



Updated: September 2009

## FACT SHEET

- Glentel Inc. is one of Canada's largest multi-carrier retailers of mobile phones and a leading provider of wireless communications solutions across Canada.
- The company operates two distinct business segments – Retail Division and Business Division – each with locations across Canada.
- The Retail Division, through its three brands – WirelessWave, Tbooth / la cabine T, and WIRELESS etc. – services the wireless communications needs of consumers.
- The company's Business Division meets the telecommunications needs of business, industry and government – providing integrated wireless solutions to a variety of sectors.
- 2008 marked Glentel's 25<sup>th</sup> anniversary of trading on the Toronto Stock Exchange (GLN:TSX) and 45<sup>th</sup> anniversary as a company.
- Glentel's headquarters are based in Burnaby, British Columbia. The company employs more than 1,400 people across Canada.
- In 2007, Glentel was recognized as Burnaby's "Business of the Year" for business excellence, growth and community involvement.

### Retail Division

- Glentel's Retail Division provides personal wireless communications products and services and a choice of mobile phone providers to consumers through retail outlets in top-tier shopping malls and Costco Wholesale stores across Canada.
- Its three distinct retail brands – WirelessWave, Tbooth / la cabine T, and WIRELESS etc. – thrive in competition by differentiating their offering and shopping experience for different consumer demographics and needs.
- WirelessWave and Tbooth / la cabine T are located in more than 120 malls – with both brands residing in 38 of those locations. WIRELESS etc., a store-in-store brand meant to reach consumers with needs and attitudes very different from mall shoppers, is now located in 72 locations of Canada's premier big-box retailer, Costco Wholesale.
- Customers have the choice of five mobile phone providers including: Rogers, Bell, Fido, Solo Mobile and Virgin Mobile. Mobile phone brands include: LG, Motorola, Nokia, Samsung, Sony Ericsson, Blackberry and HTC, as well as VoIP service from Vonage and Primus.
- In 2008:
  - Total operating locations for the Retail Division grew from 224 to 247;
  - WirelessWave grew from 101 to 107 locations;
  - Tbooth / la cabine T expanded its store presence from 60 to 68 locations;
  - WIRELESS etc. expanded into Costco locations across British Columbia, Alberta, Manitoba, Ontario and Quebec totaling 72 locations; and

- The Retail Division was honoured with two Training Excellence awards from the Canadian Society of Training and Development for Creating a Culture of Learning Development and for its Overall Internal Learning programs.

## **Business Division**

- Glentel's Business Division is a leading supplier of wireless communications solutions to small and medium-sized companies and to local, regional and federal governments.
- Glentel operates 17 Wireless Business Centres coast-to-coast and has the largest technical service staff of its kind in Canada helping to develop, install, and support a broad range of end-to-end solutions.
- Voice and data communications solutions incorporate terrestrial (ground-based) radio narrowband and wireless broadband systems, MSAT (mobile satellite) and VSAT (very small aperture terminals) satellite-based systems, or combinations of narrowband, broadband and satellite. Solutions include system design, implementation, and after-sales service.
- Customers include resource sectors (oil and gas, forestry, mining, agriculture and fishing); transportation companies (taxi, courier, transit and trucking); tourism; utilities; first responders (police, fire, medical, search and rescue and other emergency teams); institutions (colleges and universities); and municipal and regional governments.
- Partners and suppliers include Motorola, Vertex Standard, Tait Radio Communications, Kenwood Electronics Canada Inc., Mobile Data Systems, Zetron and Mobile Satellite Ventures.
- In 2007, Glentel's Business Division secured system integration contracts with Alberta's Yellowhead County, the City of Regina and the University of Saskatchewan, among others.

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### **Note to editors/reporters:**

The following materials are all available upon request:

- Photo and bio of Tom Skidmore, Glentel President and CEO
- A Glentel Backgrounder

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