## QUEBECOR

## Supplementary Disclosure

## Quarter / 9-Month Period <br> Ended September 30, 2010

## QUEBECOR INC.

## Supplementary Disclosure <br> September 30, 2010 <br> Earnings per Share



## Reconciliation of earnings per share

|  | 3rd Quarter |  | YTD |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\underline{2010}$ | $\underline{2009}$ | $\underline{2010}$ | $\underline{2009}$ |
| Earnings per share from continuing operations, before gains and losses on valuation and translation of financial instruments, unusual items and impairment of goodwill and intangible assets | \$0.93 | \$0.82 | \$2.72 | \$2.37 |
| Discontinued operations | - | 0.02 | - | 0.02 |
| Other adjusments ${ }^{1}$ : |  |  |  |  |
| Unusual items and impairment of goodwill and intangible assets | (0.15) | (0.02) | (0.30) | 0.09 |
| Gain on valuation and translation of financial instruments | 0.50 | 0.26 | 0.48 | 0.69 |
| Total | 0.35 | 0.26 | 0.18 | 0.80 |
| Reported earnings per share (basic) | \$1.28 | \$1.08 | \$2.90 | \$3.17 |

[^0]
## QUEBECOR INC.

## Supplementary Disclosure <br> September 30, 2010 <br> Debt

| (all amounts in millions of Canadian dollars) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Quebecor Inc. |  |  |  |  |
| Revolving credit facility due in 2011 (availability: \$150) |  |  | \$ | 79.6 |
| Mortgage loan due in 2012 |  |  |  | 35.2 |
|  |  |  | \$ | 114.8 |
| Quebecor Media Inc. |  |  |  |  |
| Revolving credit facility due in 2013 (availability: \$100) |  |  |  |  |
| Export financing due in 2015 |  |  | \$ | 53.1 |
| Term loan "A" due in 2011 |  |  |  | 31.1 |
| Term loan "B" due in 2013 |  |  |  | 168.4 |
| $73 / 4 \%$ Senior Notes due in 2016 |  |  |  | 1,223.8 |
|  |  |  |  | 1,476.4 |
| Videotron Ltd. and its subsidiaries |  |  |  |  |
| Revolving credit facility due in 2012 (availability: \$575) |  |  |  |  |
| Export Financing "A" due in 2018 |  |  |  |  |
| Export Financing "B" due in 2016 |  |  |  | - |
| $67 / 8 \%$ Senior Notes due in 2014 |  |  |  | 673.7 |
| $63 / 8 \%$ Senior Notes due in 2015 |  |  |  | 179.6 |
| $91 / 8 \%$ Senior Notes due in 2018 |  |  |  | 726.4 |
| $71 / 8 \%$ Senior Notes due in 2020 |  |  |  | 300.0 |
|  |  |  |  | 1,879.7 |
| Sun Media Corporation and its subsidiaries |  |  |  |  |
| Revolving credit facility due in 2012 (availability: \$70) |  |  |  | - |
| Term loan "C" due in 2012 |  |  |  | 38.0 |
| 7 5/8\% Senior Notes due in 2013 |  |  |  | 209.1 |
|  |  |  |  | 247.1 |
| TVA Group Inc. and its subsidiaries |  |  |  |  |
| Revolving credit facility due in 2012 (availability: \$100) |  |  |  | 20.9 |
| Term Loan due in 2014 |  |  |  | 75.0 |
|  |  |  |  | 95.9 |
| Total Quebecor Media Inc. |  |  | \$ | 3,699.1 |
| TOTAL LONG TERM DEBT |  |  | \$ | 3,813.9 |
| Bank indebtedness |  |  |  | 3.8 |
| Exchangeable debentures - QI |  |  |  | 2.1 |
| Liability (asset) related to cross-currency interest rate swaps (FX rate differential) - $\mathrm{QI}^{1}$ |  |  |  | - |
| Liability (asset) related to cross-currency interest rate swaps (FX rate differential) - QMI ${ }^{1}$ |  |  |  | 426.6 |
| Cash and cash equivalents ${ }^{2}$ : |  |  |  |  |
| Quebecor Inc. |  |  |  | 5.3 |
| Quebecor Media Inc. |  |  |  | 364.5 |
| Videotron Ltd. | \$ | 268.0 |  |  |
| Sun Media Corporation |  | 70.3 |  |  |
| Osprey Media Publishing Inc. |  | 4.9 |  |  |
| Quebecor Media Parent |  | 18.7 |  |  |
| Other (subsidiaries not 100\% owned) |  | 2.6 |  |  |
|  |  |  | \$ | 369.8 |

