



MANAGEMENT DISCUSSION AND ANALYSIS

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CORPORATE PROFILE

This Management Discussion and Analysis covers the main activities of Quebecor Inc. in the second quarter of 2020 and the major changes from the previous financial year. Quebecor Inc. is a holding company with a 100% interest in Quebecor Media Inc., one of Canada's largest telecommunications and media groups.

Quebecor Media Inc. operates in the following business segments: Telecommunications, Media, and Sports and Entertainment. Quebecor Media Inc. is pursuing a convergence strategy that captures synergies among its properties and leverages the value of content for the benefit of multiple distribution platforms. Unless the context otherwise requires, in this Management Discussion and Analysis, "Quebecor" and the "Corporation" refer to Quebecor Inc. and its subsidiaries, and "Quebecor Media" refers to Quebecor Media Inc. and its subsidiaries.

This report should be read in conjunction with the information in the consolidated financial statements and Management Discussion and Analysis for the financial year ended December 31, 2019. All amounts are stated in Canadian dollars ("CAN") unless otherwise indicated.

The COVID-19 pandemic continues to have a significant impact on the economic environment in Canada and around the world. On March 13, 2020, in order to limit the spread of the virus, the Québec government imposed a number of restrictions and special preventive measures, including the suspension of business activities deemed non-essential. Since then, the Québec government has gradually announced the stages of its reopening plan, which extends over a period of several months. The health crisis curtailed the operations of many of Quebecor's business partners and has led to a significant slowdown in some of Quebecor's segments in the first half of 2020. Among other impacts, the COVID-19 virus and the measures to limit its spread have led to a significant reduction in volume at Videotron Ltd. ("Videotron") retail outlets and delays in client migration to its new Helix home entertainment and management platform; lower advertising revenues, a significant decrease in sporting events broadcast by the TVA Sports channel, and reduced film production and audiovisual content activity in the Media segment; and postponement or cancellation of shows and events, and interruption of music and book distribution activities in the Sports and Entertainment segment. However, Quebecor has continued and will continue to provide essential telecommunications and news services during this health crisis, while safeguarding the health and safety of its employees and the public. Videotron also took a number of important initiatives to make life easier for its customers, such as suspending data limits (overage charges) until June 30, 2020 on all residential and business Internet plans, providing additional services, and temporarily suspending certain fees. Furthermore, Videotron's network has been able to handle the increase in traffic since the beginning of the health crisis, demonstrating the soundness of its strategy of continuously adding capacity ahead of the curve. As well, TVA Group Inc. ("TVA Group") unscrambled the LCN all-news channel until June 30, 2020 to give Quebecers real-time access to all developments in the health crisis, and it also continues to broadcast television content on its distribution channels. As a result of the economic slowdown, approximately 10% of Quebecor's workforce received benefits under the Corporation's support program to compensate for being placed on stand-by. During the health crisis, this program provides financial assistance in addition to the Canada Emergency Wage Subsidy or the Canada Emergency Response Benefit programs. Most of the business units in the Media segment and Sports and Entertainment segment qualified for the Emergency Wage Subsidy, and provisions for subsidies receivable were recorded in the second quarter of 2020 as a reduction in employee costs. As long as the uncertainty regarding the full extent and duration of the COVID-19 pandemic persists, the Corporation's Board of Directors and its executive management team are monitoring, on an ongoing basis, the impact of the health crisis on the Corporation's business units, employees, customers and business partners, as well as on the population of Québec, and are taking appropriate action, as needed, until the health crisis abates and market conditions stabilize. As a major corporate citizen and the Québec leader in telecommunications, news and entertainment, the Corporation will continue to play its role during this health crisis in order to ensure that the public continues to receive all the services it needs.

The impact of the COVID-19 health crisis on the operating results of the Corporation's business segments in the second quarter and first half of 2020 is analyzed in greater detail in the "Segmented Analysis" section below. It is difficult at this stage to foresee what consequences this health crisis will have in upcoming quarters. The COVID-19 health crisis could have a material adverse impact on the growth of the Corporation's operating results and cash flows in the short and medium terms. As a result, the growth recorded during the quarters preceding the health crisis may not be indicative of future growth.

The Corporation has reviewed the nature and definition of one of the financial measures not standardized under International Financial Reporting Standards ("IFRS") that it uses. As a result, "cash flows from segment operations" has been abandoned and replaced by the new "cash flows from operations" metric. This metric will henceforth be used to measure the cash flows generated by the operations of all the business segments, on a consolidated basis, in addition to the cash flows from operations generated by each segment. Furthermore, calculation of this metric will henceforth be based on additions to property, plant and equipment and to intangible assets rather than cash flows used for additions to property, plant and equipment and to intangible assets. As well, the new metric is calculated without taking into account proceeds on disposals. In addition, the previously used "free cash flows from continuing operating activities of the Quebecor Media subsidiary" metric has been abandoned and replaced by the new "free cash flows from continuing operating activities" metric. The definition remains the same except that the measure now includes free cash flows from all of the Corporation's continuing operating activities, not just those of its Quebecor Media subsidiary. For the definitions of the new

cash flows from operations and free cash flows from continuing operating activities measures, see “Cash flows from operations and free cash flows from continuing operating activities” under “Non-IFRS Financial Measures” below.

HIGHLIGHTS SINCE END OF FIRST QUARTER 2020

- Quebecor’s revenues totalled \$1.00 billion in the second quarter of 2020, a \$53.1 million (-5.0%) decrease from the same period of 2019.

Telecommunications

- The Telecommunications segment grew its revenues by \$14.7 million (1.7%) and its adjusted EBITDA by \$13.6 million (3.0%) in the second quarter of 2020.
- Videotron significantly increased its revenues from customer equipment sales (\$22.5 million or 43.8%) and mobile telephony (\$13.3 million or 9.1%) in the second quarter of 2020.
- Videotron’s total average billing per unit (“ABPU”) was \$49.57 in the second quarter of 2020, compared with \$50.20 in the same period of 2019, a \$0.63 (-1.3%) decrease. Mobile ABPU was \$50.32 in the second quarter of 2020 compared with \$52.56 in the same period of 2019, a \$2.24 (-4.3%) decrease due in part to the popularity of bring your own device (“BYOD”) plans and the various measures taken to support customers during the COVID-19 pandemic.
- There was a net increase of 16,700 revenue-generating units (“RGUs”) (0.3%) in the second quarter of 2020, including 35,100 connections (2.6%) to the mobile telephony service and 17,200 subscriptions (1.0%) to the cable Internet access service.
- From March 13 through June 30, 2020, Videotron suspended data caps on all of its customers’ residential and business Internet plans to support the implementation of effective teleworking arrangements at Québec businesses in response to the COVID-19 pandemic. During this period, Videotron also cancelled roaming charges outside Canada and the Daily Traveller Pass fee.

Media

- The Media segment’s revenues decreased by \$57.4 million (-30.2%) and its adjusted EBITDA increased by \$1.9 million (33.3%) in the second quarter of 2020.

Sports and Entertainment

- The Sports and Entertainment segment’s revenues decreased by \$15.4 million (-37.3%) and its adjusted EBITDA increased by \$4.3 million in the second quarter of 2020.
- On June 17, 2020, the Sports and Entertainment segment announced the acquisition of the Théâtre Capitole in Québec City. The acquisition of the unique, hundred-year-old, 1,300-seat venue will enhance the Québec City entertainment scene.

Financial transactions

- Quebecor’s \$50.0 million revolving credit facility expired on July 15, 2020 and was not renewed.

NON-IFRS FINANCIAL MEASURES

The financial measures not standardized under IFRS that are used by the Corporation to assess its financial performance, such as adjusted EBITDA, adjusted income from continuing operating activities, cash flows from operations and free cash flows from continuing operating activities, are not calculated in accordance with, or recognized by IFRS. The Corporation’s method of calculating these non-IFRS financial measures may differ from the methods used by other companies and, as a result, the non-IFRS financial measures presented in this document may not be comparable to other similarly titled measures disclosed by other companies.

Adjusted EBITDA

In its analysis of operating results, the Corporation defines adjusted EBITDA, as reconciled to net income under IFRS, as net income before depreciation and amortization, financial expenses, gain on valuation and translation of financial instruments, restructuring of operations and other items, income taxes, and income from discontinued operations. Adjusted EBITDA as defined above is not a measure of results that is consistent with IFRS. It is not intended to be regarded as an alternative to other financial operating performance measures or to the statement of cash flows as a measure of liquidity. It should not be considered in isolation or as a substitute for measures of performance prepared in accordance with IFRS. The Corporation uses adjusted EBITDA in order to assess the performance of its investment in Quebecor Media. The Corporation's management and Board of Directors use this measure in evaluating its consolidated results as well as the results of the Corporation's operating segments. This measure eliminates the significant level of impairment and depreciation/amortization of tangible and intangible assets and is unaffected by the capital structure or investment activities of the Corporation and its business segments.

Adjusted EBITDA is also relevant because it is a significant component of the Corporation's annual incentive compensation programs. A limitation of this measure, however, is that it does not reflect the periodic costs of tangible and intangible assets used in generating revenues in the Corporation's segments. The Corporation also uses other measures that do reflect such costs, such as cash flows from operations and free cash flows from continuing operating activities. The Corporation's definition of adjusted EBITDA may not be the same as similarly titled measures reported by other companies.

