

# **QUEBECOR**



## **Supplementary Disclosure**

**Quarter / 9-Month Period  
Ended September 30, 2019**

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# QUEBECOR INC.

## Supplementary Disclosure September 30, 2019 Net Income Attributable to Shareholders

	3rd Quarter		YTD	
	<u>2019</u>	<u>2018</u>	<u>2019</u>	<u>2018</u>
Net income per share (basic)	<b>\$0.70</b>	\$0.80	<b>\$1.98</b>	\$1.22
Net income, before gains and losses on valuation and translation of financial instruments, unusual items and discontinued operations	<b>\$0.68</b>	\$0.61	<b>\$1.65</b>	\$1.44

### Reconciliation of earnings per share

	3rd Quarter		YTD	
	<u>2019</u>	<u>2018</u>	<u>2019</u>	<u>2018</u>
Net income per share, before gains and losses on valuation and translation of financial instruments, unusual items and discontinued operations	<b>\$0.68</b>	\$0.61	<b>\$1.65</b>	\$1.44
Other adjustments <sup>1</sup> :				
Unusual items	-	(0.05)	<b>(0.08)</b>	(0.02)
Gain (loss) on valuation and translation of financial instruments	<b>0.02</b>	0.24	<b>0.03</b>	(0.21)
Discontinued operations	-	-	<b>0.38</b>	0.01
Total	<b>0.02</b>	0.19	<b>0.33</b>	(0.22)
<b>Reported net income per share (basic)</b>	<b>\$0.70</b>	\$0.80	<b>\$1.98</b>	\$1.22

<sup>1</sup> After taxes and non-controlling interest.

# QUEBECOR INC.

## Supplementary Disclosure September 30, 2019 Debt

(all amounts in millions of Canadian dollars)

### Quebecor Inc.

Revolving credit facility due in 2020 (availability: \$50)	\$	14.0
Mortgage loan due in 2022		47.6
	<b>\$</b>	<b>61.6</b>

### Quebecor Media Inc.

Revolving credit facility due in 2022 (availability: \$300)	\$	3.0
5 3/4% Senior Notes due in 2023		1,126.0
6 5/8% Senior Notes due in 2023		500.0
		<u>1,629.0</u>

### Videotron Ltd.

Revolving credit facility due in 2023 (availability: \$1,500)		1,010.6
5% Senior Notes due in 2022		1,059.2
5 3/8% Senior Notes due in 2024		794.5
5 5/8% Senior Notes due in 2025		400.0
5 3/4% Senior Notes due in 2026		375.0
5 1/8% Senior Notes due in 2027		794.5
		<u>4,433.8</u>

### TVA Group Inc.

Revolving credit facility due in 2020 (availability: \$150)		-
Term Loan due in 2019		44.8
		<u>44.8</u>

### Other debt

<b>Total Quebecor Media Inc.</b>	<b>\$</b>	<b>6,107.6</b>
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<b>TOTAL LONG TERM DEBT</b>	<b>\$</b>	<b>6,169.2</b>
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Bank indebtedness - QI		1.1
Bank indebtedness - QMI		27.2
Exchangeable debentures - QI		2.1
Convertible debentures (cost if settled in cash at maturity) - QI <sup>1</sup>		150.0
Liability (asset) related to cross-currency interest rate swaps (FX rate differential) - QI <sup>2</sup>		-
Liability (asset) related to cross-currency interest rate swaps (FX rate differential) - QMI <sup>2</sup>		(679.1)

### Cash and cash equivalents :

Quebecor Inc.		0.3
Quebecor Media Inc.		23.9
Videotron Ltd.	\$	1.8
TVA Group Inc.		5.3
Other subsidiaries		16.8
		<u>\$ 24.2</u>

<sup>1</sup> Based on the market value of a number of shares obtained by dividing the outstanding principal amount by the market price of a Quebecor Inc. Class B share on September 30, 2019, subject to a floor price of \$26.85 and a ceiling price of \$33.5625.

<sup>2</sup> Classified as "Derivative financial instruments" in Quebecor Media Inc. and Quebecor Inc.'s balance sheets.

