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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549**

**FORM 20-F**

REGISTRATION STATEMENT PURSUANT TO SECTION 12(b) OR (g) OF THE SECURITIES EXCHANGE ACT OF 1934

OR

ANNUAL REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the fiscal year ended December 31, 2014

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

OR

SHELL COMPANY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of event requiring this shell company report \_\_\_\_\_

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission file number: 333-13792

**QUEBECOR MEDIA INC.**

(Exact name of Registrant as specified in its charter)

Province of Québec, Canada  
(Jurisdiction of incorporation or organization)

612 St-Jacques Street  
Montréal, Québec, Canada H3C 4M8  
(Address of principal executive offices)

Securities registered or to be registered pursuant to Section 12(b) of the Act.

Title of each class  
None

Name of each exchange on which registered  
None

Securities registered or to be registered pursuant to Section 12(g) of the Act.

None  
(Title of Class)



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**Securities for which there is a reporting obligation pursuant to Section 15(d) of the Act.**

**5 3/4% Senior Notes due January 2023 (issued October 11, 2012)**  
(Title of Class)

Indicate the number of outstanding shares of each of the issuer's classes of capital or common stock as of the close of the period covered by the annual report.

**103,251,500 Common Shares**  
**430,000 Cumulative First Preferred Shares, Series G**

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act.  Yes  No

If this report is an annual or transition report, indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934.  Yes  No

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.  Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, or a non-accelerated filer. See definition of "accelerated filer and large accelerated filer" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer

Accelerated filer

Non-accelerated filer

Indicate by check mark which basis of accounting the registrant has used to prepare the financial statements included in this filing:

U.S. GAAP

International Financial Reporting Standards as issued   
by the International Accounting Standards Board

Other

If "Other" has been checked in response to the previous question, indicate by check mark which financial statement item the registrant has elected to follow.  Item 17  Item 18

If this is an annual report, indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).  Yes  No



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## EXPLANATORY NOTES

In this annual report, unless otherwise specified, the terms “we,” “our,” “us,” the “Corporation” and “Quebecor Media” refer to Quebecor Media Inc., a corporation under the *Business Corporations Act* (Québec) and its consolidated subsidiaries, collectively. All references in this annual report to “Videotron” are references to our wholly-owned subsidiary Videotron Ltd. and its subsidiaries; all references in this annual report to “Sun Media” are references to our indirect wholly-owned subsidiary Sun Media Corporation and its subsidiaries; all references in this annual report to “Le SuperClub Vidéotron” are references to our wholly-owned subsidiary Le SuperClub Vidéotron ltée; all references in this annual report to “TVA Group” are references to our public subsidiary TVA Group Inc. and its subsidiaries; all references in this annual report to “Archambault Group” are references to our wholly-owned subsidiary Archambault Group Inc. and its subsidiaries; all references to “Quebecor Media Printing” are references to our wholly-owned subsidiary Quebecor Media Printing Inc.; and all references to “Quebecor Media Network” are references to our wholly-owned subsidiary Quebecor Media Network Inc. All references in this annual report to “Quebecor” or “our parent corporation” are references to Quebecor Inc., all references to “Capital CDPQ” are references to CDP Capital d’Amérique Investissements inc. and all references to “CDPQ” are references to Caisse de dépôt et de placement du Québec.

In this annual report, all references to the “CRTC” are references to the Canadian Radio-television and Telecommunications Commission.

In this annual report, all references to our “Senior Notes” are references to, collectively, our 7<sup>3</sup>/<sub>8</sub>% Senior Notes due 2021 originally issued on January 5, 2011, our 5<sup>3</sup>/<sub>4</sub>% Senior Notes due 2023 originally issued on October 11, 2012 and our 6<sup>5</sup>/<sub>8</sub>% Senior Notes due 2023 originally issued on October 11, 2012.

## INDUSTRY AND MARKET DATA

Industry statistics and market data used throughout this annual report were obtained from internal surveys, market research, publicly available information and industry publications, including the CRTC, Numeris, the National Cable & Telecommunications Association (“NCTA”), A.C. Nielsen Media Research, SNL Kagan, Newspapers Canada, the Audit Bureau of Circulations, NADbank® Inc. (“NADbank®”) and ComScore Media Metrix. Industry publications generally state that the information they contain has been obtained from sources believed to be reliable, but that the accuracy and completeness of this information is not guaranteed. Cable penetration and market share data contained in this annual report is generally based on sources published in the first quarter of 2015.

Paid circulation is defined as average sales of a newspaper per issue. Readership (as opposed to paid circulation) is an estimate of the number of people who read or looked into an average issue of a newspaper and is measured by an independent survey conducted by NADbank®. According to the 2013 NADbank® study (the “NADbank® Study”), the most recent available survey, readership estimates are based upon the number of people responding to the Newspaper Audience Databank survey circulated by NADbank® who report having read or looked into one or more issues of a given newspaper during a given period equal to the publication interval of the newspaper.

Information contained in this document concerning the media industry, our general expectations concerning this industry and our market positions and market shares may also be based on estimates and assumptions made by us based on our knowledge of the industry and which we believe to be reliable. We believe, however, that this data is inherently imprecise, although generally indicative of relative market positions and market shares. Industry and company data is approximate and may reflect rounding in certain cases.

## PRESENTATION OF FINANCIAL INFORMATION

### IFRS and Functional Currency

Our audited consolidated financial statements for the years ended December 31, 2014, 2013, 2012, 2011 and 2010 have been prepared in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board.

In this annual report, references to Canadian Dollars, CAN\$ or \$ are to the lawful currency of Canada, our functional currency, and references to US Dollars or US\$ are to the currency of the United States.



**Non-IFRS Measures**

In this annual report, we use certain financial measures that are not calculated in accordance with IFRS. We use these non-IFRS financial measures, such as average monthly revenue per user (“**ARPU**”), adjusted operating income, cash flows from segment operations and free cash flows from continuing operating activities, because we believe that they are meaningful measures of our performance. Our 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 annual report may not be comparable to other similarly titled measures disclosed by other companies.

We provide a definition of adjusted operating income, cash flows from segment operations, free cash flows from continuing operating activities and ARPU under “Item 5. Operating and Financial Review and Prospects – Non-IFRS Financial Measures”. We also provide a definition of adjusted operating income, and a reconciliation of adjusted operating income to the most directly comparable financial measure under IFRS in footnote 3 to the tables under “Item 3. Key Information – A. Selected Financial Data”. When we discuss cash flow from segment operations in this annual report, we provide the detailed calculation of the measure in the same section. When we discuss free cash flow from continuing operations in this annual report, we provide a reconciliation to the most directly comparable IFRS financial measure in “Item 5. Operating and Financial Review and Prospects”.

Unless otherwise indicated, information provided in this annual report, including all operating data presented, is as of December 31, 2014.



**EXCHANGE RATE INFORMATION**

The following table sets forth, for the periods indicated, the average, high, low and end of period noon rates published by the Bank of Canada. Such rates are presented as U.S. dollars per CAN\$1.00. On March 19, 2015, the noon rate was CAN\$1.00 equals US\$0.7847. We do not make any representation that Canadian dollars could have been converted into U.S. dollars at the rates shown or at any other rate. You should note that the rates set forth below may differ from the actual rates used in our accounting processes and in the preparation of our consolidated financial statements.

<u>Year Ended:</u>	<u>Average<sup>(1)</sup></u>	<u>High</u>	<u>Low</u>	<u>Period End</u>
December 31, 2014	0.9054	0.9422	0.8589	0.8620
December 31, 2013	0.9710	1.0164	0.9348	0.9402
December 31, 2012	1.0004	1.0299	0.9599	1.0051
December 31, 2011	1.0111	1.0583	0.9430	0.9833
December 31, 2010	0.9709	1.0054	0.9278	1.0054

<u>Month Ended:</u>	<u>Average<sup>(2)</sup></u>	<u>High</u>	<u>Low</u>	<u>Period End</u>
March 2015 (through March 19, 2015)	0.7907	0.8039	0.7811	0.7847
February 28, 2015	0.8000	0.8063	0.7915	0.7995
January 31, 2015	0.8254	0.8527	0.7863	0.7863
December 31, 2014	0.8671	0.8815	0.8589	0.8620
November 30, 2014	0.8829	0.8900	0.8751	0.8751
October 31, 2014	0.8919	0.8980	0.8858	0.8869
September 30, 2014	0.9081	0.9206	0.8922	0.8922

- (1) The average of the daily noon rates for each day during the applicable year.
- (2) The average of the daily noon rates for each day during the applicable month.



## CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

This annual report contains forward-looking statements with respect to our financial condition, results of operations, business and certain of our plans and objectives. These forward-looking statements are made pursuant to the “Safe Harbor” provisions of the *United States Private Securities Litigation Reform Act* of 1995. These forward-looking statements are based on current expectations, estimates, forecasts and projections about the industries in which we operate as well as beliefs and assumptions made by our management. Such statements include, in particular, statements about our plans, prospects, financial position and business strategies. Words such as “may,” “will,” “expect,” “continue,” “intend,” “estimate,” “anticipate,” “plan,” “foresee,” “believe” or “seek” or the negatives of these terms or variations of them or similar terminology are intended to identify such forward-looking statements. Although we believe that the expectations reflected in these forward-looking statements are reasonable, these statements, by their nature, involve risks and uncertainties and are not guarantees of future performance. Such statements are also subject to assumptions concerning, among other things: our anticipated business strategies; anticipated trends in our business; anticipated reorganizations of any of our segments or businesses, and any related restructuring provisions or impairment charges; and our ability to continue to control costs. We can give no assurance that these estimates and expectations will prove to have been correct. Actual outcomes and results may, and often do, differ from what is expressed, implied or projected in such forward-looking statements, and such differences may be material. 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:

- our ability to successfully continue developing our network and facilities-based mobile offering;
- general economic, financial or market conditions and variations in the businesses of our local, regional or national newspapers and broadcasting advertisers;
- the intensity of competitive activity in the industries in which we operate;
- fragmentation of the media landscape;
- new technologies that might change consumer behaviour towards our product suite;
- unanticipated higher capital spending required to deploy our network or to address continued development of competitive alternative technologies, or the inability to obtain additional capital to continue the development of our business;
- our ability to implement successfully our business and operating strategies and manage our growth and expansion;
- our ability to successfully restructure our newspaper operations to optimize their efficiency in the context of the changing newspaper industry;
- disruptions to the network through which we provide our digital television, Internet access and telephony services, and our ability to protect such services from piracy;
- labour disputes or strikes;
- changes in our ability to obtain services and equipment critical to our operations;
- changes in laws and regulations, or in their interpretations, which could result, among other things, in the loss (or reduction in value) of our licenses or markets or in an increase in competition, compliance costs or capital expenditures;
- our substantial indebtedness, the tightening of credit markets, and the restrictions on our business imposed by the terms of our debt; and
- interest rate fluctuations that affect a portion of our interest payment requirements on long-term debt.



We caution you that the above list of cautionary statements is not exhaustive. These and other factors are discussed in further detail elsewhere in this annual report, including under “Item 3. Key Information – Risk Factors” of this annual report. Each of these forward-looking statements speaks only as of the date of this annual report. We disclaim any obligation to update these statements unless applicable securities laws require us to do so. We advise you to consult any documents we may file or furnish with the U.S. Securities and Exchange Commission (“SEC”), as described under “Item 10. Additional Information – Documents on Display” of this annual report.





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**PART I****ITEM 1 — IDENTITY OF DIRECTORS, SENIOR MANAGEMENT AND ADVISERS**

Not applicable.

**ITEM 2 — OFFER STATISTICS AND EXPECTED TIMETABLE**

Not applicable.

**ITEM 3 — KEY INFORMATION****A - Selected Financial Data**

The following tables present selected consolidated financial information for our business presented in accordance with IFRS for each of the years ended December 31, 2014, 2013, 2012, 2011 and 2010. We derived this selected consolidated financial information from our audited consolidated financial statements, which are comprised of consolidated balance sheets as at December 31, 2014, 2013, 2012, 2011 and 2010 and the related consolidated statements of income, comprehensive income, equity and cash flows for each of the years in the five-year period ended December 31, 2014. The selected consolidated financial information presented below should be read in conjunction with the information contained in “Item 5. Operating and Financial Review and Prospects” and our audited consolidated financial statements as at December 31, 2014 and 2013 and for the years ended December 31, 2014, 2013 and 2012 and notes thereto contained in “Item 18. Financial Statements” of this annual report (beginning on page F-1). Our audited consolidated financial statements as at December 31, 2012, 2011 and 2010 and for the years ended December 31, 2011 and 2010, are not included in this annual report. Our consolidated financial statements as at December 31, 2014, 2013, 2012, 2011 and 2010 and for the years ended December 31, 2014, 2013, 2012, 2011 and 2010, prepared in accordance with IFRS, have been audited by Ernst & Young LLP, an independent registered public accounting firm. Ernst & Young LLP’s report on our consolidated financial statements as at December 31, 2014 and 2013 and for the years ended December 31, 2014, 2013 and 2012 is included in this annual report.

Our historical results are not necessarily indicative of our future financial condition or results of operations.



## SELECTED FINANCIAL DATA

	Year Ended December 31,				
	2014	2013	2012	2011	2010
		(1)(2)	(1)(2)	(1)(2)	(1)(2)
(in millions, except ratio)					
<b>STATEMENT OF INCOME DATA:</b>					
Revenues					
Telecommunications	\$ 2,965.0	\$ 2,860.5	\$ 2,758.8	\$ 2,560.0	\$ 2,358.3
Media	807.7	828.3	844.8	855.2	857.8
Sports and Entertainment	60.9	70.2	76.9	79.9	63.1
Inter-segment	(117.5)	(111.5)	(127.2)	(117.2)	(108.6)
	3,716.1	3,647.5	3,553.3	3,377.9	3,170.6
Employee costs	(682.2)	(692.8)	(696.3)	(636.2)	(567.4)
Purchase of goods and services	(1,639.6)	(1,577.5)	(1,564.1)	(1,547.8)	(1,416.1)
Amortization	(664.2)	(628.1)	(552.0)	(465.0)	(349.1)
Financial expenses	(324.2)	(360.8)	(335.5)	(316.6)	(301.1)
(Loss) gain on valuation and translation of financial instruments	(3.1)	(244.4)	136.9	52.0	46.1
Restructuring of operations, impairment of assets and other special items	(54.4)	(11.6)	11.3	(18.7)	(21.2)
Impairment of goodwill and intangible assets	(81.0)	(35.3)	(43.0)	—	—
Loss on debt refinancing	(18.7)	(18.9)	(6.3)	(4.0)	(12.3)
Income taxes	(96.4)	(36.7)	(143.0)	(128.3)	(136.5)
(Loss) income from discontinued operations	(65.5)	(193.8)	(129.6)	64.3	72.0
Net income (loss)	\$ 86.8	\$ (152.4)	\$ 231.7	\$ 377.6	\$ 485.0
Income (loss) from continuing operations attributable to:					
Shareholders	173.1	34.2	364.2	301.3	394.9
Non-controlling interests	(20.8)	7.2	(2.9)	12.0	18.1
Net income (loss) attributable to:					
Shareholders	107.6	(159.6)	234.6	365.6	466.9
Non-controlling interests	(20.8)	7.2	(2.9)	12.0	18.1
<b>OTHER FINANCIAL DATA AND RATIO:</b>					
Adjusted operating income <sup>(3)</sup> (unaudited)	\$ 1,394.3	\$ 1,377.2	\$ 1,292.9	\$ 1,193.9	\$ 1,187.1
Additions to property, plant, equipment and intangible assets other than spectrum licenses	745.4	624.1	790.4	855.9	767.5
Additions to spectrum licenses	217.4	15.9	—	—	—
Comprehensive income (loss)	28.7	(103.5)	238.2	311.7	486.0
Comprehensive income (loss) attributable to:					
Shareholders	53.8	(123.3)	242.3	306.6	469.7
Non-controlling interests	(25.1)	19.8	(4.1)	5.1	16.3
Ratio of earnings to fixed charges or coverage deficiency <sup>(4)</sup> (unaudited)	1.6x	(119.0)	2.1x	2.6x	3.0x

	As at December 31,				
	2014	2013	2012	2011	2010
(in millions)					
<b>BALANCE SHEET DATA:</b>					
Cash and cash equivalents	\$ 395.3	\$ 476.6	\$ 228.7	\$ 143.5	\$ 241.2
Total assets	9,036.7	8,970.3	8,960.8	8,998.7	8,556.4
Total debt (current and long-term portions)	5,201.8	4,976.0	4,428.7	3,697.9	3,513.4
Capital stock	4,116.1	4,116.1	4,116.1	1,752.4	1,752.4
Equity attributable to shareholders	1,759.4	1,805.7	2,029.0	2,887.1	2,684.1
Dividends	100.0	100.0	100.0	100.0	87.5
Number of common shares outstanding	103.3	103.3	103.3	123.6	123.6

- (1) In 2014, the Corporation ceased its door-to-door distribution of flyers, sold its weekly newspapers operations in the province of Québec, sold its Nurun Inc. subsidiary, and announced a transaction whereby it will sell all of its English-language newspaper operations in Canada. The results of operations related to these businesses were reclassified as discontinued operations. Refer to note 8 of our consolidated financial statements for more details.
- (2) In 2014, the Corporation changed its organisational structure and its operations are now managed through the following three segments: Telecommunications, Media, and Sports and Entertainment. The reorganization consisted in (a) the creation of the new Media segment, which includes all activities of the previous News



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Media and Broadcasting segments, as well as the book publishing and distribution activities previously included in the Leisure and Entertainment segment, (b) the creation of the new Sports and Entertainment segment, which includes all operating, production, distribution and management activities of the previous Leisure and Entertainment segment relating to music, entertainment, sports and the future Québec City Arena, and (c) the transfer of the retail businesses from the previous Leisure and Entertainment segment to the Telecommunications segment. Accordingly, prior period figures in the Corporation's segmented information have been reclassified to reflect these changes.

- (3) Adjusted operating income and ratios based on this measure are not required by or recognized under IFRS. We define adjusted operating income, as reconciled to net income (loss), as net income (loss) before amortization, financial expenses, (loss) gain on valuation and translation of financial instruments, restructuring of operations, impairment of assets and other special items, impairment of goodwill and intangible assets, loss on debt refinancing, income taxes and (loss) income from discontinued operations. Adjusted operating income, and ratios using this measure, are not intended to be regarded as alternatives to other financial operating performance measures or to the consolidated statement of cash flows as a measure of liquidity and should not be considered in isolation or as a substitute for measures of performance prepared in accordance with IFRS. Our parent corporation, Quebecor, uses adjusted operating income in order to assess the performance of its investment in Quebecor Media. Our management and Board of Directors use this measure in evaluating our consolidated results as well as results of our operating segments. As such, this measure eliminates the significant level of non-cash depreciation of tangible assets and amortization of certain intangible assets, and it is unaffected by the capital structure or investment activities of Quebecor Media and of its segments. Adjusted operating income is also relevant because it is a significant component of our annual incentive compensation programs. A limitation of this measure, however, is that it does not reflect the periodic costs of capitalized tangible and intangible assets used in generating revenues in our segments. We use other measures that do reflect such costs, such as cash flows from segment operations and free cash flows from continuing operating activities. Our definition of adjusted operating income may not be the same as similarly titled measures reported by other companies therefore limiting its usefulness as a comparative measure. See "Presentation of Financial Information — Non-IFRS Measures". Our adjusted operating income is calculated from and reconciled to net income (loss) under IFRS for the years ended December 31, 2014, 2013, 2012, 2011 and 2010 in the table below:

	Year Ended December 31,				
	2014	2013	2012	2011	2010
	(in millions)				
<b>Reconciliation of adjusted operating income to net income (loss)</b>					
Adjusted operating income					
Telecommunications	\$1,354.9	\$1,294.2	\$1,220.2	\$1,090.7	\$1,039.1
Media	46.5	84.0	62.2	96.2	138.9
Sports and Entertainment	(3.4)	(1.1)	2.3	3.3	2.5
Head office	(3.7)	0.1	8.2	3.7	6.6
	1,394.3	1,377.2	1,292.9	1,193.9	1,187.1
Amortization	(664.2)	(628.1)	(552.0)	(465.0)	(349.1)
Financial expenses	(324.2)	(360.8)	(335.5)	(316.6)	(301.1)
(Loss) gain on valuation and translation of financial instruments	(3.1)	(244.4)	136.9	52.0	46.1
Restructuring of operations, impairment of assets and other special items	(54.4)	(11.6)	11.3	(18.7)	(21.2)
Impairment of goodwill and intangible assets	(81.0)	(35.3)	(43.0)	—	—
Loss on debt refinancing	(18.7)	(18.9)	(6.3)	(4.0)	(12.3)
Income taxes	(96.4)	(36.7)	(143.0)	(128.3)	(136.5)
(Loss) income from discontinued operations	(65.5)	(193.8)	(129.6)	64.3	72.0
Net income (loss)	<u>\$ 86.8</u>	<u>\$ (152.4)</u>	<u>\$ 231.7</u>	<u>\$ 377.6</u>	<u>\$ 485.0</u>

- (4) For the purpose of calculating the ratio of earnings to fixed charges under IFRS, (i) earnings consist of net (loss) income, plus income taxes, fixed charges, amortized capitalized interest, less interest capitalized and (ii) fixed charges consist of interest expensed and capitalized, plus premiums and discounts amortization, financing fees amortization and an estimate of the interest within rental expense.

## B - Risk Factors

*This section describes some of the risks that could materially affect our business, revenues, results of operations and financial condition, as well as the market value of our Senior Notes. The factors below should be considered in connection with any forward-looking statements in this document and with the cautionary statements contained in the section "Cautionary Statement Regarding Forward-Looking Statements" at the forepart of this annual report. The risks below are not the only ones that we face. Some risks may not yet be known to us and some that we do not currently believe to be material could later turn out to be material.*



## Risks Relating to Our Business

*We operate in highly competitive industries that are experiencing rapid technological developments, and our inability to compete successfully could have a material adverse effect on our business, prospects, revenues, financial condition and results of operations.*

In our cable business, we compete against incumbent local exchange carriers (or “ILECs”) the primary of which in our market holds a regional license to provide terrestrial broadcasting distribution in Montréal and several other communities in the Province of Québec. Such primary ILEC launched its own Internet protocol television (or “IPTV”) service in Montréal (including a portion of the greater Montréal area), in Québec City and in other locations in the Province of Québec and also secured licenses to launch video distribution services using video digital subscriber line (or “VDSL”) technology. We also compete against providers of direct broadcast satellite (or “DBS”, which in Canada are also referred to as “DTH” for “direct-to-home” satellite providers), multichannel multipoint distribution systems (or “MMDS”), and satellite master antenna television systems. The direct access to some broadcasters’ websites that provide streaming of video-on-demand content is also available for some of the channels we offer in our television programming. In addition, third-party Internet access providers could launch IP video services in our footprint.

We also face competition from illegal providers of cable television services and illegal access to non-Canadian DBS (also called grey market piracy), as well as from signal theft of DBS that enables customers to access programming services from U.S. and Canadian DBS without paying any fees (also called black market piracy). Competitors in the video business also include emerging content delivery platforms. Furthermore, over-the-top (or “OTT”) content providers, such as Netflix and Apple TV, compete for viewership.

Due to ongoing technological developments, the distinction between traditional platforms (broadcasting, Internet and telephony) is fading rapidly. For instance, the Internet, through wired and mobile devices, is becoming an important broadcasting and distribution platform. In addition, mobile operators, with the development of their respective 4G and Long Term Evolution (also known as “LTE”) networks, are now offering wireless and fixed wireless Internet services. In addition, our VoIP telephony service also competes with Internet-based solutions.

In our Internet access business, we compete against other Internet service providers (or “ISPs”) offering residential and commercial Internet access services as well as WiMAX and open Wi-Fi networks in some cities. The main competitors are the ILECs that offer Internet access through digital subscriber line (or “DSL”), fibre to the node and fibre to the home technologies, often offering comparable download speeds to ours. In addition, satellite operators such as Xplornet are increasing their existing high-speed Internet access (or “HSIA”) capabilities with the launch of high-throughput satellites, targeting households in rural and remote locations and claiming future download speeds comparable to our low and medium download speeds. The CRTC also requires cable and ILEC network providers, including ourselves, to offer wholesale access to our high-speed Internet systems to third party ISP competitors for the purpose of providing retail Internet access services. These third party ISP competitors may also provide telephony and networking applications.

Our cable telephony business has numerous competitors, including ILECs, competitive local exchange carriers (or “CLECs”), mobile telephony service operators and other providers of telephony, VoIP and Internet communications, including competitors that are not facility-based and therefore have a much lower infrastructure cost. In addition, Internet protocol-based (“IP-based”) products and services are generally subject to downward pricing pressure, lower margins and technological evolution, all of which could have an adverse effect on our business, prospects and results of operation.

In our mobile telephony business, we compete against a mix of market participants, some of them active in some or all of the products we offer, with others offering only mobile telephony services. In addition, users of mobile voice and data systems may find their communication needs satisfied by other current or developing adjunct technologies, such as Wi-Fi, WiMax, “hotspots” or trunk radio systems, which have the technical capability to handle mobile data communication and mobile telephone calls. There can be no assurance that current or future competitors will not provide network capacity and/or services comparable or superior to those we provide or may in the future provide, or at lower prices, or adapt more quickly to evolving industry trends or changing market requirements, or introduce competing services. For instance, some providers of mobile telephony services (including most of the incumbent carriers as well as at least one other new entrant) have launched lower-cost mobile telephony services in order to acquire additional market share. Also, we may not be able to compete successfully in the future against existing or potential competitors, and increased competition could have a material adverse effect on our business, prospects, revenues, financial condition and results of operations.



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Finally, a few of our competitors are offering special discounts to customers who subscribe to two or more of their services (cable television or IPTV, Internet, residential phone and mobile telephony services). As a result, should we fail to keep our existing customers and lose them to such competitors, we may end up losing up to one subscriber for each of our services. This could have an adverse effect on our business, prospects, revenues, financial condition and results of operation.

***We have entered into roaming agreements with other mobile operators in order to provide worldwide coverage to our mobile telephony customers. Our inability to extend our worldwide coverage or to renew, or substitute for, these roaming agreements at their respective terms and on acceptable terms may place us at a competitive disadvantage, which could adversely affect our ability to operate our mobile business successfully and profitably.***

We have entered into roaming agreements with multiple carriers around the world (including Canada, the United States and Europe), and have established worldwide coverage. Our inability to extend our worldwide coverage or to renew, or substitute for, these roaming agreements at their respective or better terms or on acceptable terms, may place us at a competitive disadvantage, which could adversely affect our ability to operate our mobile business successfully and profitably.

In addition, various aspects of mobile communication operations, including the ability of mobile providers to enter into interconnection agreements with traditional landline telephone companies and the ability of mobile providers to manage data traffic on their networks, are subject to regulation by the CRTC. Regulations adopted or actions taken by the government agencies having jurisdiction over any mobile business that we may develop could adversely affect our mobile business and operations, including actions that could increase competition or our costs.

***Our reputation may be negatively impacted, which could have a material adverse effect on our business, financial condition and results of operations.***

We have generally enjoyed a good reputation among the public. Our ability to maintain our existing customer relationships and to attract new customers depends to a large extent on our reputation. While we have put in place certain mechanisms to mitigate the risk that our reputation may be tarnished, including good governance practices and a Code of Ethics, we cannot be assured that we will continue to enjoy a good reputation nor can we be assured that events that are beyond our control will not cause our reputation to be negatively impacted. The loss or tarnishing of our reputation could have a material adverse effect on our business, prospects, financial condition and results of operations.

***Our inventory may become obsolete.***

Our wireless handset devices inventory generally has a relatively short product life cycles due to frequent wireless handset introductions. If we cannot effectively manage inventory levels based on product demand, this may increase the risk of inventory obsolescence.

***We are regularly required to make capital expenditures to remain technologically and economically competitive. We may not be able to obtain additional capital to implement our business strategies and make capital expenditures.***

Our strategy of maintaining a leadership position in the suite of products and services we offer and launching new products and services requires capital investments in our network and infrastructure to support growth in our customer base and demands for increased bandwidth capacity and other services. In this regard, we have in the past required substantial capital for the upgrade, expansion and maintenance of our network and the launch and deployment of new or additional services. We expect that additional capital expenditures will continue to be required in the short and medium term in order to expand and maintain our systems and services, including expenditures relating to advancements in Internet access and high definition television (“HDTV”), as well as the cost of our mobile services infrastructure deployment.



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The demand for wireless data services has been growing at unprecedented rates and it is projected that this demand will further accelerate, driven by the following increases: levels of broadband penetration; need for personal connectivity and networking; affordability of smartphones and Internet-only devices (e.g., high-usage data devices such as mobile Internet keys, tablets and electronic book readers); multimedia-rich services and applications; wireless competition; and unlimited data plans. The anticipated levels of data traffic will represent a growing challenge to the current mobile network's ability to serve this traffic. We may have to acquire additional spectrum, if available and if economically reasonable, in order to address this increased demand. The ability to acquire additional spectrum (if needed) is dependent on the timing and the rules established by Industry Canada. If we are not successful in acquiring additional spectrum we may need on reasonable terms, it could have a material adverse effect on our business, prospects and financial condition. See also "Item 4. Information on the Corporation — Regulation — Canadian Telecommunications Services — Regulatory Framework for Mobile Wireless Services."

Developing our LTE network requires capital expenditures to remain competitive and to comply with our obligations under the agreement with our partner governing the joint built-out of our LTE network. In addition, we may be required to make further capital expenditures in the future on our LTE network to remain competitive and in order to comply with our obligations. See also "Item 4. Information on the Corporation — History and Development of Quebecor Media." A geographical expansion of our LTE network may require us to incur significant costs and to make significant capital expenditures.

There can be no assurance that we will be able to generate or otherwise obtain the funds to finance any portion of these capital improvement programs, new strategies and services or other capital expenditure requirements, whether through cash from operations, additional borrowings or other sources. If we are unable to generate sufficient funds or obtain additional financing on acceptable terms, we may be unable to implement our business strategies or proceed with the capital expenditures and investments required to maintain our leadership position, and our business, financial condition, results of operations, reputation and prospects could be materially adversely affected. Even if we are able to obtain adequate funding, the period of time required to upgrade our network could have a material adverse effect on our ability to successfully compete in the future. Moreover, additional investments in our business may not translate into incremental revenues, cash flows or profitability.

See also the risk factors "— We operate in highly competitive industries that are experiencing rapid technological developments, and our inability to compete successfully could have a material adverse effect on our business, prospects, revenues, financial condition and results of operations" and "— Risks Relating to our Senior Notes and our Capital Structure — We may be required from time to time to refinance certain of our indebtedness. Our inability to do so on favorable terms, or at all, could have a material adverse effect on us."

***We may need to support increasing costs in securing access to support structures needed for our cable network.***

We require access to the support structures of hydroelectric and telephone utilities and need municipal rights of way to deploy our cable network. Where access to the structures of telephone utilities cannot be secured, we may apply to the CRTC to obtain a right of access under the *Telecommunications Act* (Canada) (the "**Telecommunications Act**"). We have entered into comprehensive support structure access agreements with all of the major hydroelectric companies and all of the major telecommunications companies in our service territory. In the event that we seek to renew or to renegotiate these agreements, we cannot guarantee that these agreements will continue to be available on favourable terms.

***We may not successfully implement our business and operating strategies.***

Our business strategies are based on leveraging an integrated platform of media assets. Our strategies include offering multi-platform advertising solutions, generating and distributing content across a spectrum of media properties and assets, launching and deploying additional value-added products and services, pursuing cross-promotional opportunities, maintaining our advanced broadband network, pursuing enhanced content development to reduce costs, further integrating the operations of our subsidiaries, leveraging geographic clustering and maximizing customer satisfaction. We may not be able to fully implement these strategies or realize their anticipated results without incurring significant costs or not implement them at all. In addition, our ability to successfully implement these strategies could be adversely affected by a number of factors beyond our control, including operating difficulties, increased ongoing operating costs, regulatory developments, general or local economic conditions, increased competition, technological



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changes and other factors described in this “Risk Factors” section. While the centralization of certain business operations and processes has the advantage of standardizing our practices, thereby reducing costs and increasing effectiveness, it also represents a risk in itself should a business solution implemented by a centralized office throughout the organization fail to produce the intended results. We may also be required to make capital expenditures or other investments, that may affect our ability to implement our business strategies if we are unable to secure additional financing on acceptable terms or to generate sufficient funds internally to cover those requirements. Any material failure to implement our strategies could have a material adverse effect on our reputation, business, financial condition, prospects and results of operations, as well as on our ability to meet our obligations, including our ability to service our indebtedness.

As part of our strategy, in recent years, we have entered into certain agreements with third-parties under which we are committed to making significant operating expenditures in the future. We can provide no assurance that we will be successful in developing new activities in relation to these new engagements, including the development of new revenue sources.

***We could be adversely impacted by consumers’ trend to substitute cable telephony and television services.***

The recent trend toward mobile substitution or “cord-cutting” (when users cancel their landline telephony services and opt for mobile telephony services only) is largely the result of the increasing mobile penetration rate in Canada and the various unlimited offers launched by mobile operators. In addition, there is also a consumer trend to substitute wire and cable television for Internet access services in order to stream directly from broadcasters and over-the-top content providers. We may not be successful in converting our existing cable telephony subscriber base to our mobile telephony services or in attracting customers to our over-the-top entertainment platforms (such as Club illico), which could have a material adverse effect on our business, our results of operation and our financial condition.

***We could be adversely affected by the rapid growth of traffic volumes on the Internet.***

Internet users are downloading an increasing amount of data each year and households are now connected to the Internet through a combination of several computers, tablets and other mobile devices, leading to simultaneous flows per home, which constitutes a departure from the past, when a majority of households were connected to the Internet through a single computer. In addition, some content on the Internet, such as videos, is now available at a higher bandwidth for which high-definition (or “HD”), as opposed to standard definition, is gradually becoming the norm. There has therefore been an increase in data consumption and an intensification of Internet traffic during peak periods, which calls for increased bandwidth capacity to address the needs of our customers.

Equipment costs are under pressure in an effort to counterbalance customers’ demand for bandwidth. While we can relay some of this pressure on costs to our manufacturers, adopt new technologies that allow cost reduction and implement other cost reduction initiatives, our inability to fully meet our increasing need for bandwidth may result in price hikes or in reduced profitability.

***We compete, and will continue to compete, with alternative technologies and we may be required to invest a significant amount of capital to address continuing technological evolution and development.***

The media industry is experiencing rapid and significant technological changes, which have resulted in alternative means of program and content transmission. The continued growth of the Internet has presented alternative content distribution options that compete with traditional media. Furthermore, in our video distribution markets, industry regulators have authorized DTH, microwave services and VDSL services and may authorize other alternative methods of transmitting television and other content with improved speed and quality. We may not be able to successfully compete with existing or newly developed alternative technologies, such as IPTV, or we may be required to acquire, develop or integrate new technologies. The cost of the acquisition, development or implementation of new technologies could be significant and our ability to fund such implementation may be limited, which could have a material adverse effect on our ability to successfully compete in the future. Any such difficulty or inability to compete could have a material adverse effect on our business, reputation, prospects, financial condition or results of operations.

The continuous technological improvements to the Internet, combined with higher download speeds and cost reductions for customers, may divert a portion of our existing television subscriber base from our video-on-demand services to new video-over-the-Internet model. While having a positive impact on the demand for our Internet services, video-over-the-Internet could adversely impact the demand for our video-on-demand services.



***If we do not effectively manage our growth, our business, results of operations and financial condition could be adversely affected.***

We have experienced substantial growth in our business and have significantly expanded our operations over the years. We have sought in the past, and may, in the future, seek to further expand the types of businesses in which we participate, under appropriate conditions. We can provide no assurance that we will be successful in either developing or fulfilling the objectives of any such business expansion.

In addition, our expansion may require us to incur significant costs or divert significant resources, and may limit our ability to pursue other strategic and business initiatives, which could have an adverse effect on our business, financial condition, prospects or results of operations. Furthermore, if we are not successful in managing our growth, or if we are required to incur significant or unforeseen costs, our business, results of operations and financial condition could be adversely affected.

***We may not be successful in the development of our Sports and Entertainment business.***

We have recently made and are continuing to make significant investments in an effort to develop our Sports and Entertainment business. Some of these investments require significant capital expenditures, investments and management attention. The success of such investments involves numerous risks that could adversely affect our growth and profitability, including the following: the risk that management may not be able to successfully manage the development of our Sports and Entertainment business; the risk that the development of the Sports and Entertainment business may place significant demands on management, diverting attention from existing operations; the risk that investments may require substantial financial resources that otherwise could be used in the development of our other businesses; the risk that we will not be able to achieve the benefits we expect from our investments in the development of our Sports and Entertainment business; the risk associated with a failure to make continued investments in our Sports and Entertainment business to respond to consumer trends and demands which could adversely affect our ability to compete in the sports and entertainment industry.

***The implementation of changes to the structure of our business may be more expensive than expected and we may not gain all the anticipated benefits.***

We have and we will continue to implement changes to the structure of our business due to many factors such as the necessity of a corporate restructuring, a system replacement and upgrade, a process redesign and the integration of business acquisitions or existing business units. These changes must be managed carefully to ensure that we capture the intended benefits. The implementation process may lead to greater-than-expected operational challenges and costs, expenses, customer loss and business disruption for us, which could adversely affect our business and our ability to gain our anticipated benefits.





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***We depend on key personnel and our inability to retain skilled employees may have an adverse effect on our financial condition and results of operations.***

Our success depends to a large extent on the continued services of our senior management and our ability to retain skilled employees. There is intense competition for qualified management and skilled employees, and our failure to recruit, train and retain such employees could have a material adverse effect on our business, financial condition and results of operations. In addition, in order to implement and manage our businesses and operating strategies effectively, we must sustain a high level of efficiency and performance and maintain content quality, we must continually enhance our operational and management systems, and continue to effectively attract, train, motivate and manage our employees. If we are not successful in these efforts, it may have a material adverse effect on our business, prospects, results of operations and financial condition.

***Our Media segment faces substantial competition for advertising and circulation revenues/audience.***

Advertising revenue is the primary source of revenue for our Media segment. Our revenues and operating results in these businesses depend on the relative strength of the economy in our principal newspaper and television markets, as well as the strength or weakness of local, regional and national economic factors. These economic factors affect the levels of retail, national and classified newspaper advertising revenue, as well as television advertising revenue. Since a significant portion of our advertising revenue is derived from retail and automotive sector advertisers, weakness in these sectors and in the real estate industry has had, and may continue to have, an adverse impact on the revenues and results of operations of our Media segment. Continuing or deepening softness in the Canadian or U.S. economy could further adversely affect key national advertising revenues.

Advertising revenues for our Media segment are also driven by readership and circulation levels, as well as by market demographics, price, service and advertiser results. Readership and circulation levels tend to be based on the content of the newspaper, service, availability and price. A prolonged decline in readership and circulation levels in our newspaper business and lack of audience acceptance of our content would have a material effect on the rate and volume of our newspaper advertising revenues (as rates reflect circulation and readership, among other factors), and could also affect our ability to institute circulation price increases for our print products, all of which could have a material adverse effect on our business, prospects, results of operations and financial condition.

The newspaper industry is experiencing structural changes, including the growing availability of free access to media, shifting readership habits, digital transferability, the advent of real-time information and secular changes in the advertising industry as well as the declining frequency of regular newspaper buying, particularly among young people, who increasingly rely on non-traditional media as a source for news. As a result, competition for advertising spend and circulation revenues comes not only from other newspapers and traditional media, but also from digital media technologies, which have introduced a wide variety of media distribution platforms (including, most significantly, the Internet and distribution over wireless devices and e-readers) to readers and advertisers.

While we continue to pursue initiatives to offer value-added advertising solutions to our advertisers and to maintain our circulation base, such as investments in the re-design and overhaul of our newspaper websites and the publication of e-editions of a number of our newspapers, we may not be successful in retaining our historical share of advertising revenues or in transferring our audience to our new digital products. The ability of our Media segment to grow and succeed over the long-term depends on various factors, including our ability to attract advertisers and readers (including subscribers) to our online sites. Our new initiatives developed to generate additional revenues from our websites (such as digital platform advertising and/or our paywall revenue model) may not be accepted by users and consequently, may negatively affect online traffic. In addition, we can provide no assurance that we will be able to recover the costs associated with the implementation of these initiatives through increased circulation, advertising and digital revenues.

In broadcasting, the proliferation of television channels, progress in mobile and wireless technology, the migration of television audiences to the Internet and the viewing public's increased control over the manner, content and timing of their media consumption through personal video recording devices, have all contributed to the fragmentation of the television viewing audience and in a more challenging advertising sales environment. For example, the increased availability of personal video recording devices and video programming on the Internet, as well as the increased access to various media through mobile devices, may all have the potential to reduce the viewing of our content through traditional



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distribution outlets. Some of these new technologies also give consumers greater flexibility to watch programming on a time-delayed or on-demand basis, or to fast-forward or skip advertisements within our programming, which may adversely impact the advertising revenues we receive. Delayed viewing and advertisement skipping have the potential to become more common as the penetration of personal video recording devices increases and content becomes increasingly available via Internet sources. If the broadcasting market continues to fragment, our audience share levels and our advertising revenues, results of operations, financial condition, business and prospects could be materially adversely affected.

***Our financial performance could be materially adversely affected if we cannot continue to distribute a wide range of television programming on commercially reasonable terms.***

The financial performance of our cable and mobile services depends in large part on our ability to distribute a wide range of appealing, conveniently-scheduled television programming at reasonable rates. We obtain television programming rights from suppliers pursuant to programming contracts. In recent years, these suppliers have become vertically integrated and are now more limited in number. The quality and amount of television programming we offer affect the attractiveness of our services to customers and, accordingly, the rates we can charge for these services. We may be unable to maintain key programming contracts at commercially reasonable rates for television programming. Loss of programming contracts, our inability to obtain programming at reasonable rates or our inability to pass-through rate increases to our customers could have a material adverse effect on our business, financial condition, results of operations and prospects.

In addition, our ability to attract and retain cable customers depends, to a certain extent, on our capacity to offer quality content, high-definition programming, an appealing variety of programming choices and packages, as well as multiplatform distribution and on-demand content, at competitive prices. If the number of specialty channels being offered does not increase at the level and pace comparable to our competitors, if the content offered on such channels does not receive audience acceptance, or if we are unable to offer multiplatform availability, high definition programming and on-demand content, for capacity reasons among others, this may have a negative impact on revenues from our cable operations.