Table 1 provides a reconciliation of adjusted EBITDA to net income as disclosed in Quebecor's condensed consolidated financial statements.

Table 1

Reconciliation of the adjusted EBITDA measure used in this report to the net income measure used in the condensed consolidated financial statements

(in millions of Canadian dollars)

	Three months ended June 30		Six months ended June 30	
	2020	2019	2020	2019
Adjusted EBITDA (negative adjusted EBITDA):				
Telecommunications	\$ 463.6	\$ 450.0	\$ 899.1	\$ 873.0
Media	7.6	5.7	11.7	6.9
Sports and Entertainment	2.8	(1.5)	(1.0)	(2.2)
Head Office	1.7	0.8	2.6	(2.0)
	475.7	455.0	912.4	875.7
Depreciation and amortization	(195.7)	(188.6)	(393.8)	(377.1)
Financial expenses	(81.6)	(82.8)	(169.0)	(164.9)
Gain on valuation and translation of financial instruments	4.2	16.4	27.5	2.1
Restructuring of operations and other items	(10.3)	(17.3)	(14.2)	(25.8)
Income taxes	(50.8)	(44.3)	(91.3)	(82.2)
Income from discontinued operations	32.5	-	33.8	97.5
Net income	\$ 174.0	\$ 138.4	\$ 305.4	\$ 325.3

Adjusted income from continuing operating activities

The Corporation defines adjusted income from continuing operating activities, as reconciled to net income attributable to shareholders under IFRS, as net income attributable to shareholders before gain on valuation and translation of financial instruments, restructuring of operations and other items, net of income tax related to adjustments and net income attributable to non-controlling interest related to adjustments, and before the income from discontinued operations attributable to shareholders. Adjusted income from continuing operating activities, as defined above, is not a measure of results that is consistent with IFRS. It should not be considered in isolation or as a substitute for measures of performance prepared in accordance with IFRS. The Corporation uses adjusted income from continuing operating activities to analyze trends in the performance of its businesses. The above-listed items are excluded from the calculation of this measure because they impair the comparability of financial results. Adjusted income from continuing operating activities is more representative for forecasting income. The Corporation's definition of adjusted income from continuing operating activities may not be identical to similarly titled measures reported by other companies.

Table 2 provides a reconciliation of adjusted income from continuing operating activities to the net income attributable to shareholders' measure used in Quebecor's condensed consolidated financial statements.

Table 2

Reconciliation of the adjusted income from continuing operating activities measure used in this report to the net income attributable to shareholders' measure used in the condensed consolidated financial statements

(in millions of Canadian dollars)

	Three months ended June 30		Six months ended June 30	
	2020	2019	2020	2019
Adjusted income from continuing operating activities	\$ 144.9	\$ 136.2	\$ 256.4	\$ 247.6
Gain on valuation and translation of financial instruments	4.2	16.4	27.5	2.1
Restructuring of operations and other items	(10.3)	(17.3)	(14.2)	(25.8)
Income taxes related to adjustments ¹	3.1	4.6	2.5	6.7
Net income attributable to non-controlling interest related to adjustments	0.5	0.3	0.5	1.1
Discontinued operations	32.5	–	33.8	97.5
Net income attributable to shareholders	\$ 174.9	\$ 140.2	\$ 306.5	\$ 329.2

¹ Includes impact of fluctuations in income tax applicable to adjusted items, either for statutory reasons or in connection with tax transactions.

Cash flows from operations and free cash flows from continuing operating activities

Cash flows from operations

Cash flows from operations represents adjusted EBITDA, less additions to property, plant and equipment and to intangible assets (excluding licence acquisitions and renewals). Cash flows from operations represents funds available for interest and income tax payments, expenditures related to restructuring programs, business acquisitions, licence acquisitions and renewals, payment of dividends, repayment of long-term debt and share repurchases. Cash flows from operations is not a measure of liquidity that is consistent with IFRS. It is not intended to be regarded as an alternative to other financial operating performance measures or to the statement of cash flows as a measure of liquidity. Cash flows from operations is used by the Corporation's management and Board of Directors to evaluate cash flows generated by the operations of all of its segments. The Corporation's definition of cash flows from operations may not be identical to similarly titled measures reported by other companies.

Free cash flows from continuing operating activities

Free cash flows from continuing operating activities represents cash flows provided by continuing operating activities calculated in accordance with IFRS, less cash flows used for additions to property, plant and equipment and to intangible assets (excluding expenditures related to licence acquisitions and renewals), plus proceeds from disposal of assets. Free cash flows from continuing operating activities is used by the Corporation's management and Board of Directors to evaluate cash flows generated by the Corporation's operations. Free cash flows from continuing operating activities represents available funds for business acquisitions, licence acquisitions and renewals, payment of dividends, repayment of long-term debt and share repurchases. Free cash flows from continuing operating activities is not a measure of liquidity that is consistent with IFRS. It is not intended to be regarded as an alternative to other financial operating performance measures or to the statement of cash flows as a measure of liquidity. The Corporation's definition of free cash flows from continuing operating activities may not be identical to similarly titled measures reported by other companies.

Tables 3 and 4 provide a reconciliation of cash flows from operations and free cash flows from continuing operating activities to cash flows provided by continuing operating activities reported in the condensed consolidated financial statements.

Table 3**Cash flows from operations**

(in millions of Canadian dollars)

	Three months ended June 30		Six months ended June 30	
	2020	2019	2020	2019
Adjusted EBITDA (negative adjusted EBITDA)				
Telecommunications	\$ 463.6	\$ 450.0	\$ 899.1	\$ 873.0
Media	7.6	5.7	11.7	6.9
Sports and Entertainment	2.8	(1.5)	(1.0)	(2.2)
Head Office	1.7	0.8	2.6	(2.0)
	475.7	455.0	912.4	875.7
Minus				
Additions to property, plant and equipment: ¹				
Telecommunications	(93.6)	(122.9)	(182.5)	(217.2)
Media	(1.6)	–	(3.5)	(6.6)
Sports and Entertainment	–	(0.5)	(0.1)	(1.0)
Head Office	(0.4)	(1.2)	(0.5)	(1.2)
	(95.6)	(124.6)	(186.6)	(226.0)
Additions to intangible assets: ²				
Telecommunications	(47.2)	(45.3)	(91.3)	(85.5)
Media	(6.0)	(8.7)	(11.8)	(10.2)
Sports and Entertainment	(0.7)	(1.1)	(1.5)	(2.2)
Head Office	(0.1)	(0.4)	(0.1)	(0.6)
	(54.0)	(55.5)	(104.7)	(98.5)
Cash flows from operations				
Telecommunications	322.8	281.8	625.3	570.3
Media	–	(3.0)	(3.6)	(9.9)
Sports and Entertainment	2.1	(3.1)	(2.6)	(5.4)
Head Office	1.2	(0.8)	2.0	(3.8)
	\$ 326.1	\$ 274.9	\$ 621.1	\$ 551.2

¹ Reconciliation to cash flows used for additions to property, plant and equipment as per condensed consolidated financial statements	Three months ended June 30		Six months ended June 30	
	2020	2019	2020	2019
Additions to property, plant and equipment	\$ (95.6)	\$ (124.6)	\$ (186.6)	\$ (226.0)
Net (decrease) increase in current accounts payable related to additions to property, plant and equipment	(11.1)	9.7	(0.1)	(28.7)
Cash flows used for additions to property, plant and equipment	\$ (106.7)	\$ (114.9)	\$ (186.7)	\$ (254.7)

² Reconciliation to cash flows used for additions to intangible assets as per condensed consolidated financial statements:	Three months ended June 30		Six months ended June 30	
	2020	2019	2020	2019
Additions to intangible assets	\$ (54.0)	\$ (55.5)	\$ (104.7)	\$ (98.5)
Net increase (decrease) in current accounts payable related to additions to intangible assets	6.0	4.4	(46.1)	(3.8)
Disbursements for licence acquisitions	–	(255.8)	–	(255.8)
Cash flows used for additions to intangible assets	\$ (48.0)	\$ (306.9)	\$ (150.8)	\$ (358.1)

Table 4**Free cash flows from continuing operating activities and cash flows provided by continuing operating activities reported in the condensed consolidated financial statements.**

(in millions of Canadian dollars)

	Three months ended June 30		Six months ended June 30	
	2020	2019	2020	2019
Cash flows from operations from Table 3	\$ 326.1	\$ 274.9	\$ 621.1	\$ 551.2
Plus (minus)				
Cash portion of financial expenses	(79.5)	(80.8)	(164.9)	(160.9)
Cash portion related to restructuring of operations and other items	(10.3)	(2.0)	(14.2)	(7.0)
Current income taxes	(59.3)	(39.8)	(120.3)	(85.4)
Other	(1.7)	(0.3)	2.4	0.6
Net change in non-cash balances related to operating activities	69.3	(42.8)	101.9	(150.6)
Net (decrease) increase in current accounts payable related to additions to property, plant and equipment	(11.1)	9.7	(0.1)	(28.7)
Net increase (decrease) in current accounts payable related to additions to intangible assets	6.0	4.4	(46.1)	(3.8)
Free cash flows from continuing operating activities	239.5	123.3	379.8	115.4
Plus (minus)				
Cash flows used for additions to property, plant and equipment	106.7	114.9	186.7	254.7
Cash flows used for additions to intangible assets (excluding licence acquisitions and renewals)	48.0	51.1	150.8	102.3
Proceeds from disposal of assets	(0.7)	(0.1)	(2.2)	(2.7)
Cash flows provided by continuing operating activities	\$ 393.5	\$ 289.2	\$ 715.1	\$ 469.7

KEY PERFORMANCE INDICATORS**Revenue-generating unit**

The Corporation uses RGU, an industry metric, as a key performance indicator. An RGU represents, as the case may be, subscriptions to the cable Internet, cable television and Club illico over-the-top video ("Club illico") services, and subscriber connections to the mobile telephony and cable telephony services. RGU is not a measurement that is consistent with IFRS and the Corporation's definition and calculation of RGU may not be the same as identically titled measurements reported by other companies or published by public authorities.

