



Government of Canada
Privy Council Office

Gouvernement du Canada
Bureau du Conseil privé

Suite 1340, Manulife Place
55 Metcalfe Street
Ottawa, Ontario K1A 0A3

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Fax: 613-991-4706

Our File / Notre référence

AI-2012-00412 / SAH

Mr. David McKie
CBC News
181 Queen Street, 3rd floor
Ottawa, Ontario K1P 1K9

SEP 17 2013

Dear Mr. McKie:

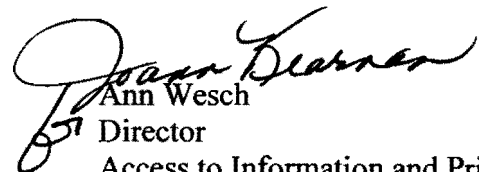
This is in response to your request, received by the Privy Council Office on February 14, 2013, for the following completed access to information request:

**“A-2012-00274 - Records of meeting on June 14th, 2012
between Research in Motion Limited and Wayne Wouters,
Clerk of the Privy Council.”**

We have now completed the processing of your request. A copy of the records is attached. The records are provided in the form in which they were released under the *Access to Information Act* (ATIA), including format, language(s) and any exemptions or exclusions that were applied.

Please note that as your request was treated informally, the rights and requirements of the ATIA do not apply.

Yours sincerely,


Ann Wesch
Director
Access to Information and Privacy

Attach.: Pages 1 to 25.

Canada



Government of Canada / Gouvernement du Canada
Privy Council Office / Bureau du Conseil privé
Ottawa, Canada
K1A 0A3

PROTECTED B

JUN 13 2012

MEMORANDUM FOR MR. WAYNE G. WOUTERS

MEETING WITH [REDACTED] OF RESEARCH IN MOTION

(For your meeting of June 14, 2012)

SUMMARY

- o The purpose of this note is to provide background information for your meeting with [REDACTED] Research In Motion (RIM), on June 14, 2012. He will be accompanied by [REDACTED]

s.19(1)

[REDACTED] Biographies are attached for your information at **Tab A**. Speaking points are provided at **Tab B** for your convenience.

- o [REDACTED]

s.21(1)(b)

Background

Research In Motion's current situation

- o Research In Motion (RIM) designs, manufactures, and markets smartphones, tablets, and software under the BlackBerry brand.

[REDACTED]

Canada

s.21(1)(a)

s.21(1)(b)

2011-12, RIM reported revenues of US\$18 billion, down 7.4 per cent from the previous year. All other financial indicators such as sales, shipments, and net income point to sharp declines, particularly in RIM's last quarter of 2011-12.

[REDACTED] RIM will announce its first quarter results for 2012-13 on June 28, 2012, and expects to post an operating loss.

s.21(1)(b)

- RIM employs about 16,500 workers globally with almost 12,000 in Canada. The majority of its workforce is located in the Waterloo Region (8,000+). Other RIM key locations include Ottawa (1,200+), and Halifax (500+). More than 5,000 of its employees are involved in Research and Development (R&D) in Canada.

RIM's strategic operating review

- [REDACTED] and [REDACTED] in January 2012. In March 2012, [REDACTED] started calling for "substantial change", and committed to doing whatever is needed to deliver long-term value.

s.19(1)

- [REDACTED] have announced plans to undertake a strategic operating review to streamline operations and save \$1 billion in 2012-13. Some weaknesses [REDACTED] has publicly mentioned include the complexity of RIM's structure and lack of direct accountability. [REDACTED] maintains that his mandate is to turn the company around, not sell it off.

[REDACTED]

- [REDACTED]

s.21(1)(b)

s.21(1)(a)

- According to recent news reports, RIM's major restructuring would begin in June 2012 with anywhere between 2,000 and 6,000 layoffs worldwide.

RIM's Plans for International Growth

- While rapidly losing market share in North America and Europe, RIM's sales for smartphones have been strong in emerging markets, due to attractive features for these markets such as less expensive handsets and its data plans better suited to the limited bandwidth capacity.

RIM has indicated that it plans on releasing entry-level versions of its current smartphones in emerging markets to win back market share.