The multiplication of foreign and deregulated content providers (often global players on the Internet) puts pressure on the viability of our current business model for television distribution. Substantial capital expenditures on our infrastructure and in our research and development may be required to remain competitive.

***We may be adversely affected by variations in our costs, quality and variety of our television programming.***

The most significant costs in television broadcasting are programming and production costs. Increased competition in the television broadcasting industry, developments affecting producers and distributors of programming content, the vertical integration of distributors and broadcasters, changes in viewer preferences and other developments could impact both the availability and the costs of programming content, as well as the costs of production. Future increases or volatility in programming and production costs could adversely affect our operating results. Developments in cable, satellite or other forms of distribution could also affect both the availability and the cost of programming and production and increase competition for advertising expenditures. As well, the value of royalties payable pursuant to the *Copyright Act* are frequently decided by the Copyright Board of Canada during or even after the applicable period, which can cause retroactive increases in content costs.

***We may be adversely affected by variations in the cost of newsprint. In addition, our newspaper operations are labour-intensive, resulting in a relatively high fixed-cost structure.***

Newsprint, which is the basic raw material used to publish newspapers, has historically been and may continue to be subject to significant price volatility. Newsprint represents our single largest raw material expense and one of our Media segment's most significant operating costs. Changes in the price of newsprint could significantly affect our income, and volatile or increased newsprint costs have had, and may in the future have, a material adverse effect on our results of operations.

In order to obtain more favourable pricing, we source substantially all of our newsprint from a single newsprint producer (our "Newsprint Supplier"). Pursuant to the terms of our agreement with our Newsprint Supplier, we obtain



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newsprint at a discount to market prices, receive additional volume rebates if certain thresholds are met and benefit from a ceiling on the unit cost of newsprint. On the expiry of our agreement with our Newsprint Supplier, there can be no assurance that we will be able to renew this agreement or that our Newsprint Supplier will continue to supply newsprint to us on favourable terms, or at all, after the expiry of our agreement. If we are unable to continue to source newsprint from our Newsprint Supplier on favourable terms, or if we are unable to otherwise source sufficient newsprint on terms acceptable to us, our costs could increase significantly, which could materially adversely affect the profitability of our newspaper business and our results of operations. We also rely on our Newsprint Supplier for deliveries of newsprint. The availability of our newsprint supply, and therefore our operations, may be adversely affected by various factors, including labour disruptions affecting our Newsprint Supplier or the cessation of operations of our Newsprint Supplier.

In addition, since our newspaper operations are labour intensive and located across Canada, our newspaper business has a relatively high fixed-cost structure. During periods of economic contraction, our revenues may decrease while certain costs remain fixed, resulting in reduced earnings.

***The launch of new specialty services may not be as profitable as anticipated.***

We are investing in the launch of new specialty services in our Broadcasting operations. During the period immediately following the launch of a new specialty service, subscription revenues are always relatively modest, while initial operating expenses may prove more substantial. Furthermore, although we believe in the potential associated with this strategy, there is a possibility that the anticipated profitability could take several years to materialize or may never materialize.

***We may be adversely affected by the loss of key customers.***

Our Media segment's businesses are based primarily on customer satisfaction with reliability, timeliness, quality and price and, in general, we do not have long-term or exclusive service agreements with our customers. We are unable to predict if, or when, our customers will purchase our services. There can be no assurance that the revenues generated from key customers, individually or in the aggregate, will reach or exceed historical levels in any future period, or that we will be able to develop relationships with new customers. We cannot assure you that we will continue to maintain favorable relationships with these customers or that they will not be adversely affected by economic conditions.

***We provide our digital television, Internet access and cable telephony services through a single clustered network, which may be more vulnerable to widespread disruption.***

We provide our digital television, Internet access and cable telephony services through a primary headend and our analog television services through twelve additional regional headends in our single clustered network. Despite available emergency backup or replacement sites, a failure in our primary headend, including exogenous threats, such as natural disasters, sabotage or terrorism, or dependence on certain external infrastructure providers (such as electric utilities), could prevent us from delivering some of our products and services throughout our network until the failure has been resolved, which may result in significant customer dissatisfaction, loss of revenues and potential civil litigation.

***We are dependent upon our information technology systems and those of certain third-parties. The inability to enhance our systems, or to protect them from a security breach, disaster or cyber-security threat, could have an adverse impact on our financial results and operations.***

The day-to-day operation of our business is highly dependent on information technology systems, including those of certain third-party suppliers. An inability to maintain and enhance our existing information technology systems or obtain new systems to accommodate additional customer growth or to support new products and services could have an adverse impact on our ability to acquire new subscribers, retain existing customers, produce accurate and timely billing, generate revenue growth and manage operating expenses, all of which could adversely impact our financial results and position. In addition, although we use industry standard networks and established information technology security and



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survivability/disaster recovery practices, a security breach, disaster, cyber-security threat or a violation of our Internet security could have a material adverse effect on our reputation, business, prospects, financial condition and results of operations.

***We may not be able to protect our services from piracy, which may have an adverse effect on our customer base and lead to a possible decline in revenues.***

In our cable, Internet access and telephony business, we may not be able to protect our services and data from piracy. We may be unable to prevent electronic attacks to gain unauthorized access to our network, analog and digital programming, and our Internet access services. We use encryption technology to protect our cable signals from unauthorized access and to control programming access based on subscription packages. We may not be able to develop or acquire adequate technology to prevent unauthorized access to our network, programming and data, which may have an adverse effect on our customer base and lead to a possible decline in our revenues as well as significant remediation costs and legal claims.

***Malicious and abusive Internet practices could impair our cable data services.***

Our cable data customers utilize our network to access the Internet and, as a consequence, we or they may become a victim of common malicious and abusive Internet activities, such as unsolicited mass advertising (or spam) and dissemination of viruses, worms and other destructive or disruptive software. These activities could have adverse consequences on our network and our customers, including deterioration of service, excessive call volume to call centers and damage to our customers' equipment and data or ours. Significant incidents could lead to customer dissatisfaction and, ultimately, to loss of customers or revenues, in addition to increased costs to service our customers and protect our network. Any significant loss of cable data, customers or revenue, or a significant increase in the costs of serving those customers could adversely affect our reputation, growth, business, prospects, financial condition and results of operations.

***We depend on third-party suppliers and providers for services, information and other items critical to our operations.***

We depend on third-party suppliers and providers for certain services, hardware and equipment that are critical to our operations and network evolution. These materials and services include set-top boxes, mobile telephony handsets and network equipment, cable and telephony modems, servers and routers, fibre-optic cable, telephony switches, inter-city links, support structures, software, the "backbone" telecommunications network for our Internet access and telephony services, and construction services for expansion and upgrades of our cable and mobile networks. These services and equipment are available from a limited number of suppliers and therefore we face the risks of supplier disruption, including business difficulties, restructuring or supply-chain issues. If no supplier can provide us with the equipment or services that we require or that comply with evolving Internet and telecommunications standards or that are compatible with our other equipment and software, our business, financial condition and results of operations could be materially adversely affected. In addition, if we are unable to obtain critical equipment, software, services or other items on a timely basis and at an acceptable cost, our ability to offer our products and services and roll out our advanced services may be delayed, and our business, financial condition and results of operations could be materially adversely affected.

In addition, we obtain proprietary content critical to our operations through licensing arrangements with content providers. Some providers may seek to increase fees for providing their proprietary content. If we are unable to renegotiate commercially acceptable arrangements with these content providers or find alternative sources of equivalent content, our Media operations may be adversely affected.

***We may be adversely affected by litigation and other claims.***

In the normal course of business, we are involved in various legal proceedings and other claims relating to the conduct of our business. Although, in the opinion of our management, the outcome of current pending claims and other litigation is not expected to have a material adverse effect on our reputation, results of operations, liquidity or financial position, a negative outcome in respect of any such claim or litigation could have such an adverse effect. Moreover, the cost of defending against lawsuits and diversion of management's attention could be significant. See also "Item 8. Financial Information – Legal Proceedings" in this annual report.



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***We may be adversely affected by strikes and other labour protests.***

At December 31, 2014, approximately 45% of our employees were represented by collective bargaining agreements. Through our subsidiaries, we are currently party to 77 collective bargaining agreements.

We currently have no labour disputes nor do we currently anticipate any such labour dispute in the near future.

We can neither predict the outcome of current or future negotiations relating to labour disputes, if any, union representation or renewal of collective bargaining agreements, nor guarantee that we will not experience future work stoppages, strikes or other forms of labour protests pending the outcome of any current or future negotiations. If our unionized workers engage in a strike or any other form of work stoppage, we could experience a significant disruption to our operations, damage to our property and/or interruption to our services, which could adversely affect our business, assets, financial position, results of operations and reputation. Even if we do not experience strikes or other forms of labour protests, the outcome of labour negotiations could adversely affect our business and results of operations. Such could be the case if current or future labour negotiations or contracts were to further restrict our ability to maximize the efficiency of our operations. In addition, our ability to make short-term adjustments to control compensation and benefits costs is limited by the terms of our collective bargaining agreements.

***Our defined benefit pension plans are currently underfunded and our pension funding requirements could increase significantly due to a reduction in funded status as a result of a variety of factors.***

The economic cycle and employee demographics could have a negative impact on the funding of our defined benefit pension plans and related expenditures. There is no guarantee that the expenditures and contributions required to fund these pension plans will not increase in the future and therefore negatively impact our operating results and financial position. Risks related to the funding of defined benefit plans may materialize if total obligations with respect to a pension plan exceed the total value of its trust fund. Shortfalls may arise due to lower-than-expected returns on investments, changes in the discount rate used to assess the pension plan's obligations, and actuarial losses.

***We may be adversely affected by exchange rate fluctuations.***

Most of our revenues and expenses are denominated in Canadian dollars. However, certain expenditures, such as the purchase of set-top boxes and cable modems, mobile devices (handsets) and certain capital expenditures, including certain costs related to the development and maintenance of our mobile network, are paid in U.S. dollars. Also, a substantial portion of our debt is denominated in U.S. dollars, and interest, principal and premium, if any, are payable in U.S. dollars. For the purposes of financial reporting, any change in the value of the Canadian dollar against the U.S. dollar during a given financial reporting period would result in a foreign exchange gain or loss on the translation of any unhedged U.S. dollar-denominated debt into Canadian dollars. Consequently, our reported earnings and debt could fluctuate materially as a result of foreign-exchange gains or losses. Although we have entered into transactions to hedge the exchange rate risk with respect to our U.S. dollar-denominated debt outstanding at December 31, 2014, and we intend in the future to enter into such transactions for new U.S. dollar-denominated debt, these hedging transactions could, in certain circumstances, prove economically ineffective and may not be successful in protecting us against exchange rate fluctuations, or we may in the future be required to provide cash and other collateral to secure our obligations with respect to such hedging transactions, or we may in the future be unable to enter into such transactions on favorable terms, or at all.

In addition, certain cross-currency interest rate swaps entered into by us and our subsidiaries include an option that allows each party to unwind the transaction on a specific date at the then settlement amount.

The fair value of the derivative financial instruments we are party to is estimated using period-end market rates and reflects the amount we would receive or pay if the instruments were terminated and settled at those dates, as adjusted for counterparties' non-performance risk. At December 31, 2014, the net aggregate fair value of our cross-currency interest rate swaps and foreign-exchange forward contracts was in a net asset position of \$298.1 million on a consolidated basis. See also "Item 11. Quantitative and Qualitative Disclosures About Market Risk" of this annual report.



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Certain of the commodities we consume in our daily operations are traded on commodities exchanges or are negotiated on their respective markets in U.S. dollars and, therefore, although we pay our suppliers in Canadian dollars, the prices we pay for such commodities may be affected by fluctuations in the exchange rate. We may in the future enter into transactions to hedge the exchange rate risk related to the prices of some of those commodities. However, fluctuations of the exchange rate for our commodities purchases that are not hedged could affect the prices we pay for such commodities and could have an adverse effect on our results of operations.

***The volatility and disruptions in the capital and credit markets could adversely affect our business, including the cost of new capital, our ability to refinance our scheduled debt maturities and meet our other obligations as they become due.***

The capital and credit markets have experienced significant volatility and disruption over the last several years, resulting in periods of upward pressure on the cost of new debt capital and severe restrictions in credit availability for many companies. In such periods, the disruptions in the capital and credit markets have also resulted in higher interest rates or greater credit spreads on issuance of debt securities and increased costs under credit facilities. Disruptions in the capital and credit markets could increase our interest expense, thereby adversely affecting our results of operations and financial position.

Our access to funds under our existing credit facilities is dependent on the ability of the financial institutions that are parties to those facilities to meet their funding commitments. Those financial institutions may not be able to meet their funding commitments if they experience shortages of capital and liquidity or if they experience excessive volumes of borrowing requests within a short period of time. Moreover, the obligations of the financial institutions under our credit facilities are several and not joint and, as a result, a funding default by one or more institutions does not need to be made up by the others.

Extended periods of volatility and disruptions in the capital and credit markets as a result of uncertainty, changing or increased regulation of financial institutions, reduced financing alternatives or failures of significant financial institutions could adversely affect the availability and the affordability of funding needed for our businesses in the longer term. Such disruptions could require us to take measures to conserve cash until the markets stabilize or until alternative credit arrangements or other funding for our business needs can be arranged. Market disruptions and broader economic challenges may lead to lower demand for certain of our products and increased incidences of customer inability to pay or timely pay for the services or products that we provide. Events such as these could adversely impact our results of operations, cash flows, financial position and prospects.

***A failure to adopt an ethical business conduct may adversely affect our reputation.***

Any failure or perceived failure to adhere to our policies, the law or ethical business practices could significantly affect our reputation and brands and could therefore negatively impact our financial performance. Our framework for managing ethical business conduct includes the adoption of a Code of Ethics which our directors and employees are required to acknowledge and agree to on a regular basis, and as part of an independent audit and security function, maintenance of a whistle-blowing hotline. There can be no assurance that these measures will be effective to prevent violations or perceived violations of law or ethical business practices.

***Subject to the realization of various conditions and factors, we may have to record, in the future, asset impairment charges, which could be material and could adversely affect our future reported results of operations and equity.***

We have recorded in the past asset impairment charges which, in some cases, have been material. Subject to the realization of various factors, including, but not limited to, weak economic or market conditions, we may be required to record in the future, in accordance with IFRS accounting valuation principles, additional non-cash impairment charges if the carrying value of an asset in our financial statements is in excess of its recoverable value. Any such asset impairment charge could be material and may adversely affect our future reported results of operations and equity, although such charges would not affect our cash flow.



*We perform acquisitions, dispositions, business combinations, or joint ventures from time to time which may involve significant risks and uncertainties.*

From time to time, we engage in discussions and activities with respect to possible acquisitions, dispositions, business combinations, or joint ventures intended to complement or expand our business, some of which may be significant transactions for us and involve significant risks and uncertainties. We may not realize the anticipated benefit from any of the transactions we pursue, and may have difficulty incorporating or integrating any acquired business. Regardless of whether we consummate any such transaction, the negotiation of a potential transaction (including associated litigation), as well as the integration of any acquired business, could require us to incur significant costs and cause diversion of management's time and resources and disrupt our business operations. We could face several challenges in the consolidation and integration of information technology, accounting systems, personnel and operations.

If we determine to sell individual properties or other assets or businesses, we will benefit from the net proceeds realized from such sales. However, our revenues may suffer in the long term due to the disposition of a revenue generating asset, or the timing of such dispositions may be poor, causing us to fail to realize the full value of the disposed asset, all of which may diminish our ability to repay our indebtedness at maturity.

Any of the foregoing could have a material adverse effect on our business, financial condition, operating results, liquidity and prospects.

*The competition for retail locations and the consolidation of independent retailers may adversely affect the expansion of our Telecommunications business' sale network.*

The competition to offer products in the best available retail commercial spaces is fierce in the telecommunications business. Some of our Telecommunications business' competitors have pursued a strategy to sell their products through independent retailers to extend their presence on the market and some of our competitors have also acquired certain independent retailers and created new distribution networks. This may result in limiting the expansion of our retail network and may contribute to isolate us from our competitors, which could have an adverse effect on our business, prospects and results of operation.

#### **Risks Relating to Regulation**

*We are subject to extensive government regulation and policy-making. Changes in government regulation or policies could adversely affect our business, financial condition, prospects and results of operations.*

Our operations are subject to extensive government regulation and policy-making in Canada. Laws and regulations govern the issuance, amendment, renewal, transfer, suspension, revocation and ownership of broadcast programming and distribution licenses. With respect to distribution, regulations govern, among other things, the distribution of Canadian and non-Canadian programming services and the maximum fees to be charged to the public in certain circumstances. There are significant restrictions on the ability of non-Canadian entities to own or control broadcasting licenses and telecommunications carriers in Canada, although the federal government recently eliminated the foreign ownership restrictions on telecommunications companies with less than 10 percent of total Canadian telecommunications market revenues. Our broadcasting distribution and telecommunications operations (including Internet access service) are regulated respectively by the *Broadcasting Act* (Canada) (the "**Broadcasting Act**") and the *Telecommunications Act* and regulations thereunder. The CRTC, which administers the *Broadcasting Act* and the *Telecommunications Act*, has the power to grant, amend, suspend, revoke and renew broadcasting licenses, approve certain changes in corporate ownership and control, and make regulations and policies in accordance with the *Broadcasting Act* and the *Telecommunications Act*, subject to certain directions from the federal cabinet. For instance, the CRTC recently adopted a new *Wireless Code* which regulates numerous aspects of the provision of retail wireless services. Our wireless and cable operations are also subject to technical requirements, license conditions and performance standards under the *Radiocommunication Act* (Canada) (the "**Radiocommunication Act**"), which is administered by Industry Canada.

In addition, laws relating to communications, data protection, e-commerce, direct marketing and digital advertising and the use of public records have become more prevalent in recent years. Existing and proposed legislation



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and regulations, including changes in the manner in which such legislation and regulations are interpreted by courts in Canada, the United States and other jurisdictions may impose limits on our collection and use of certain kinds of information. On December 17, 2014, an amendment to the Telecommunications Act and the Radiocommunication Act was adopted to give to the CRTC and Industry Canada the power to impose monetary sanctions for failure to comply with current regulations. For a more extensive description of the regulatory environment affecting our business, see “Item 4. Information on the Corporation – Regulation”.

Changes to the laws, regulations and policies governing our operations, the introduction of new laws, regulations, policies or terms of license, the issuance of new licenses, including additional spectrum licenses to our competitors or changes in the treatment of the tax deductibility of advertising expenditures could have a material adverse effect on our business (including how we provide products and services), financial condition, prospects and results of operations. In addition, we may incur increased costs in order to comply with existing and newly adopted laws and regulations or penalties for any failure to comply. It is difficult to predict in what form laws and regulations will be adopted or how they will be construed by the relevant courts, or the extent to which any changes might adversely affect us.

***We may be adversely affected if we do not qualify for government programs or if such programs do not constitute sufficient incentives to producers.***

We take advantage of several government programs designed to support production and distribution of televisual and cinematographical products and magazine publishing in Canada, including federal and provincial refundable tax credits. There can be no assurance that the local cultural incentive programs which we may access in Canada will continue to be available in the future or will not be reduced, amended or eliminated. Any future reductions or other changes in the policies or rules of application in Canada or in any of its provinces in connection with these government incentive programs, including any change in the Québec or the federal programs providing for refundable tax credits, could increase the cost of acquiring and producing Canadian programs which are required to be broadcasted and may have a material adverse effect on our financial condition and results of operations. Canadian content programming is also subject to certification by various agencies of the federal government. If programming fails to so qualify, we would not be able to use the programs to meet Canadian content programming obligations and might not qualify for certain Canadian tax credits and government incentives.

To ensure that we maintain minimum levels of Canadian ownership under the Broadcasting Act and other legislation under which it derives the benefit of tax credits and industry incentives, we have placed constraints on the issue and transfer of the shares of certain of our subsidiaries.

In addition, the Canadian and provincial governments currently provide grants and incentives to attract foreign producers and support domestic film and television production. Many of the major studios and other key customers of our Studios, Equipment and Post-Production Business, as well as content producers for our television broadcasting and production operations, finance a portion of their production budgets through Canadian governmental incentive programs, including federal and provincial tax credits. There can be no assurance that the government grants and incentive programs presently being offered to participants in the film and television production industry will continue at their present levels or at all. If such grants or incentives are reduced or discontinued, the level of activity in the motion picture and television industries may be reduced, as a result of which our results of operations and financial condition might be adversely affected.

The successful tax credit model of Québec and other provinces in Canada has been copied by other jurisdictions around the world, including by many states in the United States of America. Some producers may select locations other than Québec to take advantage of tax credit programs they may conclude to be more or as attractive as those Québec offers. Other factors such as director or star preference may also have the effect of productions being shot in a location other than Québec, may have a material adverse effect on our business, financial condition and results of operations.

***Industry Canada may not renew Videotron’s AWS or 700 MHz licenses on acceptable terms, or at all.***

Videotron’s AWS licenses were issued in December 2008 for a 10-year term. At least two years before the end of this term, and any subsequent term, Videotron may apply for a renewed license for a term of up to 10 years. AWS license renewal, including whether license fees should apply for a subsequent license term, will be subject to a public consultation process initiated in the eighth year of the license.





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Videotron’s 700 MHz licenses were issued in April 2014 for a 20-year term. At the end of this term, Videotron expects that new licenses will be issued for a subsequent term through a renewal process, unless a breach of license condition by Videotron has occurred, a fundamental reallocation of spectrum to a new service is required, or in the event that an overriding policy need arises. The process for issuing or renewing licenses after this term, including the terms and conditions of the new licenses and whether license fees should apply for a subsequent license term, are expected to be determined by the Minister of Industry (Canada) following a public consultation.

***We are required to provide third-party ISPs with access to our cable systems, which may result in increased competition.***

The largest cable operators in Canada, including Videotron, have been required by the CRTC to provide third-party ISPs with access to their cable systems at mandated cost-based rates. Several third-party ISPs are interconnected to our cable network and are thereby providing retail Internet access services.

The CRTC also requires large cable carriers, such as us, to allow third party ISPs to provide telephony and networking (LAN/VPN) applications in addition to retail Internet access services. As a result of these requirements, we may experience increased competition for retail cable Internet and residential telephony customers.

In a notice of consultation issued on October 15, 2013, the CRTC initiated a comprehensive review of wholesale services and associated policies. Among the issues considered in this proceeding are whether to extend mandatory wholesale high-speed access services to include fibre-to-the-premises (FTTP) services, or alternatively whether the CRTC should forbear from regulating any existing wholesale services, as well as the approaches and principles the CRTC relies on to set rates for wholesale services. A public hearing on these matters took place in November and December, 2014, and a ruling is expected by April 2015. As a result of this proceeding, we may experience increased competition for retail cable Internet and telephony customers. In addition, because our third-party Internet access rates are regulated by the CRTC, we could be limited in our ability to recover our costs associated with providing this access.

***We are subject to a variety of environmental laws and regulations.***

We are subject to a variety of environmental laws and regulations. Some of our facilities are subject to federal, provincial, state and municipal laws and regulations concerning, for example, emissions to the air, water and sewer discharge, the handling and disposal of hazardous materials and waste, recycling, soil remediation of contaminated sites, or otherwise relating to the protection of the environment. In addition, laws and regulations relating to workplace safety and worker health, which, among other things, regulate employee exposure to hazardous substances in the workplace, also govern our operations. Failure to comply with present or future laws or regulations could result in substantial liability for us.

Environmental laws and regulations and their interpretation have changed rapidly in recent years and may continue to do so in the future. For instance, most Canadian provinces have recently implemented Extended Producer Responsibility (EPR) regulations in order to encourage sustainability practices such as the “Ecological recovery and reclamation of electronic products”, which sets certain recovery targets and which may require us to monitor and adjust our practices in the future.

Our properties, as well as areas surrounding those properties, particularly those in areas of long-term industrial use, may have had historic uses, or may have current uses, in the case of surrounding properties, which may affect our properties and require further study or remedial measures. We cannot provide assurance that all environmental liabilities have been determined, that any prior owner of our properties did not create a material environmental condition not known to us, that a material environmental condition does not otherwise exist on any of our properties, or that expenditure will not be required to deal with known or unknown contamination.

We own, through one of our subsidiaries, certain studios and vacant lots, some of which are located on a former landfill, with the presence of gas-emitting waste. As a result, the operation and ownership of these studios and vacant lots carries an inherent risk of environmental and health and safety liabilities for personal injuries, property damage, release of hazardous materials, remediation and clean-up costs and other environmental damages (including potential civil actions, compliance or remediation orders, fines and other penalties), and may result in being involved from time to time in administrative and judicial proceedings relating to such matters, which could have a material adverse effect on our business, financial condition and results of operations.



**Concerns about alleged health risks relating to radiofrequency emissions may adversely affect our business.**

Some studies have alleged links between radiofrequency emissions from certain wireless devices and cell sites and various health problems or possible interference with electronic medical devices, including hearing aids and pacemakers. All our cell sites comply with applicable laws and we rely on our suppliers to ensure that the network equipment and customer equipment supplied to us meets all applicable safety requirements. While there is no definitive evidence of harmful effects from exposure to radiofrequency emissions when the limits imposed by applicable laws and regulations are complied with, additional studies of radiofrequency emissions are ongoing and we cannot be sure that the results of any such future studies will not demonstrate a link between radiofrequency emissions and health problems.

The current concerns over radiofrequency emissions or perceived health risks of exposure to radiofrequency emissions could lead to additional governmental regulation, diminished use of wireless services, including Videotron's, or expose us to potential litigation. Any of these could have a material adverse effect on our business, prospects, revenues, financial condition and results of operations.

**Risks Relating to our Senior Notes and our Capital Structure**

***Our indebtedness and significant interest payment requirements could adversely affect our financial condition and therefore make it more difficult for us to fulfill our obligations, including our obligations under our Senior Notes.***

We currently have a substantial amount of debt and significant interest payment requirements. As at December 31, 2014, we had \$5.21 billion of consolidated long-term debt (long-term debt plus bank borrowings). Our indebtedness could have significant consequences, including the following:

- increase our vulnerability to general adverse economic and industry conditions;
- require us to dedicate a substantial portion of our cash flow from operations to making interest and principal payments on our indebtedness, reducing the availability of our cash flow to fund capital expenditures, working capital and other general corporate purposes;
- limit our flexibility in planning for, or reacting to, changes in our businesses and the industries in which we operate;
- place us at a competitive disadvantage compared to our competitors that have less debt or greater financial resources; and
- limit, along with the financial and other restrictive covenants in our indebtedness, our ability to, among other things, borrow additional funds on commercially reasonable terms, if at all.

Although we have significant indebtedness, as at December 31, 2014, we had approximately \$1.03 billion available for additional borrowings under our existing credit facilities on a consolidated basis, and the indentures governing our outstanding Senior Notes permit us to incur substantial additional indebtedness in the future. If we or our subsidiaries incur additional debt, the risks we now face as a result of our leverage could intensify. For more information regarding our long-term debt and its maturities, refer to Note 20 to our audited consolidated financial statements for the year ended December 31, 2014 included under "Item 18. Financial Statements" of this annual report. See also the risk factor "— Restrictive covenants in our outstanding debt instruments may reduce our operating and financial flexibility, which may prevent us from capitalizing on certain business opportunities."

***Restrictive covenants in our outstanding debt instruments may reduce our operating and financial flexibility, which may prevent us from capitalizing on certain business opportunities.***

Our senior secured credit facilities and the respective indentures governing our Senior Notes contain a number of operating and financial covenants restricting our ability to, among other things:

- incur indebtedness;



- create liens;
- pay dividends on or redeem or repurchase our stock;
- make certain types of investments;
- restrict dividends or other payments from restricted subsidiaries;
- enter into transactions with affiliates;
- issue guarantees of debt; and
- sell assets or merge with other companies.

If we are unable to comply with these covenants and are unable to obtain waivers from our creditors, we would be unable to make additional borrowings under our credit facilities, our indebtedness under these agreements would be in default and that could, if not cured or waived, result in an acceleration of such indebtedness and cause cross-defaults under our other debt, including our Senior Notes. If our indebtedness is accelerated, we may not be able to repay our indebtedness or borrow sufficient funds to refinance it, and any such prepayment or refinancing could adversely affect our financial condition. In addition, if we incur additional debt in the future or refinance existing debt, we may be subject to additional covenants, which may be more restrictive than those to which we are currently subject. Even if we are able to comply with all applicable covenants, the restrictions on our ability to manage our business in our sole discretion could adversely affect our business by, among other things, limiting our ability to take advantage of financings, mergers, acquisitions and other corporate opportunities that we believe would be beneficial to us.

***We are a holding company and depend on our subsidiaries to generate sufficient cash flow to meet our debt service obligations, including payments on our Senior Notes.***

We are a holding company and a substantial portion of our assets are the capital stock of our subsidiaries. As a holding company, we conduct substantially all of our business through our subsidiaries, which generate substantially all of our revenues. Consequently, our cash flow and ability to service our debt obligations, including our outstanding Senior Notes, are dependent on the cash flow of our existing and future subsidiaries and the distribution of this cash flow to us, or on loans, advances or other payments made by these entities to us. The ability of these entities to pay dividends or make loans, advances or payments to us will depend on their operating results and will be subject to applicable laws and contractual restrictions contained in the instruments governing their debt. Videotron has several series of debt securities outstanding and both Videotron and TVA Group have credit facilities that limit their ability to distribute cash to us. In addition, if our existing or future subsidiaries incur additional debt in the future or refinance existing debt, we may be subject to additional contractual restrictions contained in the instruments governing that debt, which may be more restrictive than those to which we are currently subject to.

The ability of our subsidiaries to generate sufficient cash flow from operations to allow us to make scheduled payments on our debt obligations will depend on their future financial performance, which will be affected by a range of economic, competitive and business factors as well as structural changes, many of which are outside of our or their control. If the cash flow and earnings of our operating subsidiaries and the amount that they are able to distribute to us, as dividends or otherwise, are not sufficient for us, we may not be able to satisfy our debt obligations. If we are unable to satisfy our debt obligations, we may have to undertake alternative financing plans, such as refinancing or restructuring our debt, selling assets, reducing or delaying capital investments, or seeking to raise additional capital. We can provide no assurance that any such alternative refinancing would be possible, that any assets could be sold, or, if sold, of the timing of the sales and the amount of proceeds realized from those sales, that additional financing could be obtained on acceptable terms, if at all, or that additional financing would be permitted under the terms of our various debt instruments then in effect. Our inability to generate sufficient cash flow to satisfy our debt obligations, or to refinance these obligations on commercially reasonable terms, could have a material adverse effect on our business, financial condition, results of operations and prospects.



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***We may be required from time to time to refinance certain of our indebtedness. Our inability to do so on favorable terms, or at all, could have a material adverse effect on us.***

We may be required from time to time to refinance certain of our existing debt at or prior to maturity. Our ability and our subsidiaries' ability to obtain additional financing to repay such existing debt at maturity will depend upon a number of factors, including prevailing market conditions, credit availability and our operating performance. There can be no assurance that any such financing will be available to us on favorable terms, or at all. See also the risk factor "— The volatility and disruptions in the capital and credit markets could adversely affect our business, including the cost of new capital, our ability to refinance our scheduled debt maturities and meet our other obligations as they become due."

***There is no public market for our Senior Notes.***

There is currently no established trading market for our issued and outstanding Senior Notes and we do not intend to apply for listing of any of our Senior Notes on any securities exchange or to arrange for any quotation on any automated dealer quotation systems. No assurance can be given as to the prices or liquidity of, or trading markets for, any series of our Senior Notes. The liquidity of any market for our Senior Notes will depend upon the number of holders of our Senior Notes, the interest of securities dealers in making a market in our Senior Notes, prevailing interest rates, the market for similar securities and other factors, including general economic conditions, our financial condition and performance and our prospects. The absence of an active market for our Senior Notes could adversely affect their market price and liquidity.

In addition, the market for non-investment grade debt has historically been subject to disruptions that have caused volatility in prices of securities. It is possible that the market for our Senior Notes will be subject to such disruptions. Any such disruptions may have a negative effect on a holder's ability to sell our Senior Notes, regardless of our prospects and financial performance.

***We may not be able to finance an offer to purchase our Senior Notes following a change of control as required by the respective indentures governing our Senior Notes because we may not have sufficient funds at the time of the change of control or our senior secured credit facilities may not allow the repurchases.***

If we experience certain change of control events, as specified in the respective indentures governing our Senior Notes, we may be required to make an offer to repurchase all of our Senior Notes prior to maturity. We can provide no assurance that we will have sufficient funds or be able to arrange for additional financing to repurchase our Senior Notes following such change of control. There is no sinking fund with respect to our outstanding Senior Notes.

In addition, a change of control would be an event of default under our senior secured credit facilities. Any future credit agreement or other agreements relating to our senior indebtedness to which we become a party may contain similar provisions. Our failure to repurchase our Senior Notes if required upon a change of control would, pursuant to the terms of the respective indentures governing our outstanding Senior Notes, constitute an event of default under such indentures. Any such default could, in turn, constitute an event of default under future indebtedness, any of which may cause the related debt to be accelerated after the expiry of any applicable notice or grace periods. If debt were to be accelerated, we may not have sufficient funds to repurchase our Senior Notes and repay the debt.

***Canadian bankruptcy and insolvency laws may impair the trustees' ability to enforce remedies under the indentures governing our Senior Notes or the Senior Notes themselves.***

The rights of the trustees, who represent the holders of our Senior Notes, to enforce remedies could be delayed by the restructuring provisions of applicable Canadian federal bankruptcy, insolvency and other restructuring legislation if the benefit of such legislation is sought with respect to us. For example, both the *Bankruptcy and Insolvency Act* (Canada) and the *Companies' Creditors Arrangement Act* (Canada) (the "CCAA") contain provisions enabling an insolvent person to obtain a stay of proceedings against its creditors and to file a proposal to be voted on by the various classes of its affected creditors. A restructuring proposal, if accepted by the requisite majorities of each affected class of creditors, and if approved by the relevant Canadian court, would be binding on all creditors within each affected class, including those creditors that did not vote to accept the proposal. Moreover, this legislation, in certain instances, permits the insolvent debtor to retain possession and administration of its property, subject to court oversight, even though it may be in default under the applicable debt instrument, during the period that the stay against proceedings remains in place. In addition, it may be possible in certain circumstances to restructure certain debt obligations under the corporate governing statute applicable to the debtor.



The powers of the court under the *Bankruptcy and Insolvency Act* (Canada) and particularly under the CCAA have been interpreted and exercised broadly so as to protect a restructuring entity from actions taken by creditors and other parties. Accordingly, we cannot predict whether payments under our outstanding Senior Notes would be made during any proceedings in bankruptcy, insolvency or other restructuring, whether or when the trustees could exercise their respective rights under the respective indentures governing each series of our Senior Notes or whether and to what extent holders of our Senior Notes would be compensated for any delays in payment, if any, of principal, interest and costs, including the fees and disbursements of the respective trustees.

***Non-U.S. holders of our Senior Notes are subject to restrictions on the transfer or resale of our Senior Notes.***

Although we have registered certain series of our Senior Notes under the Securities Act, we did not, and we do not intend to, qualify our Senior Notes by prospectus in Canada, and, accordingly, the Senior Notes remain subject to restrictions on resale and transfer in Canada. In addition, non-U.S. holders remain subject to restrictions imposed by the jurisdiction in which the holder is resident.

***U.S. investors in our Senior Notes may have difficulties enforcing civil liabilities.***

We are incorporated under the laws of the Province of Québec. Substantially all of our directors, controlling persons and officers are residents of Canada or other jurisdictions outside the United States, and all or a substantial portion of their assets and substantially all of our assets are located outside the United States. We have agreed, in accordance with the terms of the respective indentures governing each series of our Senior Notes (other than our Canadian-dollar denominated Senior Notes), to accept service of process in any suit, action or proceeding with respect to the indentures or such Senior Notes brought in any federal or state court located in New York City by an agent designated for such purpose, and to submit to the jurisdiction of such courts in connection with such suits, actions or proceedings. However, it may be difficult for holders of our Senior Notes to effect service of process within the United States upon directors, controlling persons, officers and experts who are not residents of the United States or to enforce against us or them in the United States upon judgments of courts of the United States predicated upon civil liability under United States federal or state securities laws or other laws of the United States. In addition, there is doubt as to the enforceability in Canada of liabilities predicated solely upon United States federal or state securities laws against us or against our directors, controlling persons, officers and experts who are not residents of the United States, in original actions or in actions for enforcement of judgments of courts of the United States.

***Although our Senior Notes are referred to as “senior notes,” they are effectively subordinated to our secured indebtedness and structurally subordinated to the liabilities of our subsidiaries.***

Our Senior Notes are unsecured and, therefore, are effectively subordinated to any secured indebtedness that we may incur to the extent of the assets securing such indebtedness. In the event of a bankruptcy or similar proceeding involving us, the assets that serve as collateral for any secured indebtedness will be available to satisfy the obligations under the secured indebtedness before any payments are made on the Senior Notes. The Senior Notes are effectively subordinated to any borrowings under our senior secured credit facilities. In addition, our senior secured credit facilities and the respective indentures governing our Senior Notes permit us to incur additional secured indebtedness in the future, which could be significant.

Our subsidiaries do not guarantee the Senior Notes and have no obligation, contingent or otherwise, to pay amounts due under the Senior Notes or to make any funds available to pay those amounts, whether by dividend, distribution, loan or other payment. Holders of Senior Notes do not have a claim as a creditor against our subsidiaries. The Senior Notes are, therefore, structurally subordinated to all indebtedness and other obligations of our subsidiaries. In the event of insolvency, liquidation, reorganization, dissolution or other winding up of any such subsidiary, all of such subsidiary’s creditors (including trade creditors) would be entitled to payment in full out of such subsidiary’s assets before the holders of our Senior Notes would be entitled to any payment.



## ITEM 4 — INFORMATION ON THE CORPORATION

### A - History and Development of Quebecor Media

Our legal and commercial name is Quebecor Media Inc. Our registered office is located at 612 St-Jacques Street, Montréal, Québec, Canada H3C 4M8, and our telephone number is (514) 380-1999. Our corporate website may be accessed through the URL <http://www.quebecor.com>. The information found on our corporate website or on any other website to which we refer in this annual report does not, however, form part of this annual report and is not incorporated by reference herein. Our agent for service of process in the United States is CT Corporation System, 111 Eighth Avenue, New York, New York 10011.

Quebecor Media was incorporated in Canada on August 8, 2000 under Part 1A of the *Companies Act* (Québec) (since February 14, 2011, the *Business Corporations Act* (Québec)).

Since December 31, 2011, we have undertaken and/or completed several business acquisitions, combinations, divestitures and business development projects and financing transactions through our direct and indirect subsidiaries, including, among others, the following:

- We have continued to actively pursue the roll-out of Videotron’s mobile network. As of December 31, 2014, Videotron’s mobile telephony services covered the Province of Québec (7.4 million persons) and Eastern Ontario. During 2014, we activated 128,452 net new lines on our advanced mobile network at a pace of approximately 10,704 net new lines per month, bringing our total mobile customer base to 632,766 activated lines.
- On March 20, 2015, TVA Group announced the closing of its rights offering in each of the provinces of Canada pursuant to a short form prospectus dated February 4, 2015, in which all holders of TVA’s outstanding Class A common shares and Class B non-voting shares (“**Class B Non-Voting Shares**”), subject to applicable law, received rights to subscribe for Class B Non-Voting Shares on an equitable and proportional basis (the “**TVA Rights Offering**”) for aggregate gross proceeds of approximately \$110.0 million. In accordance with a standby commitment agreement entered into with TVA Group on January 16, 2015, TVA Group paid to Quebecor Media a standby commitment fee of \$1.1 million, representing 1% of the aggregate gross proceeds of the TVA Rights Offering. In connection with the TVA Rights Offering, Quebecor Media subscribed for 17,300,259 additional Class B Non-Voting Shares of TVA Group.
- On March 11, 2015, Videotron announced that it had issued a notice of redemption for all of its outstanding 6 <sup>3</sup>/<sub>8</sub>% Senior Notes due December 15, 2015. The redemption is anticipated to be completed on April 10, 2015.
- On March 11, 2015, Videotron announced a transaction whereby it acquired 4Degrees Colocation and its data centre, the largest in Québec City, for cash consideration of \$31.5 million, which could increase to \$35.5 million if certain targets are reached. 4Degrees Colocation is one of the few data centres in the Province of Québec to be Tier III certified by the Uptime Institute, an international standard that recognizes maximum reliability and operational sustainability.
- On March 6, 2015, Industry Canada announced that Videotron was the successful bidder for four 30 MHz licenses in the auction for AWS-3 commercial mobile spectrum. We obtained the 30 MHz licenses for Eastern Québec, Southern Québec, Northern Québec and Eastern Ontario / Outaouais, covering 100% of Québec’s population and that of the Ottawa region, for a total price of \$31.8 million.
- On February 12, 2015, Quebecor Media announced the entering into of a 10-year agreement with *Société de transport de Lévis* pursuant to which we will install, maintain, manage and advertise on *Société de transport de Lévis*’ transit and bus shelters. On July 23, 2014, Quebecor Media announced the entering into of a 20-year agreement with *Société de transport de Laval* which began on August 1, 2014, pursuant to which we will install, maintain, manage and advertise on *Société de transport de Laval*’s bus shelters.



This followed Quebecor Media's selection on June 21, 2012, following an invitation to tender, to install, maintain and manage the advertising on *Société de transport de Montréal* (STM) bus shelters for the next 20 years.