Average billing per unit

The Corporation uses ABPU, an industry metric, as a key performance indicator. This indicator is used to measure monthly average subscription billing per RGU. ABPU is not a measurement that is consistent with IFRS and the Corporation's definition and calculation of ABPU may not be the same as identically titled measurements reported by other companies.

Mobile ABPU is calculated by dividing the average subscription billing for mobile telephony services by the average number of mobile RGUs during the applicable period, and then dividing the resulting amount by the number of months in the applicable period.

Total ABPU is calculated by dividing the combined average subscription billing for cable Internet, cable television, Club illico, mobile telephony and cable telephony services by the total average number of RGUs from cable Internet, cable television, mobile telephony and cable telephony services during the applicable period, and then dividing the resulting amount by the number of months in the applicable period.

ANALYSIS OF CONSOLIDATED RESULTS OF OPERATIONS AND CASH FLOWS OF QUEBECOR

2020/2019 second quarter comparison

Revenues: \$1.00 billion, a \$53.1 million (-5.0%) decrease.

- Revenues decreased in Media (\$57.4 million or -30.2% of segment revenues) and in Sports and Entertainment (\$15.4 million or -37.3%).
- Revenues increased in Telecommunications (\$14.7 million or 1.7%).

Adjusted EBITDA: \$475.7 million, a \$20.7 million (4.5%) increase.

- Adjusted EBITDA increased in Telecommunications (\$13.6 million or 3.0% of segment adjusted EBITDA), Media (\$1.9 million or 33.3%), and Sports and Entertainment (\$4.3 million).

Net income attributable to shareholders: \$174.9 million (\$0.69 per basic share) in the second quarter of 2020, compared with \$140.2 million (\$0.55 per basic share) in the same period of 2019, an increase of \$34.7 million (\$0.14 per basic share).

- The main favourable variances were:
 - \$32.5 million increase in income from discontinued operations due to a gain on business disposal, net of income taxes, related to achievement of certain future conditions attached to the sale of the operations of the 4Degrees Colocation Inc. ("4Degrees Colocation") data centres by Videotron in the first quarter of 2019;
 - \$20.7 million increase in adjusted EBITDA;
 - \$7.0 million favourable variance in the charge for restructuring of operations and other items.
- The main unfavourable variances were:
 - \$12.2 million unfavourable variance related to gains on valuation and translation of financial instruments, including \$11.7 million without any tax consequences;
 - \$7.1 million increase in the depreciation and amortization charge;
 - \$6.5 million increase in the income tax expense.

Adjusted income from continuing operating activities: \$144.9 million (\$0.57 per basic share) in the second quarter of 2020, compared with \$136.2 million (\$0.53 per basic share) in the same period of 2019, an increase of \$8.7 million (\$0.04 per basic share) or 6.4%.

Cash flows from operations: \$326.1 million, a \$51.2 million (18.6%) increase caused mainly by a \$20.7 million increase in adjusted EBITDA and a \$29.0 million decrease in additions to property, plant and equipment.

Cash flows from continuing operating activities: \$393.5 million, a \$104.3 million increase due primarily to the favourable net change in non-cash balances related to operating activities.

Depreciation and amortization charge: \$195.7 million in the second quarter of 2020, a \$7.1 million increase due mainly to the impact of investments in property, plant and equipment and in intangible assets in the Telecommunications segment, including amortization of intangible assets related to investments in the Helix platform, partially offset by lower spending related to the leasing of set top boxes.

Financial expenses: \$81.6 million in the second quarter of 2020, a \$1.2 million reduction caused mainly by lower average indebtedness and a favourable variance in the gain or loss on foreign currency translation of short-term monetary items. Increases in financial expenses were due primarily to higher average interest on the debt.

Gain on valuation and translation of financial instruments: \$4.2 million in the second quarter of 2020 compared with \$16.4 million in the same period of 2019. The \$12.2 million unfavourable variance was due primarily to an \$11.7 million unfavourable variance, without any tax consequences, in gains and losses on embedded derivatives related to convertible debentures.

Charge for restructuring of operations and other items: \$10.3 million in the second quarter of 2020, compared with \$17.3 million in the same period of 2019, a \$7.0 million favourable variance.

- A \$10.3 million charge was recognized during the second quarter of 2020 in connection with cost-reduction measures in the Corporation's various segments (\$2.0 million charge for cost-reduction measures in the second quarter of 2019). In the second quarter of 2019, a \$15.3 million charge for impairment of assets was also recognized in connection with various restructuring initiatives.

Income tax expense: \$50.8 million in the second quarter of 2020 (effective tax rate of 27.1%), compared with \$44.3 million in the same period of 2019 (effective tax rate of 26.6%), a \$6.5 million unfavourable variance caused mainly by the impact of the increase in taxable income.

2020/2019 year-to-date comparison

Revenues: \$2.06 billion, a \$24.9 million (-1.2%) decrease.

- Revenues decreased in Media (\$55.3 million or -15.2% of segment revenues) and in Sports and Entertainment (\$21.0 million or -25.7%).
- Revenues increased in Telecommunications (\$48.7 million or 2.9%).

Adjusted EBITDA: \$912.4 million, a \$36.7 million (4.2%) increase.

- Adjusted EBITDA increased in Telecommunications (\$26.1 million or 3.0% of segment adjusted EBITDA), Media (\$4.8 million or 69.6%), and Sports and Entertainment (\$1.2 million or 54.5%).
- There was a favourable variance at Head Office (\$4.6 million) due to a decrease in the stock-based compensation charge.
- The change in the fair value of Quebecor Media stock options resulted in a \$0.2 million favourable variance in the stock-based compensation charge in the first half of 2020 compared with the same period of 2019. The change in the fair value of Quebecor stock options and in the value of Quebecor stock-price-based share units resulted in an \$8.1 million favourable variance in the Corporation's stock-based compensation charge in the first half of 2020.

Net income attributable to shareholders: \$306.5 million (\$1.21 per basic share) in the first half of 2020, compared with \$329.2 million (\$1.29 per basic share) in the same period of 2019, a decrease of \$22.7 million (\$0.08 per basic share).

- The main unfavourable variances were:
 - \$63.7 million decrease in income from discontinued operations;
 - \$16.7 million increase in the depreciation and amortization charge;
 - \$9.1 million increase in the income tax expense;
 - \$4.1 million increase in financial expenses.
- The main favourable variances were:
 - \$36.7 million increase in adjusted EBITDA;
 - \$25.4 million favourable variance related to gains on valuation and translation of financial instruments, including \$24.4 million without any tax consequences;
 - \$11.6 million favourable variance in the charge for restructuring of operations and other items.

Adjusted income from continuing operating activities: \$256.4 million (\$1.01 per basic share) in the first half of 2020, compared with \$247.6 million (\$0.97 per basic share) in the same period of 2019, an increase of \$8.8 million (\$0.04 per basic share) or 3.6%.

Cash flows from operations: \$621.1 million, a \$69.9 million (12.7%) increase caused mainly by a \$36.7 million increase in adjusted EBITDA and a \$39.4 million decrease in additions to property, plant and equipment.

Cash flows from continuing operating activities: \$715.1 million, a \$245.4 million increase due primarily to the favourable net change in non-cash balances related to operating activities.

Depreciation and amortization charge: \$393.8 million in the first half of 2020, a \$16.7 million increase due essentially to the same factors as those noted above under “2020/2019 second quarter comparison.”

Financial expenses: \$169.0 million, a \$4.1 million increase caused mainly by the unfavourable variance in the gain or loss on foreign currency translation of short-term monetary items and higher average interest on the debt. Reductions in financial expenses consisted mainly in lower average indebtedness.

Gain on valuation and translation of financial instruments: \$27.5 million in the first half of 2020 compared with a \$2.1 million loss in the same period of 2019, an increase of \$25.4 million, including \$24.4 million due to a favourable variance, without any tax consequences, in gains and losses on embedded derivatives related to convertible debentures.

Charge for restructuring of operations and other items: \$14.2 million in the first half of 2020, compared with \$25.8 million in the same period of 2019, an \$11.6 million favourable variance.

- A \$14.2 million charge was recognized during the first half of 2020 in connection with cost-reduction measures in the Corporation's various segments (\$7.0 million charge for cost-reduction measures in the first half of 2019). In the first half of 2019, an \$18.8 million charge for impairment of assets was recognized in connection with various restructuring initiatives.

Income tax expense: \$91.3 million in the first half of 2020 (effective tax rate of 27.2%), compared with \$82.2 million in the same period of 2019 (effective tax rate of 26.8%), a \$9.1 million unfavourable variance caused essentially by the impact of the increase in taxable income.