-

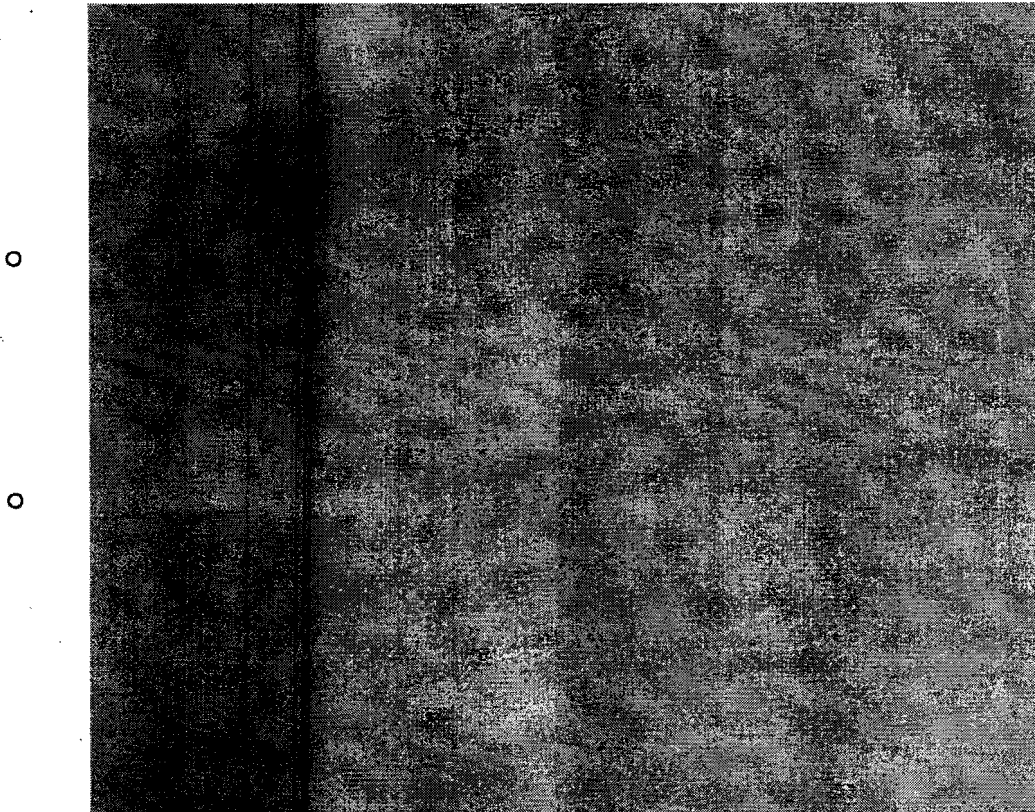
Impact on RIM of the Budget 2012 changes to the Scientific Research and Experimental Development (SR&ED) tax credit

- RIM is the largest private R&D performer in Canada, spending more than US\$1 billion in 2011-12.

s.20(1)(c)

s.21(1)(a)

s.21(1)(b)



s.21(1)(b)

Other files of interest for RIM



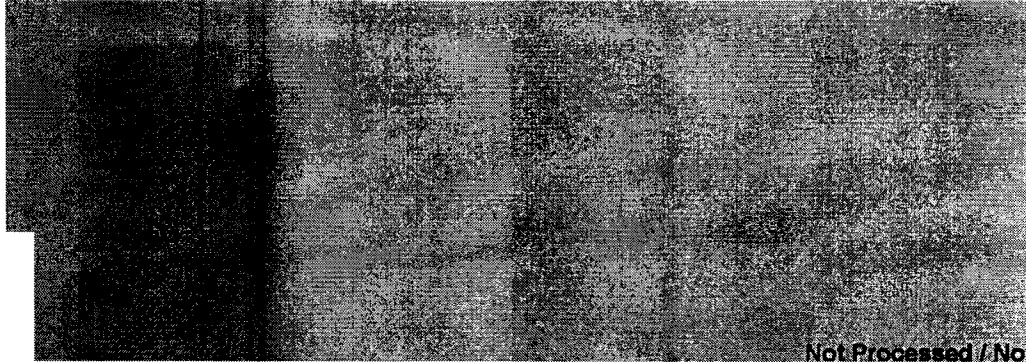
s.21(1)(b)

○ On the export controls system, RIM has criticized the regime indicating that they believe it has negatively impacted their ability to react as quickly as their competitors in the global marketplace. RIM along with other industry stakeholders who export cryptographic goods and technology have requested that export controls over these products be relaxed.



s.21(1)(b)

Not Processed / Non Traités



Not Processed / Non Traités

PCO Comment



s.21(1)(a)

s.21(1)(b)



s.21(1)(a)

s.21(1)(b)

Joe Keen *RT*
Timothy Sargent *for*
T.S.