- On February 3, 2015, Quebecor Media announced a strategic partnership for the operation of the new Québec City multipurpose arena (the "**Québec City Arena**") with (i) Live Nation Entertainment, including two of its main divisions, namely Live Nation Concerts, the global market leader in concert production, and the Ticketmaster ticketing service, which operates in the Province of Québec under the name "Admission", and (ii) Levy Restaurants, with an emphasis on building a world class culinary experience with a local food and beverage program.
- On December 30, 2014, TVA Group closed its acquisition of substantially all of the assets of A.R. Global Vision Ltd. (which amalgamated with Vision Globale Services Créatifs Inc. on November 19, 2014) (the "**VG Acquisition**"), which assets are used in carrying on a business operating a high end spectrum of services for the film and television industries, including complete studio services, soundstage and equipment leasing services, post-production, visual effects and 3D animation, production and management of assets for distribution and broadcast through film, television, Internet and mobile networks, providing for a one-stop shop for the film and television industry (the "**Studios, Equipment and Post-Production Business**"). For the acquisition of the Studios, Equipment and Post-Production Business, TVA Group paid cash consideration of \$116.1 million, subject to certain adjustments.
- On November 27, 2014, we acquired a Québec Major Junior Hockey League ("**QMJHL**") franchise, the *Remparts de Québec*.
- On November 17, 2014, TVA Group announced a transaction whereby it acquired from Transcontinental Inc. companies and participations in companies that publish 15 magazines, operate websites and a custom publishing business in the Province of Québec, for cash consideration of \$55.5 million (the "**Transcontinental Transaction**"). The Transcontinental Transaction was authorized by the Competition Bureau on March 2, 2015. The closing of this transaction is expected to take place within a few weeks of such authorization.
- On November 3, 2014, TVA Group amended its bank credit facilities to (i) increase the amount available under its revolving facility from \$100.0 million to \$150.0 million, (ii) extend the maturity of its revolving credit facility from February 2017 to February 2019 and (iii) create a new \$75.0 million term facility maturing November 3, 2019 to replace its previous term facility at its maturity on December 11, 2014.
- On October 6, 2014, Quebecor Media announced the sale of 175 English-language newspapers and publications to Postmedia Network Canada Corporation for cash consideration of \$316.0 million, which transaction includes the Sun chain of dailies, namely the Ottawa Sun, Toronto Sun, Winnipeg Sun, Edmonton Sun and Calgary Sun, as well as The London Free Press, the 24 Hours dailies in Toronto and Vancouver, and community dailies and weeklies, buyers' guides and specialty publications as well as the *Canoe* portal's English-Canadian operations and eight printing plants, including the Islington (Ontario) plant (the "**Postmedia Transaction**"). Our French-language newspapers and publications, including *Le Journal de Montréal*, *Le Journal de Québec* and the *24 Heures* (Montréal), are not included in the Postmedia Transaction. The Postmedia Transaction is subject to approval by regulatory authorities, specifically the Competition Bureau.
- On September 10, 2014, Videotron launched its LTE mobile network, which reaches nearly 90% of the population of the Province of Québec and supports speed of up to 150 mbps.
- On September 2, 2014, Quebecor Media announced the closing of a transaction whereby it sold Nurun Inc. to Publicis Groupe for cash consideration of \$125.0 million.
- On July 31, 2014, Quebecor Media announced the creation of its Media Group, a new segment dedicated to entertainment and news media which includes the operations of TVA Group, Sun Media, QMI Agency, Quebecor Media Out-of-Home, Quebecor Media Sales ("**QMI Sales**"), Quebecor Media Network,



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Quebecor Media Printing, Sogides Group Inc. and CEC Publishing Inc. The Media Group has activities in broadcasting, magazine publishing, book distribution and publishing, newspaper publishing and other media related operations.

- On June 1, 2014, Quebecor Media closed the transaction whereby it sold to Transcontinental Interactive Inc., a subsidiary of Transcontinental Inc., its 74 Québec weeklies for cash consideration of \$75.0 million (the “**TC Transaction**”).
- On April 9, 2014, Videotron announced the closing of the offering and sale of 5 3/8% Senior Notes, maturing on June 15, 2024, in the aggregate principal amount of US\$600.0 million for net proceeds of \$654.5 million (net of financing expenses). The proceeds of this offering were used on April 24, 2014 to finance the early redemption and withdrawal of US\$260.0 million aggregate principal amount of Videotron’s outstanding 9 1/8% Senior Notes, issued on March 5, 2009 and maturing in April 15, 2018, to repay borrowings under its revolving credit facility, to pay related fees and expenses and the remainder for general corporate purposes.
- In March and April, 2014, Quebecor Media repurchased and retired US\$380.0 million aggregate principal amount of its 7 3/4% Senior Notes issued on October 5, 2007 and due March 15, 2016 and settled the related hedging contracts.
- On April 3, 2014, after final payment was made on the spectrum awarded in the auction ended February 19, 2014, Industry Canada issued seven 700 MHz licenses to Videotron. The operating licenses, acquired for \$233.3 million, cover the entire provinces of Québec, Ontario (except Northern Ontario), Alberta and British Columbia, for a total covered population of more than 28 million, representing approximately 80% of Canada’s population.
- On November 26, 2013, Quebecor announced an agreement with Rogers Communications Inc. and the National Hockey League (“**NHL**”) whereby TVA Sports became the NHL’s official French-language broadcaster in Canada. The 12-year agreement has begun with the 2014-15 season. Among other things, TVA Sports obtained broadcast rights to 22 Montréal Canadiens regular season games, exclusive French-language broadcast rights to all playoff games (including those involving the Montréal Canadiens) and the Stanley Cup final, broadcast rights to all national games involving Canadian teams and up to 160 games between American NHL teams, and a number of NHL special events, including the all-star game and the draft.
- On August 30, 2013, Quebecor Media redeemed US\$265.0 million in aggregate principal amount of its outstanding 7 3/4% Senior Notes issued on January 17, 2006 and due in March 2016, and settled the related hedging contracts.
- On August 29, 2013, Quebecor Media issued a US\$350.0 million senior secured term loan “B” at a price of 99.50% for net proceeds of \$358.4 million (net of financing expenses). This term loan bears interest at the U.S. London Interbank Offered Rate (“**LIBOR**”), subject to a LIBOR floor of 0.75%, plus a premium of 2.50%. It provides for quarterly amortization payments totalling 1.00% per annum of the original principal amount, with the balance payable on August 17, 2020.
- On July 18, 2013, TVA Group announced the acquisition of Les Publications Charron & Cie inc., publisher of *La Semaine* magazine, and of Charron Éditeur inc., which was subsequently transferred to Sogides Group Inc., a subsidiary in our Media segment.
- On June 17, 2013, Videotron announced the closing of the offering and sale of 5 3/8% Senior Notes, maturing on June 15, 2025, in the aggregate principal amount of \$400.0 million for net proceeds of \$394.8 million (net of financing expenses). The proceeds of this offering were used on July 2, 2013 to finance the early redemption and withdrawal of US\$380.0 million aggregate principal amount of Videotron’s outstanding 9 1/8% Senior Notes, issued on April 15, 2008 and maturing in April 2018 and to settle the related hedging contracts.





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- In June 2013, Videotron amended its \$575.0 million secured revolving credit facility to extend the maturity date to July 2018 and to amend some of the terms and conditions of the facility.
- In June 2013, Quebecor Media amended its bank credit facilities to extend the maturity of its \$300.0 million revolving credit facility to January 2017 and to amend its terms and conditions.
- On May 31, 2013, Quebecor Media sold its specialized web sites Jobboom and Réseau Contact to Mediagrif Interactive Technologies (“**Mediagrif**”) for a total consideration of \$65.0 million. The dispositions of Jobboom and Réseau Contact were completed on June 1, 2013, and November 29, 2013, respectively.
- On May 29, 2013, Videotron announced an agreement with Rogers Communications Partnership (“**Rogers**”) for the cooperation and collaboration in the build-out and operation of a shared LTE wireless network in the Province of Québec and the Ottawa region (the “**Rogers LTE Agreement**”). Both Videotron and Rogers will maintain their business independence, including product and service portfolios, billing systems and customer data. As part of the Rogers LTE Agreement, Rogers and Videotron will provide each other with services for which Videotron will receive \$93.0 million and Rogers will receive \$200.0 million, payable over a period of 10 years. In addition to the LTE network build-out and sharing agreement, Videotron and Rogers have also come to an agreement regarding Videotron’s unused AWS spectrum in the Greater Toronto Area. Videotron has the option to transfer its Toronto spectrum license to Rogers since January 1, 2014, for an aggregate consideration of \$180.0 million.
- On May 24, 2013, Quebecor announced the acquisition of Event Management Gestev Inc. (“**Gestev**”), a Québec City sports and cultural events manager. Gestev was founded in 1992 and has produced numerous high-profile events such as the Red Bull Crashed Ice extreme race, the Vélirium (International Mountain Bike Festival and World Cup), the Transat Québec Saint-Malo sailing race, Sprint Québec (FIS Cross-Country World Cup), and the Snowboard Jamboree (including the FIS Snowboard World Championships).
- On December 17, 2012, Quebecor Media prepaid the outstanding balance of its term loan “B” for a cash consideration of \$153.9 million.
- On October 11, 2012, we repurchased 20,351,307 of our common shares held by CDP Capital for an aggregate purchase price of \$1.0 billion, paid in cash, and, concurrently, with that transaction, Quebecor purchased 10,175,653 of our common shares held by CDP Capital. Following completion of these transactions, Quebecor’s interest in Quebecor Media increased from 54.7% to 75.4% and CDP Capital’s interest decreased from 45.3% to 24.6%.
- Also on October 11, 2012, Quebecor Media issued US\$850.0 million aggregate principal amount of its 5 3/4% Senior Notes due 2023 for net proceeds of \$820.7 million (net of financing expenses) and \$500.0 million aggregate principal amount of its 6 5/8% Senior Notes due 2023 for net proceeds of \$493.8 million (net of financing expenses). Quebecor Media used the proceeds of these offerings to finance: (i) the repurchase for cancellation from CDP Capital of 20,351,307 of its common shares for an aggregate purchase price of \$1.0 billion, (ii) the redemption and retirement of US\$320.0 million aggregate principal amount of its issued and outstanding 7 3/4% Senior Notes due 2016 issued in 2007 and (iii) for the payment of related transaction fees and expenses.
- In March and April 2012, Quebecor Media repurchased and retired US\$260.0 million aggregate principal amount of its 7 3/4% Senior Notes due 2016 issued in 2006 and settled the related hedging contracts.
- On March 14, 2012, Videotron issued US\$800.0 million aggregate principal amount of its 5% Senior Notes due 2022 for net proceeds of \$787.6 million (net of financing expenses). Videotron used the proceeds to repurchase and retire all US\$395.0 million aggregate principal amount of its outstanding 6 7/8% Senior Notes due 2014, to fully repay the borrowings under its revolving credit facility, to pay related fees and expenses and the remainder for general corporate purposes.



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## B - Business Overview

### Overview

We are one of Canada's leading media companies, with activities in cable distribution, telecommunications, newspaper publishing and distribution, Internet portals and specialized websites services, television broadcasting, studio, soundstage and equipment leasing services, post-production, visual effects and 3D animation, book and magazine retailing, publishing and distribution, video and console games rental and distribution, music recording, production, distribution and streaming, production of shows and events, video game development, out of home advertising, two QMJHL teams and sporting and cultural events management. Through our subsidiary Videotron, we are a premier cable and mobile communications service provider. We hold leading positions in the creation, promotion and distribution of news, entertainment and Internet-related services that are designed to appeal to audiences in every demographic category. We continue to pursue a convergence strategy to capture synergies within our portfolio of media properties.

During the third quarter of 2014, the Corporation changed its organisational structure and its operations are now managed through the following three segments: (i) Telecommunications, (ii) Media and (iii) Sports and Entertainment. The reorganization consisted in (a) the creation of the new Media segment, which includes all activities of the previous "News Media" and "Broadcasting" segments, as well as the book publishing and distribution activities previously included in the "Leisure and Entertainment" segment, (b) the creation of the new Sports and Entertainment segment, which includes all operating, production, distribution and management activities of the previous "Leisure and Entertainment" segment relating to music, entertainment, sports and the future Québec City Arena, and (c) the transfer of the retail businesses from the previous "Leisure and Entertainment" segment to the Telecommunications segment. Accordingly, prior period figures in the Corporation's segmented information presented in this annual report have been reclassified to reflect these changes.

On October 6, 2014, we announced that Quebecor Media had entered into the Postmedia Transaction. The Postmedia Transaction is subject to approval by regulatory authorities, specifically the Competition Bureau. While the Postmedia Transaction is under review and pending the approval from the regulatory authorities, Quebecor Media will continue publishing the 175 newspapers and publications sold as part of the Postmedia Transaction, including the Sun chain of dailies, namely the Ottawa Sun, Toronto Sun, Winnipeg Sun, Edmonton Sun and Calgary Sun, as well as The London Free Press, the 24 Hours dailies in Toronto and Vancouver, and community dailies and weeklies, buyers' guides and specialty publications as well as the *Canoe* portal's English-Canadian operations and eight printing plants, including the Islington (Ontario) plant. The numbers and percentages presented in this section in connection with Sun Media's operations as of December 31, 2014 and comparative years do not reflect the sale of the 175 newspapers and publications sold as part of the Postmedia Transaction, as the Corporation continues to operate the assets sold as part of the Postmedia Transaction until the approval from the regulatory authorities. However, the businesses sold pursuant to the Postmedia Transaction are treated as discontinued operations in our audited consolidated financial statements for the year ended December 31, 2014 and comparative years as well as in the management's discussion and analysis of financial condition and results of operations for such period, which are included in "Item 18. Financial Statements" and in "Item 5. Operating and Financial Review and Prospects" of this annual report, respectively. For more information, refer to Note 8 to our audited consolidated financial statements for the year ended December 31, 2014 included under "Item 18. Financial Statements" of this annual report.

### Competitive Strengths

#### *Leading Market Positions*

In our Telecommunications segment, we are the largest cable operator in the Province of Québec and the third largest in Canada, in each case based on the number of cable customers. We believe that our strong market position has enabled us to launch and deploy new products and services more effectively. For example, since the introduction of our cable Internet access service, we estimate that we have become the largest provider of such service in the areas we serve. Our extensive proprietary and third-party retail distribution network of stores and points of sale, including both the Le SuperClub Videotron stores and our Videotron branded stores and kiosks, assist us in marketing and distributing our



advanced telecommunications services, such as cable Internet access, digital television and cable and mobile telephony, on a large scale basis. Sun Media operates *Le Journal de Montréal* and *Le Journal de Québec*, both of which are ranked first in their market based on paid weekly readership of non-national newspapers data published by the NADbank® Study. Through TVA Group, we are the largest private-sector broadcaster of French-language entertainment, information and public affairs programs in North America in terms of market share.

#### ***Diverse Media Platform***

Our diverse media platform allows us to extend our market reach and cross-promote our brands, programs and other content. In addition, it allows us to provide advertisers with an integrated solution for local, regional and national multi-platform advertising. We can leverage our content, management, sales and marketing and production resources to provide superior information and entertainment services to our customers.

#### ***Differentiated Bundled Services***

Through our technologically advanced fixed and mobile network, we offer a differentiated, bundled suite of entertainment, information and communication services and products, including digital television, cable Internet access, video-on-demand and other interactive television services, as well as residential and commercial cable telephony services using VoIP technology, and mobile telephony services. In addition, we deliver high-quality services and products, including, for example, our standard cable Internet access service that enables our customers to download data at a higher speed than currently offered by standard digital subscriber line or DSL technology. We also offer the widest range of French-language programming in Canada including content from our illico-on-Demand service available on our illico Digital TV, illico.tv, illico.tv tablet app (for Android and iPad) and illico mobile platforms. Customers can interrupt and resume programming at will on any of these four illico platforms.

#### ***Advanced Broadband Network***

We are able to leverage our advanced broadband network, substantially all of which is bi-directional, to offer a wide range of advanced services on the same media, such as digital television, video-on-demand, cable Internet access and cable telephony services. We are committed to maintaining and upgrading our network capacity and, to that end, we currently anticipate that ongoing capital expenditures will be required to accommodate the evolution of our products and services and to meet the demand for increased capacity.

#### ***Focused and Highly Reliable Network Cluster***

Our single hybrid fibre coaxial clustered network covers approximately 79% of the Province of Québec's total addressable market and nine of the province's top ten urban areas. We believe that our single cluster and network architecture provides many benefits, including a higher quality and more reliable network, the ability to launch and deploy new products and services such as illico TV new generation, and a lower cost structure through reduced maintenance and technical support costs.

#### ***Strong, Market-Focused Management Team***

We have a strong, market-focused management team that has extensive experience and expertise in a range of areas, including marketing, finance, technology, telecommunications, media, sports and entertainment. Under the leadership of our senior management team, we have, among other things, improved penetration of our HSIA offering, our VoIP telephony services, our cable products and our mobile telephony services, including through the successful build-out and launch of our mobile telephony network.

#### ***Our Strategy***

Our objective is to increase our revenues and profitability by leveraging the convergence and growth opportunities presented by our portfolio of leading media assets. We attribute our strong historical results and positive outlook for growth and profitability to an ability to develop and execute forward-looking business strategies. The key elements of our strategy include:

- *Leverage growth opportunities and convergence of content, platforms and operations.* We are the largest private sector French-language programming broadcaster in North America, a leading producer of



French-language programming, the leading newspaper publisher in the Province of Québec for daily paid and unpaid newspapers and a leading French-language Internet news and information portal in Canada. As a result, we are able to generate and distribute content across a spectrum of media properties and platforms. In addition, these multi-platform media assets enable us to provide advertisers with integrated advertising solutions. We are able to provide flexible, bundled advertising packages that allow advertisers to reach local, regional and national markets, as well as special interest and specific demographic groups. We continue to explore and implement initiatives to leverage growth and convergence opportunities, including efforts to accelerate the migration of content generated by our various publications and television channels to our other media platforms, the sharing of editorial content between our Media segment and QMI Agency, the acquisition and subsequent sharing of content between our various businesses through QMI Content, the development of a strong live event-oriented segment through the new Québec City Arena, the acquisition of our two QMJHL hockey franchises, the NHL Broadcasting Agreement and the related broadcast of hockey games on our *TVA Sports* channels as well as our efforts to obtain a National Hockey League franchise for Québec City, and the integration of advertising assets with the creation of our sales services through QMI Sales, aimed at developing global, integrated and multi-platform advertising and marketing solutions.

- *Build on our position as a telecommunications leader with our mobile telephony network.* We provide an offering of advanced mobile telecommunications services to consumers and small and medium businesses that are based on effective, reliable technology, diverse and convergent content and unambiguous business policies. Our new LTE Network is the cornerstone of a corporate business strategy geared toward harnessing all of our creative resources and providing consumers with access to technology, services and information.
- *Introduce new and enhanced products and services.* We expect a significant portion of the revenue growth in our Telecommunications segment to be driven by the introduction of new products and services (such as Wideband Internet technology and products and services leveraging our new mobile network) and by the continuing penetration of our existing suite of products and services such as digital cable services, cable Internet access, cable and mobile telephony services, as well as high-definition television, video-on-demand, subscription video-on-demand (SvOD) and interactive television content of our digital television, Internet and mobile platforms. We believe that the continued penetration rate of our digital television, cable Internet access, telephony and mobile voice and data services will result in increased ARPU, and we are focusing sales and marketing efforts on the bundling of these value-added products and services.
- *Cross-promote brands, programs and other content.* The geographic overlap of our telecommunications, broadcasting, newspaper and magazine publishing, music and video store chains, and Internet platforms enables us to cost effectively promote and co-brand media properties. We will continue to promote initiatives to advance these cross-promotional activities, including the cross-promotion of various businesses, cross-divisional advertising and shared infrastructures.
- *Leverage geographic clustering.* Our Videotron subsidiary holds cable licenses that cover approximately 79% of the Province of Québec's estimated 3.5 million residential and commercial premises. Geographic clusters facilitate bundled service offerings and, in addition, allow us to tailor our offerings to certain demographic markets. We aim to leverage the highly clustered nature of our systems to enable us to use marketing dollars more efficiently and to enhance customer awareness, increase use of products and services and build brand loyalty.
- *Maximize customer satisfaction and build customer loyalty.* Across our media platform, we believe that maintaining a high level of customer satisfaction is critical to future growth and profitability. An important factor in our historical growth and profitability has been our ability to attract and satisfy customers with high quality products and services. We will continue our efforts to maximize customer satisfaction and build customer loyalty.



- *Manage expenses through success driven capital spending and technology improvements.* In our Telecommunications segment, we support the growth in our customer base and bandwidth requirements through strategic success driven modernizations of our network and increases in network capacity. In our Media segment, we have undertaken restructurings of certain printing facilities and news production operations, and invested in certain technology improvements with a view to modernizing our operations and improving our cost structure. In addition, we continuously seek to manage our salaries and benefits expenses, which comprise a significant portion of our costs.
- *Diversification of Revenues.* In our Media segment, we believe that diversifying our revenue streams, which are heavily dependent on the advertising carried by our over-the-air television network, is critical to future growth and profitability and we will thus continue to explore investments in businesses that are expected to diversify our revenue streams as a growth strategy.

**Telecommunications**

Through Videotron we are the largest cable operator in the Province of Québec and the third largest in Canada, in each case based on the number of cable customers, as well as an Internet service provider and a provider of cable and mobile telephony services in the Province of Québec. Our cable network covers approximately 79% of the Province of Québec’s approximately 3.5 million residential and commercial premises. The deployment of our LTE network and our enhanced offering of mobile communication services for residential and business customers allow us to consolidate our position as a provider of integrated telecommunication services.

Videotron Business Solutions is a premier full-service telecommunications provider serving small-, medium- and large-sized businesses, as well as telecommunications carriers. In recent years, we have significantly grown our customer base and have become an important player in the business telecommunication segment in the Province of Québec. Products and services include Internet, television, telephony, mobile services, and business solutions products such as hosting, private network connectivity, WIFI, audio and video transmission. Through 4Degrees Colocation, we operate a data centre in Québec City which is one of the few data centres in the Province of Québec to be Tier III certified by the Uptime Institute, an international standard that recognizes maximum reliability and operational sustainability.

We own a 100% voting and 100% equity interest in Videotron.

We are also engaged in retail and rental of DVDs, Blu-ray discs and console games through our *Le SuperClub Videotron* subsidiary and its franchise network.

The retail sector also includes Archambault Group, one of the largest chains of music and book stores in the Province of Québec with 15 retail locations, consisting of 14 Archambault megastores and one Paragraph bookstore. Archambault Group also offers a variety of games, toys and other gift ideas.

**Products and Services**

Videotron currently offers its customers cable services, mobile telephony services and business telecommunications services.

**Cable Services**

*i. Advanced Cable-Based Products and Services*

Our cable’s large bandwidth is a key factor in the successful delivery of advanced products and services. Several emerging technologies and increasing Internet usage by our customers have presented us with significant opportunities to expand our sources of revenue. We currently offer a variety of advanced products and services, including cable Internet (Hybrid Fibre) access, digital television, residential telephony and selected interactive services. In 2012, we launched illico TV new generation, offering a new interface with entirely redesigned ergonomics for fluid, intuitive navigation, as well as additional value-added features. As of December 31, 2014, 65.8% of our digital customers were using illico TV new generation. In 2014, we introduced on the market the very latest in technology: illico X8. This high-tech PVR has a processor 4 times more powerful than the previous generation, thus allowing the customers to program up to eight simultaneous recordings and keep up to 230 hours of HD recording. We intend to continue to develop and deploy additional value-added services to further broaden our service offering.



- *Cable Internet Access.* Leveraging our advanced cable infrastructure, we offer cable Internet access to our customers primarily via cable modems. We provide this service at download speeds of up to 60 Mbps and in nearly half of the network up to 200 Mbps. As of December 31, 2014, we had 1,537,532 cable Internet access customers, representing 86.3% of our basic customers and 55.4% of our total homes passed. Based on internal estimates, we are the largest provider of Internet access services in the areas we serve with an estimated market share of 54.4% as of December 31, 2014.
- *Digital Television.* We have installed headend equipment through an hybrid optical fibre and coax network capable of delivering digitally encoded transmissions to a two-way digital set-top box in the customer's home and premises. This digital connection provides significant advantages. In particular, it increases channel capacity, which allows us to increase both programming and service offerings while providing increased flexibility in packaging our services and a high definition quality. All of our television packages include 52 basic television channels, audio services providing digital-quality music, 21 FM radio channels and an interactive programming guide. Our extended digital television offering allows customers to customize their choices with the ability to choose between custom or pre-assembled packages with a selection of more than 300 additional channels, including U.S. super-stations and other special entertainment programs. This also offers customers significant programming flexibility including the option of French-language only, English-language only or a combination of French- and English-language programming, as well as many foreign-language channels. As of December 31, 2014, we had 1,561,692 customers for our digital television service, representing 87.6% of our total basic customers and 56.2% of our total homes passed.
- *Cable Telephony.* We offer cable telephony service using VoIP technology. We offer discounts to our customers who subscribe to more than one of our services. As of December 31, 2014, we had 1,349,010 subscribers to our cable telephony service, representing a penetration rate of 75.7% of our basic cable subscribers and 48.6% of our homes passed.
- *Video-On-Demand.* Video-on-demand service enables digital cable customers to rent content from a library of movies, documentaries and other programming through their digital set-top box, computer, tablet or mobile phone respectively through illico Digital TV, illico.tv, our illico tablet app and illico mobile. Our digital cable customers are able to rent their video-on-demand selections for a period of up to 24 hours, which they are then able to watch at their convenience with full stop, rewind, fast forward, pause and replay functionality during their rental period. In addition, customers can now resume viewing on-demand programming that was paused on either the television, illico.tv, the illico tablet app, or illico mobile. Moreover, we also launched a new application for iPad in 2014. This application features a customizable, intuitive interface that brings up selections of content based on the customer's individual settings and enhances the experience by suggesting personalized themed content. This iPad application smartly and swiftly highlights any content available from the entire illico catalog, including video-on-demand titles, live television broadcasts or recorded shows, and allows the customer to transfer it directly and seamlessly from their iPad to their television. We sometimes group movies, events or TV programs available on video-on-demand and offer them, when available, for a period of seven days. We also offer a substantial amount of video-on-demand content free of charge to our digital cable customers, comprised predominantly of previously aired television programs and youth-oriented programming. In March of 2013, we introduced Club illico (formerly Club Unlimited), a flat-fee plan offering a rich and varied selection of unlimited, on-demand content (movies, television shows, children's shows, documentaries, comedy performances and concerts). Club illico began in late 2013 co-producing television series and offering them in their first broadcast window, prior to their linear broadcast. On December 31, 2014, the Club illico service had already reached 177,700 subscribers. In addition, we offer pay television channels on a subscription basis that permits our customers to access and watch most of the movies available on the linear pay TV channels these customers subscribe to.
- *Pay-Per-View (Indigo).* Indigo is a group of pay-per-view channels that allows our digital customers to order live events and movies based on a pre-determined schedule.



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ii. *Traditional Cable Television Services*

Customers subscribing to our traditional analog “basic” and analog “extended basic” services generally receive a line-up of 42 channels of television programming, depending on the bandwidth capacity of their local cable system. We are no longer offering this service to new customers.

As of December 31, 2014, we had 220,550 customers for our analog television service, representing 12.4% of our total basic customers.

**Mobile Services**

On September 9, 2010, we launched our High Speed Packet Access (“HSPA”) mobile communication network (3G) which was upgraded to HSPA+ (4G), on June 30, 2011.

Under an arrangement with Industry Canada, Videotron offers fixed wireless Internet access in selected rural areas of the Province of Québec. Powered by our HSPA+ network, this service allows thousands of households and businesses that had no access to high speed cable Internet to benefit from a reliable and professionally installed high speed Internet. As a result, we extended our residential and business Internet footprint to dozens of previously underserved municipalities across the Province of Québec.

In 2013, Videotron signed a 20-year agreement with Rogers for the cooperation and collaboration in the build-out and operation of a shared LTE network to bring LTE to even more customers in the Province of Québec and the Ottawa region. In September 2014, Videotron launched its shared LTE wireless network, with Rogers. This shared network delivers an optimal user experience for consumers and businesses and yields the expected capital and operating savings, allowing Videotron to reinvest in its customers and networks. Videotron maintains its business independence throughout this agreement, including its product and service portfolios, billing systems and customer data.

In April 2014, Videotron added Apple’s mobile devices, including the iPhone, to its extensive line-up of mobile hardware, thus enabling Videotron to reach a significantly untapped segment of its addressable market, in particular the young mobile users. Subsequently, Videotron launched new illico applications for iPhone (4, 5C, 5S, 6) and iPad.

In the 700 MHz auction held in 2014, Videotron acquired a package of seven spectrum licenses consisting of a single paired 5+5 MHz spectrum block in the upper 700 MHz band over a geographic territory which encompasses the provinces of Québec, Ontario (excluding the region of Northern Ontario), Alberta and British Columbia, for a total covered population of more than 28 million. The 700 MHz band presents certain superior propagation characteristics and benefits from well-developed LTE equipment and device ecosystems in North America. Ownership of the licenses acquired during the auction held in 2014 enhances Videotron’s ability to maintain a leading edge, high capacity wireless network in Québec and in the Ottawa region, and provides Videotron with a number of options to maximize the value of its investment in the rest of Ontario, Alberta and British Columbia. As of December 31, 2014, most households and businesses on our cable footprint had access to our advanced mobile services. As of December 31, 2014, there were 632,766 lines activated on our mobile network, representing a year-over-year increase of 128,452 lines (25.5%).

In the Industry Canada auction for AWS-3 commercial mobile spectrum held on March 3, 2015, Videotron acquired four 30 MHz licenses for Eastern Québec, Southern Québec, Northern Québec and Eastern Ontario / Outaouais, covering 100% of Québec’s population and that of the Ottawa region. This spectrum, which supports LTE technology, will further enhance Videotron’s ability to maintain a leading-edge, high-capacity wireless network in Québec and in the Ottawa region.

**Business Telecommunications Services**

Videotron Business Solutions is a premier telecommunications service provider, offering reliable and state-of-the-art mobile telephony, Internet, cable telephony, data and cable television solutions to all business segments: small and medium-sized companies, large corporations and other telecommunications carriers. Through 4Degrees Colocation, we operate a data centre in Québec City which is one of the few data centres in the Province of Québec to be Tier III certified by the Uptime Institute, an international standard that recognizes maximum reliability and operational sustainability.



Videotron serves customers with dedicated sales and customer service teams with solid expertise in business services. Videotron Business Solutions relies on its extensive coaxial, fiber optic and LTE wireless networks to provide the best possible customized solutions to all of its customers.

**Customer Statistics Summary**

The following table summarizes our customer statistics for our suit of advanced products and services:

	As of December 31,				
	2014	2013	2012	2011	2010
Homes passed <sup>(1)</sup>	2,777,264	2,742,476	2,701,242	2,657,315	2,612,406
<b>Cable Television</b>					
Basic customers <sup>(2)</sup>	1,782,242	1,825,081	1,854,981	1,861,477	1,811,570
Penetration <sup>(3)</sup>	64.2%	66.5%	68.7%	70.1%	69.3%
Digital customers	1,561,692	1,531,361	1,484,589	1,400,814	1,219,599
Penetration <sup>(4)</sup>	87.6%	83.9%	80.0%	75.3%	67.3%
<b>Cable Internet</b>					
Cable Internet customers	1,537,532	1,505,992	1,443,992	1,359,600	1,268,083
Penetration <sup>(3)</sup>	55.4%	54.9%	53.5%	51.2%	48.5%
<b>Telephony Services</b>					
Cable telephony lines	1,349,010	1,348,520	1,316,327	1,245,893	1,145,063
Penetration <sup>(3)</sup>	48.6%	49.2%	48.7%	46.9%	43.8%
Mobile telephony lines	632,766	504,314	403,804	290,742	136,111

- (1) Homes passed means the number of residential premises, such as single dwelling units or multiple dwelling units, and commercial premises passed by our cable television distribution network in a given cable system service area in which the programming services are offered.
- (2) Basic customers are customers who receive basic cable service in either the analog or digital mode.
- (3) Represents customers as a percentage of total homes passed.
- (4) Represents customers for the digital service as a percentage of basic customers.

**Industry Overview**

**Cable Television Industry**

**Industry Data**

Cable television has been available in Canada for more than 50 years and is a well-developed market. As of August 31, 2013, the most recent date for which data is available, there were approximately 8.8 million cable television customers in Canada. For the twelve months ended August 31, 2013 (the most recent data available), total industry revenue was estimated to be over \$12.3 billion and is expected to grow in the future based on the fact that Canadian cable operators have aggressively upgraded their networks and broadened their offerings of products and services. The following table summarizes the most recent available annual key statistics for the Canadian cable television industry.

	Twelve Months Ended August 31,					CAGR <sup>(1)</sup>
	2013	2012	2011	2010	2009	
(Dollars in billions and basic cable customers in millions)						
<b>Canada</b>						
Industry Revenue <sup>(2)</sup>	\$12.3	\$11.5	\$10.9	\$10.1	\$9.2	6.0%
Basic Cable Customers <sup>(2)</sup>	8.8	8.7	8.5	8.3	8.1	1.7%

Source of Canadian data: CRTC.

- (1) Compounded Canadian annual growth rate from 2009 through 2013.
- (2) Including IPTV.





### *Mobile Telephony Industry*

In terms of wireless penetration rate (i.e., the number of active SIM cards and/or connected lines versus total population, expressed as a percentage), the Canadian mobile telephony market is relatively under-developed. As of December 31, 2013 (the most recent data available), the Province of Québec had a penetration rate under the Canadian average (66.6% vs. 79.1% according to the CRTC). As of September 30, 2014, incumbents were still dominant in the industry in Canada, with market share of approximately 91% in the Province of Québec, according to the CRTC.

With an increasing number of regional operators competing on price, coverage, handset offers and technological reliability, the Canadian wireless industry is highly competitive. With the deployment of advanced wireless networks throughout the country and the increasing penetration rate among younger customers, the demand for technologically advanced bandwidth-hungry devices (smartphones, tablets, etc.) is increasing rapidly. As of September 30, 2014, there were more than 28.5 million subscribers in Canada.

### *Pricing of our Products and Services*

Our revenues are derived from the monthly fees our customers pay for cable television, Internet and telephony and mobile services. The rates we charge vary based on the market served and the level of service selected. Rates are usually adjusted annually. We also offer discounts to our customers who subscribe to more than one of our services, when compared to the sum of the prices of the individual services provided to these customers. As of December 31, 2014, the average monthly invoice on recurring subscription fees per residential customer was \$109.22 (representing a 6% year-over-year increase) and approximately 81% of our customers were bundling two services or more. A one-time installation fee, which may be waived in part during certain promotional periods, is charged to new customers. In 2014, we introduced the possibility for customers to get the complete optimization of their Wi-Fi signal, including the installation of up to two Wi-Fi optimizers, if necessary. Monthly fees for rented equipment, such as set-top boxes or Wi-Fi routers, are also charged to customers.

Although our service offerings vary by market, because of differences in the bandwidth capacity of the cable systems in each of our markets and other factors, our services are typically offered at monthly price ranges, which reflect discounts for bundled service offerings.

### *Our Network Technology*

#### *Cable*

As of December 31, 2014, our cable system consisted of 32,930 km of fibre-optic cable and 45,992 km of coaxial cable, covering approximately 2.8 million homes and serving approximately 2.2 million customers. Our network is the largest broadband network in the Province of Québec covering approximately 79% of households and, according to our estimates, more than 77% of the businesses located in the major metropolitan areas of the Province of Québec. Our extensive network supports direct connectivity with networks in Ontario, the Maritimes and the United States.

Our cable television networks are comprised of four distinct parts including signal acquisition networks, main headends, distribution networks and subscriber drops. The signal acquisition network picks up a wide variety of television, radio and multimedia signals. These signals and services originate from either a local source or content provider or are picked up from distant sites chosen for satellite or over-the-air reception quality and transmitted to the main headends by way of fibre-optic relay systems. Each main headend processes, modulates, scrambles and combines the signals in order to distribute them throughout the network. Each main headend is connected to the primary headend in order to receive the digital MPEG2 signals and the IP backbone for the Internet services. The first stage of this distribution consists of a fibre-optic link which distributes the signals to distribution or secondary headends. After that, the signal uses the hybrid fibre coaxial cable network made of wide-band optical nodes, amplifiers and coaxial cables capable of serving up to 30 km in radius from the distribution or secondary headends to the subscriber drops. The subscriber drop brings the signal into the customer's television set directly or, depending on the area or the services selected, through various types of customer equipment including set-top boxes and cable modems.

We have adopted the hybrid fibre coaxial ("**HFC**") network architecture as the standard for our ongoing system upgrades. HFC network architecture combines the use of both fibre-optic and coaxial cables. Fibre-optic cable has good



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broadband frequency characteristics, noise immunity and physical durability and can carry hundreds of video and data channels over extended distances. Coaxial cable is less expensive and requires greater signal amplification in order to obtain the desired transmission levels for delivering channels. In most systems, we deliver our signals via fibre-optic cable from the headend to a group of optical nodes and then via coax to the homes passed served by the nodes. Traditionally, our system design provided for cells of approximately 500 homes each to be served by fibre-optic cable. To allow for this configuration, secondary headends were put into operation in the Greater Montréal Area, in the Greater Québec City Area and in the Greater Gatineau City Area. Remote secondary headends must also be connected with fibre-optic links. From the secondary headends to the homes, the customer services are provided through the transmission of a radiofrequency (“**RF**”) signal which contains both downstream and upstream information (two-way). The loop structure of the two-way HFC networks brings reliability through redundancy, the cell size improves flexibility and capacity, while the reduced number of amplifiers separating the home from the headend improves signal quality and reliability. The HFC network design provided us with significant flexibility to offer customized programming to individual cells of approximately 500 homes, which is critical to our advanced services, such as video-on-demand, Switched Digital Video Broadcast and the continued expansion of our interactive services. Starting in 2008, we began an extensive network modernization effort in the Greater Montréal Area in order to meet the ever expanding service needs of the customer in terms of video, telephony and Internet services. This ongoing modernization implies an extension of the upper limit of the RF spectrum available for service offerings and a deep fibre deployment, which significantly extends the fibre portion in the HFC network (thereby reducing the coax portion). Additional optical nodes were systematically deployed to increase the segmentation of customer cells, both for upstream and downstream traffic. This modernization initiative results in (i) a network architecture where the segmentation for the upstream traffic is for 125 homes while that for the downstream traffic is set to 250 (which can evolve to 125 homes), and (ii) the availability of a 1 GHz spectrum for service offerings. The robustness of the network is greatly enhanced (much less active equipment in the network such as RF amplifiers for the coax portion), the service offering potential and customization to the customer base is significantly improved (through the extension of the spectrum to 1 GHz and the increased segmentation) and allows much greater speeds of transmission for Internet services which are presently unrivalled. The overall architecture employs Division Wavelength Multiplexing (“**DWM**”), which allows us to limit the amount of fibre required, while providing an effective customization potential. As such, in addition to the broadcast information, up to 24 wavelengths can be combined on a transport fibre from the secondary headend to a 3,000 home aggregation point. Each of these wavelengths is dedicated to the specific requirements of 125 homes. The RF spectrum is set with analog content (to be phased out eventually) and digital information using quadrature amplitude modulation. MPEG video compression techniques and the Data over Cable Service Interface Specification (“**DOCSIS**”) protocol allow us to provide a great service offering of standard definition and high definition video, as well as complete voice and Internet services. This modernization project gives us flexibility to meet customer needs and future network evolution requirements. The modernization of the Greater Montréal Area network is scheduled to be completed by 2020.

Our strategy of maintaining a leadership position in respect of the suite of products and services that we offer and launching new products and services requires investments in our network to support growth in our customer base and increases in bandwidth requirements. Approximately 99.85% of our network in the Province of Québec has been upgraded to a bandwidth of 750 MHz or greater. Also, in light of the greater availability of HDTV programming, the ever increasing speed of Internet access and increasing demand for our cable telephony service, further investment in our network will be required.

**Mobile Telephony**

As of December 31, 2014, our shared network reached approximately 90% of the population of the Province of Québec and the Greater Ottawa Area, allowing the vast majority of our potential clients to have access to the latest mobile services. The vast majority of our towers and transmission equipment being linked through our fibre-optic network using a multiple label switching – or MPLS – protocol, our network is designed to support important customer growth in coming years as well as rapidly evolving mobile technologies.

Our strategy in the coming years is to build on our position as a telecommunication leader with our LTE mobile services and to keep the technology at the cutting edge as it continues to evolve rapidly and new market standards such as LTE-Advanced (“**LTE A**”) are being commercialized. The Rogers LTE Agreement provides and allows Rogers and Videotron to continue the evolution of the shared network. Videotron’s spectrum contribution, as well as that of Rogers, will allow them to continue to exploit LTE technologies and to provide their subscribers with high throughput data connections.



During 2014, Videotron maintained its HSPA+ network throughout the Province of Québec and over the Greater Ottawa Area.

### ***Marketing and Customer Care***

Our long term marketing objective is to increase our cash flow through deeper market penetration of our services, development of new services and revenue and operating margin growth per customer. We believe that customers will come to view their cable connection as the best distribution channel to their home for a multitude of services. To achieve this objective, we are pursuing the following strategies:

- develop attractive bundle offers to encourage our customers to subscribe to two or more products, which increases average revenue per user – or ARPU – customer retention and operating margins;
- continue to rapidly deploy advanced products on all our services – cable, Internet, telephony, content and mobile – to maintain and increase our leadership and offer competitive mobile rate plans and products to gain additional market share;
- design product offers that provide greater opportunities for customer entertainment and information;
- develop targeted marketing programs to attract former customers and households that have never subscribed to certain of our services and customers of alternative or competitive services as well as target specific market segments;
- enhance the relationship between customer service representatives and our customers by training and motivating customer service representatives to promote advanced products and services;
- leverage the retail presence of Le SuperClub Vidéotron, our Videotron-branded stores and kiosks, Archambault stores and third-party commercial retailers;
- maintain and promote our leadership in content and entertainment by leveraging the wide variety of services offered within the Quebecor Media group to our existing and future customers;
- introduce new value added packages of products and services, which we believe will increase ARPU and improve customer retention; and
- leverage our business market, using our network and expertise with our commercial customer base, to offer additional bundled services to our customers.

We continue to invest time, effort and financial resources in marketing new and existing services. To increase both customer penetration and the number of services used by our customers, we use integrated marketing techniques, including door-to-door solicitation, telemarketing, drive-to-store, media advertising, e-marketing and direct mail solicitation. Those initiatives are also strongly supported by business intelligence tools such as predictive churn models.