SEGMENTED ANALYSIS

Telecommunications

Second quarter 2020 operating results

Revenues: \$869.1 million in the second quarter of 2020, a \$14.7 million (1.7%) increase.

- Revenues from the mobile telephony service increased \$13.3 million (9.1%) to \$159.7 million, due primarily to an increase in the number of subscriber connections, partially offset by a decrease in average per-subscriber revenues, reflecting in part the impact of the temporary suspension of roaming charges because of the COVID-19 pandemic.
- Revenues from Internet access services decreased \$2.6 million (-0.9%) to \$276.1 million, due mainly to a decrease in average per-subscriber revenues, reflecting among other things, the impact of the temporary suspension of data caps as part of the response to the COVID-19 health crisis, partially offset by an increase in the customer base.
- Total revenues from cable television services decreased \$19.7 million (-8.0%) to \$227.8 million, due primarily to the impact of the net decrease in the customer base and the decrease in average per-subscriber revenues.
- Revenues from the cable telephony service increased \$1.2 million (1.4%) to \$86.9 million, mainly because of higher average per-connection revenues due in part to increases in some rates, partially offset by the impact of the net decrease in subscriber connections.
- Revenues from customer equipment sales increased \$22.5 million (43.8%) to \$73.9 million, mainly because of the impact of equipment sales related to the Helix platform launched on August 27, 2019.
- Other revenues stable at \$44.7 million.

Total ABPU: Videotron's total ABPU was \$49.57 in the second quarter of 2020, compared with \$50.20 in the same period of 2019, a \$0.63 (-1.3%) decrease. Mobile ABPU was \$50.32 in the second quarter of 2020 compared with \$52.56 in the same period of 2019, a \$2.24 (-4.3%) decrease due in part to the popularity of BYOD plans and the various measures taken to support customers during the COVID-19 pandemic.

Customer statistics

RGUs – The total number of RGUs was 6,107,100 at June 30, 2020, an increase of 16,700 (0.3%) from the end of the first quarter of 2020 (compared with a decrease of 12,500 in the same period of 2019), and a 12-month increase of 106,000 (1.8%) (Table 5).

Mobile telephony – The number of subscriber connections to the mobile telephony service stood at 1,404,900 at June 30, 2020, an increase of 35,100 (2.6%) from the end of the first quarter of 2020 (compared with an increase of 38,300 in the same period of 2019), and a 12-month increase of 173,000 (14.0%) (Table 5).

Cable Internet access – The number of subscribers to cable Internet access services stood at 1,753,100 at June 30, 2020, an increase of 17,200 (1.0%) since the end of the first quarter of 2020 (compared with a decrease of 3,900 in the same period of 2019), and a 12-month increase of 46,200 (2.7%) (Table 5). As of June 30, 2020, Videotron's cable Internet access services had a household and business penetration rate of 59.0% (number of subscribers as a proportion of the total 2,970,900 homes and businesses passed by Videotron's network as of June 30, 2020, up from 2,931,200 one year earlier), compared with 58.2% a year earlier.

Cable television – The number of subscribers to cable television services stood at 1,497,300 at June 30, 2020, a decrease of 14,800 (-1.0%) since the end of the first quarter of 2020 (compared with a decrease of 24,200 in the same period of 2019), and a 12-month decrease of 61,100 (-3.9%) (Table 5). At June 30, 2020, the cable television service had a household and business penetration rate of 50.4% versus 53.2% a year earlier.

Cable telephony service – The number of subscriber connections to the cable telephony service stood at 979,600 at June 30, 2020, a decrease of 21,300 (-2.1%) since the end of the first quarter of 2020 (compared with a decrease of 22,000 in the same period of 2019), and a 12-month decrease of 93,300 (-8.7%) (Table 5). At June 30, 2020, the cable telephony service had a household and business penetration rate of 33.0% versus 36.6% a year earlier.

Club illico – The number of subscribers to Club illico stood at 472,200 at June 30, 2020, an increase of 500 (0.1%) since the end of the first quarter of 2020 (compared with a decrease of 700 in the same period of 2019), and a 12-month increase of 41,200 (9.6%) (Table 5).

Table 5
Telecommunications segment quarter-end RGUs for the last eight quarters
(in thousands of units)

	June 2020	Mar. 2020	Dec. 2019	Sept. 2019	June 2019	Mar. 2019	Dec. 2018	Sept. 2018
Mobile telephony	1,404.9	1,369.8	1,330.5	1,288.7	1,231.9	1,193.6	1,153.8	1,120.7
Cable Internet	1,753.1	1,735.9	1,727.3	1,724.3	1,706.9	1,710.8	1,704.5	1,697.5
Cable television	1,497.3	1,512.1	1,531.8	1,545.2	1,558.4	1,582.6	1,597.3	1,603.7
Cable telephony	979.6	1,000.9	1,027.3	1,052.7	1,072.9	1,094.9	1,113.9	1,131.1
Club illico	472.2	471.7	459.3	443.5	431.0	431.7	420.8	402.9
Total	6,107.1	6,090.4	6,076.2	6,054.4	6,001.1	6,013.6	5,990.3	5,955.9

Adjusted EBITDA: \$463.6 million, a \$13.6 million (3.0%) increase due primarily to:

- impact of the net revenue increase;
- net decrease in operating expenses, essentially due to prudent cost management during the health crisis.

Cost/revenue ratio: Employee costs and purchases of goods and services for all Telecommunications segment operations, expressed as a percentage of revenues, were 46.7% in the second quarter of 2020 compared with 47.3% in the same period of 2019.

Cash flows from operations: \$322.8 million in the second quarter of 2020, compared with \$281.8 million in the same period of 2019 (Table 3). The \$41.0 million increase was due primarily to a \$29.3 million decrease in additions to property, plant and equipment, mainly attributable to the postponement of some investments during the COVID-19 pandemic, and the \$13.6 million increase in adjusted EBITDA.

Year-to-date operating results

Revenues: \$1.74 billion, a \$48.7 million (2.9%) increase, essentially due to the same factors as those noted above in the discussion of second quarter 2020 results.

- Revenues from the mobile telephony service increased \$32.1 million (11.2%) to \$319.9 million.
- Revenues from Internet access services increased \$1.3 million (0.2%) to \$553.6 million.
- Total revenues from cable television services decreased \$31.8 million (-6.5%) to \$460.9 million.
- Revenues from cable telephony service decreased \$3.3 million (-1.9%) to \$169.7 million.
- Revenues from customer equipment sales increased \$49.4 million (49.1%) to \$150.0 million.
- Other revenues increased \$1.0 million (1.1%) to \$89.7 million.

Total ABPU: Videotron's total ABPU was \$49.72 in the first half of 2020, compared with \$49.83 in the same period of 2019, an \$0.11 (-0.2%) decrease. Mobile ABPU was \$50.95 in the first half of 2020 compared with \$52.53 in the same period of 2019, a \$1.58 (-3.0%) decrease due essentially to the same factors as those noted above in the discussion of second quarter 2020 operating results.

Customer statistics

RGUs – 30,900 (0.5%) unit increase in the first half of 2020 compared with an increase of 10,800 in the same period of 2019.

Mobile telephony – 74,400 (5.6%) subscriber connection increase in the first half of 2020 compared with an increase of 78,100 in the same period of 2019.

Cable Internet access – 25,800 (1.5%) customer increase in the first half of 2020 compared with an increase of 2,400 in the same period of 2019.

Cable television – 34,500 (-2.3%) decrease in the first half of 2020 compared with a decrease of 38,900 in the same period of 2019.

Cable telephony – 47,700 (-4.6%) subscriber connection decrease in the first half of 2020 compared with a decrease of 41,000 in the same period of 2019.

Club illico – 12,900 (2.8%) subscriber increase in the first half of 2020 compared with an increase of 10,200 in the same period of 2019.

Adjusted EBITDA: \$899.1 million, a \$26.1 million (3.0%) increase due primarily to:

- impact of the net revenue increase.

Partially offset by:

- net increase in operating expenses, due mainly to increases in the cost of retail products related to the popularity of the Helix platform, which continues to grow, partially offset by stringent management of other costs, despite the addition of some expenses related to the COVID-19 health crisis.

Cost/revenue ratio: Employee costs and purchases of goods and services for all Telecommunications segment operations, expressed as a percentage of revenues, were 48.4% in the first half of 2020 compared with 48.5% in the same period of 2019.

Cash flows from operations: \$625.3 million in the first half of 2020 compared with \$570.3 million in the same period of 2019 (Table 3). The \$55.0 million increase was due primarily to a \$34.7 million decrease in additions to property, plant and equipment, mainly attributable to lower spending related to the leasing of set-top boxes and the postponement of some investments during the COVID-19 pandemic, as well as the \$26.1 million increase in adjusted EBITDA, partially offset by a \$5.8 million increase in additions to intangible assets.

Media

Second quarter 2020 operating results

Revenues: \$132.7 million in the second quarter of 2020, a \$57.4 million (-30.2%) decrease.

