30      | n/a   | 5.00  |
| September 30 | n/a   | 5.00  |
| December 31  | n/a   | 4.30  |

## Notes to Condensed Consolidated Financial Statements (Unaudited) As at March 31, 2012

### Note 6 – Employee benefit obligations, continued

In addition to the other comprehensive income impact detailed below, these assumption changes, combined with pension income, contributions and benefits paid for the period, have resulted in a net reduction of employee benefit obligations for the period.

| Thousands of dollars                         | Three months ended March 31, |      |
|--|------------------------------|------|
|  | 2012                         | 2011 |
| Actuarial loss on accrued benefit obligation | \$13,047                     | \$ - |
| Actuarial gain on plan assets                | (25,034)                     | -    |
| Actuarial gains on employee benefit plans    | <b>\$(11,987)</b>            | \$ - |

### Actuarial gains and losses recognized directly in other comprehensive income

| Thousands of dollars                            | Three months ended March 31, |          |
|---|------------------------------|----------|
|   | 2012                         | 2011     |
| Cumulative actuarial losses, January 1          | \$178,931                    | \$43,033 |
| Net actuarial gain recognized during the period | (11,987)                     | -        |
| Cumulative actuarial losses, end of period      | <b>\$166,944</b>             | \$43,033 |

## Note 7 – Commitments and contingencies

### Commitments

As at March 31, 2012, the Corporation has committed to spend \$40.2 million on property, plant, equipment and \$2.2 million on intangible assets and \$155.6 million related to future operations.

## Note 8 – Additional financial information

### a) Statement of Financial Position

| As at                           | March 31,        | December 31, |
|---------------------------------|------------------|--------------|
| Thousands of dollars            | 2012             | 2011         |
| Trade and other receivables     |                  |              |
| Customer accounts receivable    | \$75,114         | \$76,634     |
| Accrued receivables - customer  | 18,283           | 23,820       |
| Allowance for doubtful accounts | (2,663)          | (2,472)      |
|                                 | <b>90,734</b>    | 97,982       |
| High cost serving area subsidy  | 5,296            | 5,341        |
| Other                           | 5,668            | 6,597        |
|                                 | <b>\$101,698</b> | \$109,920    |

## Notes to Condensed Consolidated Financial Statements (Unaudited) As at March 31, 2012

### Note 8 – Additional financial information, continued

| As at  | March 31,        | December 31,     |
|--|------------------|------------------|
| Thousands of dollars                             | 2012             | 2011             |
| Inventories                                      |                  |                  |
| Inventories for resale                           | \$4,278          | \$4,872          |
| Materials and supplies                           | 3,655            | 3,902            |
|  | <b>\$7,933</b>   | <b>\$8,774</b>   |
| Prepaid expenses                                 |                  |                  |
| Prepaid expenses                                 | \$19,294         | \$13,862         |
| Deferred service connection charges              | 4,295            | 4,448            |
|  | <b>\$23,589</b>  | <b>\$18,310</b>  |
| Trade and other payables                         |                  |                  |
| Trade accounts payable and accrued liabilities   | \$71,483         | \$94,027         |
| Payroll and other employee-related liabilities   | 24,657           | 30,228           |
| Other  | 9,754            | 7,878            |
|  | <b>\$105,894</b> | <b>\$132,133</b> |
| Services billed in advance                       |                  |                  |
| Advance billings                                 | \$45,016         | \$42,378         |
| Deferred customer activation and connection fees | 5,317            | 6,435            |
| Customer deposits                                | 6,277            | 6,168            |
|  | <b>\$56,610</b>  | <b>\$54,981</b>  |

### b) Supplementary cash flow information

| Thousands of dollars  | Three months ended March 31, |                |
|---|------------------------------|----------------|
|   | 2012                         | 2011           |
| Net change in non-cash working capital balances related to operations |                              |                |
| Trade and other receivables   | \$7,511                      | \$18,917       |
| Inventories   | 841                          | (589)          |
| Prepaid expenses  | (5,280)                      | (7,106)        |
| Trade and other payables  | (27,299)                     | (12,062)       |
| Services billed in advance  | 1,629                        | 5,835          |
| Deferred revenues   | 27                           | (275)          |
| Deferred expenses   | (105)                        | 258            |
|   | <b>\$(22,676)</b>            | <b>\$4,978</b> |



## **Notes to Condensed Consolidated Financial Statements (Unaudited)**

### **As at March 31, 2012**

#### **Note 9 – Long-term debt**

On February 3, 2012 the Corporation, through its subsidiary Saskatchewan Telecommunications, issued \$150.0 million of long term debt through the Province of Saskatchewan maturing on February 3, 2042 at a rate of 3.40%. The debt was issued at a discount of \$2.4 million yielding an effective interest rate of 3.49%.