Maximizing customer satisfaction is a key element of our business strategy. In support of our commitment to customer satisfaction, we are now offering the service of dedicated, knowledgeable and well-trained technical experts which we call our “PROS”, the primary mission of which is to support our customers by helping them get the most out of what Videotron has to offer. Through personalized demonstration sessions, the PROS provide customers with continued customer service after subscription has been made. We continue to provide a 24-hour customer service hotline seven days a week across most of our systems, in addition to our web-based customer service capabilities. All of our customer service representatives and technical support staff are trained to assist customers with all of our products and services, which in turn allows our customers to be served more efficiently and seamlessly. Our customer care representatives continue to receive extensive training to perfect their product knowledge and skills, which contributes to retention of customers and higher levels of customer service. We utilize surveys, focus groups and other research tools to assist us in our marketing efforts and anticipate customer needs. To increase customer loyalty, we are also starting to leverage strategic partnerships to offer exclusive promotions, privileges and contests which contribute in expanding our value proposition to our customers.



### *Programming*

We believe that offering a wide variety of conveniently scheduled programming is an important factor in influencing a customer's decision to subscribe to and retain our cable services. We devote resources to obtaining access to a wide range of programming that we believe will appeal to both existing and potential customers. We rely on extensive market research, customer demographics and local programming preferences to determine our channel and package offerings. The CRTC currently regulates the distribution of foreign content in Canada and, as a result, we are limited in our ability to provide such programming to our customers. We obtain basic and premium programming from a number of suppliers, including all major Canadian media groups.

Our programming contracts generally provide for a fixed term of up to five years, and are subject to negotiated renewal. Programming tends to be made available to us for a flat fee per customer. Our overall programming costs have increased in recent years and may continue to increase due to factors including, but not limited to, additional programming being provided to customers as a result of system rebuilds that increase channel capacity, increased costs to produce or purchase specialty programming, inflationary or negotiated annual increases, the concentration of broadcasters following recent acquisitions in the market and the significant increased costs of sports content rights.

### *Competition*

We operate in a competitive business environment in the areas of price, product and service offerings and service reliability. We compete with other providers of television signals and other sources of home entertainment. Due to ongoing technological developments, the distinctions among traditional platforms (broadcasting, Internet, and telecommunications) are fading rapidly. The Internet as well as mobile devices are becoming important broadcasting and distribution platforms. In addition, mobile operators, with the development of their respective mobile networks, are now offering wireless and fixed wireless Internet services and our VoIP telephony service is also competing with Internet-based solutions.

- *Providers of Other Entertainment.* Cable systems face competition from alternative methods of distributing and receiving television signals and from other sources of entertainment such as live sporting events, movie theatres and home video products, including digital recorders, OTT content providers, such as Netflix and Apple TV, DVD players and video games. The extent to which a cable television service is competitive depends in significant part upon the cable system's ability to provide a greater variety of programming, superior technical performance and superior customer service than are available through competitive alternative delivery sources. Our introduction of Club illico, a flat-fee plan offering a rich and varied selection of unlimited, on-demand content, aims to reduce the effect of competition from alternative delivery sources.
- *DSL.* The deployment of digital subscriber line technology ("DSL") provides customers with Internet access at data transmission speeds greater than that available over conventional telephone lines. DSL service provides access speeds that are comparable to low-to-medium speeds of cable-modem Internet access but that decreases with the distance between the DSL modem and the line card.
- *FTTN and FTTH.* Fibre to the neighborhood ("FTTN") technology addresses the distance limitation by bringing the fibre closer to the end user. The last mile is provided by the DSL technology. Fibre to the home ("FTTH") brings the fibre up to the end user location. The speed is then limited by the end equipment rather than the medium (fibre) itself. It provides speeds comparable to high speeds of cable-modem Internet access. Because of the cost involved with FTTH and FTTN, deployment of these technologies is progressive. The main competition for cable-modem Internet access comes from a provider of DSL and Fibre to the x (FTTx) services.
- *Internet Video Streaming.* The continuous technology improvement of the Internet, combined with higher download speeds, contributes to the emergence of alternative technologies such as IPTV digital content (movies, television shows and other video programming) offered on various Internet streaming platforms. While having a positive impact on the demand for our Internet services, this model could adversely impact the demand for our cable television services.



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- *VDSL.* VDSL technology increases the available capacity of DSL lines, thereby allowing the distribution of digital video. Multi-system operators are now facing competition from ILECs, which have been granted licenses to launch video distribution services using this technology, which operates over copper phone lines. The transmission capabilities of VDSL will be significantly boosted with the deployment of technologies such as vectoring (the reduction or elimination of the effects of far-end crosstalk) and twisted pair bonding (use of additional twisted pairs to increase data carriage capacity). Certain ILECs have already started replacing many of their main feeds with fibre-optic cable and positioning VDSL transceivers, a VDSL gateway, in larger multiple-dwelling units, in order to overcome the initial distance limitations of VDSL. With this added capacity, along with the evolution of compression technology, VDSL-2 will offer significant opportunities for services and increase its competitive threat against other multi-system operators.
- *Direct Broadcast Satellite.* DBS is also a competitor to cable systems. DBS delivers programming via signals sent directly to receiving dishes from medium and high-powered satellites, as opposed to cable delivery transmissions. This form of distribution generally provides more channels than some of our television systems and is fully digital. DBS service can be received virtually anywhere in Canada through the installation of a small rooftop or side-mounted antenna. Like digital cable distribution, DBS systems use video compression technology to increase channel capacity and digital technology to improve the quality of the signals transmitted to their customers.
- *Mobile Telephony Services.* With our mobile network, we compete against a mix of participants, some of them being active in some or all the products we offer, while others only offer mobile telephony services in our market. The Canadian incumbents have deployed their LTE networks and this technology is deemed to become an industry standard. Videotron launched its LTE network on September 10, 2014.
- *Private Cable.* Additional competition is posed by satellite master antenna television systems known as “SMATV systems” serving multi dwelling units, such as condominiums, apartment complexes, and private residential communities.
- *Wireless Distribution.* Cable television systems also compete with wireless program distribution services such as MMDS. This technology uses microwave links to transmit signals from multiple transmission sites to line-of-sight antennas located within the customer’s premises.
- *Grey and Black Market Providers.* Cable and other distributors of television signals continue to face competition from the use of access codes and equipment that enable the unauthorized decoding of encrypted satellite signals, from unauthorized access to our analog and digital cable signals (black market) and from the reception of foreign signals through subscriptions to foreign satellite television providers that are not lawful distributors in Canada (grey market).
- *Telephony Service.* Our cable telephony service competes against other telephony service providers, including the incumbent telephone service provider in most of the Province of Québec, which used to control a significant portion of the telephony market in the Province of Québec, VoIP telephony service providers and mobile telephony service providers.
- *Other Internet Service Providers.* In the Internet access business, cable operators compete against other Internet service providers offering residential and commercial Internet access services. The CRTC requires the large Canadian incumbent cable operators to offer access to their high-speed Internet network to competitive Internet service providers at mandated rates.

**Retail Sector**

Archambault Group is one of the largest chains of music and book stores in the Province of Québec with 15 retail locations, consisting of 14 Archambault megastores and one Paragraph bookstore. Archambault Group also offers a variety of games, toys and other gift ideas. Archambault Group’s products are also distributed through its website *archambault.ca*. Archambault Group also operates music and books downloading services with per-item fees.



Through Le SuperClub Vidéotron, we are the franchisor of the largest chain of video and video game rental stores in the Province of Québec and among the largest of such chains in Canada. We had a total of 157 retail locations as of December 31, 2014. With the majority of these retail locations also offering our suite of telecommunication services and products, Le SuperClub Vidéotron is both a showcase and a valuable and cost-effective distribution network for Videotron’s growing array of advanced products and services, such as cable Internet access, digital television and cable and mobile telephony.

**Media**

On July 31, 2014, we announced the creation of Media Group, a new segment dedicated to entertainment and news media which includes the operations of TVA Group, Sun Media, QMI Agency, Quebecor Media Out-of-Home, QMI Sales, Quebecor Media Network, Quebecor Media Printing, Sogides Group Inc. and CEC Publishing. The Media Group has activities in broadcasting, magazine publishing, book distribution and publishing, newspaper publishing and other media related operations.

Quebecor Media owns 100% of the voting and equity interests of Sun Media, Quebecor Media Printing, CEC Publishing and Sogides Group. Quebecor Media also owns 68.37% of the equity interest and controls 99.97% of the voting power in TVA Group.

**Broadcasting**

Through TVA Group, we operate the largest French-language private television network in North America. TVA Group is the sole owner of six of the ten television stations composing Réseau TVA (“**TVA Network**”) and a portfolio of specialty channels, namely LCN, TVA Sports, TVA Sports II, TVA Sports III, addikTV, Argent, Prise 2, Yoopla, CASA and MOI&cie. TVA Group also holds interests in two other TVA Network affiliates and the Évasion specialty channel. TVA Group’s TVA Accès Inc. subsidiary is engaged in commercial production and its TVA Films division is engaged in the distribution of films and television programs.

According to data published by Numeris (which is based on a measurement methodology using audiometry), we had a 31.9% market share of French-speaking viewers in the Province of Québec for the period from January 1, 2014 through November 30, 2014 and, according to the Canadian TVB Report for the period from December 31, 2013 through November 30, 2014, our share of the Province of Québec’s French-language broadcast television advertising market was 40.1%.

For the period from January 1, 2014 through December 31, 2014, we aired 17 of the 30 most popular TV programs in the Province of Québec, including *La Voix* and *L’Été indien*. In addition, for the same period in 2013, the TVA Network had also 17 of the top 30 French-language prime time television shows in the Province of Québec, according to Numeris data. Since May 1999, the TVA Network, which consists of ten stations, has been included in the basic channel line-up of most cable and satellite providers across Canada, enabling us to reach a significant portion of the French-speaking population of Canada outside the Province of Québec.

Until February 13, 2015, the Media segment also operated the English-language news and opinion specialty channel Sun News, which discontinued its operations on that date. The Media segment’s operating results presented in this report include Sun News’ financial data.

The Studios, Equipment and Post-Production Business’ includes soundstage and equipment leasing services, post-production services, expertise in visual effects services and proprietary online transaction and distribution platforms for video-on-demand and digital cinema (DCI) and, in addition, property rights on technologies being used for digital image restoration and for 2D conversion into 3D stereoscopic images. Our Studios, Equipment and Post-Production Business’s software, GeneSys™, uses advanced algorithms for 2D to 3D contents conversion for the large screen and television.

As part of its assets, the Studios, Equipment and Post-Production Business includes movie and television studios of approximately 225,000 square feet in Montréal and St-Hubert, Québec, which have cutting-edge equipment, including Canada’s largest and most up-to-date pool of cameras, lighting and specialized equipment.

**Canadian Television Industry Overview**

Canada has a well-developed television market that provides viewers with a range of viewing alternatives. The television market has been affected by audience fragmentation across the various content delivery platforms, including the Internet and video-on-demand, as well as the arrival of a large number of specialized services.



There are three main French-language broadcast networks in the Province of Québec: Société Radio-Canada, “V” and TVA Network. In addition to French-language programming, there are three English-language national broadcast networks in the Province of Québec: the Global Television Network, CTV and the Canadian Broadcasting Corporation, known as CBC. Global Television Network, V and CTV are privately held and are commercial networks. CBC and Société Radio-Canada are government owned and financed by a combination of federal government grants and advertising revenue. French-language viewers in the Province of Québec also have access to certain U.S. networks. In the area of specialty television broadcasting in the Province of Québec, our main competitors are Bell Media, CBC and Corus.

The following table sets forth the market share of French speaking viewers in the Province of Québec as of December 31, 2014:

Network	Share of Province of Québec Television
<b>TVA Network</b>	22.7%
Société Radio-Canada	13.0%
V	7.9%
TVA Group’s French-language specialty TV	9.2%
Various French-language specialty and pay cable TV <sup>(1)</sup>	39.2%
Others	8.0%

Source: Numeris for the period between January 1, 2014 and December 31, 2014.

(1) Bell Media (19.3%), Corus (7.3%), Société Radio-Canada (4.7%) and others (7.9%).

**Television Broadcast Network**

Our French-language network of ten stations, which consists of six owned and four affiliated stations, is available to a significant portion of the French speaking population in Canada.

Our owned and operated stations include: CFTM-TV in Montréal, CFCM-TV in Québec City, CHLT-TV in Sherbrooke, CHEM-TV in Trois-Rivières, CFER-TV in Rimouski Matane-Sept-Iles and CJPM-TV in Saguenay/Lac-St-Jean. Our four affiliated stations are CFEM-TV in Rouyn, CHOT-TV in Gatineau, CHAU-TV in Carleton and CIMT-TV in Rivière-du-Loup. We own a 45% interest of the latter two. A substantial portion of our network’s broadcast schedule is originated from our main station in Montréal. Our signal is transmitted from transmission and retransmission sites authorized by Industry Canada and licensed by the CRTC and is also retransmitted by satellite elsewhere in Canada as a distant signal by various modes of authorized distribution: cable, direct-to-home satellite distribution and MMDS.

TVA Group’s website is accessible at [groupletva.ca](http://groupletva.ca).

**Television Specialty Broadcasting**

Through various subsidiaries, we control or participate in the following 11 specialty services: *LCN*, a French-language all news service, TVA Sports, TVA Sports II and TVA Sports III, French-language specialty television services devoted to sports, *Évasion*, a French-language travel and tourism service, *Argent*, a French-language economic, business and personal finance news service, *addikTV*, a national French-language specialty television service dedicated to the presentation of popular Canadian and American movies and television series, *Prise 2*, a French-language specialty television service devoted to the Province of Québec and American television classics, *MOI&cie*, a French-language specialty television service dedicated to style, beauty and the well-being of Québec women, *CASA*, a French-language specialty television service devoted to real estate, renovation, decoration and cooking, *YOOPA*, a French-language specialty television service aimed exclusively at preschoolers. Each of TVA Group’s specialty channels has its own dedicated website.

Until February 13, 2015, the Media segment also operated the English-language news and opinion specialty channel Sun News, which discontinued its operations on that date. The Media segment’s operating results presented in this annual report include Sun News’ financial data.



<i>Type of Service</i>	<u>Language</u>	<u>Voting Interest</u>
<b>Category A Digital Specialty Services:</b>		
• <i>addikTV</i>	French	100.0%
• <i>Argent (LCN—Affaires)</i>	French	100.0%
• <i>Évasion</i>	French	8.3%
<b>Category B Digital Specialty Services:</b>		
• <i>Prise 2</i>	French	100.0%
• <i>CASA</i>	French	100.0%
• <i>YOOPA</i>	French	100.0%
• <i>MOI&amp;cie</i>	French	100.0%
<b>Category C Digital Specialty Services:</b>		
• <i>LCN — Le Canal Nouvelles</i>	French	100.0%
• <i>TVA Sports</i>	French	100.0%
• <i>TVA Sports II</i>	French	100.0%
• <i>TVA Sports III</i>	French	100.0%

### **Advertising Sales and Revenue**

We derive a majority of our revenues from the sale of air-time to national, regional and local advertisers. For the twelve-month period ended December 31, 2014, we derived approximately 72% of our advertising revenues from national advertisers and 28% from regional and local advertisers.

### **Programming**

We produce a variety of French-language programming, including a broad selection of entertainment, news and public affairs programming. We actively promote our programming and seek to develop viewer loyalty by offering a consistent programming schedule.

A part of our programming is produced by our wholly-owned subsidiary, TVA Productions Inc. Through TVA Productions Inc. (and its affiliate TVA Productions II inc.), we produced approximately 1,500 hours of original programming in 2014, consisting primarily of morning and general interest shows, reality shows, variety shows and quiz shows.

The remainder of our programming is comprised of foreign and Canadian independently produced programming.

### **Magazine Publishing**

TVA Publications Inc. (“**TVA Publications**”) and Les Publications Charron & Cie Inc. (“**Publications Charron**”) publish more than 50 French-language magazines in various fields such as arts, entertainment, television, fashion and decoration. They also market digital products associated with the different magazine brands. Together, TVA Publications and Publications Charron magazines hold 54% of cumulative monthly Québec French-language readership, according to data compiled by the PMB (Print Measurement Bureau - Fall 2014). TVA Publications is the leading magazine publisher in the Province of Québec and our objective is to leverage its focus on entertainment across our television and Internet programming.

In addition, subject to and upon closing of the Transcontinental Transaction, TVA Group will add to its portfolio the 11 following titles: *Coup de pouce*, Canadian Living, *Véro Magazine*, *Décormag*, Style at Home, *Fleurs Plantes Jardins*, Canadian Gardening, *Québec Vert*, The Hockey News, *MaisonNeuves.com*, *Condo Maison Direct*, along with the *recettes.qc.ca*, *Quoi manger*, and On the Table websites. The Corporation will also hold an effective 51% share in Les Publications Transcontinental-Hearst Inc., publisher of Elle Canada and *Elle Québec* magazines, in partnership with Hearst Group, which holds a 49% share. As well, TVA Group and Bayard Group will each hold a 50% share in Publications Senior Inc., publisher of *Le Bel Âge* and Good Times magazines. The Transcontinental Transaction was authorized by the Competition Bureau on March 2, 2015. The closing of this transaction is expected to take place within a few weeks of such authorization.





**Book Distribution and Publishing**

We are also involved in book publishing and distribution through academic publisher CEC Publishing Inc. (“CEC Publishing”), 18 general literature publishers under the Groupe Sogides Inc. (“Sogides Group”) umbrella, and Messageries A.D.P. Inc. (“Messageries ADP”). Through Sogides Group and the academic publisher CEC Publishing, we are involved in French-language book publishing and we form one of the Province of Québec’s largest book publishing groups. In 2014, we published or reissued a total of 675 titles in paper format and 427 titles in digital format.

Through Messageries ADP, our book distribution company, we are the exclusive distributor for 195 Québec and European French-language publishers. We distribute French-language books to approximately 3,300 retail outlets in Canada. In addition, Messageries ADP distributes approximately 14,500 digital books.

**Newspaper Publishing**

As of December 31, 2014, our Media segment published 35 paid-circulation dailies, three free commuter dailies and 140 community weekly newspapers, magazines, buyers guides, farm publications and other specialty publications. Our publications have an established presence on the Internet and offer classified and local advertising, as well as other services for local advertisers and readers.

On October 6, 2014, Quebecor Media announced that it had entered into the Postmedia Transaction. The Postmedia Transaction is subject to approval by regulatory authorities, specifically the Competition Bureau. While the Postmedia Transaction is under review and pending the approval from the regulatory authorities, Quebecor Media will continue publishing the 175 newspapers and publications sold as part of the Postmedia Transaction, including the Sun chain of dailies, namely the Ottawa Sun, Toronto Sun, Winnipeg Sun, Edmonton Sun and Calgary Sun, as well as The London Free Press, the 24 Hours dailies in Toronto and Vancouver, and community dailies and weeklies, buyers’ guides and specialty publications as well as the *Canoe* portal’s English-Canadian operations and eight printing plants, including the Islington (Ontario) plant. Our French-language newspapers and publications, including *Le Journal de Montréal*, *Le Journal de Québec* and the *24 Heures* (Montréal) are not included in the Postmedia Transaction. The numbers and percentages presented in this section in connection with Sun Media’s operations as of December 31, 2014 and comparative years do not reflect the sale of the 175 newspapers and publications sold as part of the Postmedia Transaction, as the Corporation continues to operate the assets sold as part of the Postmedia Transaction until the approval from the regulatory authorities. However, the businesses sold pursuant to the Postmedia Transaction are treated as discontinued operations in our audited consolidated financial statements for the year ended December 31, 2014 and comparative years as well as in the management’s discussion and analysis of financial condition and results of operations for such period, which are included in “Item 18. Financial Statements” and in “Item 5. Operating and Financial Review and Prospects” of this annual report, respectively. For more information, refer to Note 8 to our audited consolidated financial statements for the year ended December 31, 2014 included under “Item 18. Financial Statements” of this annual report.

On June 1, 2014, we closed the TC Transaction. The numbers and percentages presented in this annual report in connection with Sun Media’s operations as of December 31, 2014 and comparative years reflect the sale of the 74 Québec weeklies pursuant to the TC Transaction. The newspapers sold pursuant to the TC Transaction are treated as discontinued operations in our audited consolidated financial statements for the year ended December 31, 2014 and comparative years. For more information, refer to Note 8 to our audited consolidated financial statements for the year ended December 31, 2014 included under “Item 18. Financial Statements” of this annual report.

**Canadian Newspaper Publishing Industry Overview**

Newspaper publishing is the oldest segment of the advertising based media industry in Canada. The industry is mature and is dominated by a small number of major newspaper publishers largely segmented in different markets and geographic areas. As of December 31, 2014, our newspapers publishing activities combined average weekly circulation (paid and unpaid) was approximately 9.1 million copies, according to internal statistics. In addition, according to the Newspapers Canada Circulation Data, Sun Media’s 28.7% market share of weekly average circulation for Canadian daily paid newspapers makes our newspaper publishing operations the largest newspaper publisher in Canada in terms of weekly average circulation.



According to the Newspapers Canada Circulation Data, there are approximately 93 paid circulation daily newspapers, numerous paid non-daily publications and free-distribution daily and non-daily publications. Of the 93 paid circulation daily newspapers, 18 have average daily circulation in excess of 50,000 copies. These include 12 English-language metropolitan newspapers, four French-language daily newspapers and two national daily newspapers. In addition to daily newspapers, both paid and unpaid non-daily newspapers are distributed nationally and locally across Canada. Newspaper publishers may also produce and distribute niche publications that target specific readers with customized editorial content and advertising. The newspaper market consists primarily of two segments, broadsheet and tabloid newspapers, which vary in format. With the exception of the broadsheet the *London Free Press*, all of Sun Media's urban paid daily newspapers are tabloids.

Newspaper publishers derive revenue primarily from the sale of retail, classified, national and insert advertising, and to a lesser extent through paid subscriptions and single copy sales of newspapers. The mature nature of the Canadian newspaper industry has resulted in limited growth, if any, for traditional newspaper publishers, for many years, and the newspaper industry is now undergoing fundamental changes. As a result, the newspaper industry is facing challenges to retain its revenues and circulation/readership, as advertisers and readers become increasingly fragmented in the increasingly populated media landscape.

### ***Advertising and Circulation***

Advertising revenue is the largest source of revenue for our newspaper operations, representing 63.2% of our newspaper operations' total revenues in 2014. Advertising rates are based upon the size of the market in which each newspaper operates, circulation, readership, demographic composition of the market and the availability of alternative advertising media. Our strategy is to maximize advertising revenue by providing advertisers with a range of pricing and marketing alternatives to better enable them to reach their target audience. Our newspapers offer a variety of advertising alternatives, including full-run advertisements in regular sections of the newspaper targeted to different readers (including automotive, real estate and travel), geographically targeted inserts, special interest pullout sections and advertising supplements.

The principal categories of advertising revenues in our newspaper operations are retail and national advertising. Most of our retail advertisers are department stores, electronics stores and furniture stores. National advertising is display advertising primarily from advertisers promoting products or services on a national basis, and sold through our national sales force.

In the smaller community papers, substantially all of the advertising revenues are derived from local retailers and classified advertisers.

Circulation sales are our newspaper operations' second-largest source of revenue and represented 20.4% of total revenues of our newspaper operations in 2014. In the large urban markets, our paid daily newspapers are available through newspaper boxes and retail outlets Monday through Sunday, except the *London Free Press*, which does not publish a Sunday edition. We offer daily home delivery in each of our newspaper markets. We derive our circulation revenues from single copy sales and subscription sales.

Digital revenues represented 4.2% of total revenues for our newspaper operations in 2014. Digital revenues are generated from advertising on our websites, digital subscriptions to the e-editions of our newspapers and more recently through paywalls launched in our urban daily newspaper websites. Through our newspaper operations, we operate over 150 websites, which include publication websites to complement each of its urban and community paid daily newspaper publications. Revenues from digital products represent a potential growth opportunity for our newspaper operations.

Throughout 2014, Sun Media announced and implemented restructuring initiatives, including head count reductions to further streamline and optimize the segment's operations to focus on its core competencies.

### ***Newspaper Operations***

We operate our newspaper business through our Sun Media subsidiary in urban and community markets principally through two groups of products:

- the Urban Daily Group; and
- the Community Newspaper Group.



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A majority of Sun Media's newspapers in the Community Newspaper Group are clustered around our eight paid urban dailies in the Urban Daily Group. Sun Media has strategically established its community newspapers near regional printing facilities in suburban and rural markets across Canada. This geographic clustering enables us to realize operating efficiencies and economic synergies through sharing of management, production, printing, and distribution functions.

### *The Urban Daily Group*

Sun Media's Urban Daily Group is comprised of eight paid daily newspapers, three free daily commuter publications and one free weekly publication.

We are number one in the Province of Québec for daily paid and unpaid newspapers with a weekly circulation of 3.8 million newspapers.

### *Paid daily newspapers*

Sun Media's paid daily newspapers are published seven days a week and are all tabloids with the exception of the broadsheet the *London Free Press* which is also not published on Sundays. These are mass circulation newspapers that provide succinct and complete news coverage with an emphasis on local news, sports and entertainment. The tabloid format makes extensive use of color, photographs and graphics. Each newspaper contains inserts that feature subjects of interest such as fashion, lifestyle and special sections.

For the year 2014, on a combined weekly basis, the eight paid daily newspapers in Sun Media's Urban Daily Group had a circulation of approximately 4.1 million copies, according to internal statistics. These newspapers hold either the number one or number two position among non-national paid dailies in each of their respective markets in terms of weekly readership.

Paid circulation is defined as average sales of a newspaper per issue. Readership (as opposed to paid circulation) is an estimate of the number of people who read or looked into an average issue of a newspaper and is measured by an independent survey conducted by NADbank® Inc. According to the 2013 NADbank® study (the "NADbank® Study"), the most recent available survey, readership estimates are based upon the number of people responding to the Newspaper Audience Databank survey circulated by NADbank® Inc. who report having read or looked into one or more issues of a given newspaper during a given period equal to the publication interval of the newspaper.

The following table lists Sun Media's paid daily newspapers and their respective readership in 2013 as well as their market position versus other paid daily newspapers by weekly readership during that period, based on information provided in the NADbank® Study:

NEWSPAPER	2013 AVERAGE READERSHIP			MARKET POSITION BY READERSHIP (1)
	SATURDAY	SUNDAY	MON-FRI	
<i>Le Journal de Montréal</i>	601,700	389,100	566,500	1st
<i>Le Journal de Québec</i>	176,500	127,600	176,800	1st
<i>Toronto Sun</i>	414,600	452,000	451,100	2nd
<i>London Free Press</i>	143,500	n/a	135,500	1st
<i>Ottawa Sun</i>	90,900	77,500	92,900	2nd
<i>Winnipeg Sun</i>	79,200	63,000	95,500	2nd
<i>Edmonton Sun</i>	115,700	135,700	131,100	2nd
<i>Calgary Sun</i>	134,700	136,600	122,900	2nd
<b>Total Average Readership</b>	<b>1,756,800</b>	<b>1,381,500</b>	<b>1,772,300</b>	

(1) Based on paid weekly readership of non-national newspapers data published by the NADbank® Study.



The following table lists Sun Media's paid daily newspapers and their respective average daily paid circulation in 2014:

NEWSPAPER	2014 AVERAGE PAID CIRCULATION		
	SATURDAY	SUNDAY	MON-FRI
<i>Le Journal de Montréal</i>	212,900	199,100	201,500
<i>Le Journal de Québec</i>	104,900	96,800	97,300
<i>Toronto Sun</i>	110,500	139,900	120,200
<i>London Free Press</i>	71,800	n/a	67,700
<i>Ottawa Sun</i>	28,600	30,000	33,100
<i>Winnipeg Sun</i>	17,500	18,500	16,700
<i>Edmonton Sun</i>	32,800	44,600	34,800
<i>Calgary Sun</i>	38,300	48,600	36,400
Total Average Paid Circulation	<u>617,300</u>	<u>577,500</u>	<u>607,700</u>

Source: Internal Statistics

**Le Journal de Montréal.** *Le Journal de Montréal* is published seven days a week and is distributed by Quebecor Media Network Inc. The main competitors of *Le Journal de Montréal* are *La Presse* and *The Montréal Gazette*. Its website is accessible at [www.journaldemontreal.com](http://www.journaldemontreal.com).

**Le Journal de Québec.** *Le Journal de Québec* is published seven days a week and is distributed by Quebecor Media Network. The main competitor of *Le Journal de Québec* is *Le Soleil*. Its website is accessible at [www.lejournaldequebec.com](http://www.lejournaldequebec.com).

**Toronto Sun.** The *Toronto Sun* is published seven days a week throughout the greater metropolitan Toronto area. The main competitors of the *Toronto Sun* are the *Toronto Star*, the *Globe & Mail* and the *National Post*. As a tabloid newspaper, the *Toronto Sun* has a unique format compared to these broadsheet competitors. Its website is accessible at [www.torontosun.com](http://www.torontosun.com).

**London Free Press.** The *London Free Press*, one of Canada's oldest daily newspapers, emphasizes national and local news, sports and entertainment and is distributed throughout the London area. It is the only local daily paid newspaper in its market and is published six days a week, Monday through Saturday. Its website is accessible at [www.lfpress.com](http://www.lfpress.com).

**Ottawa Sun.** The *Ottawa Sun* is published seven days a week and is distributed throughout the Ottawa region. It competes daily with the English-language broadsheet, the *Ottawa Citizen*, and also with the French-language paper, *Le Droit*. Its website is accessible at [www.ottawasun.com](http://www.ottawasun.com).

**Winnipeg Sun.** The *Winnipeg Sun* is published seven days a week and serves the metropolitan Winnipeg area. The *Winnipeg Sun* competes with the *Winnipeg Free Press*. Its website is accessible at [www.winnipeg.sun.com](http://www.winnipeg.sun.com).

**Edmonton Sun.** The *Edmonton Sun* is published seven days a week and is distributed throughout Edmonton. The *Edmonton Sun* competes with Edmonton's broadsheet daily, the *Edmonton Journal*. Its website is accessible at [www.edmontonsun.com](http://www.edmontonsun.com).

**Calgary Sun.** The *Calgary Sun* is published seven days a week and is distributed throughout Calgary. The *Calgary Sun* competes with Calgary's broadsheet daily, the *Calgary Herald*. Its website is accessible at [www.calgarysun.com](http://www.calgarysun.com).

*Free daily newspapers*

Sun Media publishes free daily commuter publications in three urban markets: Toronto, Montréal and Vancouver. The editorial content of these free daily commuter publications concentrates on the greater metropolitan area of each of these cities, respectively.



The following table reflects the average weekday circulation of our free daily commuter publications for 2014:

<b>FREE DAILY COMMUTER PUBLICATIONS</b>	<b>2014 Average Daily Circulation</b>
	<b>Mon-Fri</b>
<i>24 Hours — Toronto</i>	187,100
<i>24 Heures — Montréal</i>	137,200
<i>24 Hours — Vancouver</i>	112,600
<b>Total Average Daily Circulation</b>	<b>436,900</b>

Source: Internal Statistics

*Competition*

The newspaper industry is seeing secular changes, including the growing availability of free access to media, shifting readership habits, digital transferability, the advent of real-time information and secular changes in the advertising market, all of which affect the nature of competition in the newspaper industry. Competition increasingly comes not only from other newspapers (including other national, metropolitan (both paid and free) and suburban newspapers), magazines and more traditional media platforms, such as broadcasters, cable systems and networks, satellite television and radio, direct marketing and solo and shared mail programs, but also from digital media technologies, which have introduced a wide variety of media distribution platforms (including, most significantly, the Internet, digital readers (e-readers) and distribution over wireless devices) to consumers and advertisers.

We believe that the high cost associated with starting a major daily newspaper operation represents a barrier to entry to potential new competitors of Sun Media’s Urban Daily Group.

**The Community Newspaper Group**

Sun Media’s Community Newspaper Group consists of 27 paid daily community newspapers and, 140 community weekly newspapers, shopping guides, agricultural and other specialty publications. The total average weekly circulation of the publications in Sun Media’s Community Newspaper Group for the year ended December 31, 2014 was approximately 1.6 million free copies and approximately 1.2 million paid copies, according to internal statistics. Our community newspaper publications offer news, sports and special features, with an emphasis on local information.

The table below sets forth the average daily paid circulation and geographic location of the daily newspapers published by Sun Media’s Community Newspaper Group for the year ended December 31, 2014:

<b>NEWSPAPER <sup>(1)</sup></b>	<b>LOCATION</b>	<b>AVERAGE DAILY PAID CIRCULATION</b>
<i>The Kingston Whig-Standard</i>	Kingston, Ontario	16,700
<i>The Standard</i>	St. Catherines, Ontario	13,900
<i>The Expositor</i>	Brantford, Ontario	12,800
<i>The Peterborough Examiner</i>	Peterborough, Ontario	10,100
<i>The Sun Times</i>	Owen Sound, Ontario	10,000
<i>The Sault Star</i>	Sault Ste Marie, Ontario	9,900
<i>The Sudbury Star</i>	Sudbury, Ontario	9,400
<i>The Observer</i>	Sarnia, Ontario	9,300
<i>North Bay Nugget</i>	North Bay, Ontario	8,400
<i>Niagara Falls Review</i>	Niagara Falls, Ontario	8,200
<i>Cornwall Standard Freeholder</i>	Cornwall, Ontario	7,600
<i>The Tribune</i>	Welland, Ontario	7,600
<i>The Intelligencer</i>	Belleville, Ontario	7,100
<i>The Recorder &amp; Times</i>	Brockville, Ontario	6,000
<i>Beacon Herald</i>	Stratford, Ontario	6,000
<i>The Chatham Daily News</i>	Chatham, Ontario	5,500
<i>The Daily Press</i>	Timmins, Ontario	4,800
<i>Packet &amp; Times</i>	Orillia, Ontario	3,800
<i>The Barrie Examiner</i>	Barrie, Ontario	3,700



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NEWSPAPER <sup>(1)</sup>	LOCATION	AVERAGE DAILY PAID CIRCULATION
<i>Simcoe Reformer</i>	Simcoe, Ontario	3,600
<i>Daily Herald Tribune</i>	Grande Prairie, Alberta	3,400
<i>Sentinel Review</i>	Woodstock, Ontario	3,200
<i>The Daily Observer</i>	Pembroke, Ontario	3,000
<i>St. Thomas Times-Journal</i>	St. Thomas, Ontario	3,000
<i>Northumberland Today</i>	Northumberland, Ontario	2,800
<i>Kenora Daily Miner &amp; News</i>	Kenora, Ontario	1,500
<i>Fort McMurray Today</i>	Fort McMurray, Alberta	1,400
<b>Total Average Daily Paid Circulation</b>		<b>182,700</b>

Source: Internal Statistics

(1) The listed newspapers are published at least five days per week, except for the Kenora Daily Miner & News which is published four days per week.

As at December 31, 2014, our community newspaper operations included 115 publications, in Ontario and 38 in Alberta.

*Competition*

Our community publications are generally located in small towns and are typically the only daily or weekly newspapers of general circulation published in their respective communities, although some face competition from daily or weekly publications published in nearby locations and circulated in the markets where we publish our daily or weekly publications.

*Internet/Portals*

The *Canoe Network* includes information and service sites for the general public. As such, it is one of the most popular Internet destinations in Canada, in both the English and French speaking markets, and a key vehicle for Internet users and advertisers alike. Advertising revenues constitute a large portion of the *Canoe Network's* annual revenues.

*Media Properties*

The Media segment, excluding TVA Group and its subsidiaries, operates the following portals and destination sites:

- *Canoe Network (canoe.ca)*, a bilingual portal which logs over 10.3 million unique visitors per month in Canada, including more than 5.5 million in the Province of Québec (according to ComScore Media Metrix figures for December 2014);
- Sun Media dedicated websites for its corresponding weekly and daily newspapers (such as *www.torontosun.com*, *www.edmontonsun.com*, *www.journaldequebec.com* and *www.journalde montreal.com*), which provide local and national news; and
- *Canoe.tv*, the first Canadian web broadcaster with unique content commissioned by *Canoe.tv* in addition to video content from traditional sources including Quebecor Media, the Sun Media network of newspapers and various external partners.

*E-commerce Properties*

The following e-commerce properties are included under the *Canoe Network* umbrella:

- *Autonet.ca*, one of Canada's leading Internet sites devoted entirely to automobiles;
- Our local classified sites attached to our large urban newspaper brands;



- *YourLifeMoments.ca*, Sun Media's premier site for announcing, celebrating, sharing all of life's special moments; and
- *Micasa.ca*, one of the leading real-estate listing sites in the Province of Québec, providing comprehensive property listing services available to all real estate brokers as well as individual homeowners.

#### ***Distribution Network***

Quebecor Media Network distributes dailies, weeklies, magazines and print media and reaches approximately 225,000 households and 12,375 retail outlets through its operations in the Province of Québec.

#### ***Commercial Printing***

Sun Media's owns printing facilities, including eight printing facilities for its urban and community publications which are located in five provinces. Through our wholly-owned subsidiary Quebecor Media Printing, we operate two printing facilities located in Islington, Ontario, and Mirabel, Québec. The *24 Hours* in Toronto, the *Toronto Sun* and a number of Ontario community publications are printed in Islington, Ontario. *Le Journal de Montréal*, the *Ottawa Sun* and the *24 Heures* (Montréal) are printed in Mirabel, Québec. Eight of our printing facilities, including the Islington (Ontario) facility, are in the process of being sold as part of the Postmedia Transaction.

We also offer third party commercial printing services, which provides us with an additional revenue source that leverages existing equipment with excess capacity. In our third party commercial printing operations, we compete with other newspaper publishing companies as well as with commercial printers. Our competitive strengths in this area include our modern equipment, our status in some of our markets as the only local provider of commercial printing services and our ability to price projects on a variable cost basis, as our core newspaper business covers overhead expenses.

#### ***Seasonality and Cyclicity***

Canadian newspaper publishing companies operating results tend to follow a recurring seasonal pattern with higher advertising revenue in the spring and in the fall. Accordingly, the second and fourth fiscal quarters are typically our strongest quarters, with the fourth quarter generally being the strongest. Due to the seasonal retail decline and generally poor weather, the first quarter has historically been our weakest quarter.

Our newspaper business is cyclical in nature. Our operating results are sensitive to prevailing local, regional and national economic conditions because of our dependence on advertising sales for a substantial portion of our revenue. Expenditures by advertisers tend to be cyclical reflecting overall economic conditions, as well as budgeting and buying patterns and priorities. In addition, a substantial portion of our advertising revenue is derived from retail and automotive advertisers, who have historically been sensitive to general economic cycles, and our operating results have in the past been materially adversely affected by extended downturns in the Canadian retail and automotive sectors. Similarly, since a substantial portion of our advertising revenue is derived from local advertisers, our operating results in individual markets could be adversely affected by local or regional economic downturns.

#### ***Raw Materials***

Newsprint, which is the basic raw material used to publish newspapers, has historically been and may continue to be subject to significant price volatility. Changes in the price of newsprint could significantly affect our earnings, and volatile or increased newsprint costs have had, and may in the future have, a material adverse effect on our results of operations and our financial condition. We manage the effects of newsprint price increases through a combination of, among other things, waste management, technology improvements, web width reduction, inventory management, and by controlling the mix of editorial versus advertising content.

In order to obtain more favourable pricing, we source substantially all of our newsprint from a single newsprint producer (our "**Newsprint Supplier**"). Pursuant to the terms of our agreement with our Newsprint Supplier, we obtain newsprint at a discount to market prices, receive additional volume rebates for purchases above certain thresholds, and benefit from a ceiling on the unit cost of newsprint.

#### ***Other Operations***

We are involved in out-of-home-advertising through the installation, maintenance and management of out-of-home advertisement, including on transit and bus shelters. In relation thereto, we entered into a 10-year agreement with *Société de transport de Lévis*, a 20-year agreement with *Société de transport de Laval*, and a 20-year agreement with *Société de transport de Montréal* (STM). Also, through QMI Agency, we provide content to external customers as well as to certain of our subsidiaries and divisions and, through QMI Sales, we offer integrated, diversified and complete advertising services to our clients.



## Sports and Entertainment

Our activities in the Sports and Entertainment segment consist primarily of show distribution, sporting and cultural events management, music production, distribution and streaming, the operation of two QMJHL teams and the operation and management of the future Québec City Arena.

### *Québec City Arena*

The construction of the Québec City Arena has begun in September 2012 and is scheduled to be completed in July 2015, with a currently expected public opening in September 2015. The Québec City Arena will have approximately 18,400 seats and will host the *Remparts de Québec* as well as a variety of events and shows by local and international artists. Through a 25-year agreement entered into with Québec City, we will have usage and naming rights for the Québec City Arena until 2040. In anticipation of the opening of the Québec City Arena, we have entered into a strategic partnership for the operation of the Québec City Arena with Live Nation Entertainment, including two of its main divisions, namely Live Nation Concerts, the global market leader in concert production, and the Ticketmaster ticketing service, which operates in the Province of Québec under the name “Admission”. We have also entered into a strategic partnership with Levy Restaurants, with an emphasis on building a world class culinary experience in the Québec City Arena through a local food and beverage program.

### *QMJHL Hockey Teams*

We own two QMJHL franchises, namely *L’Armada de Blainville-Boisbriand* and the *Remparts de Québec*. As part of transaction relating to the acquisition of the *Remparts de Québec*, we also obtained rights to organize a women’s professional tennis tournament (namely, the “*Coupe Banque Nationale*”) as well as the 2015 Memorial Cup, which will be hosted by the *Remparts de Québec*.

### *Events Production and Management*

Through GesteV, a sports and cultural events manager, we produce numerous high-profile events such as the Red Bull Crashed Ice extreme race, the Vélirium (International Mountain Bike Festival and World Cup), the Transat Québec Saint-Malo sailing race, Sprint Québec (FIS Cross-Country World Cup), and the Snowboard Jamboree (including the FIS Snowboard World Championships).

### *Music Distribution*

Through certain divisions and subsidiaries of Archambault Group, we distribute CDs, DVDs, Blu-ray discs, online music by way of file transfer and we offer services in the following areas: music streaming, music recording, video production, recording of live concerts, production of live-event video shows, television advertising, music shows and concerts.

Archambault Group is one of the largest independent music distributors in Canada with 21% of the Province of Québec market and 54% of the Province of Québec French market. Archambault Group has a catalogue of over 7,800 different CDs, LPs or other audio formats and over 1,500 DVDs, VHS or other video formats, a large number of which are from French-speaking artists. In addition, Archambault Group is a digital aggregator of downloadable products with a selection of approximately 101,000 songs available through 196 retailers worldwide.

We own 100% of the issued and outstanding capital stock of GesteV, Québecor Sports et Divertissements Inc., (which owns the *Remparts de Québec*) and Archambault Group.