- Advertising revenues decreased by \$38.5 million (-41.6%), mainly because of lower advertising revenues at TVA Network, the specialty channels, the newspapers, Quebecor Media Out of Home and the magazines, partly reflecting the major impact of the COVID-19 pandemic.
- Other revenues decreased \$13.8 million (-31.0%) due primarily to a decrease in revenues from film production and audiovisual services because of the suspension of film shoots during the COVID-19 health crisis, as well as decreases in magazine distribution revenues and other revenues of TVA Network and the specialty channels.
- Subscription revenues decreased by \$5.1 million (-9.6%), mainly because of lower subscription revenues at the magazines and the newspapers.

Adjusted EBITDA: \$7.6 million in the second quarter of 2020, a \$1.9 million (33.3%) increase due primarily to:

- decreases in some operating expenses, including decreases in broadcast content costs, decreases in labour costs due to the impact of salary savings and the government measures introduced to deal with the COVID-19 pandemic, and decreases in production, distribution, editorial and selling expenses.

Partially offset by:

- impact of the net revenue decrease.

Cost/revenue ratio: Employee costs and purchases of goods and services for the Media segment's operations, expressed as a percentage of revenues, were 94.3% in the second quarter of 2020 compared with 97.0% in the same period of 2019. The reduction was mainly due to the decrease in operating expenses.

Cash flows from operations: Nil in the second quarter of 2020 compared with negative \$3.0 million in the same period of 2019. The variance was mainly due to a \$2.7 million decrease in additions to intangible assets.

Year-to-date operating results

Revenues: \$307.5 million in the first half of 2020, a \$55.3 million (-15.2%) decrease.

- Advertising revenues decreased by \$44.6 million (-25.3%), mainly because of lower advertising revenues at TVA Network, the specialty channels, the newspapers, the magazines and Quebecor Out of Home, partly reflecting the major impact of the COVID-19 pandemic.
- Other revenues decreased by \$6.6 million (-8.0%), essentially because of the same factors as those noted above in the discussion of second quarter 2020 results.
- Subscription revenues decreased by \$4.1 million (-3.9%), essentially because of the same factors as those noted above in the discussion of second quarter 2020 results.

Adjusted EBITDA: \$11.7 million in the first half of 2020, a \$4.8 million (69.6%) increase due essentially to the same factors as those noted above in the discussion of second quarter 2020 results.

Cost/revenue ratio: Employee costs and purchases of goods and services for the Media segment's operations, expressed as a percentage of revenues, were 96.2% in the first half of 2020 compared with 98.1% in the same period of 2019. The reduction was mainly due to the decrease in operating expenses and the contribution of business acquisitions.

Cash flows from operations: Negative \$3.6 million in the first half of 2020 compared with negative \$9.9 million in the same period of 2019 (Table 3). The \$6.3 million favourable variance was due primarily to the \$4.8 million increase in adjusted EBITDA and a \$3.1 million decrease in additions to property, plant and equipment.

Sports and Entertainment

Second quarter 2020 operating results

Revenues: \$25.9 million in the second quarter of 2020, a \$15.4 million (-37.3%) decrease due primarily to a decrease in revenues from book and music distribution and from concerts at the Videotron Centre because of the COVID-19 pandemic.

Adjusted EBITDA: \$2.8 million in the second quarter of 2020, a \$4.3 million favourable variance due primarily to decreases in some operating expenses, including labour costs as a result of the impact of salary savings and the government measures introduced to deal with the COVID-19 pandemic, partially offset by the impact of the revenue decrease.

Cash flows from operations: \$2.1 million in the second quarter of 2020 compared with negative \$3.1 million in the same period of 2019 (Table 3). The \$5.2 million favourable variance was due to the \$4.3 million favourable variance in adjusted EBITDA and a \$0.9 million decrease in additions to property, plant and equipment and to intangible assets.

Year-to-date operating results

Revenues: \$60.7 million in the first half of 2020, a \$21.0 million (-25.7%) decrease due primarily to a decrease in revenues from book and music distribution, from concerts at the Videotron Centre and from the hockey business, due in part to the COVID-19 pandemic.

Adjusted EBITDA: Negative \$1.0 million in the first half of 2020, a \$1.2 million favourable variance due to the same factors as those noted above in the discussion of second quarter 2020 results.

Cash flows from operations: Negative \$2.6 million in the first half of 2020 compared with negative \$5.4 million in the same period of 2019 (Table 3). The \$2.8 million favourable variance was due primarily to a \$1.6 million decrease in additions to property, plant and equipment and to intangible assets, and the \$1.2 million increase in adjusted EBITDA.

CASH FLOWS AND FINANCIAL POSITION

This section provides an analysis of sources and uses of cash flows, as well as a financial position analysis as of the balance sheet date.

Operating activities

Second quarter 2020

Cash flows provided by continuing operating activities: \$393.5 million in the second quarter of 2020 compared with \$289.2 million in the same period of 2019.

The \$104.3 million increase was primarily due to:

- \$112.1 million favourable net change in non-cash balances related to operating activities, due to favourable variances in income tax payable, prepaid expenses and accounts payable and accrued charges, mainly in the Telecommunications segment, reflecting in part the effect of financial accommodations by different levels of government in response to the COVID-19 health crisis;
- \$20.7 million increase in adjusted EBITDA.

Partially offset by:

- \$19.5 million increase in current income taxes;
- \$8.3 million increase in the cash portion of the charge for restructuring of operations and other items.

Year to date

Cash flows provided by continuing operating activities: \$715.1 million in the first half of 2020 compared with \$469.7 million in the same period of 2019.

The \$245.4 million increase was primarily due to:

- \$252.5 million favourable net change in non-cash balances related to operating activities, mainly in the Telecommunications segment, due to favourable variances in income tax payable and accounts payable and accrued charges, as well as decreased inventory, partially offset by an increase in accounts receivable;
- \$36.7 million increase in adjusted EBITDA.

Partially offset by:

- \$34.9 million increase in current income taxes;
- \$7.2 million increase in the cash portion of the charge for restructuring of operations and other items;
- \$4.0 million increase in the cash portion of financial expenses.

The favourable net variance in income tax payable and in other non-cash items related to the Telecommunications segment's operating activities, reflecting in part the effect of financial accommodations in the second quarter of 2020, and the increased profitability of the Telecommunications and Media segments, had a favourable impact on cash flows provided by continuing operating activities in the first half of 2020 compared with the same period of 2019.

Working capital: Negative \$156.9 million at June 30, 2020 compared with negative \$161.4 million at December 31, 2019, a \$4.5 million favourable variance. The decrease in accounts payable and accrued liabilities, and the favourable variance in the current portion of long-term debt, were partially offset by an unfavourable variance in income tax payable and a decrease in inventory.

Investing activities

Second quarter 2020

Cash flows used for additions to property, plant and equipment: \$106.7 million in the second quarter of 2020 compared with \$114.9 million in the same period of 2019. The \$8.2 million reduction consists in a \$29.0 million decrease due primarily to the postponement of some investments in the Telecommunications segment because of the COVID-19 pandemic, partially offset by a \$20.8 million net unfavourable variance in current accounts payable.

Cash flows used for additions to intangible assets: \$48.0 million in the second quarter of 2020 compared with \$306.9 million in the same period of 2019. The \$258.9 million decrease is essentially due to the purchase of spectrum licences in the 600 MHz band for \$255.8 million in the second quarter of 2019.

Proceeds from disposal of assets: \$0.7 million in the second quarter of 2020 compared with \$0.1 million in the same period of 2019.

Business acquisitions: \$10.8 million in the second quarter of 2020 compared with \$11.1 million in the same period of 2019.

- Business acquisitions in the second quarter of 2020 consisted essentially of the acquisition of the Théâtre Capitole, a Québec City performance venue, in the Sports and Entertainment segment.
- In the second quarter of 2019, business acquisitions consisted of the acquisition of the companies in the Incendo Media Inc. (“Incendo Media”) group in the Media segment.

Business disposals: \$0.9 million disbursement in the second quarter of 2019 related to adjustments to previous transactions.

Year to date

Cash flows used for additions to property, plant and equipment: \$186.7 million in the first half of 2020 compared with \$254.7 million in the same period of 2019. The \$68.0 million reduction consists of \$39.4 million due primarily to the decrease in investments related to set-top box rental and the postponement of some investments during the COVID-19 pandemic, mainly in the Telecommunications segment, and \$28.6 million due to a net favourable variance in current accounts payable.

Cash flows used for additions to intangible assets: \$150.8 million in the first half of 2020 compared with \$358.1 million in the same period of 2019. The \$207.3 million decrease reflects in part the impact of the purchase by Videotron of spectrum licences in the 600 MHz band for \$255.8 million in the second quarter of 2019, partially offset by a \$42.3 million net unfavourable variance in current accounts payable.

Proceeds from disposal of assets: \$2.2 million in the first half of 2020 compared with \$2.7 million in the same period of 2019.

Business acquisitions: \$10.8 million in the first half of 2020 compared with \$34.6 million in the same period of 2019.

- Business acquisitions in the first half of 2020 consisted essentially of the acquisition of the Théâtre Capitole, a Québec City performance venue, in the Sports and Entertainment segment.
- In the first half of 2019, business acquisitions consisted of the acquisition of the companies in the Serdy Média inc. group, the companies in the Serdy Video Inc. group, and the companies in the Incendo Media group in the Media segment.

Business disposals: \$260.7 million in the first half of 2019, consisting of the sale of the operations of the 4Degrees Colocation data centres.

Free cash flows from continuing operating activities

Second quarter 2020

Free cash flows from continuing operating activities: \$239.5 million in the second quarter of 2020 compared with \$123.3 million in the same period of 2019 (Table 4).