Attachments (2)

raymond/paquet/sargent/lmc

**Pages 7 to / à 9
are withheld pursuant to section
sont retenues en vertu de l'article**

19(1)

**of the Access to Information Act
de la Accès à l'information**

**Pages 10 to / à 11
are withheld pursuant to sections
sont retenues en vertu des articles**

21(1)(a), 21(1)(b)

**of the Access to Information Act
de la Accès à l'information**

Gagnon, Danielle

From: Gagnon, Danielle [Danielle.Gagnon@pco-bcp.gc.ca]
Sent: June 11, 2012 11:27 AM
To: Gagnon, Danielle
Subject: 2012-clr-00481: Meeting with RIM [REDACTED] on June 14, 2012

Danielle Gagnon

Correspondence Coordinator / Coordonnatrice à la correspondance
Office of the Clerk of the Privy Council and Secretary to the Cabinet / Bureau du Greffier du Conseil privé et Secrétaire du Cabinet
Privy Council Office / Bureau du Conseil privé
Ottawa, Canada K1A 0A3
danielle.gagnon@pco-bcp.gc.ca
Telephone / Téléphone 613-948-4240
Facsimile / Télécopieur 613-957-5729
Government of Canada / Gouvernement du Canada

From: Bougie, Jo-Anne
Sent: June 11, 2012 10:19 AM
To: Mueller, Terry; Gagnon, Danielle; Choquette, Therese
Subject: FW: Meeting request for June 14th

The Clerk will be meeting [REDACTED] on Thursday, June 14 at 9:15 am. [REDACTED]
[REDACTED] Thank you. A formal request will follow.

Please note the [REDACTED]
[REDACTED]

Jo-Anne Bougie
Clerk's Office/Bureau du greffier
613-957-5403

s.21(1)(a)

From: Elizabeth Roscoe [mailto:Elizabeth.Roscoe@hkstrategies.ca]
Sent: Friday, June 08, 2012 12:00 PM
To: Bougie, Jo-Anne
Subject: Meeting request for June 14th

I am writing on behalf of RIM to ask for a meeting with the Clerk. Specifically we are requesting a meeting with the [REDACTED] RIM [REDACTED] on June 14th in the morning. [REDACTED]
[REDACTED]

s.19(1)

2012-08-20

Please let me know at your convenience, if the Clerk is available on June 14th. For information, [REDACTED]

Many thanks in advance,

s.21(1)(b)

Elizabeth

Elizabeth Roscoe
Senior Vice President, National Practice Leader - Public Affairs

elizabeth.roscoe@hkstrategies.ca

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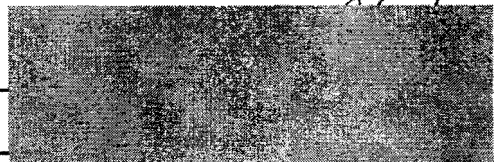


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2012-08-20



Government of Canada / Gouvernement du Canada
Privy Council Office / Bureau du Conseil privé



To: MR. WAYNE G. WOUTERS Date: JUN 13 2012

Subject: MEETING WITH [REDACTED] OF RESEARCH IN MOTION
Objet: [REDACTED]

s.21(1)(b)

From: Timothy Sargent

De: [REDACTED]

Via: Michael Martin

jm

- Signature Required / Signature requise
- Decision Sought / Décision requise
- Information Only / Information seulement
- For your Meeting / Pour votre rencontre

Remarks:

- Distribution:**
- Ms. Christine Hogan (903 BB)
 - Mr. William Pentney (302A LB)
 - Ms. Janice Charette (Copy will be provided by the Clerk's Office)
 - M. Yvan Roy (310 LB)
 - Mr. Ian McCowan (605 BB)
 - Mr. Rick Stewart (304 LB)

Andrew/Leslie

1. Make 1 copy(ies) for me
2. Return the original to me
3. Update the Notes List.

Merci [REDACTED]
Cécile

Drafting Officer: Raymond/lmc [REDACTED]

Director: Marie-France Paquet [REDACTED]

s.19(1)

RDIMS:

- Routing Slip: 693882
- Memo: 693671
- Biographies: 693581
- Speaking Pts: 693813



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- o [REDACTED]

s.21(1)(b)

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[REDACTED]

s.21(1)(b)

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