### Intellectual Property

We use a number of trademarks for our products and services. Many of these trademarks are registered by us in the appropriate jurisdictions. In addition, we have legal rights in the unregistered marks arising from their use. We have taken affirmative legal steps to protect our trademarks and we believe our trademarks are adequately protected.

Television programming and motion pictures are granted legal protection under the copyright laws of the countries in which we operate, and there are substantial civil and criminal sanctions for unauthorized duplication and exhibition. The content of our newspapers and websites is similarly protected by copyright. We own copyright in each of our publications as a whole, and in all individual content items created by our employees in the course of their employment, subject to very limited exceptions. We have entered into licensing agreements with wire services, freelancers and other content suppliers on terms that we believe are sufficient to meet the needs of our publishing operations. We believe we have taken appropriate and reasonable measures to secure, protect and maintain our rights or obtain agreements from licensees to secure, protect and maintain copyright protection of content produced or distributed by us.

We have registered a number of domain names under which we operate websites associated with our television, publishing and Internet operations. As every Internet domain name is unique, our domain names cannot be registered by other entities as long as our registrations are valid.

### Insurance

Quebecor Media is exposed to a variety of operational risks in the normal course of business, the most significant of which are transferred to third parties by way of insurance agreements. Quebecor Media maintains insurance coverage through third parties for property and casualty losses. Quebecor Media believes that it has a combination of third-party insurance and self-insurance sufficient to provide adequate protection against unexpected losses, while minimizing costs.

### Environment

Some of our operations are subject to Canadian, provincial and municipal laws and regulations concerning, among other things, emissions to the air, water and sewer discharge, handling and disposal of hazardous materials, the recycling of waste, the soil remediation of contaminated sites, or otherwise relating to the protection of the environment. Laws and regulations relating to workplace safety and worker health, which among other things, regulate employee exposure to hazardous substances in the workplace, also govern our operations.

Compliance with these laws has not had, and management does not expect it to have, a material effect upon our capital expenditures, net income or competitive position. Environmental laws and regulations and the interpretation of such laws and regulations, however, have changed rapidly in recent years and may continue to do so in the future. We have monitored the changes closely and have modified our practices where necessary or appropriate. For example, Québec's regulation on the recovery and reclamation of products by enterprises officially came into force on July 13, 2011. This regulation requires certain subsidiaries of Quebecor Media, specifically Videotron, to implement a recycling program or to become member of a program from an organization accredited by Recyc-Québec. Recovery rates are stipulated for different categories of products commercialized by companies to which this regulation applies. Starting in 2020, penalties will be imposed upon those companies that have failed to achieve the recovery targets between 2015 and 2020 as set forth in the regulation and will vary as a function of the amount of products commercialized and the actual recovery rates of the company, with potential penalties reaching up to \$600,000 annually and with fines for non compliance ranging between \$5,000 and \$250,000.

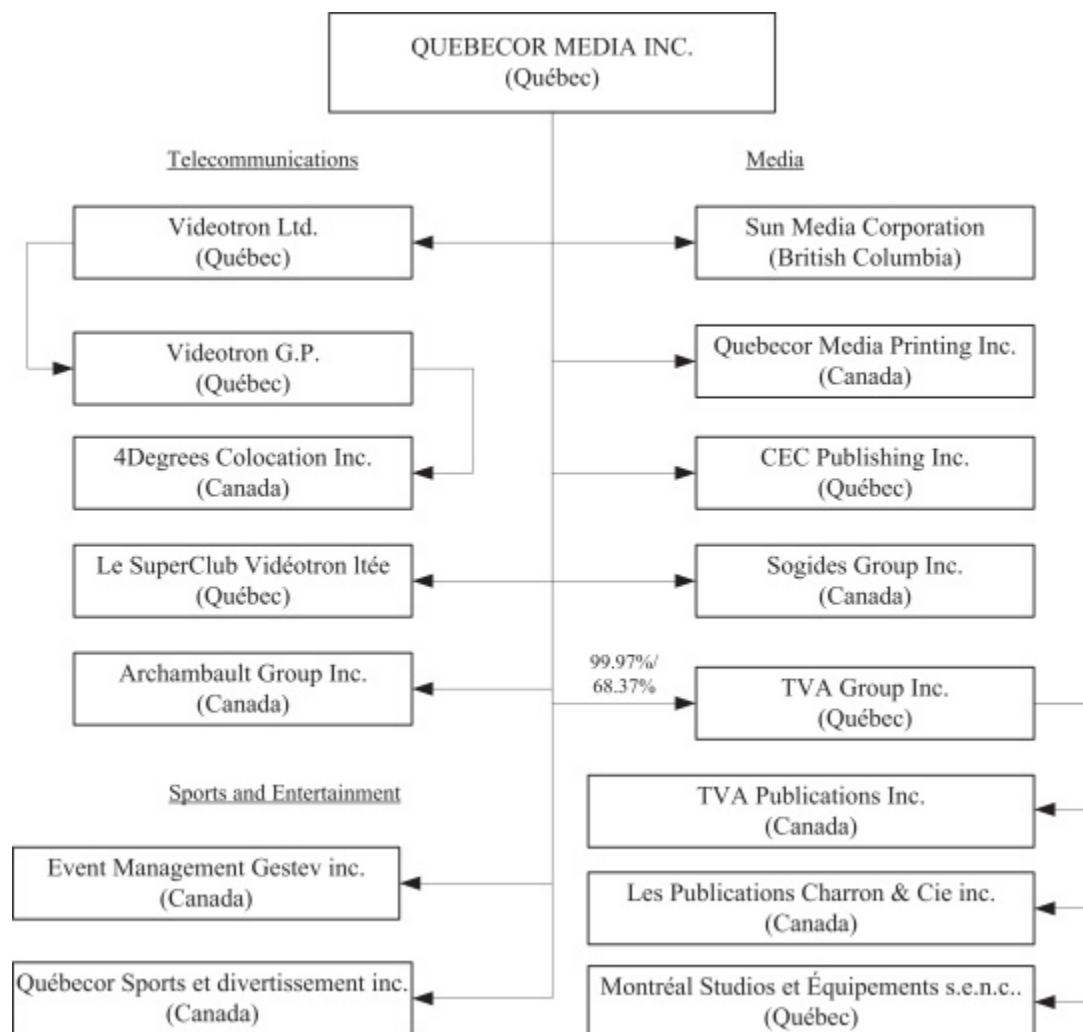
Our past and current properties, as well as areas surrounding those properties, particularly those in areas of long-term industrial use, may have had historic uses, or may have current uses, in the case of surrounding properties, which may affect our properties and require further study or remedial measures. As part of our Studios, Equipment and Post-Production Business, we own certain studios and vacant lots, some of which are located on a former landfill, with the presence of gas emitting waste.

We are not currently conducting or planning any material study or remedial measure. Furthermore, we cannot provide assurance that all environmental liabilities have been determined, that any prior owner of our properties did not create a material environmental condition not known to us, that a material environmental condition does not otherwise exist as to any such property, or that expenditure will not be required to deal with known or unknown contamination.



**C - Organizational Structure**

The following chart illustrates the relationship among Quebecor Media and its significant operating subsidiaries and holdings as of March 20, 2015 and indicates the jurisdiction of incorporation of each entity. In each case, unless otherwise indicated, Quebecor Media owns a 100% equity and voting interest in its subsidiaries (where applicable, the number on the top indicates the percentage of voting rights held by Quebecor Media and the number on the bottom indicates the percentage of equity owned directly and indirectly by Quebecor Media).



Quebecor, a communications holding company, owns 75.4% of Quebecor Media and CDP Capital, a wholly-owned subsidiary of CDPQ, owns the other 24.6% of Quebecor Media. Quebecor's primary asset is its interest in Quebecor Media. The CDPQ is one of Canada's largest pension fund managers.

**D - Property, Plants and Equipment**

Our corporate offices are located in leased space at 612 St-Jacques Street, Montréal, Québec, Canada H3C 4M8.

**Telecommunications**

Videotron's corporate offices are located in leased space at 612 St-Jacques Street, Montréal, Québec, Canada H3C 4M8, (187,592 square feet) in the same building as Quebecor Media's head office. Videotron also owns several buildings in Montréal, the largest building of which is located at 2155 Pie IX Street in Montréal (approximately 128,000 square



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feet). Videotron also owns a building located at 150 Beaubien Street in Montréal (approximately 72,000 square feet). Videotron leases approximately 52,000 square feet of office space in a building located at 800 de la Gauchetière Street in Montréal to accommodate staffing growth. Videotron also leases approximately 54,000 square feet in a building located at 4545 Frontenac Street in Montréal and 49,000 square feet in a building located at 888 De Maisonneuve Street in Montréal. In Québec City, Videotron owns a building of approximately 40,000 square feet located at 2200 Jean-Perrin Street where its regional headend for the Québec City region is situated. Videotron also owns or leases a significant number of smaller locations for signal reception sites, customer service and business offices.

**Media**

Sun Media’s corporate offices are located at 612 St-Jacques Street, Montreal, Québec, Canada, H3C 4M8, in the same building as Quebecor Media’s head office.

The following table presents the addresses, the square footage and primary use of the main facilities and other buildings of our newspaper operations. No other single property currently used in our newspaper operations exceeds 50,000 square feet. Unless stated otherwise, we own all of the properties listed below.

<u>Address</u>	<u>Use of Property</u>	<u>Floor Space Occupied (sq. ft.)</u>
Islington, Ontario 2250 Islington Avenue	Operations building, including printing plant — <i>Toronto Sun 24 Hours</i> (Toronto)	546,900
Mirabel, Québec 12800 Brault Street	Operations building, including printing plant — <i>Le Journal de Montréal 24 Heures</i> (Montréal)	235,000
London, Ontario 369 York Street	Operations building, including printing plant — <i>London Free Press</i>	146,900
Montréal, Québec 4545 Frontenac Street <sup>(2)</sup>	Operations building — <i>Le Journal de Montréal</i>	138,200
Calgary, Alberta 2615-12 Street NE	Operations building, including printing plant — <i>Calgary Sun</i>	90,000
Toronto, Ontario 333 King Street East	Operations building — Toronto Sun <i>(leased until 2020)</i>	71,700
Winnipeg, Manitoba 1700 Church Avenue	Operations building, including printing plant — <i>Winnipeg Sun</i>	63,000
Vanier, Québec 450 Bechard Avenue	Operations building, including printing plant — <i>Le Journal de Québec</i>	56,900
Edmonton, Alberta 9300-47 Street	Printing plant — <i>Edmonton Sun</i>	50,700



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The following table presents the addresses, the square footage and primary use of the main facilities and other buildings of our television broadcasting operations. No other single property currently used in our television broadcasting operations exceeds 50,000 square feet. Unless stated otherwise, we own all of the properties listed below.

<u>Address</u>	<u>Use of Property</u>	<u>Floor Space Occupied (sq. ft.)</u>
Montréal, Québec 1600 De Maisonneuve Boulevard East <sup>(1)</sup>	Television Broadcasting	650,000

- (1) Our television broadcasting operations are mainly carried out in Montréal at 1600 De Maisonneuve Boulevard East in a complex of four buildings owned by us which represent a total of approximately 650,000 square feet. We also own buildings in Québec City, Chicoutimi, Trois-Rivières, Rimouski, and Sherbrooke for local broadcasting and lease space in Longueuil for TVA Publications.

The following table presents the addresses, the square footage and primary use of the main facilities and other buildings of our Studios, Equipment and Post-Production Business. No other single property currently used in our newspaper operations exceeds 50,000 square feet.

<u>Address</u>	<u>Use of Property</u>	<u>Floor Space Occupied (sq. ft.)</u>
Montréal, Québec 2170, Pierre-Dupuy Avenue and 1701-1777, Carrie-Derick Street	Production studio	314,000
St-Hubert, Québec 4801, Leckie Street	Production studio	115,000

### Sports and Entertainment

We generally lease space for the business offices and warehousing activities for the operation of our Sports and Entertainment segment.

### Liens and charges

Borrowings under our senior secured credit facilities and under eligible derivative instruments are secured by a first-ranking hypothec and security agreement (subject to certain permitted encumbrances) on all of our movable property (chattels). Our subsidiaries' credit facilities are generally secured by first-ranking charges over all of their respective assets. TVA Group's credit facilities, which were previously unsecured, have been amended on November 3, 2014 and, as a result of such amendments, are now secured by charges on its movable property and an immovable hypothec on its properties located at 1600 de Maisonneuve Boulevard East, 1405, 1425 and 1475 Alexandre-De-Sève Street, 1420 and 1470 de Champlain Street, and 1500 Papineau Avenue, Montréal, Québec.

### E - Regulation

#### Foreign Ownership Restrictions Applicable under the Telecommunications Act

On June 29, 2012, the Government of Canada's omnibus budget implementation bill (C-38) received Royal Assent. Included in the bill were provisions to exempt telecommunications companies with less than 10% of total Canadian telecommunications market revenues from foreign investment restrictions under the Telecommunications Act. Companies that are successful in growing their market shares in excess of 10% of total Canadian telecommunications market revenues other than by way of merger or acquisition will continue to be exempt from the restrictions.



### Ownership and Control of Canadian Broadcast Undertakings

The Governor in Council, through an Order-in-Council referred to as the Direction to the CRTC (Ineligibility of Non-Canadians), has directed the CRTC not to issue, amend or renew a broadcasting license to an applicant that is a non-Canadian. Canadian, a defined term in the Direction, means, among other things, a citizen or a permanent resident of Canada, a qualified corporation, a Canadian government, a non-share capital corporation of which a majority of the directors are appointed or designated by statute, regulation or specified governmental authorities, or a qualified mutual insurance company, qualified pension fund society or qualified cooperative of which not less than 80% of the directors or members are Canadian. A qualified corporation is one incorporated or continued in Canada, of which the chief executive officer (or if there is no chief executive officer, the person performing functions similar to those performed by a chief executive officer) and not less than 80% of the directors are Canadian, and not less than 80% of the issued and outstanding voting shares and not less than 80% of the votes are beneficially owned and controlled, directly or indirectly, by Canadians. In addition to the above requirements, Canadians must beneficially own and control, directly or indirectly, not less than 66.6% of the issued and outstanding voting shares and not less than 66.6% of the votes of the parent corporation that controls the subsidiary, and neither the parent corporation nor its directors may exercise control or influence over any programming decisions of the subsidiary if Canadians beneficially own and control less than 80% of the issued and outstanding shares and votes of the parent corporation, if the chief executive officer of the parent corporation is a non-Canadian or if less than 80% of the parent corporation's directors are Canadian. There are no specific restrictions on the number of non-voting shares which may be owned by non-Canadians. Finally, an applicant seeking to acquire, amend or renew a broadcasting license must not otherwise be controlled in fact by non-Canadians, a question of fact which may be determined by the CRTC in its discretion. Control is defined broadly in the Direction to mean control in any manner that results in control in fact, whether directly through the ownership of securities or indirectly through a trust, agreement or arrangement, the ownership of a corporation or otherwise. Videotron, TVA Group and Sun Media are qualified Canadian corporations.

Regulations made under the Broadcasting Act require the prior approval of the CRTC for any transaction that directly or indirectly results in (i) a change in effective control of the licensee of a broadcasting distribution undertaking or a television programming undertaking (such as a conventional television station, network or pay or specialty undertaking service), (ii) a person or a person and its associates acquiring control of 30% or more of the voting interests of a licensee or of a person who has, directly or indirectly, effective control of a licensee, or (iii) a person or a person and its associates acquiring 50% or more of the issued common shares of the licensee or of a person who has direct or indirect effective control of a licensee. In addition, if any act, agreement or transaction results in a person or a person and its associates acquiring control of at least 20% but less than 30% of the voting interests of a licensee, or of a person who has, directly or indirectly, effective control of the licensee, the CRTC must be notified of the transaction. Similarly, if any act, agreement or transaction results in a person or a person and its associates acquiring control of 40% or more but less than 50% of the voting interests of a licensee, or a person who has directly or indirectly effective control of the licensee, the CRTC must be notified.

### *“Diversity of Voices”*

The CRTC's Broadcasting Public Notice CRTC 2008-4, entitled “Diversity of Voices,” sets forth the CRTC's policies with respect to cross-media ownership; the common ownership of television services, including pay and specialty services; the common ownership of broadcasting distribution undertakings (“BDUs”); and the common ownership of over-the-air (“OTA”) television and radio undertakings. Pursuant to these policies, the CRTC will generally permit ownership by one person of no more than one conventional television station in one language in a given market. The CRTC, as a general rule, will not approve applications for a change in the effective control of broadcasting undertakings that would result in the ownership or control, by one person, of a local radio station, a local television station and a local newspaper serving the same market. Where a person that controls a local radio station and a local television station acquires a local newspaper serving the same market, the CRTC will, at the earliest opportunity, require the licensee to explain why, in light of this policy, its radio or television license(s) should be renewed. The CRTC, as a general rule, will not approve applications for a change in effective control that would result in the control, by one person, of a dominant position in the delivery of television services to Canadians that would impact on the diversity of programming available to television audiences. In terms of BDUs, the CRTC, as a general rule, will not approve applications for a change in the effective control of BDUs in a market that would result in one person being in a position to effectively control the delivery of programming services in that market. The CRTC is not prepared to allow one person to control all BDUs in any given market.



## Jurisdiction Over Canadian Broadcast Undertakings

Videotron's cable distribution undertakings and TVA Group's broadcasting activities are subject to the Broadcasting Act and regulations made under the Broadcasting Act that empower the CRTC, subject to directions from the Governor in Council, to regulate and supervise all aspects of the Canadian broadcasting system in order to implement the policy set out in the Broadcasting Act. Certain of Videotron's and TVA Group's undertakings are also subject to the Radiocommunication Act, which empowers Industry Canada to establish and administer the technical standards that networks and transmitters must comply with, namely, maintaining the technical quality of signals.

The CRTC has, among other things, the power under the Broadcasting Act and regulations promulgated thereunder to issue, subject to appropriate conditions, amend, renew, suspend and revoke broadcasting licenses, approve certain changes in corporate ownership and control, and establish and oversee compliance with regulations and policies concerning broadcasting, including various programming and distribution requirements, subject to certain directions from the Federal Cabinet.

## Canadian Broadcasting Distribution (Cable Television)

### *Licensing of Canadian Broadcasting Distribution Undertakings*

A cable distribution undertaking distributes broadcasting services to customers predominantly over closed transmission paths. A license to operate a cable distribution undertaking gives the cable television operator the right to distribute television programming services in its licensed service area. Broadcasting licenses may be issued for periods not exceeding seven years and are usually renewed, except in particular circumstances or in cases of a serious breach of the conditions attached to the license or the regulations of the CRTC. The CRTC is required to hold a public hearing in connection with the issuance, suspension or revocation of a license. Videotron operates 53 cable systems pursuant either to the issuance of a license or of an order that exempts certain network operations from the obligation to hold a license.

Cable systems with 20,000 customers or fewer and operating their own local headend are exempted from the obligation to hold a license pursuant to exemption orders issued by the CRTC on February 15, 2010 (Broadcasting Order CRTC 2009-544). These cable systems are required to comply with a number of programming carriage requirements set out in the exemption order and comply with the Canadian ownership and control requirements in the Direction to the CRTC. Pursuant to Decision CRTC 2010-87, Videotron remains with only 8 cable distribution licenses.

In order to conduct our business, we must maintain our broadcasting distribution undertaking licenses in good standing. Failure to meet the terms of our licenses may result in their short-term renewal, suspension, revocation or non-renewal. We have never failed to obtain a license renewal for any cable systems.

On August 30, 2013, Videotron filed a request to amend its distribution licenses of Montréal, Montréal West and Terrebonne, in order to allocate up to 2% of their required contribution to Canadian programming to an English-language community channel. On February 4, 2015, in Broadcasting Decision CRTC 2015-32, the CRTC approved in part the application filed by Videotron to amend the broadcasting licenses for Videotron's broadcasting distribution undertakings serving Montréal, Montréal West and Terrebonne. Specifically, Videotron is seeking to launch a separate English-language community channel to be known as MYtv in its services area. Given that the introduction of English-language community programming would allow the Anglophone community and various other cultural communities of Montréal to benefit from a new outlet for local expression, the CRTC authorized Videotron to launch MYtv. However, Videotron also asked to be authorized to reallocate up to 2% of its gross annual revenues from its broadcasting activities to the new English-language channel in addition to what it is currently authorized to allocate to its French-language community channel MATv. The CRTC denied this part of the application given that Videotron is operating MATv in non-compliance with regulatory requirements relating to access programming and local programming (as noted in Broadcasting Decision 2015-31) and that an additional 2% contribution to MYtv would deprive the Canada Media Fund and other funds of significant funding.

As noted in Broadcasting Decision CRTC 2015-31, the CRTC directs Videotron to take concrete steps to bring MATv into compliance by August 2015, the time of Videotron's next licence renewal. Moreover, the CRTC expects Videotron to form, by March 15, 2015, a citizen advisory board that will take into account the views of different members of the community, including volunteers, to determine the mix, scope and types of programs that would best serve the needs and interests of the greater Montréal community, and to provide evidence in regard to the above by no later than April 1, 2015.



On November 27, 2013 the CRTC issued administrative renewals, until August 31, 2015, for the following cable distribution licenses: Gatineau and surrounding areas (Aylmer, Gatineau, Hull), Montreal, Montreal (West), Québec and Terrebonne (Broadcasting Decision CRTC 2013-633).

***Distribution of Canadian Content***

The *Broadcasting Distribution Regulations* issued by the CRTC pursuant to the Broadcasting Act mandate the types of Canadian and non-Canadian programming services that may be distributed by BDUs, including cable television systems. For example, local television stations are subject to “must carry” rules which require terrestrial distributors, such as cable and MMDS operators, to carry these signals and, in some instances, those of regional television stations as part of their basic service. The guaranteed carriage enjoyed by local television broadcasters under the “must carry” rules is designed to ensure that the signals of local broadcasters reach cable households. Furthermore, cable operators, direct-to-home (“DTH”) operators and MMDS operators must offer their customers more Canadian programming than non-Canadian programming services. In summary, each cable television system is required to distribute all of the Canadian programming services that the CRTC has determined are appropriate for the market it serves, which includes local and regional television stations, certain specialty channels and pay television channels, and a pay-per-view service, but does not include Category B and mainstream sports Category C digital services.

**Broadcasting Distribution Regulations**

The Broadcasting Distribution Regulations which came into force in 1998 (the “1998 Regulations”), apply to broadcasting distribution undertakings in Canada. The 1998 Regulations promote competition among broadcasting distribution undertakings and the development of new technologies for the distribution of such services while ensuring that quality Canadian programs are broadcast. The 1998 Regulations introduced important new rules, including the following:

- *Competition and Carriage Rules.* The 1998 Regulations provide equitable opportunities for all distributors of broadcasting services. Similar to the signal carriage and substitution requirements that are imposed on existing cable television systems, under the 1998 Regulations, new broadcasting distribution undertakings are also subject to carriage and substitution requirements. The 1998 Regulations prohibit a distributor from giving an undue preference to any person, including itself, or subjecting any person to an undue disadvantage. This gives the CRTC the ability to address complaints of anti-competitive behaviour on the part of certain distributors.
- *Signal Substitution.* A significant aspect of television broadcasting in Canada is simultaneous program substitution, or simulcasting, a regulatory requirement under which Canadian distribution undertakings, such as cable television systems with over 2,000 customers and DTH satellite operators, are required to substitute the foreign programming service, with local Canadian signal, including Canadian commercials, for broadcasts of identical programs by a U.S. station when both programs are exhibited at the same time. These requirements are designed to protect the program rights that Canadian broadcasters acquire for their respective local markets. On January 29, 2015, the CRTC issued Broadcasting Regulatory Policy CRTC 2015-25. The CRTC will continue to allow the practice of simultaneous substitution for the time being. However, to ensure that simultaneous substitution is executed in a seamless fashion, the CRTC is introducing meaningful consequences should broadcasters and distributors make errors. Further, distributors will no longer be allowed to perform simultaneous substitution for the Super Bowl as of the end of the 2016 NFL season (which represents the January/February 2017 broadcast of the Super Bowl). On March 2, 2015, Bell Canada filed a motion for leave to appeal with the Federal Court of Appeal regarding this Regulatory Policy.
- *Contribution to local expression, Canadian programming and community television.* All distributors, except systems with fewer than 2,000 customers, are required to contribute at least 5% of their gross annual broadcast revenues to the creation and presentation of Canadian programming including community programming.



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- *Inside Wiring Rules.* The CRTC determined that the inside wiring portion of cable networks creates a bottleneck facility that could affect competition if open access is not provided to other distributors. *Incumbent* cable companies may retain the ownership of the inside wiring but must allow usage by competitive undertakings to which the cable company may charge a just and reasonable fee for the use of the inside wire. On September 3, 2002, the CRTC established a fee of \$0.52 per customer per month for the use of cable inside wire in multiple-dwelling units. In Broadcasting Regulatory Policy CRTC 2011-774, the CRTC found that it was appropriate to amend the Broadcasting Distribution Regulations to permit access by subscribers and competing broadcasting distribution undertakings to inside wire in commercial and institutional properties. Therefore, the CRTC directed all licensees to negotiate appropriate terms and conditions, including a just and reasonable rate, for the use by competitors of the inside wire such licensees own in commercial and institutional properties. If the inside wire configuration resembles that in a multi-unit dwelling, the CRTC would expect that the established \$0.52 per subscriber per month rate would be reasonable. If parties cannot come to an agreement, either party may apply to the CRTC for dispute resolution.
- *Mandatory distribution of emergency alert messages.* On August 29, 2014, in Broadcasting Regulatory Policy CRTC 2014-444, the CRTC required broadcasters and distributors to fully participate in Canada’s National Public Alerting System. By March 31, 2015, radio and television broadcasters, as well as BDUs and video-on-demand (VOD) undertakings in Canada will be required to alert Canadians of imminent threats to life. As a result, Canadians across the country who are listening to radio or watching television will receive notification of imminent emergencies issued by public officials so that they can take appropriate action. Alert messages include messages relating to events such as tornadoes, floods, forest fires, industrial disasters and tsunamis.

**Rates**

Our revenue related to cable television is derived mainly from (a) monthly subscription fees for basic cable service; (b) fees for premium services such as specialty services, pay-television, pay-per-view television and video-on-demand; and (c) installation and additional outlets charges.

The CRTC does not regulate the fees charged by cable or non-cable broadcast distribution undertakings.

**Vertical Integration**

In September 2011, the CRTC released Broadcasting Regulatory Policy CRTC 2011-601 (the “Policy”) setting out its decisions on the regulatory framework for vertical integration. Vertical integration refers to the ownership or control by one entity of both programming services, such as conventional television stations or pay and specialty services, as well as distribution services, such as cable systems or DTH satellite services. The Policy: (i) prohibits companies from offering television programs on an exclusive basis to their mobile or Internet subscribers in a manner that they are dependent on the subscription to a specific mobile or retail Internet access service. Any program broadcast on television, including hockey games and other live events, must be made available to competitors under fair and reasonable terms; (ii) allows companies to offer exclusive programming to their Internet or mobile customers provided that it is produced specifically for an Internet portal or a mobile device; and (iii) adopts a code of conduct to prevent anti-competitive behaviour and ensure all distributors, broadcasters and online programming services negotiate in good faith (to protect Canadians from losing a television service during a dispute, broadcasters must continue to provide the service in question and distributors must continue to offer it to their subscribers on the same terms and conditions as it did before the dispute.)

On July 26, 2012, the CRTC published Broadcasting Regulatory Policy CRTC 2012-407 and announced amendments to the Television Broadcasting Regulations, the Pay Television Regulations, the Specialty Services Regulations, and the Broadcasting Distribution Regulations. These amendments, related to the distribution of Category B services, the “no head start” rule, the prohibition against tied selling, the standstill provisions and dispute resolution provisions, implement determinations made by the CRTC in Regulatory framework relating to vertical integration, Broadcasting Regulatory Policy CRTC 2011-601, September 21, 2011.

On July 26, 2012, the CRTC published Broadcasting Order CRTC 2012-408. The CRTC amended the terms and conditions of the exemption order for terrestrial broadcasting distribution undertakings serving fewer than 20,000 subscribers. These amendments implement determinations made by the CRTC in Regulatory framework relating to vertical integration, Broadcasting Regulatory Policy CRTC 2011-601, September 21, 2011.





### *Pay-Per-View License*

On October 23, 2013, the CRTC published a revised regulatory framework for pay-per-view services, Broadcasting Regulatory Policy CRTC 2013-561, October 23, 2013. The revised framework simplifies the CRTC's policy and makes it more consistent with the regulatory framework for video-on-demand services, with which pay-per-view services compete. On June 25, 2014, the pay-per-view license of Canal Indigo was renewed until August 31, 2019. Canal Indigo has to adhere to the standard conditions of license set out in Broadcasting Regulatory Policy CRTC 2013-561. On September 30, 2014, the CRTC approved the application by Videotron to amend the broadcasting license for the French-language pay-per-view television service Canal Indigo to make it a bilingual service. On October 14, 2014, an amendment request was filed with the CRTC in order to modify the condition of license regarding the number of English-language signals. Canal Indigo is requesting to maintain a French-to-English ratio of 4:1, including a minimum of two English-language signals instead of three. On February 20, 2015, in Broadcasting Decision CRTC 2015-60, the CRTC approved Canal Indigo's request.

### *Video-on-demand (VOD) License*

In Broadcasting Regulatory Policy CRTC 2015-86 issued on March 12, 2015, the CRTC considered appropriate to authorize a third category of VOD services based on a hybrid regulatory approach. The CRTC will authorize these hybrid services to operate with the same flexibility as those services operating under the Digital Media Exemption Order (DMEO), provided certain conditions are met. In this regard, the CRTC will amend and expand the current exemption order for VOD services in order to include hybrid VOD services as a new type of exempt undertaking. The hybrid VOD services will benefit from the following incentives:

- the ability to offer exclusive programming in the same manner as services operating under the DMEO; and
- the ability to offer their service on a closed BDU network in the same manner as traditional VOD services without the regulatory requirements relating to financial contributions to and shelf space for Canadian programming that would normally be imposed on those traditional VOD services.

However, in order to be eligible for exemption under the expanded order, the services must also be offered on the Internet to all Canadians without authentication to a BDU subscription. Therefore, Club illico qualifies as a hybrid VOD service.

### *New Media Broadcasting Undertakings*

On October 22, 2009, the CRTC amended the Exemption Order applying to new media broadcasting undertakings (Appendix A to the Public Notice CRTC 1999-197). As such, the description of a "new media broadcasting undertaking" was amended to encompass all Internet-based and mobile point-to-point broadcasting services, to introduce an undue preference provision for new media broadcasting undertakings, and to introduce a reporting requirement for such undertakings (Broadcasting Order CRTC 2009-660).

On July 28, 2009, in Broadcasting Regulatory Policy CRTC 2009-329 entitled "Review of Broadcasting in New Media", the CRTC set out its determinations in its proceeding on Canadian broadcasting in new media. However, the CRTC did not determine the legal issue as to whether Internet access providers carry on, in whole or in part, "broadcasting undertakings" pursuant to the Broadcasting Act when they provide access to broadcasting through the Internet. Instead, the CRTC stated that it would refer the matter to the Federal Court of Appeal. Hence, the CRTC referred this question to the Federal Court of Appeal for hearing and determination in its Broadcasting Order CRTC 2009-452. On July 7, 2010, the Federal Court of Appeal determined that ISPs play a "content-neutral role" in the transmission of data and do not carry on broadcasting activities. On February 9, 2012, the Supreme Court of Canada subsequently upheld the Federal Court of Appeal's decision.



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On July 26, 2012, the CRTC amended the Exemption Order for new media broadcasting undertakings / Digital Media Exemption Order, Broadcasting Order CRTC 2012-409. These amendments implement determinations made by the CRTC in regulatory framework relating to vertical integration (Broadcasting Regulatory Policy CRTC 2011-601). As such, the CRTC implemented the following :

- A “no head start” rule, where the CRTC expects that digital media broadcasting undertakings that intend to provide exclusive access to television programming in a manner that restricts access based on a consumer’s specific mobile or retail Internet access service will provide other digital media broadcasting undertakings with appropriate notice in order to allow these undertakings to exercise their options;
- A provision to preclude undertakings operating under that exemption order from providing exclusive access to programming designed primarily for conventional television, specialty, pay or VOD services in situations where such access to the programming was restricted on the basis of a consumer’s specific mobile or retail Internet access service;
- A standstill rule whereby an undertaking that was in a dispute with another undertaking concerning the terms of carriage of programming or any right or obligation under the Broadcasting Act would be required to continue providing or distributing the service that was subject to the dispute on the same terms and conditions that prevailed before the dispute; and
- A dispute resolution mechanism.

**Copyright Board Proceedings**

Certain copyrights in radio, television, Internet and pay audio content are administered collectively by copyright societies according to tariffs set by the Copyright Board of Canada (the “**Copyright Board**”). Tariffs certified by the Copyright Board are generally applicable until a public process is held and a decision of the Copyright Board is rendered for a renewed tariff. Renewed tariffs are often applicable retroactively.

***Royalties for the Retransmission of Distant Signals***

Following the implementation in 1989 of the Canada-U.S. Free Trade Agreement, the Copyright Act (Canada) was amended to require retransmitters, including Canadian cable television operators, to pay royalties in respect of the retransmission of distant television and radio signals.

Since this legislative amendment, the Copyright Act (Canada) empowers the Copyright Board to quantify the amount of royalties payable to retransmit these signals and to allocate them among collective societies representing the holders of copyright in the works thus retransmitted. Such royalties might be a component of an application for a basic cable service rate charged by cable television operators.

For 2013, the royalties have been set to between \$0.41 and \$0.98 per customer per month depending on the number of customers receiving the signal. For 2014-2018, the collective societies are demanding substantive increases representing more than 7% for 2014. All the proposed tariffs have been opposed.

***Royalties for the Transmission of Pay and Specialty Services***

In 1989, the Copyright Act (Canada) was amended, in particular, to define copyright as including the exclusive right to “communicate works to the public by telecommunication.” Prior to the amendment, it was generally believed that copyright holders did not have an exclusive right to authorize the transmission of works carried on radio and television station signals when these signals were not broadcasted but rather transmitted originally by cable television operators to their customers. In 1996, at the request of the Society of Composers, Authors and Music Publishers of Canada (“**SOCAN**”), the Copyright Board approved Tariff 17A, which required the payment of royalties by broadcasting distribution undertakings, including cable television operators, that transmit musical works to their customers in the course of transmitting television services on a subscription basis. Through a series of industry agreements, this liability was shared with the pay and specialty programming services.



***Royalties for Commercial Television and Specialty Services for Communication to the Public***

Tariffs 2A and 17 of the SOCAN require the payment of a royalty to SOCAN by the commercial television stations and by the specialty services in compensation for the right to communicate to the public by telecommunication in Canada the musical works forming part of SOCAN’s repertoire and contained in the audiovisual works broadcast. The tariffs represent a percentage of the gross income of the stations and services. In January 1998, the Copyright Board reduced the applicable rate under Tariff 2.A from 2.1% to 1.8%, and fixed a “modified blanket license”, allowing television stations to “withdraw” from the standard blanket license regarding certain broadcasts. The same changes were applied to Tariff 17 by Copyright Board in February 2001. Both decisions made such changes retroactively applicable as of January 1, 1997.

SOCAN Tariff 2A has been fixed at the following percentages of the gross incomes of the relevant channels, according to the definitions of the applicable regulations, and subject to the exceptions and special conditions of application of such Tariff: 1.8% from 1997 to 2001, and 1.9 % from 2002 to 2008. SOCAN Tariff 17 has been fixed at the following percentages of the gross income of the relevant channels, according to the definitions of the applicable regulations, subject to the exceptions and special conditions of application of such Tariff and subject to sharing of the royalties with the broadcasting distribution undertakings distributing the specialty channels: 1.8% from 1997 to 2000, 1.78% in 2001, and 1.9 % from 2002 to 2008.

SOCAN has filed proposed Tariffs 2.A and 17 before the Copyright Board for the years 2009 to 2015, proposing royaty rates at 1.9% for the 2009-2012 period and an increase to 2,1% for the years 2013 to 2015. All such proposed Tariffs have been opposed by commercial television stations and specialty services. As none of these proposed Tariffs have yet been approved by the Copyright Board, royalties payable to SOCAN since 2008 remain at a rate of 1.9%.

Webcasting of SOCAN’s repertoire is governed by Tariff 22 D 1, which currently represents 1.9% of the gross income coming from this platform, subject to the exceptions and special conditions of application of the Tariff. The proposed increase from the current rate to 2.1% for 2014 and 2015 has been opposed.

***Royalties for Pay Audio Services***

The royalties payable by distribution undertakings for the communication to the public by telecommunication of musical works in SOCAN’s repertoire in connection with the transmission of a pay audio signal other than retransmitted signals are as follows: a monthly fee of 12.35% of the affiliation payments payable by a distribution undertaking for the transmission for private or domestic use of a pay audio signal, or an annual fee of 6.175% of the affiliation payments payable where the distribution undertaking is a small cable transmission system, an unscrambled low power or very low power television station or an equivalent small transmission system. SOCAN has filed a proposed Pay Audio Tariff for the years 2008 through 2015 that proposes to maintain those rates.

For its part, Re:Sound filed a proposed Pay Audio Tariff for the period 2012-2016 asking for a monthly fee of 15% of the affiliation payments payable by a distribution undertaking for the transmission for private or domestic use of a pay audio signal, or an annual fee of 7.5% of the affiliation payments payable where the distribution undertaking is a small cable transmission system, an unscrambled low power or very low power television station or an equivalent small transmission system. The proposed rates have been opposed.

***Royalties by Online Music Services***

Archambault Group operates an online music streaming service, known as archambault.ca, with per-track fees and an online music streaming service known as Zik.ca. These services, as well as services relating to permanent or temporary downloads of music, are subject to certain tariffs certified by the Copyright Board, including with respect to the communication to the public by telecommunication of musical works by online music services (SOCAN’s Tariff 22.A (2007-2010)), with respect to the reproduction of musical works by online music services (CMRRA-SODRAC Inc. (“**CSI**”)’ Tariff (2008-2010)), and with respect to the communication to the public by telecommunication of published sound recordings embodying musical works and performers’ performances of such works through non-interactive and semi-interactive webcasts (Re:Sound’s Tariff 8 (2009-2012)).



In 2007, the Copyright Board rendered two decisions regarding the tariffs proposed by, on one hand, CSI, for the royalties to be paid by online music services with regards to the reproduction of musical works in CSI's repertoire ("**CSI Tariff**") and, on the other hand, SOCAN for the royalties to be paid for the public performance of musical works in SOCAN's repertoire ("**SOCAN Tariff**") for the purposes of communicating and transmitting the musical works to Canadian consumers via the Internet and authorizing such consumers to further reproduce the musical work for their own personal use.

The certified tariffs, which resulted from those two decisions, cover a number of years (2005 to 2006 for the CSI Tariff and 1996 to 2007 for the SOCAN Tariff) and establish different formulae for the calculation of royalties payable by online music services that only offer on-demand streams or limited downloads with or without on-demand streams. With respect to services relating to on-demand streams, the combined royalty payable was 10.9% of the monthly amount paid by the consumer for such service, subject to a minimum combined monthly royalty of \$0.696 per subscriber. With respect to services relating to permanent downloads, the combined royalty payable is 11% of the amount paid by the consumer for the download, subject to a minimum of \$0.56 per permanent download within a bundle of 13 or more files and a minimum of \$0.74 per permanent download in all other cases. With respect to services relating to limited downloads (with or without on-demand streams), the combined royalty payable was 11% of the amount monthly paid by the consumer for the service, subject to a minimum combined monthly royalty of \$1.061 per consumer, if portable limited downloads were allowed (\$0.69 monthly royalty per consumer if they were not). Finally, with respect to services relating to permanent downloads, the combined royalty payable is 11% of the amount paid by the consumer for the download, subject to a combined minimum royalty of \$0.56 per permanent download within a bundle of 13 or more files and a minimum of \$0.74 per permanent download in all other cases.

In June 2009, CSI and SOCAN filed proposed tariffs which would double the royalty. The new tariffs have been contested by the industry. In July 2012, the Supreme Court of Canada issued decisions with respect to the *Copyright Act* (Canada) in which the court decided that permanent download of a musical work does not constitute a telecommunication of the work in question to the public and is therefore not subject to the payment of any royalty. The Supreme Court of Canada decided, however, that music streaming is subject to payment of a royalty but not the reproduction of short previews.

As a result of the decisions rendered by the Supreme Court of Canada in July 2012, SOCAN's Tariff 22.A currently only covers on-demand streams (excluding limited and permanent downloads) and varies depending if the services offering is free or not between 10.2% and 12.78% (subject to a combined minimum of \$0.85 monthly per user). For services relating to free on-demand streams, the combined monthly royalty payable to SOCAN and CSI is the lesser of \$0.852 per unique visitor or \$0.22 per free on-demand stream received by that unique visitor in that month. As for services relating to limited downloads with or without on-demand streams, the monthly royalty payable to CSI is 9.9% of the monthly amounts paid by subscribers, subject to a minimum monthly royalty of \$0.99 per subscriber, if portable limited downloads are allowed, (\$0.66 monthly royalty per subscriber if they are not). Finally, with respect to services relating to permanent downloads, the royalty payable to CSI is 9.9 % of the amount paid by the end user for the download, subject to minimum royalty of \$0.392 per permanent download within a bundle of 13 or more files and a minimum of \$0.686 per permanent download in all other cases.

***Royalties for Online Music***

It is expected that copyright collectives will try to certify tariffs for online music not part of an online music downloading service. This could result in higher costs for operating websites containing online music content.

***Royalties for Ringtones***

Since 2006, Videotron sells ringtones directly to cellular phone users. After negotiating a proposed increase, SOCAN and the industry, including Videotron, came to an agreement on a new Tariff 24 for the period July 1, 2006 to and including the year 2013, the rate is 6% with a minimum royalty of six cents for the period 2006 to 2009, and 5% with a minimum royalty of five cents for the period 2009 to and including 2013.