The \$116.2 million increase was due primarily to:

- \$104.3 million increase in cash flows provided by continuing operating activities;
- \$8.2 million decrease in cash flows used for additions to property, plant and equipment.

Year to date

Free cash flows from continuing operating activities: \$379.8 million in the first half of 2020 compared with \$115.4 million in the same period of 2019 (Table 4).

The \$264.4 million increase was due primarily to:

- \$245.4 million increase in cash flows provided by continuing operating activities;
- \$68.0 million decrease in cash flows used for additions to property, plant and equipment.

Partially offset by:

- \$48.5 million increase in cash flows used for additions to intangible assets (excluding spectrum licences).

Financing activities

Consolidated debt (long-term debt plus bank indebtedness): \$39.6 million increase in the first half of 2020; \$225.2 million net favourable variance in assets and liabilities related to derivative financial instruments.

- Debt increases in the first half of 2020 essentially consisted of:
 - \$168.9 million unfavourable impact of exchange rate fluctuations. The consolidated debt increase attributable to this item was offset by the increase in the asset (or decrease in the liability) related to cross-currency swap agreements entered under “Derivative financial instruments”;
 - \$11.4 million increase in debt attributable to changes in fair value related to hedged interest risk;
 - \$8.2 million increase in the bank indebtedness of TVA Group and Videotron.
- Debt reductions in the first half of 2020 essentially consisted of:
 - \$124.3 million net reduction in drawings on the secured revolving credit facility of Videotron, TVA Group and Quebecor Media;
 - \$16.4 million decrease in the bank indebtedness of Quebecor Media;
 - \$12.2 million decrease in Quebecor’s debt.
- Assets and liabilities related to derivative financial instruments totalled a net asset of \$902.9 million at June 30, 2020 compared with \$677.7 million at December 31, 2019. The \$225.2 million net favourable variance was mainly due to:
 - favourable impact of exchange rate fluctuations on the value of derivative financial instruments;
 - favourable impact of interest rate trends in Canada, compared with the United States, on the fair value of derivative financial instruments.
- Quebecor’s \$50.0 million revolving credit facility expired on July 15, 2020 and was not renewed.
- On February 21, 2020, TVA Group amended its secured revolving credit facility to extend its term from February 2020 to February 2021, lower the limit from \$150.0 million to \$75.0 million, and amend certain terms and conditions of the facility.

Financial Position

Net available liquidity: \$1.79 billion at June 30, 2020 for Quebecor and its wholly owned subsidiaries, consisting of \$1.79 billion in available unused revolving credit facilities and \$6.0 million in cash and cash equivalents.

Consolidated debt (long-term debt plus bank indebtedness): \$6.03 billion at June 30, 2020, a \$39.6 million increase compared with December 31, 2019; \$225.2 million net favourable variance in assets and liabilities related to derivative financial instruments (see “Financing activities” above).

- Consolidated debt essentially consisted of Videotron’s \$4.31 billion debt (\$4.25 billion at December 31, 2019); TVA Group’s \$9.8 million debt (\$44.9 million at December 31, 2019); Quebecor Media’s \$1.66 billion debt (\$1.64 billion at December 31, 2019); and Quebecor’s \$46.5 million debt (\$58.7 million at December 31, 2019).

As of June 30, 2020, minimum principal payments on long-term debt in the coming years were as follows:

Table 6
Minimum principal payments on Quebecor's long-term debt
12-month periods ended June 30
(in millions of Canadian dollars)

2021	\$	5.4
2022		1.4
2023		2,793.3
2024		829.5
2025		400.0
2026 and thereafter		1,989.5
Total	\$	6,019.1

From time to time, Quebecor may (but is under no obligation to) seek to retire or purchase its outstanding securities, including debentures, in open market purchases, privately negotiated transactions, or otherwise. Such repurchases, if any, will depend on its liquidity position and requirements, prevailing market conditions, contractual restrictions and other factors. The amounts involved may be material.

The weighted average term of Quebecor's consolidated debt was approximately 4.8 years as of June 30, 2020 (5.2 years as of December 31, 2019). After taking into account hedging instruments, the debt consisted of approximately 96.3% fixed-rate debt at June 30, 2020 (93.9% at December 31, 2019) and 3.7% floating-rate debt (6.1% at December 31, 2019).

Management of the Corporation believes that cash flows and available sources of financing should be sufficient to cover committed cash requirements for capital investments, working capital, interest payments, income tax payments, debt repayments, pension plan contributions, share repurchases, and dividend payments to shareholders. The Corporation believes it will be able to meet future debt maturities, which are staggered over the coming years.

Pursuant to its financing agreements, the Corporation is required to maintain certain financial ratios and comply with certain financial covenants. The key indicators listed in those financing agreements include debt service coverage ratio and debt ratio (long-term debt over adjusted EBITDA). At June 30, 2020, the Corporation was in compliance with all required financial ratios and restrictive covenants in its financing agreements.

Dividends declared

On August 5, 2020, the Board of Directors of Quebecor declared a quarterly dividend of \$0.20 per share on its Class A Multiple Voting Shares ("Class A Shares") and Class B Subordinate Voting Shares ("Class B Shares"), payable on September 15, 2020 to shareholders of record as of the record date of August 21, 2020.

Convertible debentures

In accordance with the terms of the trust indenture governing the convertible debentures, the quarterly dividend declared on March 11, 2020 on Quebecor Class B Shares triggered an adjustment to the floor price and ceiling price then in effect. Accordingly, effective March 26, 2020, the conversion features of the convertible debentures are subject to an adjusted floor price of approximately \$26.57 per share (that is, a maximum number of approximately 5,644,430 Class B Shares corresponding to a ratio of \$150.0 million to the adjusted floor price) and an adjusted ceiling price of approximately \$33.22 per share (that is, a minimum number of approximately 4,515,544 Class B Shares corresponding to a ratio of \$150.0 million to the adjusted ceiling price).

Analysis of consolidated balance sheet

Table 7

Consolidated balance sheet of Quebecor

Analysis of main differences between June 30, 2020 and December 31, 2019

(in millions of Canadian dollars)

	June 30, 2020	Dec. 31, 2019	Difference	Main reasons for difference
Assets				
Inventory	\$ 215.5	\$ 240.4	\$ (24.9)	Impact of current variances in activity
Property, plant and equipment	3,309.2	3,415.9	(106.7)	Depreciation for the period less additions to property, plant and equipment
Intangible assets	1,472.0	1,444.0	28.0	Additions to intangible assets less amortization for the period
Derivative financial instruments ¹	902.9	677.7	225.2	See "Financing Activities"
Liabilities				
Accounts payable and accrued charges	\$ 747.4	\$ 809.6	\$ (62.2)	Impact of current variances in activity
Income taxes ²	83.5	(14.9)	98.4	Current income taxes for the period, less current disbursements, including the impact of financial accommodations by different levels of government
Long-term debt, including short-term portion and bank indebtedness	6,026.5	5,986.9	39.6	See "Financing Activities"
Deferred income tax ³	796.3	828.0	(31.7)	Impact of variances in activity on statement of income and consolidated statements of income

¹ Long-term assets less long-term liabilities.

² Current liabilities less current assets.

³ Long-term liabilities less long-term assets.

ADDITIONAL INFORMATION

Contractual Obligations

At June 30, 2020, material contractual obligations of operating activities included: capital repayment and interest on long-term debt; convertible debentures and lease liabilities; capital asset purchases and other commitments; and obligations related to derivative financial instruments, less estimated future receipts on derivative financial instruments. Table 8 below shows a summary of these contractual obligations.

Table 8
Contractual obligations of Quebecor as of June 30, 2020
(in millions of Canadian dollars)

	Total	Under 1 year	1-3 years	3-5 years	5 years or more
Long-term debt ¹	\$ 6,019.1	\$ 5.4	\$ 2,794.7	\$ 1,229.5	\$ 1,989.5
Convertible debentures ²	150.0	–	–	150.0	–
Interest payments ³	1,341.7	247.7	543.1	283.4	267.5
Lease liabilities	157.1	32.0	47.3	28.0	49.8
Interest payments on lease liabilities	45.8	7.0	10.1	6.6	22.1
Additions to property, plant and equipment and other commitments	1,573.6	434.7	484.6	293.2	361.1
Derivative financial instruments ⁴	(777.5)	1.6	(616.7)	(152.3)	(10.1)
Total contractual obligations	\$ 8,509.8	\$ 728.4	\$ 3,263.1	\$ 1,838.4	\$ 2,679.9

¹ The carrying value of long-term debt excludes changes in the fair value of long-term debt related to hedged interest risk and financing fees.

² Based on the market value at June 30, 2020 of a number of shares obtained by dividing the outstanding principal amount by the market price of a Quebecor Class B share at that date, subject to a floor price of approximately \$26.57 per share and a ceiling price of approximately \$33.22. The Corporation may also redeem convertible debentures by issuing the corresponding number of its Class B Shares.

³ Estimated interest payable on long-term debt and convertible debentures, based on interest rates, hedging of interest rates and hedging of foreign exchange rates as of June 30, 2020.

⁴ Estimated future receipts, net of disbursements, related to foreign exchange hedging of U.S.-dollar-denominated debt using derivative financial instruments.