#### **Note 10 – Capital management**

The Corporation does not have share capital. However, the Corporation has received advances from CIC to form its equity capitalization. The advances are an equity investment in the Corporation by CIC.

Due to its ownership structure, the Corporation has no access to capital markets for internal equity. Equity advances in the Corporation are determined by the shareholder on an annual basis. Dividends to CIC are determined through the Saskatchewan Provincial budget process on an annual basis.

The Corporation closely monitors its debt level utilizing the debt ratio as a primary indicator of financial health. The debt ratio measures the amount of debt in a corporation's capital structure. The Corporation uses this measure in assessing the extent of financial leverage and in turn, its financial flexibility. Too high a ratio relative to target indicates an excessive debt burden that may impair the Corporation's ability to withstand downturns in revenues and still meet fixed payment obligations. The ratio is calculated as net debt divided by capitalization at the end of the year.

The Corporation reviews the debt ratio targets of all its subsidiaries on an annual basis to ensure consistency with industry standards. This review includes subsidiary corporations' plans for capital spending. The target debt ratios for subsidiaries are approved by the Board. The Corporation uses targeted debt ratios to compile a weighted average debt to equity ratio for the consolidated entity. The budgeted ratio for 2012 is 47.9%.

The Corporation raises most of its capital requirements through internal operating activities and long-term debt through the Saskatchewan Ministry of Finance. This type of borrowing allows the Corporation to take advantage of the Province of Saskatchewan's strong credit rating and receive financing at attractive interest rates.

## Notes to Condensed Consolidated Financial Statements (Unaudited) As at March 31, 2012

### Note 10 – Capital management, continued

The Corporation made no changes to its approach to capital management during the period.

The Corporation is not subject to any externally imposed capital requirements.

The debt ratio is as follows:

| As at                           | <b>March 31,</b>   | December 31, |
|---------------------------------|--------------------|--------------|
| Thousands of dollars            | <b>2012</b>        | 2011         |
| Total debt (a)                  | <b>\$594,873</b>   | \$537,972    |
| Less: Sinking funds             | <b>78,915</b>      | 78,444       |
| Cash and short-term investments | <b>11,194</b>      | 7,998        |
| Net debt                        | <b>504,764</b>     | 451,530      |
| Equity (b)                      | <b>763,908</b>     | 750,813      |
| Capitalization                  | <b>\$1,268,672</b> | \$1,202,343  |
| Debt ratio                      | <b>39.8%</b>       | 37.6%        |

- a) Total debt includes long-term debt, long-term debt due within one year and notes payable
- b) Equity includes equity advances and retained earnings at the end of the period excluding amounts recognized in other comprehensive income.

### Note 11 – Related party transactions

The Corporation is indirectly controlled by the Government of Saskatchewan through its ownership of the Corporation's parent, CIC. Included in these condensed consolidated financial statements are transactions with various Saskatchewan Crown corporations, ministries, agencies, boards and commissions related to the Corporation by virtue of common control by the Government of Saskatchewan and non-Crown corporations and enterprises subject to joint control and significant influence by the Government of Saskatchewan (collectively referred to as "government-related entities"). The Corporation has elected to take a partial exemption under IAS 24 Related Party Disclosures which allows government related entities to limit the extent of disclosures about related party transactions with government or other government related entities.

Routine operating transactions with related parties are settled at prevailing market prices under normal trade terms. For the three months ended March 31, 2012, the aggregate amount of the Corporation's transactions with other government-related entities are approximately 7.0% of revenues, 11.0% of operating expenses and 3.7% of property, plant and equipment expenditures.