In July 2012, the Supreme Court of Canada issued decisions in five copyright cases in which the court ruled that songwriters and music publishers (represented by SOCAN) are not entitled to royalties for certain downloads and samples. Pursuant to those rulings, the industry has filed a lawsuit seeking a refund of the royalties paid and the



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annulment of Tariff 24. The Supreme Court of Canada concluded that no royalty for the communication of musical work to the public by telecommunication was payable for the downloading of ringtones, but the Federal Court of Canada has concluded on March 6, 2015, that SOCAN has legal reasons to keep royalties paid pursuant to Tariff 24. A Notice to Appeal has been filed on March 16, 2015, before the Federal Court of Appeal of Canada asking to set aside such decision and for the reimbursement of all royalties paid to SOCAM under Tariff 24. It is thus expected that this matter will continue to be litigated.

**ISP Liability**

In 1996, SOCAN proposed a tariff to be applied against ISPs, in respect of composers’/publishers’ rights in musical works communicated over the Internet to ISPs’ customers. SOCAN’s proposed tariff was challenged by a number of industry groups and companies. In 1999, the Copyright Board decided that ISPs should not be liable for the communication of musical works by their customers, although they might be liable if they themselves operated a musical website. In June 2004, the Supreme Court of Canada upheld this portion of the decision of the Copyright Board and determined that ISPs do not incur liability for copyright content when they engage in normal intermediary activities, including web hosting for third parties and caching. As a consequence, ISPs may, however, be found liable if their conduct leads to the inference that they have authorized a copyright violation. At the end of 2012, amendments to the Copyright Act (Canada) received royal assent. These amendments clarify ISPs’ liability with respect to acts other than communication to the public by telecommunication, such as reproductions, implements “safe harbours” for the benefit of ISPs, and further put in place a “notice and notice” process to be followed by ISPs, meaning that copyright infringement notices must now be sent to the Internet end-users by ISPs.

**Canadian Broadcast Programming (Off the Air Stations and Specialty Services)**

***Programming of Canadian Content***

CRTC regulations require licensees of television stations to maintain a specified percentage of Canadian content in their programming. A private license is required to devote not less than 55% of the broadcast year, and not less than 50% of the evening broadcast period (6:00 p.m. to midnight) to the broadcast of Canadian programs. Specialty services also have to maintain a specified percentage of Canadian content in their programming which is generally set forth in the conditions of their respective license(s). In Broadcasting Regulatory Policy CRTC 2015-86 issued on March 12, 2015, the CRTC decided to abolish the requirement of 55% of Canadian content during a given broadcast year, but decided to maintain the requirement of 50% during the evening broadcast period. Moreover, all pay and specialty services will have to devote only 35% of their content to Canadian content during a given broadcast year. However, as an exception to this policy, the CRTC will maintain all exhibition requirements for those services that benefit from mandatory distribution under section 9(1)(h) of the Act.

***Genre Protection***

In Broadcasting Regulatory Policy CRTC 2015-86 issued on March 12, 2015, the CRTC will eliminate the genre exclusivity policy and related protections for all English- and French-language discretionary services including Canadian VOD services. As an exception to the general rule of elimination of genre protections, the CRTC will retain the conditions of license relating to nature of service for those services that benefit from a mandatory distribution order under section 9(1)(h) of the Act, for national news services and for sports services. New or existing services that wish to offer programming from formerly protected genres may do so immediately. Other existing discretionary services may apply to delete conditions of license relating to their nature of service immediately. Their nature of service will then be replaced with requirements to provide the CRTC with, among others, the name and a brief description of the relevant updated service.

***Broadcasting License Fees***

Broadcasting licensees are subject to annual license fees payable to the CRTC. The license fees consist of two separate fees. One fee allocates the CRTC’s regulatory costs for the year to licensees based on a licensee’s proportion of the gross revenue derived during the year from the licensed activities of all licensees whose gross revenues exceed specific exemption levels (Part I fee). The other fee, also called the Part II license fee, for broadcasting undertakings that licensed activity exceeds \$1,500,000. The total annual amount to be assessed by the CRTC is the lower of: i)



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\$100,000,000; and ii) 1.365% multiplied by the aggregate fee revenues for the return year terminating during the previous calendar year of all licensees whose fee revenues exceed the applicable exemption levels, less the aggregate exemption level for all those licensees for that return year.

***Tangible Benefits***

On September 5, 2014, the CRTC published its revised approach to tangible benefits and determining the value of the transaction, Broadcasting Regulatory Policy CRTC 2014 -459. Specifically, to ensure that future tangible benefits for television transactions are streamlined and directed mainly to the production of Canadian programming, the CRTC will generally require that at least 80% of such benefits be allocated to the Canada Media Fund (CMF) or to various certified independent production funds, unless a compelling case is made that other measures could better meet the public interest. Of this amount, at least 60% shall be directed to the CMF. For tangible benefits from radio ownership transactions, the CRTC maintains its current approach, including the allocation levels to the various funds supporting the creation, marketing and promotion of English- and French-language Canadian music. Further, the CRTC finds it appropriate to require that tangible benefits generally be provided for changes to the effective control of all radio and television programming services. The current exemptions to the application of the tangible benefits policy shall no longer apply. Where a request for an exception is sought, the onus will be on the applicant to show that the exception is in the public interest and meets the criteria for an exception set out in this policy. The CRTC also generally maintains its current approach for calculating the value of the transaction, with modifications to exclude working capital elements not to be transferred upon closing and to include only the value of assumed leases for real property (buildings, studios and offices) as well as transmission facilities calculated over five years. Finally, with regard to transactions involving a mix of radio, television or other assets, the CRTC adopts a simplified method based on revenues to allocate the value between these assets.

***Standard Clauses for Non-Disclosure Agreements and Provisions Governing the Conduct of Audits of Subscriber Information Held by Broadcasting Distribution Undertakings***

On October 31, 2013, the CRTC published two distinct policies regarding the standard clauses for non-disclosure agreements and the provisions governing the conduct of audits of subscriber information held by broadcasting distribution undertakings, Broadcasting Regulatory Policy CRTC 2013-578.

Thus, the CRTC decided to establish standard non-disclosure clauses and will require undertakings that negotiate or commit to distribution relationships to sign non-disclosure agreements containing these clauses in order to counter inappropriate use of information regarding the competition.

The revised policy on audits of subscriber information clarifies the manner in which audits are conducted by programming undertakings to ensure a proper verification of the subscriber information held by broadcasting distribution undertakings.

***Renewal of TVA’s Licenses***

Following the public hearing held by the CRTC with regards to the renewal of TVA’s licenses (TVA network and associated conventional television stations, along with several TVA specialty services), the CRTC published, on April 26, 2012, the Broadcasting Decision CRTC 2012-242 including, notably, the following determinations:

- The CRTC imposed a condition of license to the effect that TVA shall, in each broadcast year, devote to the acquisition of or investment in Canadian programming at least 80% of the current broadcast year’s programming expenditures of the network and all conventional television stations of TVA. Moreover, the CRTC did not consider it necessary to impose a condition of license with respect to either the broadcast of priority programs or to programs of national interest (PNI).
- The CRTC chose to continue to require for the local TVA station in Québec City, that, of the 18 hours of local programming per broadcast week, 9 hours must focus specifically on the Québec region, including the 5 hours and 30 minutes of local newscasts (including two newscasts on weekends). The CRTC deemed it unnecessary that the remaining 3 hours and 30 minutes be broadcast exclusively in the local Québec market and considered that it may be broadcast on the TVA network.



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- The CRTC chose to maintain the current Canadian programming expenditures (CPE) requirement for Addik TV at 40% of its revenues of the previous year.

The conditions of license came into force on September 1, 2012 and will remain applicable until August 31, 2016 (administrative renewal Broadcasting Decision CRTC 2015-44).

In Broadcasting Regulatory Policy CRTC 2015-86 issued on March 12, 2015, with respect to the French-language market, the CRTC will encourage commonly owned services to apply as groups upon these license renewal. The CRTC will establish on a case-by-case basis the level at which these services should contribute financially towards Canadian programming.

## Canadian Telecommunications Services

### *Jurisdiction*

The provision of telecommunications services in Canada is regulated by the CRTC pursuant to the Telecommunications Act. The Telecommunications Act provides for the regulation of facilities-based telecommunications common carriers under federal jurisdiction. With certain exceptions, companies that own or operate transmission facilities in Canada that are used to offer telecommunications services to the public for compensation are deemed “telecommunications common carriers” under the Telecommunications Act administered by the CRTC and are subject to regulation. Cable operators offering telecommunications services are deemed “Broadcast Carriers.”

In the Canadian telecommunications market, Videotron operates as a CLEC and a Broadcast Carrier. Videotron also operates its own 4G mobile wireless network and offers services over this network as a Wireless Service Provider (“WSP”).

The issuance of licenses for the use of radiofrequency spectrum in Canada is administered by Industry Canada under the Radiocommunication Act. Use of spectrum is governed by conditions of license which address such matters as license term, transferability and divisibility, technical compliance, lawful interception, research and development requirements, and requirements related to antenna site sharing and mandatory roaming.

Our AWS licenses were issued on December 23, 2008, for a term of ten years. At a minimum of two years before the end of this term, and any subsequent terms, we may apply for license renewal for an additional license term of up to ten years. AWS license renewal, including whether license fees should apply for a subsequent license term, will be subject to a public consultation process initiated in year eight. Our 700 MHz licenses were issued on April 3, 2014, for a term of 20 years. At the end of this term, we will have a high expectation that new licenses will be issued for a subsequent term through a renewal process unless a breach of license condition has occurred, a fundamental reallocation of spectrum to a new service is required, or an overriding policy need arises. The process for issuing licenses after this term and any issues relating to renewal, including the terms and conditions of the new licenses, will be determined by the Minister of Industry Canada following a public consultation. Our AWS-3 licenses are expected to be issued on or after April 21, 2015, upon final payment of our winning bids, and will have a term of 20 years. License renewal at the end of this term will be governed by conditions identical to those just described for our 700 MHz licenses.

### *Application of Canadian Telecommunications Regulation*

In a series of decisions, the CRTC has determined that the carriage of “non-programming” services by a cable company results in that company being regulated as a carrier under the Telecommunications Act. This applies to a company serving its own customers, or allowing a third party to use its distribution network to provide non-programming services to customers, such as providing access to cable Internet services.

In addition, the CRTC regulates the provision of telephony services in Canada.

Elements of the CRTC’s local telecommunications regulatory framework to which Videotron is subject include: interconnection standards and inter-carrier compensation arrangements; the mandatory provision of equal access (*i.e.* customer choice of long distance provider); standards for the provision of 911 service, message relay service and certain privacy features; the obligation not to prevent other local exchange carriers from accessing end-users on a timely basis



under reasonable terms and conditions in multi dwelling units where Videotron provides service; and the payment of contribution on VoIP revenues for the purposes of the revenue-based contribution regime established by the CRTC to subsidize residential telephone services in rural and remote parts of Canada.

As a CLEC, Videotron is not subject to retail price regulation. ILECs remain subject to retail price regulation in those geographic areas where facilities-based competition is insufficient to protect the interests of consumers. Videotron's ILEC competitors have requested and been granted forbearance from regulation of local exchange services in the vast majority of residential markets in which Videotron competes, as well as in a large number of business markets, including all of the largest metropolitan markets in the Province of Québec.

***Right to Access to Telecommunications and Support Structures***

The CRTC has concluded that some provisions of the Telecommunications Act may be characterized as encouraging joint use of existing support structures of telephone utilities to facilitate efficient deployment of cable distribution undertakings by Canadian carriers. We access these support structures in exchange for a tariff that is regulated by the CRTC. If it were not possible to agree on the use or conditions of access with a support structure owner, we could apply to the CRTC for a right of access to a supporting structure of a telephone utility. The Supreme Court of Canada, however, held on May 16, 2003 that the CRTC does not have jurisdiction under the Telecommunications Act to establish the terms and conditions of access to the support structures of hydro-electricity utilities. Terms of access to the support structures of hydro-electricity utilities must therefore be negotiated with those utilities.

Videotron has entered into comprehensive support structure access agreements with all of the major hydro-electric companies and all of the major telecommunications companies in its service territory.

***Right to Access to Municipal Rights-of-Way***

Pursuant to sections 42, 43 and 44 of the Telecommunications Act, the CRTC possesses certain construction and expropriation powers related to the installation, operation and maintenance of telecommunication facilities. In the past, most notably in Telecom Decision CRTC 2001-23 (the "**Ledcor Decision**"), the CRTC has used these powers to grant Canadian carriers access to municipal rights-of-way under terms and conditions set out in a municipal access agreement.

On September 23, 2011, the CRTC initiated a public proceeding to consider the development of a model agreement for access by Canadian carriers to municipal rights-of-way, such as street crossings and other municipal property. As part of this proceeding, an *ad hoc* working group, including representatives from Canadian municipalities and the telecommunication industry, was tasked with developing a model agreement based on the principles established in the Ledcor Decision.

On November 21, 2013, the CRTC issued its ruling in this proceeding in the form of Telecom Decision CRTC 2013-618. This ruling approved a partial model agreement incorporating consensus recommendations from the *ad hoc* working group on matters such as the use of rights-of-way, permitting practices and the manner of work. At the same time, the CRTC declined to rule on a series of non-consensus items including the treatment of incorrectly located equipment, indemnification clauses, the definition of causal costs and the reimbursement of collocation costs. In declining to rule on these items, the CRTC stated its expectation that they be negotiated between individual carriers and municipalities. Should negotiations fail, the CRTC retains the power to resolve disputes.

Videotron has outstanding disputes with several Québec municipalities related to the use of municipal rights-of-way. Should these disputes not be resolved to the mutual satisfaction of the parties, and should they be referred to the CRTC for resolution, the outcome of which could have a material impact on Videotron's costs for municipal access for its wireline facilities.

***Access by Third Parties to Cable Networks***

In Canada, access to the Internet is a telecommunications service. While Internet access services are not regulated on a retail (price and terms of service) basis, Internet access for third-party ISPs is mandated and tariffed according to conditions approved by the CRTC for cable operators.





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The largest cable operators in Canada, including Videotron, have been required by the CRTC to provide third-party ISPs with access to their cable systems at mandated cost-based rates. In a decision issued on August 30, 2010, the CRTC reaffirmed the network model underlying the cable operators' third-party Internet access (or "TPIA") services, and also reaffirmed its directive that, at the same time we offer any new retail Internet service speed, we file proposed revisions to our TPIA tariff to include this new speed offering. TPIA tariff items have been filed and approved for all Videotron Internet service speeds. Several third party ISPs are interconnected to our cable network and are thereby providing retail Internet access services.

The CRTC also requires the large cable carriers, such as us, to allow third party ISPs to provide telephony and networking (LAS/VPN) applications services in addition to retail Internet access services. The CRTC has also approved technical solutions for the provision of static IP addresses under TPIA.

In a decision dated November 15, 2011, the CRTC made substantial changes to the practices that may be employed by incumbent telephone companies and cable operators to bill third parties for the access to and use of their underlying networks. The objective of these changes was to grant third parties greater flexibility to bring pricing discipline, innovation and consumer choice to the retail Internet service market. The new rules, which entered into force on February 1, 2012, required Videotron to replace its former end-user usage-based billing model by a new aggregate capacity-based billing model, for the vast majority of Videotron's third party customers. On February 21, 2013, the CRTC ruled on a series of disputes related to the new wholesale regime. These rulings did not fundamentally alter the nature of the new regime.

In a notice of consultation issued on October 15, 2013, the CRTC initiated a comprehensive review of wholesale services and associated policies. Among the issues considered in this proceeding are whether to extend mandatory wholesale high-speed access services to include fibre-to-the-premises (FTTP) services, or alternatively whether the CRTC should forbear from regulating any existing wholesale services, as well as the approaches and principles the CRTC relies on to set rates for wholesale services. A public hearing on these matters took place in November and December, 2014 and a ruling is expected by April 2015. As a result of this proceeding, we may experience increased competition for retail cable Internet and telephony customers. In addition, because our third-party Internet access rates are regulated by the CRTC, we could be limited in our ability to recover our costs associated with providing this access.

***Internet Traffic Management Practices***

On October 21, 2009, the CRTC issued a regulatory policy regarding the Internet traffic management practices (ITMPs) of ISPs. The policy attempts to balance the freedom of Canadians to use the Internet for various purposes with the legitimate interests of ISPs to manage the traffic thus generated on their networks, consistent with legislation, including privacy legislation. Among other things, the policy sets rules for ensuring transparency in the use of economic and technical ITMPs, and establishes an ITMP framework that provides a structured approach to evaluating whether existing and future ITMPs are in compliance with the prohibition on unjust discrimination (e.g. as against specific applications or content) found in the Telecommunications Act. Specific rules are also established to ensure that wholesale customers are not subjected to unjust discrimination.

On June 30, 2010, the CRTC determined that the policy framework regarding ITMPs applies to the use of mobile wireless data services to provide Internet access.

While we consider Videotron's current ITMPs to be fully compliant with the policy, we note that the policy may limit the range of ITMPs Videotron could choose in the future, thereby potentially constraining our ability to recover our costs associated with providing access to our network.

***Regulatory Framework for Mobile Wireless Services***

On March 14, 2012, the Government of Canada announced its policy framework for the auction of spectrum in the 700 MHz and 2500 MHz bands, both of which are considered attractive candidates for the deployment of LTE A mobile wireless technology. The policy framework includes several measures intended to sustain competition and robust investment in wireless telecommunications and promote the timely availability of advanced services, including:

- Foreign investment restrictions have been lifted for companies that initially have a market share of less than 10% of the Canadian telecommunications market.



- Spectrum caps have been and will be employed in both the 700 MHz and the 2500 MHz auctions to ensure that in each region of Canada no fewer than four operators gain access to prime spectrum.
- Tower sharing and roaming policies have been improved and extended.
- Obligations have been imposed on 700 MHz license holders to ensure advanced wireless services are quickly delivered to rural Canadians.

In the context of the 700 MHz spectrum auction concluded on February 19, 2014, we were declared the provisional winner of a package of seven spectrum licenses for a final price of \$233.3 million. Eligibility documentation and payment equal to 20% of the final price was submitted to Industry Canada on March 5, 2014. Payment equal to the remaining 80% of the final price was submitted on April 2, 2014. Our licenses were issued on April 3, 2014.

On January 10, 2014, the Government of Canada announced the final rules for the upcoming 2500 MHz spectrum auction, which is scheduled to begin on April 14, 2015. Videotron will be studying the detailed auction format and rules in depth and will be setting its auction strategy accordingly. On January 30, 2015, Videotron filed an application to participate in the auction. Videotron was declared a qualified bidder on February 13, 2015.

On December 18, 2014, the Government of Canada published its final technical, policy and licensing framework for the auction of spectrum licenses in the AWS-3 band. The AWS-3 band is adjacent to the initial AWS band (also referred to as the AWS-1 band), and is considered a key component for future deployment of LTE technology. The final rules included the set-aside of a single 30 MHz block (of a total 50 MHz available) in each of fourteen regions of Canada. Eligibility to bid on the set-aside block in each region was limited to new entrant wireless carriers already offering commercial mobile wireless services over their own network in that region. The auction took place on March 3, 2015, and Videotron was declared the successful bidder for four 30 MHz licenses, one in each of Eastern Québec, Southern Québec, Northern Québec and Eastern Ontario / Outaouais, for a final price of \$31.8 million. Eligibility documentation and a payment equal to 20% of the final price must be submitted to Industry Canada on March 20, 2015. Payment equal to the remaining 80% of the final price must be submitted on April 21, 2015.

In June 2013, Industry Canada published its new framework relating to transfers, divisions and subordinate licensing of spectrum licenses for commercial mobile spectrum. The framework sets out a series of considerations and criteria for reviewing license transfers and prospective transfers, while refraining from imposing specific quantitative or other approval thresholds. Among the considerations and criteria are: the current license holdings of the applicants in the licensed area, the overall distribution of holdings in the band and other commercial mobile bands in the licensed area, the availability of alternative spectrum, and the degree to which the applicants have deployed networks. The framework also sets out review procedures and timelines (normally 12 weeks from the time of receipt of all required information) and establishes a definition of “deemed transfers” subject to review. The new framework applies to license transfers and prospective transfers on or after the date of publication, and therefore will apply if and when Videotron exercises its option to sell its Toronto AWS license to Rogers under the Rogers LTE Agreement.

The CRTC also regulates mobile wireless services under the Telecommunications Act. On August 12, 1994, the CRTC released a decision forbearing from the exercise of most of its powers under the Telecommunications Act as they relate to mobile wireless service. However, the CRTC did maintain its ability to require conditions governing customer confidential information and to place other general conditions on the provision of mobile wireless service. Since 1994, the CRTC has exercised this power, for example, to mandate wireless number portability, and to require all WSPs to upgrade their networks to more precisely determine the location of a person using a mobile phone to call 911.

On October 11, 2012, the CRTC released a decision determining that the conditions for forbearance have not changed sufficiently to require the CRTC to regulate rates or interfere in the competitiveness of the retail mobile wireless voice and data services market. However, on the same date, to ensure that consumers are able to participate in the competitive market in an informed and effective manner, and to fulfill the policy objectives of the Telecommunications Act, the CRTC initiated a public proceeding to establish a mandatory code for mobile wireless service providers to address the clarity and content of mobile wireless service contracts and related issues for consumers.



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The new Wireless Code was published on June 3, 2013 and came into force on December 2, 2013. It includes, among other things, a limit on early cancellation fees to ensure customers can take advantage of competitive offers at least every two years, as well as measures requiring service providers to unlock wireless devices, to offer a trial period for wireless contracts, and to set default caps on data overage charges and data roaming charges.

On December 12, 2013 the CRTC initiated a proceeding to consider whether or not there is a situation of unjust discrimination or undue preference with respect to inter-carrier wireless roaming arrangements in Canada and, if so, what remedies would be appropriate. The CRTC issued its decision on July 31, 2014, ruling that there were clear instances of unjust discrimination and undue preference by one incumbent wireless carrier, and taking action to prohibit exclusivity provisions in wholesale mobile wireless roaming agreements between Canadian carriers for service in Canada. On February 20, 2014, the CRTC also initiated a broader proceeding to determine whether the wholesale mobile wireless services market is sufficiently competitive and whether greater regulatory oversight, including mandating access to any existing or potential wholesale mobile wireless service, would be appropriate. In this regard, the CRTC is examining the market conditions for wholesale roaming and wholesale tower and site sharing, as well as the market conditions for other wholesale mobile wireless services. A public hearing on these matters took place in September and October 2014, and a ruling is not expected before March 20, 2015.

On June 19, 2014, the Government of Canada's first omnibus budget implementation bill for 2014 (C-31) received Royal Assent. This bill amends the Telecommunications Act by putting a cap on domestic wireless roaming rates, preventing wireless providers from charging other companies more than they charge their own customers for mobile voice, data and text services. This measure will be in place until such time as the CRTC makes a decision on roaming rates.

On December 17, 2014, the Government of Canada's second omnibus budget implementation bill for 2014 (C-43) received Royal Assent. This bill amends both the Telecommunications Act and the Radiocommunication Act to give the CRTC and Industry Canada the option to impose monetary penalties on companies that violate established rules such as the Wireless Code and those related to the deployment of spectrum, services to rural areas and tower sharing.

The remedies or measures that result from the CRTC's wholesale wireless proceeding or the Government's legislative amendments could have an impact on Videotron's cost structure for domestic roaming or tower sharing and hence on Videotron's competitiveness in the wireless market.

***Municipal Siting Processes for Wireless Antenna Systems***

On February 28, 2013, the Canadian Wireless Telecommunications Association, of which Videotron is a member, and the Federation of Canadian Municipalities signed a joint protocol on the siting process for wireless antenna systems. The protocol establishes a more comprehensive notification and consultation process than current regulations, and emphasizes the need for meaningful pre-consultation to ensure local land use priorities and sensitivities are fully reflected in the location and design of new antenna systems. Telecommunications carriers have agreed for the first time to notify municipalities of all antennas being installed before their construction, regardless of height, and to undertake full public consultation for towers under 15 meters-whenver deemed necessary by the municipality.

Effective implementation of the joint protocol requires a willingness on the part of both carriers and municipalities to engage in constructive discussions related to antenna siting within the framework of current Industry Canada regulations. Any efforts by municipalities to refrain from constructive discussions or to impose requirements that fall outside of the framework of current Industry Canada regulations could have a material impact on Videotron's ability to expand its existing HSPA+ network or its LTE network on a timely and cost-effective basis.

On June 26, 2014, the Minister of Industry (Canada) announced changes to the policy guiding the installation of new antenna towers, most notably to require companies to consult communities on all commercial tower installations regardless of height and to ensure residents are well informed of upcoming consultations. These changes are largely consistent with the joint protocol cited above.



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**Canadian Publishing**

Federal and provincial laws do not directly regulate the publication of newspapers in Canada. There are, however, indirect restrictions on the foreign ownership of Canadian newspapers by virtue of certain provisions of the *Income Tax Act* (Canada), which limits the deductibility by Canadian taxpayers of advertising expenditures which are made in a newspaper other than, subject to limited exceptions, a "Canadian issue" of a "Canadian newspaper." For any given publication to qualify as a Canadian issue of a Canadian newspaper, the entity that publishes it, if publicly traded on a prescribed stock exchange in Canada, must ultimately be controlled, in law and in fact, by Canadian citizens and, if a private company, must be at least 75% owned, in vote and in value, and controlled in fact by Canadians. In addition, the publication must be printed and published in Canada and edited in Canada by individuals resident in Canada. All of our newspapers qualify as "Canadian issues" of "Canadian newspapers" (or otherwise fall outside of the limitation on deductibility of advertising expenses) and, as a result, our commercial advertisers generally have the right to deduct their advertising expenditures with us for Canadian tax purposes.

**ITEM 4A - UNRESOLVED STAFF COMMENTS**

None.



## ITEM 5 – OPERATING AND FINANCIAL REVIEW AND PROSPECTS

The following Management Discussion and Analysis provides information concerning the operating results and financial condition of Quebecor Media Inc. (“Quebecor Media” or the “Corporation”). This discussion should be read in conjunction with the consolidated financial statements and accompanying notes. The Corporation’s consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (“IFRS”), as issued by the International Accounting Standards Board (“IASB”).

All amounts are in Canadian dollars (“CAN dollars”), unless otherwise indicated. This discussion contains forward-looking statements, which are subject to a variety of factors that could cause actual results to differ materially from those contemplated by these statements. Factors that could cause or contribute to these differences include, but are not limited to, those discussed under “Cautionary Statement Regarding Forward-Looking Statements” and in “Item 3. Key Information – Risk Factors.”

### OVERVIEW

Quebecor Media is one of Canada’s leading media companies, with activities in cable distribution, telecommunications, newspaper publishing and distribution, Internet portals and specialized websites service, television broadcasting, studio, soundstage, equipment leasing and post-production services, visual effects and 3D animation, book and magazine retailing, publishing and distribution, video and console games rental and distribution, music recording, production, distribution, retailing and streaming, production of shows and events, video game development, out of home advertising, two Quebec Major Junior Hockey League (“QMJHL”) teams and sporting and cultural events management. Through its Videotron Ltd. subsidiary, Quebecor Media is a premier cable and mobile communications service provider. Quebecor Media holds leading positions in the creation, promotion and distribution of news, entertainment and Internet-related services that are designed to appeal to audiences in every demographic category. Quebecor Media continues to pursue a convergence strategy to capture synergies within its portfolio of media properties.

Quebecor Media’s operating subsidiaries’ primary sources of revenue include: subscriptions for cable television, Internet access, cable and mobile telephony services and business solutions; newspaper and Internet/portal advertising and subscription; television broadcasting advertising, subscription and distribution; book and magazine publishing and distribution; retailing, distribution (physical and digital distribution) and production of music products (CDs, DVDs and Blu-ray discs, musical instruments, music recording and live event promotion and production); and rental and sale of videos and games.

The major components of Quebecor Media’s subsidiaries’ costs are comprised of employee costs and purchase of goods and services costs, which include royalties, rights and creation costs, cost of retail products, marketing, circulation and distribution expenses, service and printing contracts, and paper, ink and printing supplies.

### QUEBECOR MEDIA’S SEGMENTS

Quebecor Media’s subsidiaries operate in the following business segments: Telecommunications, Media and Sports and Entertainment.

During the third quarter of 2014, the Corporation changed its organizational structure and its operations are now managed through the following three segments: Telecommunications, Media, and Sports and Entertainment. The reorganization consisted in (a) the creation of the new Media segment, which includes all activities of the previous News Media and Broadcasting segments, as well as the book publishing and distribution activities previously included in the Leisure and Entertainment segment, (b) the creation of the new Sports and Entertainment segment, which includes all operating, production, distribution and management activities of the previous Leisure and Entertainment segment relating to music, entertainment, sports and the future Québec City Arena (“the Arena”), and (c) the transfer of the retail businesses from the previous Leisure and Entertainment segment to the Telecommunications segment. Accordingly, prior period figures in the Corporation’s segmented information have been reclassified to reflect these changes.



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**TREND INFORMATION**

Competition continues to be intense in the cable and alternative multichannel broadcast distribution industry and in the mobile telephony market. The significant subscriber growth recorded in the Telecommunications sector in past years is not necessarily representative of future growth, due to the penetration rates currently reached.

Moreover, the Telecommunications segment has in the past required substantial capital for the upgrade, expansion and maintenance of its cable and mobile networks, the launch and expansion of new or additional services to support growth in its customer base, and demands for increased bandwidth capacity and other services. The Corporation expects that additional capital expenditures will be required in the short and medium term in order to expand and maintain the Telecommunications segment’s systems and services, including expenditures relating to the cost of its mobile services infrastructure upgrade, as well as costs relating to advancements in Internet access and high definition television (“HDTV”). In addition, the demand for wireless data services has been growing at unprecedented rates and it is projected that this demand will further increase in the future. The anticipated levels of data traffic will represent a growing challenge to the current mobile network’s ability to serve this traffic. The Telecommunications segment may have to acquire additional spectrum in the future, as available.

Some of Quebecor Media’s lines of business are cyclical in nature. They are dependent on advertising and, in the Media segment in particular, on circulation sales. Operating results are therefore sensitive to prevailing economic conditions.

In the Media segment, newspaper circulation, measured in terms of copies sold, has been generally declining in the industry over the past several years. Also, the traditional run of press advertising for major multimarket retailers has been declining over the past few years due to consolidation in the retail industry, combined with a shift in marketing strategy toward other media. In order to respond to such competition, the Media segment’s operations continue to develop their Internet presence through branded websites, including French-language portals and specialized sites.

The broadcasting industry is undergoing a period of significant change. Television audiences are fragmenting as viewing habits shift not only toward specialty channels, but also toward content delivery platforms that allow users greater control over content and timing, such as the Internet, video-on-demand and mobile devices. Audience fragmentation has prompted many advertisers to review their strategies. The Media segment is taking steps to adjust to the profound changes occurring in the broadcasting industry so as to maintain its leadership position and offer audiences and advertisers alike the best available content, when they want it and on the media platform they want.

**QUEBECOR MEDIA’S INTEREST IN SUBSIDIARIES**

Table 1 shows Quebecor Media’s equity interest in its main subsidiaries as of December 31, 2014.

**Table 1**  
**Quebecor Media’s interest (direct and indirect) in its main subsidiaries**  
December 31, 2014

	<u>Percentage of vote</u>	<u>Percentage of equity</u>
Videotron Ltd.	100.0%	100.0%
TVA Group Inc.	99.9	51.5
Sun Media Corporation	100.0	100.0
Quebecor Media Printing Inc.	100.0	100.0
Archambault Group Inc.	<u>100.0</u>	<u>100.0</u>

Quebecor Media’s interest in its subsidiaries has not varied significantly over the past three years.



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On June 30, 2012, Sun Media Corporation bought a 2% interest in SUN News General Partnership (“SUN News”) from TVA Group Inc. (“TVA Group”), bringing its interest to 51%.

On March 18, 2015, TVA Group announced the completion of its rights offering, whereby TVA Group will receive aggregate gross proceeds of approximately \$110.0 million from the issuance of 19,434,629 Class B Non-Voting Shares of TVA Group. The closing of the rights offering will be on March 20, 2015. Under the rights offering, Quebecor Media will subscribe to 17,300,259 Class B Non-Voting Shares of TVA Group at a total cost of \$97.9 million and its aggregate equity interest in TVA Group will increase from 51.5% to 68.4%.

### DISCONTINUED OPERATIONS

On October 6, 2014, Quebecor Media announced the sale of its English-language newspaper businesses in Canada – 175 newspapers and publications, the Canoe portal in English Canada, and 8 printing plants, including the Islington, Ontario plant – for a cash consideration of \$316.0 million. The transaction will be paid in cash, subject to certain adjustments, including a \$10.0 million adjustment with respect to real estate holdings disposed of by Quebecor Media after the transaction date. The transaction is subject to Competition Bureau authorization. While the sale is under review by the Bureau, Quebecor Media will continue operating the businesses in question. The operating results and cash flows related to those businesses have been reclassified as discontinued operations in the consolidated statements of income and cash flows.

On September 2, 2014, Quebecor Media closed the sale of its Nurun Inc. (“Nurun”) subsidiary to the French company Publicis Groupe for a cash consideration of \$125.0 million, less disposed-of cash in the amount of \$18.1 million. An amount of \$8.2 million was also received in connection with certain adjustments as part of the transaction. The results of operations and cash flows related to that business, as well as the \$41.5 million gain on the sale, have been reclassified as discontinued operations in the consolidated statements of income and cash flows.

On June 1, 2014, Quebecor Media finalized the sale of 74 Québec weeklies to Transcontinental Interactive Inc., (“Transcontinental Interactive”), a subsidiary of Transcontinental Inc. (“Transcontinental”), for a cash consideration of \$75.0 million. \$4.7 million was also received in 2014 in connection with certain adjustments to transferred working capital items. The transaction has been authorized by the competent regulatory authorities, specifically the Competition Bureau. The results of operations and cash flows related to those businesses, as well as the \$7.9 million gain on the sale, have been reclassified as discontinued operations in the consolidated statements of income and cash flows.

Quebecor Media announced that it was abandoning door-to-door distribution of community newspapers and flyers in Québec and discontinuing distribution of the Le Sac Plus doorknob bag as of January 2014. The operating results and cash flows related to those businesses have been reclassified as discontinued operations in the consolidated statements of income and cash flows.

On June 1, 2013, Quebecor Media sold its specialized website *Jobboom* for a cash consideration of \$52.1 million, net of disposed-of cash in the amount of \$5.4 million, and on November 29, 2013, it sold its specialized website *Réseau Contact* for a cash consideration of \$7.1 million, net of disposed-of cash in the amount of \$0.4 million. The operating results and cash flows related to those businesses, as well as the \$37.6 million gain on the sale of the two websites, were reclassified as discontinued operations in the consolidated statements of income and cash flows.

In this Management Discussion and Analysis, only continuing operating activities of Quebecor Media are included in the analysis of segmented operating results.

### HIGHLIGHTS SINCE END OF 2013

- Quebecor Media’s sales totalled \$3.72 billion in 2014, an increase of \$68.6 million (1.9%) compared with 2013.
- Since the end of 2013, Quebecor Inc. (“Quebecor”) has announced major management changes at the Corporation and its subsidiaries.
  - On April 28, 2014, Pierre Dion was appointed President and Chief Executive Officer of Quebecor and Quebecor Media. On May 7, 2014, Manon Brouillette was named President and Chief Executive Officer of Videotron.
  - On June 19, 2014, at Quebecor’s Annual Meeting of Shareholders, the Right Honourable Brian Mulroney was named Chairman of the Board of Quebecor and Quebecor Media, succeeding Pierre Karl Péladeau, who resigned all his positions on the Boards of Directors of Quebecor and its subsidiaries on March 9, 2014, following his decision to enter politics. On March 10, 2014, Sylvie Lalande was appointed Chairperson of the Board of TVA Group.
  - On July 30, 2014, Benoît Robert was appointed President and Chief Executive Officer of Sports and Entertainment Group.



- On July 31, 2014, Quebecor created Media Group, a new segment dedicated to entertainment and news media. Media Group includes the operations of TVA Group, Sun Media Corporation, QMI Agency, Quebecor Media Out of Home, Quebecor Media Sales, Messageries Dynamiques, Quebecor Media Printing, Sogides Group Inc., CEC Publishing Inc. (“CEC Publishing”) and Readbooks S.A.S. (“Readbooks”). Julie Tremblay was appointed President and Chief Executive Officer of the new segment. She also serves as President and Chief Executive Officer of TVA Group.

### Telecommunications

- In 2014, the Telecommunications segment grew its revenues by \$104.5 million (3.7%) and its adjusted operating income by \$60.7 million (4.7%).
- Videotron recorded strong revenue increases at two of its services in 2014: mobile telephony (\$67.0 million or 30.4%) and Internet access (\$49.9 million or 6.1%).
- Net increase of 117,700 revenue-generating units<sup>1</sup> (2.3%) in 2014.
- Net increase of 128,500 subscriber connections for the mobile telephone service, the largest annual increase since 2011.
- On March 11, 2015, Videotron Ltd. (“Videotron”) announced the acquisition of 4Degrees Colocation and its data centre, the largest in Québec City, for a cash consideration of \$31.5 million, which may increase to \$35.5 million if certain criteria are satisfied. The acquisition will enable Videotron to meet its business customers’ growing technological and hosting needs.
- On March 6, 2015, the Québec Court of Appeal ruled in favour of Videotron and TVA Group, and ordered Bell ExpressVu Limited Partnership (“Bell ExpressVu”), a subsidiary of Bell, to pay compensation totalling \$137.0 million for having deliberately neglected to implement an appropriate security system to prevent piracy of the signals broadcast by its satellite television service between 1999 and 2005. The judgment stated that Bell ExpressVu knew and must have foreseen that this practice would cause serious harm to its competitors, including Videotron, its main rival in Québec.
- On March 6, 2015, Quebecor Media announced that its Videotron subsidiary was the successful bidder for four 30 MHz licences in Industry Canada’s auction for AWS-3 commercial mobile spectrum. Quebecor Media obtained the licences for Eastern Québec, Southern Québec, Northern Québec and Eastern Ontario /Outaouais, covering 100% of Québec’s population and the Ottawa area, for a total price of \$31.8 million.
- On September 10, 2014, Videotron launched its LTE mobile network (“LTE network”), which reaches nearly 90% of Québec’s population and supports speeds of up to 150 mbps, enabling Québec consumers and business people to use their mobile devices to their full potential.
- On August 27, 2014, Videotron launched the new X8 multi-room HD recorder, designed to deliver the best entertainment experience on the market. With a 2 TB storage capacity and state-of-the-art functionalities, the X8 multi-room HD recorder can record up to 8 television shows simultaneously.
- On March 28, 2014, Apple products were added to the extensive selection of mobile devices Videotron offers its customers. Subsequently, Videotron launched new illico apps for iPhone (4, 5C, 5S, 6) and iPad. The free apps, featuring customizable, intuitive user interfaces, make thousands of hours of French- and English-language programming from some 50 television channels available to subscribers to Videotron’s cable television service.
- On April 3, 2014, after the final instalment was paid on the spectrum won in the auction ended February 19, 2014, Industry Canada issued seven 700 MHz licences to Videotron. The operating licences, acquired for \$233.3 million, cover the entire provinces of Québec, Ontario (except Northern Ontario), Alberta and British Columbia. They make it possible to reach approximately 80% of Canada’s population, more than 28 million people.

### Media

- In December 2014, TVA Group closed the acquisition of substantially all of the assets of A.R. Global Vision Ltd. and its subsidiary (“Global Vision”), a Canadian provider of film- and television-related services, for a cash consideration of \$116.1 million, subject to certain adjustments. Global Vision offers studio, soundstage and equipment leasing and post-production services. Its properties include the Mel’s La Cité du cinéma studios in Montréal and the Melrose studio in Saint-Hubert, which are used for both local and foreign film and television productions. On December 30, 2014, TVA Group obtained Competition Bureau authorization of the transaction.

<sup>1</sup> The sum of cable television and cable Internet access subscriptions, cable telephone lines and subscriber connections to the mobile telephony service.





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- On November 17, 2014, TVA Group reached an agreement with Transcontinental to acquire 15 magazines for a cash consideration of \$55.5 million. The transaction was authorized by the Competition Bureau on March 2, 2015. Upon closing, TVA Group will become sole owner of 11 of the acquired titles: *Coup de pouce*, *Canadian Living*, *Véro Magazine*, *Décormag*, *Style at Home*, *Fleurs Plantes Jardins*, *Canadian Gardening*, *Québec Vert*, *The Hockey News*, *MaisonNeuves.com*, *Condo Maison Direct* and the *recettes.qc.ca*, *Quoi manger* and *On the table* websites. TVA Group will also hold a 51% effective interest in Les Publications Transcontinental-Hearst inc., which operates the magazines *Elle Canada* and *Elle Québec*. As well, TVA Group will hold 50% of the shares of Publications Senior inc., which publishes *Le Bel Âge* and *Good Times* magazines.
- During the September 1 to December 7, 2014 period, TVA Group and its specialty channels had a total television audience market share of 33.2% in Québec, compared with 31.6% during the previous year (source: Numeris, Fall 2014). TVA Network held its status as the market leader with a 23.9% market share, more than its main over-the-air rivals combined. Due in part to the success of TVA Sports, TVA Group's specialty channels passed the 10-million-subscriber mark in the fall of 2014.
- On October 8, 2014, TVA Sports drew an average audience of 925,000 television viewers and a 25.5% market share for the Montréal Canadiens' season opener. Since TVA Sports began carrying National Hockey League ("NHL") hockey, its subscriber base has swelled to 2.0 million. As previously reported, on July 1, 2014, TVA Sports became the NHL's official French-language broadcaster for the next 12 years. During the 2014-2015 season, TVA Sports will broadcast more than 275 NHL games, among them all Canadiens Saturday night games and all playoff games, including Canadiens games and the Stanley Cup final.
- The second season of *La Voix* achieved exceptional ratings throughout its run from January 19 to April 13, 2014. The weekly gala attracted an average audience of more than 2.6 million and an average market share of 56.9%. The creation of value-added multiplatform content around this high-quality television program illustrates Quebecor's successful convergence strategy, which benefits all its media properties.
- Since August 1, 2014, Quebecor Media has been responsible for installing, maintaining, managing and advertising on Société de transport de Laval bus shelters under a 20-year agreement. Quebecor Media made a similar agreement with the Société de transport de Montréal in 2012.
- In 2014, the Corporation performed impairment tests on its Newspapers and Broadcasting cash generating units ("CGUs"), which continue to be impacted by the shift toward digital and by challenging market conditions in the print media and television industries. Accordingly, a \$199.3 million non-cash goodwill impairment charge (without any tax consequences), including \$160.0 million presented under discontinued operations, and a \$41.7 million non-cash impairment charge (including \$20.9 million without any tax consequences) on broadcasting licences were recorded.