[^1]
## TELECOMMUNICATIONS

## Supplementary Disclosure <br> September 30, 2010 <br> Operating Results

|  | 2010 |  |  | 2009 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Sep 30 | Jun 30 | Mar 31 | Dec 31 | Sep 30 |
| Homes Passed ('000) | 2,603.7 | 2,594.5 | 2,582.8 | 2,575.3 | 2,573.6 |
| Basic Subscribers ('000) | 1,802.0 | 1,781.5 | 1,785.5 | 1,777.0 | 1,759.7 |
| Basic Penetration | 69.2\% | 68.7\% | 69.1\% | 69.0\% | 68.4\% |
| Extended Tier Subscribers ('000) | 1,605.7 | 1,581.4 | 1,578.6 | 1,565.3 | 1,541.6 |
| Extended Tier Penetration | 89.1\% | 88.8\% | 88.4\% | 88.1\% | 87.6\% |
| Digital Set-Top Boxes ('000) | 1,639.8 | 1,575.0 | 1,535.3 | 1,484.1 | 1,400.0 |
| Digital Subscribers ('000) | 1,182.3 | 1,142.0 | 1,119.9 | 1,084.1 | 1,042.4 |
| Digital Penetration | 65.6\% | 64.1\% | 62.7\% | 61.0\% | 59.2\% |
| Cable Internet Subscribers ('000) | 1,233.8 | 1,201.7 | 1,191.6 | 1,170.6 | 1,145.4 |
| Cable Internet Penetration | 68.5\% | 67.5\% | 66.7\% | 65.9\% | 65.1\% |
| Cable Telephony Subscribers ('000) | 1,098.1 | 1,065.3 | 1,043.0 | 1,014.0 | 979.1 |
| Cable Telephony Penetration | 60.9\% | 59.8\% | 58.4\% | 57.1\% | 55.6\% |
| Mobile Telephony Subscribers ('000) | 95.4 | 87.0 | 85.3 | 82.8 | 79.8 |


|  | 3rd Quarter |  |  |
| :--- | ---: | ---: | ---: |
| (in millions) | $\underline{\mathbf{2 0 1 0}}$ | $\underline{\mathbf{2 0 0 9}}$ | $\underline{\text { VAR }}$ |
| Revenues | $\$ 551.7$ | $\$ 503.4$ | $9.6 \%$ |
| $\quad$ Cable Television | 239.3 | 218.7 | $9.4 \%$ |
| Internet | 160.9 | 144.7 | $11.2 \%$ |
| $\quad$ Cable Telephony | 103.3 | 90.9 | $13.6 \%$ |
| Mobile Telephony | 12.5 | 11.0 | $13.6 \%$ |
| $\quad$ Business Solution | 15.1 | 14.6 | $3.4 \%$ |
| $\quad$ Other | 20.6 | 23.5 | $-12.3 \%$ |
|  |  |  |  |
| EBITDA | $\$ 260.6$ | $\$ 235.7$ | $10.6 \%$ |
| $\quad$ EBITDA Margin (\%) | $47.2 \%$ | $46.8 \%$ |  |

Additions to PP\&E and Intangible Assets (NCTA Standard Reporting Categories)

| Customer Premise Equipment | $\$ 40.2$ | $\$ 35.9$ |  |
| :--- | ---: | ---: | ---: |
| Scalable Infrastructure | 98.9 | 37.1 |  |
| Line Extensions | 12.6 | 18.1 |  |
| Upgrade / Rebuild | 20.9 | 16.4 |  |
| Support Capital | 25.6 | 20.5 |  |
| Total - NCTA Classification | $\$ 198.2$ | $\$ 128.0$ | $54.8 \%$ |
| Other | 11.5 | 9.9 |  |
| Total | $\$ 209.7$ | $\$ 137.9$ | $52.1 \%$ |


| $\$ 89.3$ | $\$ 90.0$ |  |
| ---: | ---: | ---: |
| 231.2 | 100.7 |  |
| 44.3 | 40.1 |  |
| 81.1 | 60.8 |  |
| 62.1 | 66.8 |  |
| $\$ 508.0$ | $\$ 358.4$ | $41.7 \%$ |
| 34.1 | 28.4 |  |
| $\$ 542.1$ | $\$ 386.8$ | $40.1 \%$ |

2-Way Capability
Cable Television ARPU
Total ARPU
Mobile Telephony Acquisition Costs ${ }^{1}$

$\$ 505$ n.a.