Table 9 presents lease liabilities by segment at June 30, 2020 and December 31, 2019:

Table 9
Lease liabilities by segment
(in millions of Canadian dollars)

	June 30, 2020	Dec. 31, 2019
Telecommunications	\$ 124.7	\$ 114.2
Media	15.7	13.5
Sports and Entertainment	45.3	40.8
Head Office	(28.6)	(30.6)
Total	\$ 157.1	\$ 137.9

Related party transactions

In the second quarter of 2020, the Corporation made sales to related parties in the amount of \$0.6 million (\$0.8 million in the same period of 2019) and purchases of \$3.5 million from related parties (\$0.2 million in the same period of 2019).

In the first half of 2020, the Corporation made sales to related parties in the amount of \$1.7 million (\$1.7 million in the same period of 2019) and purchases of \$5.6 million from related parties (\$0.2 million in the same period of 2019).

Capital stock

In accordance with Canadian financial reporting standards, Table 10 below presents information on the Corporation's capital stock as at July 22, 2020. In addition, 2,434,892 share options were outstanding as of July 22, 2020.

Table 10

Capital stock

(in shares and millions of Canadian dollars)

	July 22, 2020	
	Issued and outstanding	Book value
Class A Shares	77,211,234	\$ 8.6
Class B Shares	173,422,207	\$ 1,023.7

On August 7, 2019, the Corporation filed a normal course issuer bid for a maximum of 1,000,000 Class A Shares representing approximately 1.3% of issued and outstanding Class A Shares, and for a maximum of 4,000,000 Class B Shares representing approximately 2.2% of issued and outstanding Class B Shares as of August 1, 2019. The purchases can be made from August 15, 2019 to August 14, 2020, at prevailing market prices on the open market through the facilities of the Toronto Stock Exchange or other alternative trading systems. All shares purchased under the bid will be cancelled.

On May 27, 2020, the Toronto Stock Exchange authorized the Corporation to amend its normal course issuer bid to increase the maximum number of Class B Shares that it may repurchase to 6,000,000, representing approximately 3.4% of issued and outstanding Class B Shares as of August 1, 2019. The other terms and conditions of the bid remain unchanged.

On August 5, 2020, the Corporation authorized a normal course issuer bid for a maximum of 1,000,000 Class A Shares representing approximately 1.3% of issued and outstanding Class A Shares, and for a maximum of 6,000,000 Class B Shares representing approximately 3.5% of issued and outstanding Class B Shares as of July 31, 2020. The purchases can be made from August 15, 2020 to August 14, 2021, at prevailing market prices on the open market through the facilities of the Toronto Stock Exchange or other alternative trading systems. All shares purchased under the bid will be cancelled.

The Corporation also announced that on or around August 7, 2020 it will enter into an automatic securities purchase plan ("the plan") with a designated broker whereby shares may be repurchased under the plan at times when such purchases would otherwise be prohibited pursuant to regulatory restrictions or self-imposed blackout periods. The plan received prior approval from the Toronto Stock Exchange. It will come into effect on August 15, 2020 and terminate on the same date as the normal course issuer bid.

Under the plan, before entering a self-imposed blackout period, the Corporation may, but is not required to, ask the designated broker to make purchases under the normal course issuer bid. Such purchases shall be made at the discretion of the designated broker, within parameters established by the Corporation prior to the blackout periods. Outside the blackout periods, purchases will be made at the discretion of the Corporation's management.

In the first half of 2020, the Corporation purchased and cancelled 3,143,300 Class B Shares for a total cash consideration of \$95.6 million (1,319,600 Class B Shares for a total cash consideration of \$39.5 million in the same period of 2019). The \$77.0 million excess of the purchase price over the carrying value of the repurchased Class B Shares was recorded as a reduction in retained earnings (\$31.7 million increase in the deficit in the same period of 2019).

In the first half of 2019, 180,000 Class B Shares were issued upon exercise of stock options for a cash consideration of \$2.7 million. Following this transaction, the contributed surplus was increased by \$3.0 million and the stock option plan liability was reduced by the same amount.

Financial instruments

The Corporation uses a number of financial instruments, mainly cash and cash equivalents, accounts receivable, contract assets, long-term investments, bank indebtedness, trade payables, accrued liabilities, long-term debt, convertible debentures, and derivative financial instruments.

In order to manage its foreign exchange and interest rate risks, the Corporation uses derivative financial instruments: (i) to set in CAN dollars future payments on debts denominated in U.S. dollars (interest and principal) and certain purchases of inventories and other capital expenditures denominated in a foreign currency; and (ii) to achieve a targeted balance of fixed- and floating-rate debts. The Corporation does not intend to settle its derivative financial instruments prior to their maturity as none of these instruments is held or issued for speculative purposes.

Certain cross-currency interest rate swaps entered into by the Corporation include an option that allows each party to unwind the transaction on a specific date at the then settlement amount.

The carrying value and fair value of long-term debt, convertible debentures and derivative financial instruments as of June 30, 2020 and December 31, 2019 were as follows:

Table 11
Fair value of long-term debt, convertible debentures and derivative financial instruments
(in millions of Canadian dollars)

Asset (liability)	June 30, 2020		December 31, 2019	
	Carrying value	Fair value	Carrying value	Fair value
Long-term debt¹	\$ (6,019.1)	\$ (6,259.8)	\$ (5,986.1)	\$ (6,376.2)
Convertible debentures²	(135.3)	(135.3)	(162.0)	(162.0)
Derivative financial instruments				
Foreign exchange forward contracts	0.8	0.8	(2.1)	(2.1)
Cross-currency interest rate swaps	\$ 902.1	\$ 902.1	\$ 679.8	\$ 679.8

¹ The carrying value of long-term debt excludes changes in the fair value of long-term debt related to hedged interest risk and financing fees.

² The carrying value and fair value of convertible debentures consist of the principal amount and the value of the conversion features related to the floor and ceiling prices, recognized as embedded derivatives.

The fair value of long-term debt and convertible debentures is estimated based on quoted market prices when available or on valuation models. When the Corporation uses valuation models, the fair value is estimated using discounted cash flows using period-end market yields or the market value of similar instruments with the same maturity.

The fair value of derivative financial instruments recognized in the consolidated balance sheets is estimated as per the Corporation's valuation models. These models project future cash flows and discount the future amounts to a present value using the contractual terms of the derivative financial instrument and factors observable in external market data, such as period-end swap rates and foreign exchange rates. An adjustment is also included to reflect non-performance risk impacted by the financial and economic environment prevailing at the date of the valuation in the recognized measure of the fair value of the derivative financial instruments by applying a credit default premium, estimated using a combination of observable and unobservable inputs in the market, to the net exposure of the counterparty or the Corporation.

The fair value of embedded derivatives related to convertible debentures is determined by option pricing models using market inputs, including volatility, discount factors and the underlying instrument's adjusted implicit interest rate and credit premium.

Gains and losses on valuation and translation of financial instruments for the second quarter and first half of 2020 and 2019 are summarized in Table 12.

Table 12**Gain on valuation and translation of financial instruments**

(in millions of Canadian dollars)

	Three months ended June 30		Six months ended June 30	
	2020	2019	2020	2019
Gain on embedded derivatives related to convertible debentures	\$ (4.7)	\$ (16.4)	\$ (27.2)	\$ (2.8)
Other	0.5	–	(0.3)	0.7
	\$ (4.2)	\$ (16.4)	\$ (27.5)	\$ (2.1)

A \$19.0 million loss and a \$43.9 million gain on cash flow hedges were recorded under “Other comprehensive income” in the second quarter and first half of 2020 respectively (gains of \$49.5 million and \$30.2 million in the second quarter and first half of 2019 respectively).

Contingencies and legal disputes

In the context of disputes between the Corporation and a competitor, legal proceedings have been initiated by the Corporation and against the Corporation. At this stage of proceedings, management of the Corporation is in the opinion that the outcome is not expected to have a material adverse effect on the Corporation’s results or on its financial position.

On August 15, 2019, the Canadian Radio-television and Telecommunications Commission (“CRTC”) issued an order finalizing the rates, retroactively to March 31, 2016, at which the large cable and telephone companies provide aggregated wholesale access to their high-speed Internet networks. The interim rates in effect since 2016 have been invoiced to resellers and accounted for in the Corporation consolidated financial statements. The new rates are substantially lower than interim rates and could result in a retrospective reduction in earnings of approximately \$30.0 million (before income taxes) for the 2020 financial year and approximately \$52.0 million (before income taxes) for the period of March 31, 2016 to December 31, 2019. On September 13, 2019, a coalition of cable companies (including Videotron) and Bell Canada filed separate appeals of the CRTC’s order with the Federal Court of Appeal arguing, among other things, that the order is marked by numerous errors of law and jurisdiction resulting in wholesale rates that are unreasonably low. The cable companies and Bell Canada also filed separate requests to stay the implementation of the order pending disposition of their appeals. On November 22, 2019, the leave to appeal was granted by the Federal Court of Appeal and the interim stay of the CRTC’s order granted by this court on September 27, 2019, was extended until a final ruling by the court is made. Accordingly, at this stage of these proceedings, the Corporation still estimates that the interim rates are the appropriate basis to account for its wholesale Internet access revenues.