### **Sports and Entertainment**

- On February 3, 2015, Quebecor Media announced a strategic partnership with Live Nation Entertainment, including an alliance with Live Nation Concerts, the global market leader in concert production, and the Ticketmaster ticketing service, which operates in Québec under the name Réseau Admission. On the same date, Quebecor Media formed a strategic partnership with Levy Restaurants for management of food service operations at the Arena.
- On November 27, 2014, Quebecor Media acquired the Remparts de Québec, a QMJHL team. The team plans to move into the Arena in September 2015.

### **Financing**

The following financial operations were carried out in 2014 and at the beginning of 2015.

- On April 9, 2014, Videotron issued US\$600.0 million aggregate principal amount of 5.375% Senior Notes maturing on June 15, 2024, for net proceeds of \$654.5 million, net of financing fees of \$7.8 million. Strong demand enabled Videotron to upsize the offering with favorable pricing, which clearly demonstrates the strength of its business and credit profile. Videotron fully hedged the exchange risk on the new Senior Notes by means of cross-currency interest rate swaps. It also converted the fixed interest rate on a US\$158.6 million tranche of its Senior Notes to a floating rate.
- Videotron used the proceeds from the April 9, 2014 issuance of Senior Notes to prepay and withdraw, on April 24, 2014, US\$260 million principal amount of its outstanding 9.125% Senior Notes, issued on March 5, 2009 and maturing on April 15, 2018, to repay drawings under its revolving credit facility, to pay transaction fees and expenses, and for general corporate purposes.



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- On April 25, 2014, Quebecor Media completed the redemption and early repayment of all of its outstanding 7.75% Senior Notes in the aggregate principal amount of US\$380.0 million, issued on October 5, 2007 and maturing on March 15, 2016, and settled the related hedges.
- On November 3, 2014, TVA Group modified the terms and conditions of its bank credit facilities to increase the size of its revolving credit facility from \$100.0 million to \$150.0 million; to extend their term by two years until February 24, 2019; and to replace the existing \$75.0 million term loan maturing on December 11, 2014 by a new term loan of an equivalent amount maturing on November 3, 2019. TVA Group also amended some terms and conditions to increase its financial flexibility. Accordingly, TVA Group granted a security on all of its movable assets and an immovable hypothec on its Head Office building.
- On March 11, 2015, Videotron issued a notice of redemption for all of its outstanding 6.375% Senior Notes due December 15, 2015 in aggregate principal amount of US\$175.0 million at a redemption price of 100.000% of their principal amount. The redemption date is April 10, 2015.
- On March 18, 2015, TVA Group announced the completion of its rights offering, whereby TVA Group will receive aggregate gross proceeds of approximately \$110.0 million from the issuance of 19,434,629 Class B Non-Voting Shares of TVA Group. The closing of the rights offering will be on March 20, 2015. Under the rights offering, Quebecor Media will subscribe to 17,300,259 Class B Non-Voting Shares of TVA Group at a total cost of \$97.9 million and its aggregate equity interest in TVA Group will increase from 51.5% to 68.4%.

### 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 operating income, cash flows from segment operations, free cash flows from continuing operating activities, and average monthly revenue per user ("ARPU"), 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 Operating Income

In its analysis of operating results, the Corporation defines adjusted operating income, as reconciled to net income (loss) under IFRS, as net income (loss) before depreciation and amortization, financial expenses, (loss) gain on valuation and translation of financial instruments, charge for restructuring of operations, impairment of assets and other special items, impairment of goodwill and intangible assets, loss on debt refinancing, income taxes, and income (loss) from discontinued operations. Adjusted operating income 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's parent company, Quebecor, uses adjusted operating income 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 its 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 Quebecor Media and its segments. Adjusted operating income 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. Quebecor Media uses other measures that do reflect such costs, such as cash flows from segment operations and free cash flows from continuing operating activities. Quebecor Media's definition of adjusted operating income may not be the same as similarly titled measures reported by other companies.

Table 2 below provides a reconciliation of adjusted operating income to net income (loss) as disclosed in the Corporation's consolidated financial statements. The consolidated income statement data for the three-month periods ended December 31, 2014 and 2013 presented in Table 2 below is derived from the unaudited consolidated statements for such periods not included in this annual report.



Table 2

**Reconciliation of the adjusted operating income measure used in this report to the net income (loss) measure used in the consolidated financial statements**

(in millions of CAN dollars)

	Year ended December 31			Three months ended December 31	
	2014	2013	2012	2014	2013
Adjusted operating (loss) income:					
Telecommunications	\$1,354.9	\$1,294.2	\$1,220.2	\$ 348.6	\$ 328.7
Media	46.5	84.0	62.2	9.1	31.6
Sports and Entertainment	(3.4)	(1.1)	2.3	0.6	0.8
Head Office	(3.7)	0.1	8.2	(4.2)	(1.7)
	<u>1,394.3</u>	<u>1,377.2</u>	<u>1,292.9</u>	<u>354.1</u>	<u>359.4</u>
Depreciation and amortization	(664.2)	(628.1)	(552.0)	(173.7)	(163.2)
Financial expenses	(324.2)	(360.8)	(335.5)	(77.7)	(86.7)
(Loss) gain on valuation and translation of financial instruments	(3.1)	(244.4)	136.9	(5.2)	(32.1)
Restructuring of operations, impairment of assets and other special items	(54.4)	(11.6)	11.3	(47.7)	(2.8)
Impairment of goodwill and intangible assets	(81.0)	(35.3)	(43.0)	—	—
Loss on debt refinancing	(18.7)	(18.9)	(6.3)	—	—
Income taxes	(96.4)	(36.7)	(143.0)	(24.9)	(23.7)
Income (loss) from discontinued operations	(65.5)	(193.8)	(129.6)	19.4	14.3
<b>Net income (loss)</b>	<u>\$ 86.8</u>	<u>\$ (152.4)</u>	<u>\$ 231.7</u>	<u>\$ 44.3</u>	<u>\$ 65.2</u>

**Cash Flows from Segment Operations**

Cash flows from segment operations represents adjusted operating income, less additions to property, plant and equipment and to intangible assets (excluding disbursements for licence acquisitions and renewals), plus proceeds from disposal of assets. The Corporation uses cash flows from segment operations as a measure of the liquidity generated by its segments. Cash flows from segment operations represents funds available for interest and income tax payments, expenditures related to restructuring programs, business acquisitions, licence acquisitions and renewals, the payment of dividends, and the repayment of long-term debt. Cash flows from segment 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 segment operations is used by the Corporation's management and Board of Directors to evaluate cash flows generated by its segments' operations. When cash flows from segment operations is reported, a reconciliation to adjusted operating income is provided in the same section of the report.

**Free Cash Flows from Continuing Operating Activities**

Free cash flows from continuing operating activities consists of cash flows provided by continuing operating activities calculated in accordance with IFRS, less additions to property, plant and equipment and to intangible assets (excluding disbursements for licence acquisitions and renewals), plus proceeds from disposal of assets. The Corporation uses free cash flows from continuing operating activities as a measure of total liquidity generated on a consolidated basis. Free cash flows from continuing operating activities represents funds available for business acquisitions, licence acquisitions and renewals, the payment of dividends and the repayment of long-term debt. 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.



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Table 7 provides a reconciliation of free cash flows from continuing operating activities of the Corporation to cash flows provided by continuing operating activities reported in the consolidated financial statements.

**Average Monthly Revenue per User**

ARPU is an industry metric that the Corporation uses to measure its monthly cable television, Internet access, cable and mobile telephony revenues per average basic cable customer. ARPU is not a measurement that is consistent with IFRS and the Corporation's definition and calculation of ARPU may not be the same as identically titled measurements reported by other companies. The Corporation calculates ARPU by dividing its combined cable television, Internet access and cable and mobile telephony revenues by the average number of basic customers during the applicable period, and then dividing the resulting amount by the number of months in the applicable period.



## 2014/2013 FINANCIAL YEAR COMPARISON

### Analysis of consolidated results of Quebecor Media

**Revenues:** \$3.72 billion, a \$68.6 million (1.9%) increase.

- Revenues increased in Telecommunications (\$104.5 million or 3.7% of segment revenues).
- Revenues decreased in Media (\$20.6 million or -2.5%) and Sports & Entertainment (\$9.3 million or -13.2%).

**Adjusted operating income:** \$1.39 billion, a \$17.1 million (1.2%) increase.

- Adjusted operating income increased in Telecommunications (\$60.7 million or 4.7% of segment adjusted operating income).
- Adjusted operating income decreased in Media (\$37.5 million or -44.6%), Sports and Entertainment (\$2.3 million) and Head Office (\$3.8 million).
- The change in the fair value of Quebecor Media stock options resulted in a \$2.5 million unfavourable variance in the stock-based compensation charge in 2014 compared with 2013. The change in the fair value of Quebecor stock options and the impact of various transactions on the options issued under this program resulted in an \$8.8 million favourable variance in the Corporation's stock-based compensation charge in 2014.

**Net income attributable to shareholders:** \$107.6 million in 2014 compared with a \$159.6 million net loss attributable to shareholders in 2013, a \$267.2 million favourable variance.

- The favourable variance was due primarily to:
  - \$241.3 million favourable variance in gains and losses on valuation and translation of financial instruments;
  - \$128.3 million favourable variance in losses from discontinued operations;
  - \$36.6 million decrease in financial expenses;
  - \$17.1 million increase in adjusted operating income.

Partially offset by:

- \$45.7 million unfavourable variance in non-cash charge for impairment of goodwill and intangible assets (including \$19.5 million without any tax consequences), minus related non-controlling interest;
- \$42.8 million unfavourable variance in the charge for restructuring of operations, impairment of assets and other special items (including \$34.3 million without any tax consequences);
- \$36.1 million increase in the depreciation and amortization charge.

**Depreciation and amortization charge:** \$664.2 million in 2014, a \$36.1 million increase essentially due to the impact of capital expenditures in the Telecommunications segment, including amortization of expenditures related to the promotional strategy focused on equipment leasing, to investments in the LTE network, and to modernization and expansion of the wired and wireless networks.

**Financial expenses:** \$324.2 million, a \$36.6 million decrease caused mainly by the impact of lower interest rates on long-term debt due to debt refinancing at lower rates and by lower indebtedness.

**Loss on valuation and translation of financial instruments:** \$3.1 million in 2014 compared with \$244.4 million in 2013. The \$241.3 million favourable variance was mainly due to the variance in the fair value of early settlement options caused by fluctuations in valuation assumptions, including interest rates and credit premiums implicit in the adjusted prices of the underlying instruments, and to losses on reversal of embedded derivatives recognized in 2013 in connection with debt redemption.



**Charge for restructuring of operations, impairment of assets and other special items:** \$54.4 million in 2014 compared with \$11.6 million in 2013, an unfavourable variance of \$42.8 million.

- In 2014, the Telecommunications segment recorded a \$3.3 million restructuring charge (\$1.8 million in 2013) and a \$3.4 million impairment charge on assets. The segment also recorded a \$34.3 million charge (without any tax consequences), including interest, following a trial judgment against Videotron.
- In 2014, a \$6.5 million net charge for restructuring of operations was recorded in the Media segment with respect to staff-reduction programs (\$6.7 million in 2013). In connection with those initiatives, a \$0.1 million loss on disposal of assets was recognized in 2014 (\$0.1 million gain in 2013) and a \$2.1 million impairment charge on certain assets was also recognized in 2013. In 2014, the Media segment also recognized a \$3.3 million asset impairment charge on its broadcasting assets and a \$2.6 million other special charge, primarily attributable to business acquisitions.
- The other segments recorded a net charge for restructuring of operations, impairment of assets and other special items of \$0.9 million in 2014 (\$1.1 million in 2013).

**Charge for impairment of goodwill and intangible assets:** \$81.0 million in 2014, compared with \$35.3 million in the same period of 2013, an unfavourable variance of \$45.7 million.

- In the second quarter of 2014, the Corporation performed annual impairment tests on its CGUs. It concluded that the recoverable amount based on fair value less disposal costs was less than the carrying amount of its Newspapers CGU, which continues to be affected by the shift to digital and challenging market conditions in the newspaper industry. Accordingly, the Media segment recorded a \$30.0 million non-cash goodwill impairment charge, without any tax consequences.
- In the third quarter of 2014, the Corporation completed its annual review of its three-year strategic plan. In view of market conditions in the television industry, the Corporation performed an impairment test on its Broadcasting CGU. The Corporation concluded that the recoverable amount, based on fair value less disposal costs, was less than the carrying amount of this CGU. Accordingly, a \$41.7 million non-cash impairment charge on broadcasting licences (including \$20.9 million without any tax consequences) and a \$9.3 million non-cash goodwill impairment charge (including \$3.9 million without any tax consequences) were recorded.
- In the third quarter of 2013, Quebecor Media performed impairment tests on the Newspapers, Books and Music CGUs. Accordingly, the following impairment charges were recorded:
  - the Media segment recognized a \$14.5 million non-cash goodwill impairment charge, without any tax consequences, in its Newspapers CGU and an \$11.9 million non-cash goodwill impairment charge, without any tax consequences, in its Books CGU;
  - Quebecor Media recorded an \$8.9 million non-cash goodwill impairment charges without any tax consequences in its Music CGU.

**Loss on debt refinancing:** \$18.7 million in 2014 compared with \$18.9 million in 2013.

- In accordance with a notice issued on March 26, 2014, Videotron redeemed on April 24, 2014 US\$260.0 million aggregate principal amount of its outstanding 9.125% Senior Notes issued on March 5, 2009 and maturing on April 15, 2018 at a redemption price of 103.042% of their principal amount. A \$21.4 million net loss was recorded in the consolidated statement of income in the first quarter of 2014 in connection with this redemption, including a \$1.7 million loss previously recorded in "Other comprehensive income."
- In accordance with a notice issued on March 26, 2014, Quebecor Media redeemed on April 25, 2014 the entirety of its outstanding 7.75% Senior Notes issued on October 5, 2007 and maturing on March 15, 2016, in the aggregate principal amount of US\$380.0 million, at a redemption price of 100.00% of their principal amount, and settled the related hedges. A \$2.7 million net gain was recorded in the consolidated statement of income in the first quarter of 2014 in connection with this redemption, including a \$12.5 million gain previously recorded in "Other comprehensive income."
- On June 3, 2013, Videotron issued a notice for the redemption on July 2, 2013 of US\$380.0 million aggregate principal amount of its issued and outstanding 9.125% Senior Notes due in April 2018 at a redemption price of 104.563% of their principal amount, and settled the related hedges. As a result, a total \$18.9 million loss was recorded in the consolidated statement of income in the second quarter of 2013, including a \$6.5 million gain previously recorded in "Other comprehensive income."



**Income tax expense:** \$96.4 million in 2014 (effective tax rate of 28.5%) compared with \$36.7 million in 2013 (effective tax rate of 32.4%), a \$59.7 million unfavourable variance. The effective tax rate is calculated considering only taxable and deductible items.

- The unfavourable variance in the income tax expense was mainly due to the impact of the increase in taxable income.
- The variance in the effective tax rates was due to the impact of the tax rate mix on the various components of the gain or loss on valuation and translation of financial instruments, and losses on debt refinancing.



## SEGMENTED ANALYSIS

### Telecommunications

In Quebec Media's Telecommunications segment, Videotron is the largest cable operator in Québec and the third-largest in Canada by customer base. Its state-of-the-art network passes 2,777,300 homes and businesses. In addition to analog cable television and digital cable television ("illico Digital TV") services, Videotron offers Internet access, cable telephony and advanced mobile telephony services, including high-speed Internet access, mobile television and many other functionalities supported by smartphones. Videotron also includes Videotron Business Solutions, a full-service business telecommunications provider that offers telephony, high-speed data transmission, Internet access, hosting, and cable television services.

The Corporation's operations in the Telecommunications segment also include retail sales of CDs, books, DVDs, Blu-ray discs, musical instruments, games and toys, video games, gift ideas and magazines through the chain of stores operated by Archambault Group Inc. ("Archambault Group") and the *archambault.ca* e-commerce site, as well as online sales of downloadable music and books.

The segment is also engaged in retail sales and rentals of DVDs, Blu-ray discs and console games through the Le SuperClub Vidéotron ltée subsidiary ("Le SuperClub Vidéotron") and its franchise network.

### 2014 operating results

**Revenues:** \$2.97 billion, a \$104.5 million (3.7%) increase.

- Combined revenues from all cable television services decreased \$15.5 million (-1.4%) to \$1.08 billion, due primarily to the impact of the net decrease in the customer base and the decrease in video-on-demand, pay-per-view and pay TV orders, partially offset by higher revenues from the leasing of digital set-top boxes and higher per-subscriber revenues.
- Revenues from Internet access services increased \$49.9 million (6.1%) to \$868.3 million. The favourable variance was mainly due to increased usage, higher revenues from Internet access resellers, customer base growth, and higher per-subscriber revenues.
- Revenues from the cable telephony service increased \$1.3 million (0.3%) to \$475.1 million, primarily as a result of increases in per-subscriber revenues and in the number of business lines, partially offset by a decrease in long-distance revenues.
- Revenues from mobile telephony service increased \$67.0 million (30.4%) to \$287.7 million, essentially due to customer growth.
- Revenues of Videotron Business Solutions increased \$2.1 million (3.3%) to \$65.6 million.
- Revenues from customer equipment sales increased \$9.1 million (24.9%) to \$45.6 million, mainly because of the growth in the number of subscriber connections to the mobile service and increased sales of more powerful equipment.
- Revenues from retail sales decreased by \$10.8 million (-7.2%) to \$138.3 million because of decreased sales at Archambault Group stores, including lower sales of videos, CDs and books, and lower revenues at Le SuperClub Vidéotron, including lower franchise fees and store closings.
- Other revenues increased \$0.9 million (10.3%) to \$9.6 million.

**ARPU:** \$125.16 in 2014 compared with \$118.03 in 2013, an increase of \$7.13 (6.0%).

### Customer statistics

*Revenue-generating units* – As of December 31, 2014, the total number of revenue-generating units stood at 5,301,600, a 117,700-unit (2.3%) increase in 2014, compared with a 164,800-unit increase in 2013 (Table 3). Revenue-generating units are the sum of cable television and cable Internet access subscriptions, cable telephone lines and subscriber connections to the mobile telephony service.

*Cable television* – The combined customer base for all of Videotron's cable television services decreased by 42,800 (-2.3%) in 2014, compared with a decrease of 29,900 in 2013 (Table 3). As of December 31, 2014, Videotron had 1,782,300 subscribers to its cable television services. The household and business penetration rate (number of subscribers as a proportion of the total 2,777,300 homes and businesses passed by Videotron's network as of the end of December 2014, up from 2,742,500 one year earlier) was 64.2% versus 66.5% a year earlier.





- As of December 31, 2014, the number of subscribers to the illico Digital TV service stood at 1,561,700, an increase of 30,300 (2.0%) in 2014, compared with a 46,800-subscriber increase in 2013. As of December 31, 2014, illico Digital TV had a household and business penetration rate of 56.2% versus 55.8% a year earlier.
- The customer base for analog cable television services decreased by 73,100 in 2014, compared with a decrease of 76,700 in 2013, partly as a result of customer migration to illico Digital TV.

*Cable Internet access* – The number of subscribers to cable Internet access services stood at 1,537,500 at December 31, 2014, an increase of 31,500 (2.1%) in 2014, compared with an increase of 62,000 in 2013 (Table 3). At December 31, 2014, Videotron’s cable Internet access services had a household and business penetration rate of 55.4% compared with 54.9% a year earlier.

*Cable telephony service* – The number of cable telephone lines stood at 1,349,000 as of December 31, 2014, an increase of 500 from the end of 2013, compared with an increase of 32,200 in 2013 (Table 3). At December 31, 2014, the cable telephony service had a household and business penetration rate of 48.6% versus 49.2% a year earlier.

*Mobile telephony service* – As of December 31, 2014, the number of subscriber connections to the mobile telephony service stood at 632,800, an increase of 128,500 (25.5%) in 2014, compared with an increase of 100,500 in 2013 (Table 3).

**Table 3**  
**Telecommunications segment year-end customer numbers<sup>1</sup> (2010-2014)**  
 (in thousands of customers)

	<u>2014</u>	<u>2013</u>	<u>2012</u>	<u>2011</u>	<u>2010</u>
<b>Cable television:</b>					
Analog	<b>220.6</b>	293.7	370.4	460.7	592.0
Digital	<b>1,561.7</b>	1,531.4	1,484.6	1,400.8	1,219.6
	<b>1,782.3</b>	1,825.1	1,855.0	1,861.5	1,811.6
Cable Internet	<b>1,537.5</b>	1,506.0	1,444.0	1,359.6	1,268.1
Cable telephony <sup>2</sup>	<b>1,349.0</b>	1,348.5	1,316.3	1,245.9	1,145.1
Mobile telephony <sup>2</sup>	<b>632.8</b>	504.3	403.8	290.7	136.1
<b>Total (revenue-generating units)</b>	<b><u>5,301.6</u></b>	<u>5,183.9</u>	<u>5,019.1</u>	<u>4,757.7</u>	<u>4,360.9</u>

<sup>1</sup> Customer statistics have been restated for 2014 and previous years to reflect certain adjustments to product definitions.

<sup>2</sup> Thousands of connections.

**Adjusted operating income:** \$1.35 billion, a \$60.7 million (4.7%) increase caused primarily by:

- impact of higher revenues;
- \$7.2 million favourable retroactive adjustment arising from a correction to the subscription fee calculation method.

Partially offset by:

- impact of the higher number of mobile devices sold at a loss;
- favourable impact on the 2013 results of one-time adjustments, including a provision for Canadian Radio-television and Telecommunications Commission (“CRTC”) licence fees in order to align with the CRTC’s billing period;
- increases in some operating expenses, including advertising, marketing and customer service expenses.

**Cost/revenue ratio:** Operating costs for all Telecommunications segment operations, expressed as a percentage of revenues, were 54.3% in 2014 compared with 54.8% in 2013. The decrease was mainly due to the impact of revenue growth (as the fixed component of operating costs does not fluctuate in proportion to revenues), partially offset by the impact of the higher number of mobile devices sold at a loss and the increase in some operating expenses, including advertising and marketing expenses.



**Cash flows from operations**

**Cash flows from segment operations:** \$665.5 million in 2014 compared with \$722.1 million in 2013 (Table 4).

- The \$56.6 million decrease reflects a \$109.9 million increase in additions to property, plant and equipment and to intangible assets, due mainly to increased capital expenditures on the LTE network and a \$7.4 million decrease in proceeds from disposal of assets, partially offset by the \$60.7 million increase in adjusted operating income.

**Table 4: Telecommunications**

**Cash flows from operations**

(in millions of CAN dollars)

	<u>2014</u>	<u>2013</u>	<u>2012</u>
Adjusted operating income	<b>\$1,354.9</b>	\$1,294.2	\$1,220.2
Additions to property, plant and equipment	<b>(607.5)</b>	(532.9)	(672.8)
Additions to intangible assets	<b>(87.3)</b>	(52.0)	(77.2)
Proceeds from disposal of assets	<b>5.4</b>	12.8	7.1
<b>Cash flows from segment operations</b>	<b><u>\$ 665.5</u></b>	<b><u>\$ 722.1</u></b>	<b><u>\$ 477.3</u></b>

**Media**

The Media segment of Quebecor Media operates two paid-circulation daily newspapers, *Le Journal de Montréal* and *Le Journal de Québec*, and a free daily, *24 heures Montréal*. According to corporate figures, the aggregate circulation of the Media segment's paid and free newspapers was approximately 2.9 million copies per week as of December 31, 2014.

The paid-circulation newspapers disseminate information in traditional print form, as well as through two urban daily news portals, *journaldemontreal.com* and *journaldequebec.com*. The Media segment also operates a number of websites, including *canoe.ca* and *canoe.tv*, as well as the e-commerce sites *micasa.ca* (real estate) and *autonet.ca* (automobiles). The Media segment's portals log 2.9 million unique visitors per month (according to corporate figures).

Also in the Media segment, TVA Group operates the largest French-language private television network in North America. TVA Group is the sole owner of 6 of the 10 television stations in the TVA Network and the specialty channels LCN, TVA Sports, addikTV, Argent, Prise 2, Yoopa, CASA and MOI&cie. TVA Group also holds interests in two other TVA Network affiliates and the *Évasion* specialty channel. TVA Group's TVA Accès division is engaged in commercial production and its TVA Films division in the distribution of films and television programs. Through its subsidiaries TVA Publications inc. and Les Publications Charron & Cie inc. ("Les Publications Charron & Cie"), TVA Group publishes more than 50 magazines in the general interest and entertainment categories. It is the largest publisher of French-language magazines in Québec.

Until February 13, 2015, the Media segment also operated the English-language news and opinion specialty channel SUN News, which discontinued its operations on that date. The Media segment's operating results presented in this report include SUN News' financial data.

TVA Group also closed the acquisition of substantially all of the assets of Global Vision in December 2014. Global Vision provides studio, soundstage and equipment leasing and post-production services to the film and television industries.

The Media segment is also engaged in the distribution of newspapers and magazines, commercial printing and outdoor advertising. In addition, the segment includes QMI Agency, a news agency that provides content to all Quebecor Media properties and outside customers, as well as Quebecor Media Sales, which offers its customers integrated, diversified, complete advertising services.

Finally, the Media segment is also engaged in academic publishing through CEC Publishing, general literature through 18 publishing houses, physical and digital distribution of books through Messageries ADP inc., the exclusive distributor for approximately 200 Québec and European French-language publishers, and e-books through Readbooks.



## 2014 operating results

**Revenues:** \$807.7 million in 2014, a \$20.6 million (-2.5%) decrease.

- Newspaper publishing revenues decreased by \$16.1 million (-5.9%).
  - Advertising revenues decreased 7.3%; circulation revenues decreased 2.5%; digital revenues increased 5.1%; combined revenues from commercial printing and other sources decreased 7.0%.
  - Revenues decreased 5.4% at the urban dailies and 6.7% at the portals.
- Broadcasting revenues decreased by \$4.2 million (-1.1%), mainly because of:
  - lower advertising revenues at TVA Network;
  - \$6.1 million favourable adjustment in 2013 resulting from retroactive adjustment to royalties for the retransmission of the over-the-air stations' signals to markets located outside their local service areas ("retransmission royalties") for the years 2009 to 2012;
  - discontinuation of operations of TVA Boutiques in 2013.

Partially offset by:

- increased subscription revenues at the specialty services, including TVA Sports, mainly because of the addition of programming dedicated to NHL hockey, and SUN News, due to an adjustment to royalty rates;
- increased advertising revenues at the specialty services, mainly TVA Sports.
- Magazine publishing revenues increased by \$0.7 million (1.0%), mainly because of the favourable impact on revenues of the acquisition of Les Publications Charron & Cie in July 2013, partially offset by the decrease in advertising revenues on a same-store basis and the impact of the closing of some publications.
- Quebecor Media Out of Home's revenues increased \$1.6 million (20.7%), mainly because of new digital advertising revenues.
- Book distribution and publishing revenues increased by \$0.8 million (0.8%), primarily as a result of increased bookstore volume.

**Adjusted operating income:** \$46.5 million in 2014, a \$37.5 million (-44.6%) decrease.

- Adjusted operating income from newspaper publishing decreased \$5.0 million (-16.9%) due to:
  - impact of decrease in revenues;
  - higher employee compensation costs;
  - \$2.8 million favourable impact in 2013 of adjustments to the cost of post-retirement benefits.

Partially offset by:

- \$7.8 million favourable impact of restructuring initiatives and other reductions in operating expenses.
- Adjusted operating income from broadcasting operations decreased by \$34.2 million (-82.7%), mainly as a result of:
  - higher content costs, partially as a result of increased spending on TVA Sports and adjustments to the cost of certain prior-year broadcasting rights related to indemnification clauses;
  - impact of decrease in TVA Network's advertising revenues;
  - favourable impact of \$6.1 million retroactive adjustment to retransmission royalties in 2013;
  - favourable impact on second quarter 2013 results of an adjustment to the provision for CRTC licence fees to align with the CRTC's billing period.

Partially offset by:

- impact of higher subscription and advertising revenues at the specialty channels.
- Adjusted operating income from magazine publishing increased by \$2.2 million (28.5%), mainly as a result of:
  - impact of acquisition of Les Publications Charron & Cie;



- reductions in some operating costs, including printing and production costs.

Partially offset by:

- impact of decrease in advertising revenues on a same-store basis.
- Adjusted operating income from book distribution and publishing decreased by \$0.7 million (-7.0%), due primarily to increases in some operating expenses, partly reflecting an unfavourable adjustment to government tax credits.

**Cost/revenue ratio:** Employee costs and purchases of goods and services for the Media segment’s operations, expressed as a percentage of revenues, were 94.2% in 2014 compared with 89.9% in 2013. The increase was mainly due to the impact of higher television content costs, the revenue decrease (as the fixed component of operating costs does not fluctuate in proportion to the decrease in revenues), and the favourable impact on the 2013 results of the retroactive adjustment to retransmission royalties.

**Cash flows from operations**

**Cash flows from segment operations:** \$5.0 million in 2014, compared with \$49.4 million in 2013 (Table 5). The \$44.4 million decrease was mainly due to the \$37.5 million decline in adjusted operating income.

**Table 5: Media**  
**Cash flows from operations**  
 (in millions of CAN dollars)

	2014	2013	2012
Adjusted operating income	\$ 46.5	\$ 84.0	\$ 62.2
Additions to property, plant and equipment	(32.2)	(26.2)	(25.8)
Additions to intangible assets	(9.3)	(8.8)	(10.9)
Proceeds from disposal of assets	—	0.4	21.2
<b>Cash flows from segment operations</b>	<b>\$ 5.0</b>	<b>\$ 49.4</b>	<b>\$ 46.7</b>

**Sports and Entertainment**

The Corporation’s activities in the Sports and Entertainment segment include distribution of CDs and videos (Distribution Select); distribution of music to Internet download services (Select Digital); music recording and video production (Musicor); recording of live concerts, production of concert videos and television commercials (Les Productions Select TV inc.), and concert promotion (Musicor Spectacles).

The Sports and Entertainment segment also includes two QMJHL hockey teams, the Armada de Blainville-Boisbriand and the Remparts de Québec, as well as Event Management GesteV Inc. (“GesteV”), a Québec City sports and cultural events manager.

As well, the segment includes the activities of the Arena following ratification in 2011 of a 25-year agreement between Quebecor Media and Québec City with respect to usage and naming rights to the Arena.

**2014 operating results**

**Revenues:** \$60.9 million, a \$9.3 million (-13.2%) decrease compared with 2013, due primarily to:

- 16.3% decrease in music distribution revenues, primarily as a result of lower video and CD sales;
- 26.4% decrease in music production and promotion revenues due to the larger number of successful concerts and albums produced in 2013.

Partially offset by:

- Favourable revenue impact of the acquisition of GesteV on May 24, 2013, including its sporting events management, site management and marketing activities.



**Adjusted operating loss:** \$3.4 million in 2014 compared with \$1.1 million in 2013. The \$2.3 million unfavourable variance was due to the impact of the revenue decrease and the startup of new performance hall management operations.

**Cash flows from operations**

**Cash flows from segment operations:** Negative \$9.0 million in 2014 compared with negative \$1.7 million in 2013 (Table 6). The \$7.3 million unfavourable variance was due to the \$4.9 million increase in additions to property, plant and equipment, partly reflecting the impact of new performance hall management operations, and the \$2.3 million increase in the adjusted operating loss.

**Table 6: Sports and Entertainment**

**Cash flows from operations**  
(in millions of CAN dollars)

	<u>2014</u>	<u>2013</u>	<u>2012</u>
Adjusted operating (loss) income	<b>\$(3.4)</b>	\$(1.1)	\$ 2.3
Additions to property, plant and equipment	<b>(5.5)</b>	(0.6)	(1.7)
Additions to intangible assets	<b>(0.1)</b>	—	—
<b>Cash flows from segment operations</b>	<b><u>\$(9.0)</u></b>	<u>\$(1.7)</u>	<u>\$ 0.6</u>



## 2014/2013 FOURTH QUARTER COMPARISON

### Analysis of consolidated results of Quebecor Media

**Revenues:** \$989.4 million, a \$28.1 million (2.9%) increase.

- Revenues increased in Telecommunications (\$34.2 million or 4.6% of segment revenues) and in Media (\$1.7 million or 0.8%).
- Revenues decreased in Sports and Entertainment (\$1.3 million or -5.3%).

**Adjusted operating income:** \$354.1 million, a \$5.3 million (-1.5%) decrease.

- Adjusted operating income decreased in Media (\$22.5 million or -71.2% of segment adjusted operating income) and at Head Office (-\$2.5 million).
- Adjusted operating income increased in Telecommunications (\$19.9 million or 6.1%).
- The change in the fair value of Quebecor Media stock options resulted in a \$0.8 million unfavourable variance in the stock-based compensation charge in the fourth quarter of 2014 compared with the same period of 2013. The change in the fair value of Quebecor stock options resulted in a \$1.2 million favourable variance in the Corporation's stock-based compensation charge in the fourth quarter of 2014.

**Net income attributable to shareholders:** \$46.6 million in the fourth quarter of 2014, compared with \$61.3 million in the same period of 2013, a \$14.7 million decrease.

- The decrease was due primarily to:
  - \$44.9 million unfavourable variance in the charge for restructuring of operations, impairment of assets and other special items (including \$34.3 million without any tax consequences);
  - \$10.5 million increase in the depreciation and amortization charge;
  - \$5.3 million decrease in adjusted operating income.

Partially offset by:

- \$26.9 million favourable variance in gains and losses on valuation and translation of financial instruments;
- \$9.0 million decrease in financial expenses;
- \$5.1 million favourable variance in gains and losses from discontinued operations.

**Depreciation and amortization charge:** \$173.7 million, a \$10.5 million increase due essentially to the same factors as those noted above in the 2014/2013 financial year comparison.

**Financial expenses:** \$77.7 million, a \$9.0 million decrease due essentially to the same factors as those noted above in the 2014/2013 financial year comparison.

**Loss on valuation and translation of financial instruments:** \$5.2 million in the fourth quarter of 2014 compared with \$32.1 million in the same period of 2013. The \$26.9 million favourable variance was mainly due to the variance in the fair value of early settlement options due to fluctuations in valuation assumptions, including interest rates and credit premiums implicit in the adjusted prices of the underlying instruments.

**Charge for restructuring of operations, impairment of assets and other special items:** \$47.7 million in the fourth quarter of 2014, compared with \$2.8 million in the same period of 2013, a \$44.9 million unfavourable variance.

- In the fourth quarter of 2014, the Telecommunications segment recorded a \$1.0 million restructuring charge (\$1.0 million in the same period of 2013) and a \$3.4 million charge for impairment of assets. The segment also recorded a \$34.3 million charge (without any tax consequences), including interest, following a trial judgment against Videotron.
- In the fourth quarter of 2014, a \$2.3 million net charge for restructuring of operations was recorded in the Media segment in connection with staff-reduction programs (\$1.5 million in the same period of 2013). In connection with these initiatives, a \$0.1 million loss on disposal of assets was recognized in the fourth quarter of 2014 (\$0.6 million in the same period of 2013)



and a \$0.2 million reversal of the impairment charge on certain assets was also recognized in fourth quarter of 2013. The Media segment also recognized a \$3.3 million asset impairment charge on its broadcasting assets and a \$2.6 million other special charge, primarily attributable to business acquisitions.

- The other segments recorded a \$0.7 million net charge for restructuring of operations, impairment of assets and other special items in the fourth quarter of 2014 (\$0.1 million reversal in the same period of 2013).

**Income tax expense:** \$24.9 million in the fourth quarter of 2014 (effective tax rate of 29.6%) compared with \$23.7 million in the same period of 2013 (effective tax rate of 31.8%), a \$1.2 million unfavourable variance. The effective tax rate is calculated considering only taxable and deductible items.

- The increase in the income tax expense was mainly due to the impact of the increase in taxable income.
- The variance in the effective tax rate was due to the impact of the tax rate mix on the various components of the loss on valuation and translation of financial instruments.



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## SEGMENTED ANALYSIS

### Telecommunications

**Revenues:** \$778.2 million, a \$34.2 million (4.6%) increase essentially due to the same factors as those noted above in the 2014/2013 financial year comparison.

- Combined revenues from all cable television services decreased \$8.1 million (-2.9%) to \$268.2 million.
- Revenues from Internet access services increased \$12.3 million (5.9%) to \$222.2 million.
- Revenues from cable telephony service increased \$1.9 million (1.6%) to \$120.6 million.
- Revenues from mobile telephony service increased \$23.9 million (40.1%) to \$83.5 million.
- Revenues of Videotron Business Solutions increased \$1.0 million (6.3%) to \$16.8 million.
- Revenues from customer equipment sales increased \$5.8 million (54.2%) to \$16.5 million.
- Revenues from retail sales decreased \$2.8 million (-5.5%) to \$48.0 million.
- Other revenues increased \$0.3 million (13.6%) to \$2.5 million.

**ARPU:** \$129.36 in fourth quarter 2014, compared with \$121.22 in the same period of 2013, an \$8.14 (6.7%) increase.

### Customer statistics

*Revenue-generating units* – 25,100 (0.5%) unit increase in the fourth quarter of 2014 compared with an increase of 46,700 in the same period of 2013.

*Cable television* – 14,000 (-0.8%) decrease in combined customer base for all of Videotron's cable television services in the fourth quarter of 2014 compared with a decrease of 5,300 in the same period of 2013.

- illico Digital TV: 12,700 (0.8%) subscriber increase in the fourth quarter of 2014 compared with an increase of 13,800 in the same period of 2013.
- Analog cable TV: 26,700 subscriber decrease in the fourth quarter of 2014 compared with a decrease of 19,100 in the same period of 2013.

*Cable Internet access* – 3,700 (0.2%) customer increase in the fourth quarter of 2014 compared with an increase of 19,300 in the same period of 2013.

*Cable telephony* – 7,000 (-0.5%) subscriber decrease in the fourth quarter of 2014 compared with an increase of 7,500 in the same period of 2013.

*Mobile telephony service* – 42,400 (7.2%) increase in subscriber connections in the fourth quarter of 2014 compared with an increase of 25,200 in the same period of 2013.

**Adjusted operating income:** \$348.6 million, a \$19.9 million (6.1%) increase due primarily to:

- impact of the revenue increase and the \$7.2 million favourable retroactive adjustment arising from a correction to the subscription fee calculation method, partially offset by the impact of the increase in the number of mobile devices sold at a loss and the increases in some operating expenses.

**Cost/revenue ratio:** Employee costs and purchases of goods and services for the Telecommunications segment's operations, expressed as a percentage of revenues, were 55.2% in the fourth quarter of 2014 compared with 55.8% in the same period of 2013. The decrease was mainly due to the impact of revenue growth (as the fixed component of operating costs does not fluctuate in proportion to revenues), partially offset by the impact of the higher number of mobile devices sold at a loss.





## Media

**Revenues:** \$227.0 million in the fourth quarter of 2014, an increase of \$1.7 million (0.8%).

- Newspaper publishing revenues decreased by \$5.0 million (-7.0%).
  - Advertising revenues decreased 7.9%; circulation revenues decreased 4.6%; digital revenues decreased 15.0%; combined revenues from commercial printing and other sources decreased 5.5%.
  - Revenues decreased by 5.9% at the urban dailies and by 25.9% at the portals.
- Broadcasting revenues increased by \$12.0 million (11.3%), mainly because of:
  - increased subscription and advertising revenues at the specialty services, including TVA Sports, mainly because of the addition of NHL hockey broadcasts;

Partially offset by:

- lower advertising revenues at TVA Network.
- Magazine publishing revenues decreased by \$0.7 million (-4.2%), partly because of the impact of the decrease in advertising revenues and the closure of some publications.
- Revenues of Quebecor Media Out of Home increased by \$0.6 million (27.0%), primarily because of higher advertising revenues, including new digital revenues.
- Book distribution and publishing revenues increased by \$2.0 million mainly due to:
  - increased distribution revenues and increased volume in general literature and academic publishing.

**Adjusted operating income:** \$9.1 million in the fourth quarter of 2014, a \$22.5 million (-71.2%) decrease.

- Adjusted operating income from newspaper publishing decreased by \$9.0 million (-63.8%), primarily as a result of:
  - impact of decrease in revenues;
  - \$2.8 million favourable impact in 2013 of adjustments to the cost of post-retirement benefits;
  - increased employee compensation.
- Adjusted operating income from broadcasting operations decreased by \$13.5 million (-87.4%), mainly as a result of:
  - increased content costs, partly as a result of higher expenditures at TVA Sports;
  - impact of decrease in TVA Network's revenues.

Partially offset by:

- impact of higher subscription and advertising revenues at the specialty channels.
- Adjusted operating income from magazine publishing decreased by \$0.2 million (-10.6%), mainly because of the impact of the revenue decrease, partially offset by reductions in some operating expenses, including printing and production costs.
- The operating loss of Quebecor Media Out of Home decreased by \$0.4 million as a result of the increase in revenues.
- Adjusted operating income from book distribution and publishing increased by \$0.9 million, primarily as a result of the increase in revenues.

**Cost/revenue ratio:** Employee costs and purchases of goods and services for the Media segment's operations, expressed as a percentage of revenues, were 96.0% in the fourth quarter of 2014 compared with 86.0% in the same period of 2013. The increase was mainly due to the impact of the revenue decrease (as the fixed component of operating costs does not fluctuate in proportion to the decrease in revenues), the favourable adjustment to post-retirement benefits in 2013, and higher broadcasting content costs.



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**Sports & Entertainment**

**Revenues:** \$23.2 million in the fourth quarter of 2014, a \$1.3 million (-5.3%) decrease.

- Revenues from music production and promotion decreased by 52.4% due to the impact of the cancellation of the 2014 edition of the *Les Stars chantent Noël* concert and the larger number of successful albums released in the fourth quarter of 2013.
- 2.0% decrease in music distribution revenues, primarily as a result of lower CD sales.

**Adjusted operating income:** \$0.6 million in the fourth quarter of 2014, a \$0.2 million decrease due primarily to the impact of the revenue decrease and the startup of new performance hall management operations.