# TELECOMMUNICATIONS

## Supplementary Disclosure September 30, 2019 Operating Results

	<u>2019</u>			<u>2018</u>		
	<u>Sep 30</u>	<u>Jun 30</u>	<u>Mar 31</u>	<u>Dec 31</u>	<u>Sep 30</u>	
Revenue-Generating Units ('000) <sup>1</sup>	6,054.4	6,001.1	6,013.6	5,990.3	5,955.9	
Mobile Telephony Lines ('000)	1,288.7	1,231.9	1,193.6	1,153.8	1,120.7	
Homes Passed ('000)	2,940.4	2,931.2	2,915.4	2,907.9	2,900.2	
Cable Internet Subscribers ('000)	1,724.3	1,706.9	1,710.8	1,704.5	1,697.5	
Penetration of Homes Passed	58.6%	58.2%	58.7%	58.6%	58.5%	
Cable Television Subscribers ('000)	1,545.2	1,558.4	1,582.6	1,597.3	1,603.7	
Penetration of Homes Passed	52.6%	53.2%	54.3%	54.9%	55.3%	
Cable Telephony Lines ('000)	1,052.7	1,072.9	1,094.9	1,113.9	1,131.1	
Penetration of Homes Passed	35.8%	36.6%	37.6%	38.3%	39.0%	
Over-the-Top Video Subscribers ('000)	443.5	431.0	431.7	420.8	402.9	
	<u>3rd Quarter</u>			<u>YTD</u>		
	<u>2019</u>	<u>2018</u>	<u>VAR</u>	<u>2019</u>	<u>2018</u>	<u>VAR</u>
(in millions)						
Revenues						
Internet	\$279.3	\$272.0	2.7%	\$831.6	\$805.2	3.3%
Cable Television	242.2	247.6	-2.2%	734.9	747.7	-1.7%
Mobile Telephony	155.7	138.3	12.6%	443.5	394.9	12.3%
Cable Telephony	84.4	91.0	-7.3%	257.4	278.8	-7.7%
Equipment Sales	69.6	63.1	10.3%	170.2	162.6	4.7%
Other	44.5	41.5	7.2%	131.3	122.6	7.1%
Videotron	875.7	853.5	2.6%	2,568.9	2,511.8	2.3%
Retail and Eliminations	1.0	1.3		2.9	4.1	
Telecommunications	\$876.7	\$854.8	2.6%	\$2,571.8	\$2,515.9	2.2%
Adjusted EBITDA						
Videotron	\$467.5	\$432.9		\$1,340.3	\$1,279.3	
Retail	0.2	0.3		0.4	0.9	
Telecommunications	\$467.7	\$433.2	8.0%	\$1,340.7	\$1,280.2	4.7%
Additions to PP&E and Intangible Assets						
Additions to PP&E	\$117.4	\$128.8		\$361.2	\$389.3	
Additions to Intangible Assets	57.2	29.1		402.3	120.7	
Telecommunications	\$174.6	\$157.9	10.6%	\$763.5	\$510.0	49.7%
Mobile Telephony ABPU <sup>2</sup>	\$53.28	\$54.28		\$52.79	\$53.75	
Total ABPU <sup>2</sup>	\$50.49	\$49.70		\$49.98	\$49.40	

<sup>1</sup> Revenue-generating units are the sum of subscriptions to the cable television, cable Internet access and Club illico over-the-top video services, plus subscriber connections to the cable and mobile telephony services.

<sup>2</sup> Average billing per unit (" ABPU ") is an indicator used to measure monthly average subscription billing per revenue-generating unit.

## QUEBECOR INC.

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### Supplementary Disclosure September 30, 2019 Shares Held in Subsidiaries

	<u>Number of shares</u>	<u>Equity (%)</u>	<u>Voting (%)</u>
<b><u>Shares held by Quebecor Inc.</u></b>			
Quebecor Media Inc.	79,377,062	100.0%	100.0%
<b><u>Shares held by Quebecor Media Inc.</u></b>			
TVA Group Inc.	29,539,364	68.4%	99.9%

# QUEBECOR INC.

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## Supplementary Disclosure September 30, 2019 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 its Telecommunications reporting segment. 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 2019, please refer to the Management Discussion and Analysis and Condensed Consolidated Financial Statements of Quebecor Inc., available on the Company's website at [http://www.quebecor.com/en/quarterly\\_doc\\_quebecor\\_inc](http://www.quebecor.com/en/quarterly_doc_quebecor_inc) or from the SEDAR filing service at <http://www.sedar.com>.

### **Non-IFRS Financial Measures**

The non-IFRS financial measures used by Quebecor Inc. to assess its financial performance, such as adjusted EBITDA, adjusted income from continuing operating activities, cash flows from segment operations and free cash flows from continuing operating activities of the Quebecor Media subsidiary are not calculated in accordance with or recognized by IFRS. Quebecor Inc.'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. We refer investors to our Management Discussion and Analysis for the third quarter of 2019 under "Non-IFRS Financial Measures" for a complete description of these measures as well as a reconciliation to the most directly comparable measure calculated in accordance with IFRS.