| YTD |  |  |
| ---: | ---: | ---: |
| $\mathbf{2 0 1 0}$ |  | $\underline{\mathbf{2 0 0 9}}$ |
|  | VAR |  |
| $\$ 1,623.1$ | $\$ 1,468.3$ | $10.5 \%$ |
| 704.7 | 646.8 | $9.0 \%$ |
| 478.0 | 421.9 | $13.3 \%$ |
| 303.0 | 259.5 | $16.8 \%$ |
| 36.3 | 30.1 | $20.6 \%$ |
| 43.7 | 43.7 | $0.0 \%$ |
| 57.4 | 66.3 | $-13.4 \%$ |
|  |  |  |
| $\$ 776.3$ | $\$ 692.0$ | $12.2 \%$ |
| $47.8 \%$ | $47.1 \%$ |  |

[^2]
## NEWS MEDIA

## Supplementary Disclosure <br> September 30, 2010 <br> Operating Results

|  | 3rd Quarter |  |  | YTD |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\underline{2010}$ | $\underline{2009}$ | VAR | $\underline{2010}$ | $\underline{2009}$ | $\underline{\text { VAR }}$ |
| Linage ('000) |  |  |  |  |  |  |
| Urban Dailies | 38,283 | 37,079 | 3.2\% | 118,814 | 114,474 | 3.8\% |
| (in millions) |  |  |  |  |  |  |
| Revenues | \$243.1 | \$247.6 | -1.8\% | \$762.5 | \$775.9 | -1.7\% |
| Advertising | 178.6 | 178.8 | -0.1\% | 555.6 | 566.1 | -1.9\% |
| Circulation | 48.0 | 51.3 | -6.4\% | 148.4 | 157.4 | -5.7\% |
| Other | 16.5 | 17.5 | -5.7\% | 58.5 | 52.4 | 11.6\% |
| Urban Dailies | \$142.7 | \$141.7 | 0.7\% | \$441.9 | \$437.0 | 1.1\% |
| Community Newspapers | 95.5 | 99.3 | -3.8\% | 299.4 | 314.5 | -4.8\% |
| Other | 45.7 | 43.2 | 5.8\% | 141.7 | 138.3 | 2.5\% |
| Eliminations | (40.8) | (36.6) | n.m. | (120.5) | (113.9) | n.m. |
| EBITDA | \$40.6 | \$44.9 | -9.6\% | \$140.2 | \$130.2 | 7.7\% |
| EBITDA Margin (\%) | 16.7\% | 18.1\% |  | 18.4\% | 16.8\% |  |
| Change in Newsprint Expense |  |  | 21.9\% |  |  | -9.5\% |

## QUEBECOR INC.

Supplementary Disclosure
September 30, 2010
Shares Held in Subsidiaries

| Number <br> of shares | Equity (\%) | Voting (\%) |
| :---: | :---: | :---: |

Shares held by Quebecor Inc.
Quebecor Media Inc.
67,636,713
54.7\%
54.7\%

Shares held by Quebecor Media Inc.
TVA Group Inc.
12,228,591
51.4\%
99.9\%

## QUEBECOR INC.

## Supplementary Disclosure <br> September 30, 2010 Note to Investors

## Note to Investors

Investors should note that this Supplementary Disclosure document presents financial information for Quebecor Inc. on a consolidated basis as well as for Quebecor Media Inc. and two of its reporting segments: Telecommunications and News Media. The financial figures included in this document are reported in Canadian dollars.

## Detailed Financial Information

For a detailed analysis of Quebecor Inc.'s results for the third quarter of 2010, please refer to the Management Discussion and Analysis and consolidated financial statements of Quebecor Inc., available on the Company's website at http://www.quebecor.com/InvestorCenter/QIQuarterlyReports.aspx or from the SEDAR filing service at http://www.sedar.com.

## Non-GAAP Financial Measures

The Company uses certain financial measures that are not calculated in accordance with Canadian generally accepted accounting principles ("Canadian GAAP") to assess its financial performance. The Company uses these non-GAAP financial measures, such as operating income (EBITDA), adjusted income from continuing operating activities, cash flows from segment operations, free cash flows from operations and average revenue per user ("ARPU"), because the Company believes that they are meaningful measures of its performance. Its method of calculating these non-GAAP financial measures may differ from the methods used by other companies and, as a result, the non-GAAP financial measures presented in this document may not be comparable to other similarly titled measures disclosed by other companies. We refer investors to our third quarter of 2010 Management Discussion and Analysis under "Non-GAAP Financial Measures" for a complete description of these measures as well as a reconciliation to the most directly comparable measure calculated in accordance with GAAP.


[^0]:    ${ }^{1}$ After taxes and non-controlling interest.

[^1]:    ${ }^{1}$ Classified as "Derivative financial instruments" in Quebecor Media Inc. and Quebecor Inc.'s balance sheets.
    ${ }^{2}$ Includes cash and cash equivalents and cash and cash equivalents in trust.

[^2]:    ${ }^{1}$ Acquisition costs per subscriber addition since the launch of the 3G+ network on September 9, 2010.