Risks and Uncertainties Update

The COVID-19 pandemic continues to evolve rapidly. The extent to which it may impact the Corporation’s business and activities is highly uncertain and cannot be predicted with precision, and will depend on future developments such as the spread of the virus, the duration of the outbreak, the risks associated with a possible second wave of the virus, its impact on consumer spending, labour shortages due to the virus, the resulting disruption in the supply chain, and the effectiveness of the actions taken by the federal and Québec governments to manage the pandemic. Public and private sector regulations, policies and other measures aimed at reducing the spread of COVID-19 pandemic include the suspension of business activities deemed non-essential, the promotion of social distancing, lockdown orders, and the adoption of work-from-home and online education by companies, schools and institutions.

Potential adverse impacts of the COVID-19 pandemic include, but are not limited to:

- a reduction in demand for the Corporation’s products or services, or an increase in delinquent or unpaid bills due to job losses and associated financial hardship;
- a decline in the Corporation’s revenues as a result of services provided at no cost to customers, such as suspending data caps on residential and business Internet plans, suspending roaming charges, access fees for speciality television services and exclusive on-demand content;
- a reduction in the value of broadcast and distribution rights due to the postponement or cancellation of sporting events and a corresponding decline in subscription revenues;
- customers downgrading or cancelling their services;

- issues delivering the Corporation's products and services, including delays in client migration to Videotron's new Helix home entertainment and management platform;
- lost revenue due to the significant economic challenges that small and medium-sized business customers are facing;
- lower advertising revenues and reduced film and audiovisual content activity in the Media segment;
- delays or cancellations of shows and events, and interruption of music and book distribution activities in the Sports and Entertainment segment;
- uncertainty associated with the costs and availability of resources required to provide appropriate levels of service to customers;
- additional capital expenditures and the availability of resources required to maintain, upgrade or expand Quebecor Media's network in order to accommodate increased network usage;
- uncertainty associated with costs, delays and availability of resources required to complete major maintenance and expansion projects;
- the ability of certain suppliers and vendors to provide products and services to the Corporation;
- the impact of legislation, regulations and other government interventions in response to the COVID-19 pandemic;
- the negative impact on global credit and capital markets; and
- the ability to access capital markets at a reasonable cost.

Any of these risks and uncertainties could have a material adverse impact on the business, prospects, results of operations and financial condition of the Corporation.

This update to the Corporation's Risks and Uncertainties should be read in conjunction with the "Risks and Uncertainties" section in the Corporation's annual Management Discussion and Analysis for the financial year ended December 31, 2019, which is available on the Corporation's website at <www.quebecor.com> and on the SEDAR website at <www.sedar.com>.

Controls and procedures

The purpose of internal controls over financial reporting is to provide reasonable assurance as to the reliability of the Corporation's financial reporting and the preparation of its consolidated financial statements in accordance with IFRS.

There have not been any changes in internal controls over financial reporting during the three months ended June 30, 2020 that have materially affected, or are reasonably likely to materially affect, the Corporation's internal controls over financial reporting.

Additional information

The Corporation is a reporting issuer subject to the securities laws of all Canadian provinces and is therefore required to file financial statements, a proxy circular and an annual information form with the various securities commissions. Copies of those documents are available free of charge from the Corporation on request at <www.quebecor.com> and on the SEDAR website at <www.sedar.com>.

Cautionary statement regarding forward-looking statements

The statements in this report that are not historical facts are forward-looking statements and are subject to significant known and unknown risks, uncertainties and assumptions that could cause the Corporation's actual results for future periods to differ materially from those set forth in forward-looking statements. Forward-looking statements may be identified by the use of the conditional or by forward-looking terminology such as the terms "plans," "expects," "may," "anticipates," "intends," "estimates," "projects," "seeks," "believes," or similar terms, variations of such terms or the negative of such terms. Some important factors that could cause actual results to differ materially from those expressed in these forward-looking statements include, but are not limited to:

- Quebecor Media's ability to continue successfully developing its network and the facilities that support its mobile services;
- general economic, financial or market conditions and variations in the businesses of local, regional and national advertisers in Quebecor Media's newspapers, television outlets and other media properties;
- the intensity of competitive activity in the industries in which Quebecor operates;
- fragmentation of the media landscape;
- new technologies that might change consumer behaviour with respect to Quebecor Media's product suites;

- unanticipated higher capital spending required for developing Quebecor Media's network or to address the continued development of competitive alternative technologies, or the inability to obtain additional capital to continue the development of Quebecor's business;
- Quebecor's ability to implement its business and operating strategies successfully and to manage its growth and expansion;
- disruptions to the network through which Quebecor Media provides its digital cable television, Internet access, mobile and cable telephony, and Club illico services, and its ability to protect such services against piracy, unauthorized access and other security breaches;
- labour disputes or strikes;
- service interruptions resulting from equipment breakdown, network failure, the threat of natural disaster, epidemics, pandemics and other public health crises, including the COVID-19 pandemic, and political instability in some countries;
- impact of emergency measures implemented by various governments;
- changes in Quebecor Media's ability to obtain services and equipment critical to its operations;
- changes in laws and regulations, or in their interpretations, which could result, among other things, in the loss (or reduction in value) of Quebecor Media's licences or markets, or in an increase in competition, compliance costs or capital expenditures;
- Quebecor Media's ability to successfully develop its Sports and Entertainment segment and other expanding lines of business in its other segments;
- Quebecor's substantial indebtedness, the tightening of credit markets, and the restrictions on its business imposed by the terms of its debt; and
- interest rate fluctuations that could affect a portion of Quebecor's interest payment requirements on long-term debt.

The forward-looking statements in this document are made to provide investors and the public with a better understanding of the Corporation's circumstances and are based on assumptions it believes to be reasonable as of the day on which they are made. Investors and others are cautioned that the foregoing list of factors that may affect future results is not exhaustive and that undue reliance should not be placed on any forward-looking statements. For more information on the risks, uncertainties and assumptions that could cause the Corporation's actual results to differ from current expectations, please refer to the Corporation's public filings, available at <www.sedar.com> and <www.quebecor.com>, including, in particular, the "Risks and Uncertainties" section of the Corporation's Management Discussion and Analysis for the year ended December 31, 2019 and the "Risks and uncertainties update" section above.

The forward-looking statements in this Management Discussion and Analysis reflect the Corporation's expectations as of August 5, 2020 and are subject to change after that date. The Corporation expressly disclaims any obligation or intention to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable securities laws.

Montréal, Québec

August 5, 2020

QUEBECOR INC.

SELECTED QUARTERLY FINANCIAL DATA

(in millions of Canadian dollars, except per share data)

	2020		2019				2018	
	June 30	March 31	Dec. 31	Sept. 30	June 30	March 31	Dec. 31	Sept. 30
Revenues	\$ 1,003.8	\$ 1,055.5	\$ 1,136.2	\$ 1,073.4	\$ 1,056.9	\$ 1,027.3	\$ 1,087.1	\$ 1,053.2
Adjusted EBITDA	475.7	436.7	494.5	509.3	455.0	420.7	460.5	474.0
Cash flows from operations	326.1	295.0	260.5	332.4	274.9	276.3	180.3	280.0
Contribution to net income attributable to shareholders:								
Continuing operating activities	144.9	111.5	159.6	173.8	136.2	111.4	132.9	141.5
Gain (loss) on valuation and translation of financial instruments	4.5	21.7	(13.6)	5.6	16.3	(14.4)	(11.5)	54.9
Unusual items	(7.0)	(2.9)	(0.9)	(0.9)	(12.3)	(5.5)	(5.0)	(10.2)
Discontinued operations	32.5	1.3	-	-	-	97.5	1.1	0.9
Net income attributable to shareholders	174.9	131.6	145.1	178.5	140.2	189.0	117.5	187.1
Basic data per share								
Contribution to net income attributable to shareholders:								
Continuing operating activities	\$ 0.57	\$ 0.44	\$ 0.63	\$ 0.68	\$ 0.53	\$ 0.44	\$ 0.52	\$ 0.61
Gain (loss) on valuation and translation of financial instruments	0.02	0.08	(0.05)	0.02	0.07	(0.06)	(0.05)	0.24
Unusual items	(0.03)	(0.01)	(0.01)	-	(0.05)	(0.02)	(0.02)	(0.05)
Discontinued operations	0.13	0.01	-	-	-	0.38	0.01	-
Net income attributable to shareholders	0.69	0.52	0.57	0.70	0.55	0.74	0.46	0.80
Weighted average number of shares outstanding (in millions)	252.8	254.0	254.8	255.6	255.9	256.0	255.1	232.8
Diluted data per share								
Contribution to net income attributable to shareholders:								
Continuing operating activities	\$ 0.57	\$ 0.42	\$ 0.62	\$ 0.67	\$ 0.52	\$ 0.43	\$ 0.51	\$ 0.55
Dilution impact	-	-	0.01	-	-	0.01	0.01	-
Gain (loss) on valuation and translation of financial instruments	-	-	(0.05)	-	-	(0.06)	(0.05)	-
Unusual items	(0.03)	(0.01)	(0.01)	-	(0.05)	(0.02)	(0.02)	(0.04)
Discontinued operations	0.12	0.01	-	-	-	0.38	0.01	-
Net income attributable to shareholders	0.66	0.42	0.57	0.67	0.47	0.74	0.46	0.51
Weighted average number of diluted shares outstanding (in millions)	258.6	259.9	255.0	261.7	262.1	256.5	255.5	268.8