## 2013/2012 FINANCIAL YEAR COMPARISON

### Analysis of consolidated results of Quebecor Media

**Revenues:** \$3.65 billion, a \$94.2 million (2.7%) increase.

- Revenues increased in Telecommunications (\$101.7 million or 3.7% of segment revenues).
- Revenues decreased in Media (\$16.5 million or -2.0%) and Sports and Entertainment (\$6.7 million or -8.7%).

**Adjusted operating income:** \$1.38 billion, an \$84.3 million (6.5%) increase.

- Adjusted operating income increased in Telecommunications (\$74.0 million or 6.1% of segment adjusted operating income) and Media (\$21.8 million or 35.0%).
- Adjusted operating income decreased in Sports and Entertainment (\$3.4 million) and at Head Office (\$8.1 million). The decrease at Head Office was due primarily to the unfavourable variance in the fair value of stock options.
- 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 2013 compared with 2012. The change in the fair value of Quebecor stock options resulted in a \$4.8 million unfavourable variance in the Corporation's stock-based compensation charge in 2013.

**Net loss attributable to shareholders:** \$159.6 million in 2013, compared with net income attributable to shareholders of \$234.6 million in 2012, a \$394.2 million unfavourable variance.

- The unfavourable variance was due primarily to:
  - \$381.3 million unfavourable variance in losses and gains on valuation and translation of financial instruments;
  - \$76.1 million increase in the depreciation and amortization charge;
  - \$64.2 million unfavourable variance in the loss related to discontinued operations;
  - \$25.3 million increase in financial expenses;
  - \$22.9 million unfavourable variance in the charge for restructuring of operations, impairment of assets and other special items;
  - \$12.6 million unfavourable variance in losses on debt refinancing.

Partially offset by:

- \$84.3 million increase in adjusted operating income;
- \$7.7 million favourable variance in the charge for impairment of goodwill and intangible assets.

**Depreciation and amortization charge:** \$628.1 million in 2013, a \$76.1 million increase essentially due to the impact of the significant capital expenditures made since 2011 in the Telecommunications segment, including depreciation of capital expenditures related to cable Internet access services and modernization of the wired network, plus the impact of promotional strategies focused on equipment leasing.

**Financial expenses:** \$360.8 million, a \$25.3 million increase due mainly to higher indebtedness resulting from the leveraged repurchase in October 2012 of Quebecor Media shares held by CDP Capital d'Amérique Investissement inc., a subsidiary of Caisse de dépôt et placement du Québec. This factor was partially offset by the impact of lower interest rates on long-term debt as a result of debt refinancing at more advantageous rates.

**Loss on valuation and translation of financial instruments:** \$244.4 million in 2013 compared with a \$136.9 million gain in 2012. The \$381.3 million unfavourable variance was mainly due to the variance in the fair value of early settlement options caused by fluctuations in valuation assumptions, including interest rates and credit premiums implicit in the adjusted prices of the underlying instruments. The variance was also due to the reversal of the fair value of early settlement options on the Videotron Senior Notes redeemed on July 2, 2013 and the Quebecor Media Senior Notes redeemed on August 30, 2013.

**Charge for restructuring of operations, impairment of assets and other special items:** \$11.6 million in 2013, compared with an \$11.3 million reversal in 2012, a \$22.9 million unfavourable variance.



- In 2013, the Telecommunications segment recorded a \$1.8 million restructuring charge (\$1.0 million in 2012).
- In 2013, a \$6.7 million net charge for restructuring of operations was recorded in the Media segment with respect to staff-reduction programs (\$0.3 million in 2012). As part of those initiatives, a \$0.1 million gain on disposal of assets was recorded in 2013 (\$0.1 million loss in 2012), and a \$2.1 million charge for impairment of assets was also recorded in 2013.
- In 2012, the Media segment recorded a \$12.9 million gain on disposal of businesses as a result of the sale by TVA Group of its interest in the specialty channels mysteryTV and The Cave.
- The other segments recorded a net charge for restructuring of operations, impairment of assets and other special items of \$1.1 million in 2013 (\$0.2 million in 2012).

**Charge for impairment of goodwill and intangible assets:** \$35.3 million in 2013 compared with \$43.0 million in 2012, a \$7.7 million favourable variance.

- In the third quarter of 2013, Quebecor Media performed impairment tests on the Newspapers, Books and Music CGUs. Accordingly, the following impairment charges were recorded:
  - the Media segment recognized a \$14.5 million non-cash goodwill impairment charge, without any tax consequences, in its Newspapers CGU and an \$11.9 million non-cash goodwill impairment charge, without any tax consequences, in its Books CGU;
  - Quebecor Media recorded an \$8.9 million non-cash goodwill impairment charges without any tax consequences in its Music CGU.
- In the third quarter of 2012, Quebecor Media performed impairment tests on its Newspapers, Music and Book Publishing & Distribution CGUs, in view of the difficult market conditions in those industries. Accordingly, the Media segment recorded a \$16.5 million non-cash goodwill impairment charge in its Newspaper CGU (without any tax consequences), and Quebecor Media recorded a \$12.0 million non-cash goodwill impairment charge (without any tax consequences) in its Music CGU.
- As well, the magazine publishing operating costs were adversely affected by new tariffs adopted in 2012 with respect to business contributions for costs related to waste recovery services provided by Québec municipalities. Accordingly, the Corporation reviewed its business plan for the segment and determined that goodwill was no longer fully recoverable. A \$14.5 million non-cash goodwill impairment charge (without any tax consequences) was therefore recorded in 2012.

**Loss on debt refinancing:** \$18.9 million in 2013 compared with \$6.3 million in 2012, a \$12.6 million unfavourable variance.

- On July 2, 2013, Videotron redeemed US\$380.0 million principal amount of its outstanding 9.125% Senior Notes, issued on April 15, 2008 and maturing in April 2018, and settled the related hedges. On August 30, 2013, Quebecor Media redeemed US\$265.0 million principal amount of its outstanding 7.75% Senior Notes, issued in January 2006 and maturing in March 2016, and settled the related hedges. As a result, a total loss of \$18.9 million was recorded in the consolidated statement of income in 2013, including a \$14.5 million gain previously recorded in "Other comprehensive income."
- In 2012, Videotron redeemed all of the 6.875% Senior Notes issued in October 2003 and November 2004, and maturing in January 2014, in the aggregate principal amount of US\$395.0 million. During the same period, Quebecor Media redeemed US\$580.0 million principal amount of its 7.75% Senior Notes, issued in January 2006 and October 2007, and maturing in March 2016, and settled some of the related hedges. Finally, Quebecor Media prepaid the outstanding balance of its term loan "B" credit facility for a cash consideration of \$153.9 million and settled the related hedges in January 2013. The transactions generated a total \$6.3 million loss on debt refinancing.



**Income tax expense:** \$36.7 million in 2013 (effective tax rate of 32.4%) compared with \$143.0 million (effective tax rate of 26.1%) in 2012, a \$106.3 million favourable variance. The effective tax rate is calculated considering only taxable and deductible items.

- The favourable variance in the income tax expense was mainly due to the decrease in taxable income for tax purposes.
- The variance in the effective tax rate was due to the impact of the tax rate mix on the various components of the gain or loss on valuation and translation of financial instruments and the loss on debt refinancing.



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## SEGMENTED ANALYSIS

### Telecommunications

**Revenues:** \$2.86 billion, a \$101.7 million (3.7%) increase.

- Combined revenues from all cable television services increased \$11.0 million (1.0%) to \$1.09 billion, due primarily to higher revenues from the leasing of digital set top boxes, increased subscriptions to the HDTV service and increased pay-per-view orders, partially offset by the impact of the net decrease in the customer base.
- Revenues from Internet access services increased \$45.9 million (5.9%) to \$818.4 million. The favourable variance was mainly due to customer growth, higher revenues from Internet access resellers, increased usage and other related revenues.
- Revenues from cable telephony service increased \$18.9 million (4.2%) to \$473.8 million, primarily as a result of customer growth, increases in some rates and growth in the number of business lines.
- Revenues from mobile telephony service increased \$49.1 million (28.6%) to \$220.7 million, essentially due to customer growth.
- Revenues from Videotron Business Solutions decreased \$1.4 million (-2.2%) to \$63.5 million.
- Revenues from equipment sales to customers decreased \$6.9 million (-15.9%) to \$36.5 million, mainly because of campaigns promoting cable television equipment leasing, partially offset by increased revenues from mobile telephony equipment.
- Revenues from retail sales decreased by \$12.4 million (-7.7%) to \$149.1 million due to decreased sales at Archambault Group stores, partly as a result of lower sales of CDs and videos, and at Le SuperClub Vidéotron, partly as a result of lower fees from franchises and store closures.
- Other revenues were down \$2.5 million (-22.3%) to \$8.7 million.

**ARPU:** \$118.03 in 2013 compared with \$111.57 in 2012, a \$6.46 (5.8%) increase.

### Customer statistics

*Revenue-generating units* – As of December 31, 2013, the total number of revenue-generating units stood at 5,183,900, an increase of 164,800 (3.3%) from the end of 2012 (Table 3). In 2012, the number of revenue-generating units increased by 261,400.

*Cable television* – The combined customer base for all of Videotron's cable television services decreased by 29,900 (-1.6%) in 2013 (compared with a decrease of 6,500 in 2012) (Table 3). As of December 31, 2013, Videotron had 1,825,100 subscribers to its cable television services. The household and business penetration rate (number of subscribers as a proportion of the total 2,742,500 homes and businesses passed by Videotron's network as of the end of December 2013, up from 2,701,200 one year earlier) was 66.5% versus 68.7% a year earlier.

- As of December 31, 2013, the number of subscribers to the illico Digital TV service stood at 1,531,400, an increase of 46,800 or 3.2% in 2013, compared with an increase of 83,800 in 2012. As of December 31, 2013, illico Digital TV had a household and business penetration rate of 55.8% versus 55.0% a year earlier.
- The customer base for analog cable television services decreased by 76,700 (-20.7%) in 2013 (compared with a decrease of 90,300 in 2012), partly as a result of customer migration to illico Digital TV.

*Cable Internet access* – The number of subscribers to cable Internet access services stood at 1,506,000 at December 31, 2013, an increase of 62,000 (4.3%) in 2013, compared with an increase of 84,400 in 2012 (Table 3). At December 31, 2013, Videotron's cable Internet access services had a household and business penetration rate of 54.9%, compared with 53.5% a year earlier.

*Cable telephony service* – The number of subscribers to cable telephony service stood at 1,348,500 at December 31, 2013, an increase of 32,200 (2.4%) in 2013, compared with an increase of 70,400 in 2012 (Table 3). At December 31, 2013, the cable telephony service had a household and business penetration rate of 49.2% versus 48.7% a year earlier.



*Mobile telephony service* – As of December 31, 2013, the number of subscriber connections to the mobile telephony service stood at 504,300, an increase of 100,500 (24.9%) in 2013, compared with an increase of 113,100 in 2012 (Table 3).

**Adjusted operating income:** \$1.29 billion, a \$74.0 million (6.1%) increase.

- The increase in adjusted operating income was mainly due to:
  - impact of higher revenues;
  - adjustment to provision for CRTC licence fees to align with the CRTC's billing period.
  - \$3.8 million decrease in stock-based compensation charge.

Partially offset by:

- increases in some operating expenses, mainly related to engineering costs and customer support costs;
- decrease in adjusted operating income from retail operations due to the decrease in revenues;

**Cost/revenue ratio:** Employee costs and purchases of goods and services for the Telecommunications segment's operations, expressed as a percentage of revenues, were 54.8% in 2013 compared with 55.8% in 2012.

- The decrease was mainly due to the impact of revenue growth (as the fixed component of operating costs does not fluctuate in proportion to revenues) and the impact of adjustment to CRTC licence fees.

**Cash flows from segment operations:** \$722.1 million in 2013 compared with \$477.3 million in 2012 (Table 4).

- The \$244.8 million increase was primarily due to a \$165.1 million decrease in additions to property, plant and equipment and in additions to intangible assets, mainly reflecting lower investment in the 4G network and in cable network modernization, and the \$74.0 million increase in adjusted operating income.

## Media

**Revenues:** \$828.3 million in 2013, a \$16.5 million (-2.0%) decrease.

- Newspaper publishing revenues decreased by \$32.7 million (-10.7%).
  - Revenues decreased by \$7.2 million because of the closure of specialty publications under restructuring initiatives.
  - On a same-store basis, advertising revenues decreased 11.0%; circulation revenues decreased 2.2%; digital revenues decreased 16.4%; combined revenues from commercial printing and other sources decreased 5.5%.
  - Revenues decreased by 8.5% at the urban dailies and by 31.2% at the portals.
- Broadcasting revenues decreased by \$5.0 million (-1.3%) due to:
  - lower advertising revenues at TVA Network;
  - discontinuation of operations of TVA Boutiques in the third quarter of 2013.

Partially offset by:

- \$6.1 million favourable retroactive adjustment resulting from the adjustment to retransmission royalties for the years 2009 to 2013;
- increased subscription revenues at the specialty channels, attributable largely to the LCN, TVA Sports, MOI&cie, SUN News, addik<sup>TV</sup> and Prise 2 channels;
- increased advertising revenues at the specialty channels, including addik<sup>TV</sup>, Prise 2 and CASA.
- Magazine publishing revenues decreased by \$0.3 million (-0.5%). The decrease in newsstand and advertising revenues was partially offset by the favourable impact on revenues of the acquisition of Les Publications Charron & Cie in July 2013.
- Revenues of Quebecor Media Out of Home, which began operations in August 2012, increased by \$7.2 million in 2013.



- Book distribution and publishing revenues were flat.
  - The addition of Charron Éditeur sales and the increase in academic sales were offset by lower revenues from distribution to mass retailers and bookstores.

**Adjusted operating income:** \$84.0 million in 2013, a \$21.8 million (35.0%) increase.

- Adjusted operating income from newspaper publishing increased by \$6.2 million (26.5%), primarily as a result of:
  - \$15.6 million favourable impact on adjusted operating income of restructuring initiatives and other reductions in operating expenses;
  - \$2.8 million favourable impact in 2013 of adjustments to the cost of post-retirement benefits.

Partially offset by:

- impact of decrease in revenues on a same-store basis.
- Adjusted operating income from broadcasting operations increased by \$10.3 million (33.1%), mainly as a result of:
  - favourable impact of retroactive adjustment of retransmission royalties;
  - decrease in SUN News' adjusted operating loss due primarily to reduced labour and content costs;
  - decrease in TVA Network's operating costs due to containment of content, production and other costs, and an adjustment to provision for CRTC licence fees to align with the CRTC's billing period.

Partially offset by:

- impact of decrease in TVA Network's revenues.
- Adjusted operating income from magazine publishing increased by \$3.7 million, mainly as a result of:
  - favourable impact on 2013 comparative analysis of recognition in the first quarter of 2012 of a \$2.3 million charge for the years 2010 and 2011 related to business contributions to costs related to waste recovery services;
  - impact of acquisition of Les Publications Charron & Cie.
- Activities of Quebecor Media Out of Home, which began operations in August 2012, generated a \$1.9 million increase in adjusted operating loss due to start-up costs.
- Adjusted operating income from book distribution and publishing increased by \$2.4 million (34.9%), due primarily to decreases in some book distribution and publishing operating expenses.

**Cost/revenue ratio:** Employee costs and purchases of goods and services for the Media segment's operations, expressed as a percentage of revenues, were 89.9% in 2013 compared with 92.6% in 2012. The decrease was mainly due to the favourable impact on the 2013 results of operating cost-reduction initiatives, the favourable retroactive adjustment in 2013 to retransmission royalties, the favourable impact in 2013 of post-retirement benefit costs, and recognition in 2012 of retroactive costs related to waste recovery services, partially offset by the impact of the fixed component of operating costs, which does not fluctuate in proportion to the decrease in revenues.





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**Cash flows from segment operations:** \$49.4 million in 2013 compared with \$46.7 million in 2012 (Table 5).

- The \$2.7 million increase was mainly due to a \$21.8 million increase in adjusted operating income, partially offset by a \$20.8 million decrease in proceeds from disposal of assets.

#### Sports and Entertainment

**Revenues:** \$70.2 million in 2013, a \$6.7 million (-8.7%) decrease compared with 2012.

- 10.9% decrease in distribution revenues, mainly because of lower CD sales;
- 22.2% decrease in music production and promotion revenues, mainly reflecting the greater number of concerts produced in 2012.

Partially offset by:

- Favourable revenue impact of the acquisition of Gestev on May 24, 2013, including its sporting events management, site management and marketing activities.

**Adjusted operating loss:** \$1.1 million in 2013 compared with \$2.3 million adjusted operating income in 2012. The \$3.4 million unfavourable variance was mainly due to the impact of the revenue decrease and the startup of new performance hall management operations.

**Cash flows from segment operations:** Negative \$1.7 million in 2013 compared with positive \$0.6 million in 2012 (Table 6).

- The \$2.3 million unfavourable variance was caused by the \$3.4 million unfavourable variance in adjusted operating income, partially offset by the \$1.1 million decrease in additions to property, plant and equipment.



## 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. This section should be read in conjunction with the discussions on trends under “Trend Information” above and on the Corporation’s financial risks under “Financial Instruments and Financial Risk” below.

### Operating activities

#### *2014 financial year*

**Cash flows provided by operating activities:** \$990.3 million in 2014, compared with \$923.4 million in 2013.

- The \$66.9 million favourable variance was mainly due to:
  - \$88.8 million favourable net change in non-cash balances related to operations, mainly because of a favourable variance in accounts payable and accrued liabilities, and an increase in the provision for a legal dispute, partially offset by an unfavourable variance in current income taxes payable;
  - \$60.7 million increase in adjusted operating income in the Telecommunications segment;
  - \$33.3 million decrease in the cash portion of financial expenses.

Partially offset by:

- \$38.9 million increase in the cash portion of the charge for restructuring of operations, impairment of assets and other special items;
- \$37.5 million decrease in adjusted operating income in the Media segment;
- \$33.7 million unfavourable variance in current income taxes.

In 2014, the favourable impact of the timing of transactions on non-cash items related to operating activities, increased profitability in the Telecommunications segment and the refinancing of some debt at lower interest rates had a favourable impact on cash flows. However, cash flows provided by the Media segment continued to be affected by the impact of the shift to digital and challenging market conditions. Reduced tax benefits available for the deferral of income tax disbursements also had a negative impact on cash flows.

#### *2013 financial year*

**Cash flows provided by operating activities:** \$923.4 million in 2013 compared with \$1.06 billion in 2012.

- The \$133.1 million unfavourable variance was mainly due to:
  - \$139.7 million unfavourable net change in non-cash balances related to operations, mainly because of unfavourable variances in accounts payable and accrued charges at Videotron, as well as provisions for restructuring of operations;
  - \$38.0 million unfavourable variance in current income taxes;
  - \$27.7 million increase in cash portion of financial expenses.

Partially offset by:

- \$74.0 million increase in adjusted operating income in the Telecommunications segment;
- \$21.8 million increase in adjusted operating income in the Media segment.

The unfavourable impact of the timing of transactions on non-cash items related to operating activities, combined with a reduction in tax benefits available for the deferral of income tax disbursements, negatively affected cash flows provided by operating activities. Interest disbursements on higher indebtedness resulting from the repurchase of Quebecor Media shares in the fourth quarter of 2012 also had a negative impact. However, profit growth in the Telecommunications and Media segments and the refinancing of some debt at lower rates had a favourable impact on cash flows.

**Working capital:** \$105.0 million at December 31, 2014, compared with \$95.2 million at December 31, 2013, a \$9.8 million increase. The impact of the recognition of assets held for sale under current assets (mainly reflecting the sale of the



English-language newspaper businesses) was offset by the matching reduction in non-cash balances related to operating activities. Similarly, recognition of long-term debt maturing in 2015 under short-term liabilities as at December 31, 2014 was offset by recognition of debt and financial instruments maturing in 2014 under short-term liabilities as at December 31, 2013.

### **Investing activities**

#### *2014 financial year*

**Additions to property, plant and equipment:** \$645.5 million in 2014 compared with \$562.2 million in 2013. Spending on the LTE network in the Telecommunications segment essentially accounted for the \$83.3 million increase.

**Additions to intangible assets:** \$317.3 million in 2014, compared with \$77.8 million in 2013, a \$239.5 million increase. The Telecommunications segment accounted for most of the increase, mainly reflecting payments totalling \$217.4 million in 2014 for the acquisition of 700 MHz spectrum licences, compared with \$15.9 million in 2013.

**Proceeds from disposal of assets:** \$5.4 million in 2014 compared with \$13.2 million in 2013.

- The Telecommunications segment accounted for most of the proceeds from disposal of assets recorded in 2014 and 2013.

**Business acquisitions:** \$132.3 million in 2014 compared with \$7.7 million in 2013.

- Business acquisitions in 2014 reflect, among other things, acquisition of substantially all of the assets of Global Vision in the Media segment, and of the Remparts de Québec, a QMJHL hockey team, in the Sports and Entertainment segment.
- Business acquisitions in 2013 mainly reflect acquisition of Les Publications Charron & Cie and Charron Éditeur in the Media segment and acquisition of GesteV in the Sports and Entertainment segment.

**Disposal of businesses:** \$193.5 million in 2014 compared with \$59.2 million in 2013.

- Disposals of businesses in 2014 consisted of the sale of the Nurun subsidiary to the French company Publicis Groupe for \$125.0 million in cash, less disposed-of cash in the amount of \$18.1 million. \$8.2 million was also received in connection with certain adjustments to the transaction. Also, Quebecor Media closed the sale of the 74 Québec community weeklies to Transcontinental Interactif for a total cash consideration of \$78.4 million.
- Disposal of businesses: \$59.2 million in 2013 from the sale of *Jobboom* and *Réseau Contact* to Mediagrif Interactive Technologies Inc.

#### *2013 financial year*

**Additions to property, plant and equipment:** \$562.2 million in 2013 compared with \$701.8 million in 2012. The \$139.6 million decrease was due primarily to:

- \$139.9 million decrease in additions to property, plant and equipment in the Telecommunications segment, mainly related to lower spending on the 4G network and cable network modernization.

**Additions to intangible assets:** \$77.8 million in 2013 compared with \$88.6 million in 2012. The Telecommunications segment accounted for the largest part of the \$10.8 million decrease.

**Proceeds from disposal of assets:** \$13.2 million in 2013 compared with \$28.3 million in 2012.

- The Telecommunications segment accounted for most of the \$13.2 million in proceeds from disposal of assets recorded in 2013.
- The 2012 figure included \$21.0 million recorded in the Broadcasting segment in connection with the sale of TVA Group's interest in the specialty channels mysteryTV and The Cave.

**Business acquisitions:** \$7.7 million in 2013, consisting mainly of the acquisition of Les Publications Charron & Cie and Charron Éditeur in the Media segment and the acquisition of GesteV in the Sports and Entertainment segment, compared with \$1.6 million in 2012.



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**Disposal of businesses:** \$59.2 million in 2013, reflecting the sale of *Jobboom* and *Réseau Contact* to Mediagrif Interactive Technologies, compared with \$0.8 million in 2012.

**Free cash flows from continuing operating activities**

*2014 financial year*

**Free cash flows from continuing operating activities:** \$250.3 million in 2014, compared with \$312.5 million in 2013 (Table 7).

- The \$62.2 million unfavourable variance was due to:
  - \$83.3 million increase in additions to property, plant and equipment;
  - \$38.0 million increase in additions to intangible assets (excluding acquisition of spectrum licences);
  - \$7.8 million decrease in proceeds from disposal of assets.

Partially offset by:

- \$66.9 million favourable variance in cash flows provided by continuing operating activities.

*2013 financial year*

**Free cash flows from continuing operating activities:** \$312.5 million in 2013, compared with \$294.4 million in 2012 (Table 7).

- The \$18.1 million favourable variance was due to:
  - \$139.6 million decrease in additions to property, plant and equipment;
  - \$26.7 million decrease in additions to intangible assets (excluding acquisition of spectrum licences).

Partially offset by:

- \$133.1 million unfavourable variance in cash flows provided by continuing operating activities;
- \$15.1 million decrease in proceeds from disposal of assets.



Table 7

**Cash flows provided by continuing operating activities reported in the consolidated financial statements and free cash flows from continuing operating activities**  
(in millions of CAN dollars)

	2014	2013	2012
Adjusted operating income:			
Telecommunications	\$1,354.9	\$1,294.2	\$1,220.2
Media	46.5	84.0	62.2
Sports and Entertainment	(3.4)	(1.1)	2.3
Head Office	(3.7)	0.1	8.2
	<u>1,394.3</u>	<u>1,377.2</u>	<u>1,292.9</u>
Cash interest expense <sup>1</sup>	(315.6)	(348.9)	(321.2)
Cash portion of charge for restructuring of operations, impairment of assets and other special items <sup>2</sup>	(47.6)	(8.7)	(1.5)
Current income taxes	(117.1)	(83.4)	(45.4)
Other	(0.6)	(0.9)	3.9
Net change in non-cash balances related to operations	<u>76.9</u>	<u>(11.9)</u>	<u>127.8</u>
<b>Cash flows provided by continuing operating activities</b>	<b>990.3</b>	<b>923.4</b>	<b>1,056.5</b>
Additions to property, plant and equipment and additions to intangible assets, less proceeds from disposal of assets (excluding spectrum licences acquisitions) :			
Telecommunications	(689.4)	(572.1)	(742.9)
Media	(41.5)	(34.6)	(15.5)
Sports and Entertainment	(5.6)	(0.6)	(1.7)
Head Office	(3.5)	(3.6)	(2.0)
	<u>(740.0)</u>	<u>(610.9)</u>	<u>(762.1)</u>
<b>Free cash flows from continuing operating activities</b>	<b>\$ 250.3</b>	<b>\$ 312.5</b>	<b>\$ 294.4</b>

<sup>1</sup> Interest on long-term debt, interest on net defined benefit liability, impact of foreign currency translation on short-term monetary items and other financial expenses (*see* note 4 in the consolidated financial statements).

<sup>2</sup> Restructuring of operations and other (*see* note 6 in the consolidated financial statements).

**Financing activities***2014 financial year*

**Consolidated debt** (long-term debt plus bank borrowings): \$230.3 million increase in 2014. \$349.5 million favourable net variance in assets and liabilities related to derivative financial instruments.

- Summary of debt increases in 2014:
  - issuance by Videotron on April 9, 2014 of US\$600.0 million aggregate principal amount of Senior Notes for net proceeds of \$654.5 million, net of financing fees of \$7.8 million. The Notes bear interest at 5.375% and mature on June 15, 2024;
  - estimated \$266.9 million unfavourable impact of exchange rate fluctuations. The increase in this item is offset by a decrease in the liability (or increase in the asset) related to cross-currency swap agreements entered under "Derivative financial instruments";
  - \$11.9 million increase in debt due to changes in fair value related to hedged interest rate risk and the variance in the fair value of early settlement options.



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- Summary of year-to-date debt reductions:
  - early redemption and withdrawal by Videotron on April 24, 2014 of US\$260.0 million aggregate principal amount of 9.125% Senior Notes issued on March 5, 2009 and maturing on April 15, 2018;
  - redemption and early repayment by Quebecor Media on April 25, 2014 of its outstanding 7.75% Senior Notes issued on October 5, 2007 and maturing on March 15, 2016, in the aggregate principal amount of US\$380.0 million;
  - current payments totalling \$25.0 million on Quebecor Media's and Videotron's credit facilities.
- Assets and liabilities related to derivative financial instruments totalled a net asset of \$298.1 million at December 31, 2014, compared with a net liability of \$51.4 million at December 31, 2013, a \$349.5 million net favourable variance due to:
  - favourable impact of exchange rate fluctuations on the value of derivative financial instruments;
  - settlement at maturity on January 15, 2014 of liabilities related to Videotron's hedges, which had been repurposed to cover a portion of the term of 5.0% Senior Notes in the notional amount of US\$543.1 million issued on March 14, 2012 and maturing in 2022.

Partially offset by:

- unwinding of Quebecor Media's hedging contracts in an asset position in connection with the redemption and early withdrawal on April 25, 2014 of US\$380.0 million aggregate principal amount of 7.75% Senior Notes;
- unfavourable impact of interest rate trends in Canada, compared with the United States, on the fair value of derivative financial instruments.
- On November 3, 2014, TVA Group modified the terms and conditions of its bank credit facilities to increase the size of its revolving credit facility from \$100.0 million to \$150.0 million, to extend their term by two years until February 24, 2019, and to replace the existing \$75.0 million term loan maturing on December 11, 2014 by a new term loan of an equivalent amount maturing on November 3, 2019. TVA Group also amended some terms and conditions to increase its financial flexibility. Accordingly, TVA Group granted a security on all of its movable assets and an immovable hypothec on its Head Office building.
- On March 11, 2015, Videotron issued a notice of redemption for all of its outstanding 6.375% Senior Notes due December 15, 2015 in aggregate principal amount of US\$175.0 million at a redemption price of 100.000% of their principal amount. The redemption date is April 10, 2015.
- On March 18, 2015, TVA Group announced the completion of its rights offering, whereby TVA Group will receive aggregate gross proceeds of approximately \$110.0 million from the issuance of 19,434,629 Class B Non-Voting Shares of TVA Group. The closing of the rights offering will be on March 20, 2015. Under the rights offering, Quebecor Media will subscribe to 17,300,259 Class B Non-Voting Shares of TVA Group at a total cost of \$97.9 million and its aggregate equity interest in TVA Group will increase from 51.5% to 68.4%.

#### 2013 financial year

**Consolidated debt** (long-term debt plus bank borrowings): \$547.3 million increase in 2013. \$211.5 million favourable net variance in assets and liabilities related to derivative financial instruments.

- Summary of debt increases in 2013:
  - \$400.0 million aggregate principal amount of Senior Notes issued by Videotron on June 17, 2013 for net proceeds of \$394.8 million, net of financing fees of \$5.2 million. The Notes bear 5.625% interest and mature on June 15, 2025;
  - US\$350 million senior secured term loan "B" entered into by Quebecor Media on August 1, 2013 and issued at a price of 99.50% on August 29, 2013 for net proceeds of \$358.4 million, net of financing fees of \$1.9 million. The term loan bears interest at London Interbank Offered Rate ("LIBOR"), subject to a LIBOR floor of 0.75%, plus a 2.50% premium. It provides for quarterly amortization payments totalling 1.00% per annum of the original principal amount, with the balance payable on August 17, 2020;
  - \$245.6 million increase in debt due to the reduction in the fair value of early settlement options, which are presented on the balance sheet as a reduction of debt. The reduction in fair value was due to fluctuations in valuation assumptions, including interest rates and credit premiums implicit in the adjusted prices of the underlying instruments, as well as to the reversal of the fair value of early settlement options on the Videotron Senior Notes redeemed on July 2, 2013, and on the Quebecor Media Senior Notes redeemed on August 30, 2013;



- Estimated \$228.8 million unfavourable impact of exchange rate fluctuations. The increase in this item was offset by a decrease in the liability (or increase in the asset) related to cross-currency swap agreements entered under “Derivative financial instruments.”
- Summary of main debt reductions in 2013:
  - Early redemption and withdrawal by Videotron on July 2, 2013 of US\$380.0 million principal amount of 9.125% Senior Notes issued on April 15, 2008 and maturing in April 2018;
  - Early redemption by Quebecor Media on August 30, 2013 of US\$265.0 million aggregate principal amount of its outstanding 7.75% Senior Notes issued on January 17, 2006 and maturing in March 2016;
  - Current payments totalling \$22.2 million on Quebecor Media’s and Videotron’s credit facilities.
- Assets and liabilities related to derivative financial instruments totalled a net liability of \$262.9 million at December 31, 2012, compared with a net liability of \$51.4 million at December 31, 2013. The \$211.5 million net favourable variance was due to:
  - Favourable impact of exchange rate fluctuations on the value of derivative financial instruments;
  - Settlement at maturity of liabilities related to Quebecor Media’s foreign currency exposure hedges on its term loan “B” credit facility, which was prepaid in full in December 2012;
  - Settlement of liability related to Quebecor Media’s hedging contracts in connection with the redemption on August 30, 2013 of US\$265.0 million aggregate principal amount of Quebecor Media’s 7.75% Senior Notes.

Partially offset by:

- Unfavourable impact of interest rate trends in Canada, compared with the United States, on the fair value of derivative financial instruments;
- Unwinding of Videotron’s hedging contracts in an asset position in connection with the redemption on July 2, 2013 of US\$380.0 million principal amount of 9.125% Senior Notes.
- On April 16, 2013, Quebecor Media announced a public exchange offer for the exchange of the entirety of its outstanding 5.75% Senior Notes maturing on January 15, 2023 for an equivalent principal amount of Notes registered pursuant to the *Securities Act of 1933*. The exchange of almost all the Notes (99.9%) was completed by May 14, 2013.
- In June 2013, Quebecor Media amended its \$300.0 million revolving credit facility to extend the maturity date to January 2017 and amend certain terms and conditions.
- In June 2013, Videotron also amended its \$575.0 million revolving credit facility to extend the maturity date to July 2018 and amend certain terms and conditions.

#### **Financial position**

**Net available liquidity:** \$1.27 billion at December 31, 2014 for Quebecor Media and its wholly owned subsidiaries, consisting of \$390.3 million in cash and \$874.7 million in available unused lines of credit.

**Consolidated debt:** \$5.21 billion at December 31, 2014, a \$230.3 million increase compared with December 31, 2013; \$349.5 million favourable net variance in assets and liabilities related to derivative financial instruments (*see* “Financing activities” above).

- Consolidated debt essentially consisted of Videotron’s \$2.93 billion debt (\$2.40 billion at December 31, 2013), TVA Group’s \$78.2 million debt (\$74.6 million at December 31, 2013) and Quebecor Media’s \$2.20 billion debt (\$2.50 billion at December 31, 2013).



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At December 31, 2014, minimum principal payments on long-term debt in the coming years were as follows:

**Table 8**  
**Minimum principal payments on Quebecor Media’s long-term debt**  
**12 months ending December 31**  
(in millions of CAN dollars)

2015	\$ 229.1
2016	18.6
2017	20.9
2018	105.5
2019	56.9
2020 and thereafter	4,819.0
<b>Total</b>	<b>\$5,250.0</b>

The weighted average term of Quebecor Media’s consolidated debt was approximately 7.3 years as of December 31, 2014 (7.0 years as of December 31, 2013). The debt consisted of approximately 83.2% fixed-rate debt (82.6% as of December 31, 2013) and 16.8% floating-rate debt (17.4% as of December 31, 2013).

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, debt repayments, pension plan contributions, and dividend payments (or distribution of capital). The Corporation has access to cash flows generated by its subsidiaries through dividends (or distributions) and cash advances paid by its wholly owned subsidiaries. The Corporation believes it will be able to meet future debt maturities, which are fairly staggered over the coming years.

Pursuant to their financing agreements, the Corporation and its subsidiaries are required to maintain certain financial ratios. The key indicators listed in these financing agreements include debt service coverage ratio and debt ratio (long-term debt over adjusted operating income). At December 31, 2014, the Corporation and its subsidiaries were in compliance with all required financial ratios.

**Dividends:** Total of \$100.0 million in dividends declared and paid by the Board of Directors of Quebecor Media in 2014 (\$100.0 million in 2013).

**2500 MHz and AWS-3 spectrum auction**

In January 2015, Videotron contracted new unsecured on-demand credit facilities, under which letters of credit were issued and filed with Industry Canada as pre-auction financial deposits in respect to its application to participate to the 2500 MHz and AWS-3 spectrum auctions. Under Industry Canada’s published rules with respect to communications during the auction process, it is strictly forbidden for the Corporation to disclose the amount of the letters of credit, which may be withdrawn by Videotron at any time prior to the auction’s commencement.

On March 6, 2015, Quebecor Media and its Videotron subsidiary announced that they had acquired four 30 MHz licences in the auction for AWS-3 commercial mobile spectrum at a total price of \$31.8 million. The process will resume on April 14, 2015 with the auction for spectrum in the 2500 MHz band.





**Analysis of consolidated balance sheet at December 31, 2014**

**Table 9**

**Consolidated balance sheet of Quebecor Media**

**Analysis of main variances between December 31, 2014 and December 31, 2013**

(in millions of CAN dollars)

	<u>December 31, 2014</u>	<u>December 31, 2013</u>	<u>Difference</u>	<u>Main reason for difference</u>
<b>Assets</b>				
Cash and cash equivalents	\$ 395.3	\$ 476.6	\$ (81.3)	Cash flows used in investing and financing activities exceeded cash flows provided by operating activities
Accounts receivable	448.4	565.7	(117.3)	Impact of current variances in activity and impact of recognition of net assets held for sale
Net assets held for sale <sup>1</sup>	300.2	67.9	232.3	Sale of English-language newspaper businesses, offset by the closing of the sale of 74 Québec community weeklies in the Media segment
Property, plant and equipment	3,382.9	3,382.4	0.5	Additions to property, plant and equipment were offset by depreciation and reclassification of net assets held for sale
Intangible assets	945.8	824.8	121.0	Purchase of 700 MHz spectrum licences by Videotron, minus impairment of broadcasting licence in the Media segment
Goodwill	2,714.6	3,061.5	(346.9)	Impairment of goodwill in the Media segment and impact of recognition of net assets held for sale
<b>Liabilities</b>				
Long-term debt, including short-term portion and bank indebtedness	5,206.3	4,976.0	230.3	See "Financing activities"
Derivative financial instruments <sup>2</sup>	(298.1)	51.4	(349.5)	See "Financing activities"

<sup>1</sup> Current assets less current liabilities.

<sup>2</sup> Current and long-term liabilities less long-term assets.



## ADDITIONAL INFORMATION

### Contractual Obligations

At December 31, 2014, material contractual obligations of operating activities included: capital repayment and interest payments on long-term debt; operating lease arrangements; capital asset purchases and other commitments; and obligations related to derivative financial instruments, less estimated future receipts on derivative financial instruments. Table 10 below shows a summary of these contractual obligations.

**Table 10**  
**Contractual obligations of Quebecor Media as of December 31, 2014**  
(in millions of CAN dollars)

	Total	Under 1 year	1-3 years	3-5 years	5 years or more
Long-term debt <sup>1</sup>	\$5,250.0	\$229.1	\$ 39.5	\$ 162.4	\$4,819.0
Interest payments <sup>2</sup>	2,179.5	264.4	578.6	561.4	775.1
Operating leases	328.6	53.9	83.0	56.2	135.5
Additions to property, plant and equipment and other commitments	1,465.4	274.9	361.9	199.3	629.3
Derivative financial instruments <sup>3</sup>	(308.9)	4.7	51.0	(8.2)	(356.4)
<b>Total contractual obligations</b>	<b>\$8,914.6</b>	<b>\$827.0</b>	<b>\$1,114.0</b>	<b>\$971.1</b>	<b>\$6,002.5</b>

<sup>1</sup> The carrying value of long-term debt excludes adjustments to record changes in the fair value of long-term debt related to hedged interest rate risk, embedded derivatives and financing fees.

<sup>2</sup> Estimated interest payable on long-term debt, based on interest rates, hedging of interest rates and hedging of foreign exchange rates as of December 31, 2014.

<sup>3</sup> Estimated future receipts, net of disbursements, related to foreign exchange hedging using derivative financial instruments.

### Significant commitments included in Table 10

Videotron leases sites for its LTE network under operating lease arrangements and has contracted long-term commitments to acquire equipment for a total future consideration of \$184.3 million.

In 2011, Quebecor Media announced an agreement with Québec City for the construction and management of the Arena. As at December 31, 2014, the balance of these commitments stood at \$111.8 million.

In 2012 and 2014, Quebecor Media signed 20-year agreements to install, maintain and advertise on bus shelters belonging to the Montréal and Laval transit commissions. As at December 31, 2014, the balance of these commitments stood at \$110.0 million.

In May 2013, Videotron and Rogers Communications announced a 20-year agreement to build out and operate an LTE network in Québec and in the Ottawa area. As at December 31, 2014, the balance of these commitments stood at \$193.3 million.

In the normal course of business, the Media segment, through TVA Group, contracts commitments regarding broadcast rights for television programs, sporting events and films, as well as distribution rights for audiovisual content. As at December 31, 2014, the balance of these commitments stood at \$901.8 million.

In November 2014, the Media segment, through TVA Group, reached an agreement to acquire 15 magazines in Canada for a cash consideration of \$55.5 million. The transaction was authorized by the Competition Bureau on March 2, 2015.



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**Pension plan contributions**

The expected employer contributions to the Corporation’s defined benefit pension plans and post-retirement benefits plans will be \$48.3 million in 2015 (contributions of \$60.6 million were paid in 2014).

**Related Party Transactions**

The following describes transactions in which the Corporation and its directors, executive officers and affiliates are involved. The Corporation believes that each of the transactions described below was on terms no less favourable to Quebecor Media than could have been obtained from independent third parties.

*Operating transactions*

During the year ended December 31, 2014, the Corporation and its subsidiaries made purchases and incurred rent charges with the parent corporation and affiliated corporations in the amount of \$11.7 million (\$12.1 million in 2013 and \$14.4 million in 2012), which are included in purchase of goods and services. The Corporation and its subsidiaries made sales to affiliated corporations in the amount of \$3.3 million (\$3.5 million in 2013 and \$3.8 million in 2012). These transactions were accounted for at the consideration agreed between the parties.

*Corporate reorganization*

On June 28, 2012, the CRTC approved the sale of a 2% interest in SUN News by TVA Group to Sun Media Corporation. The transaction closed on June 30, 2012 and, as a result, Sun Media Corporation holds a 51% interest and TVA Group a 49% interest in SUN News.

*Management arrangements*

The parent corporation has entered into management arrangements with the Corporation. Under these management arrangements, the parent corporation and the Corporation provide management services to each other on a cost-reimbursement basis. The expenses subject to reimbursement include the salaries of the Corporation’s executive officers, who also serve as executive officers of the parent corporation.

In 2014, the Corporation received an amount of \$2.2 million, which is included as a reduction in employee costs (\$1.8 million in 2013 and \$1.7 million in 2012), and incurred management fees of \$2.0 million (\$2.0 million in 2013 and \$1.1 million in 2012) with its shareholders.

*Tax transactions*

In 2014, the parent corporation transferred \$12.5 million of non-capital losses (\$29.0 million in 2013 and \$43.4 million in 2012) to the Corporation and its subsidiaries in exchange for a total cash consideration of \$3.1 million (\$6.9 million in 2013 and \$10.2 million in 2011). This transaction was concluded on terms equivalent to those that prevail on an arm’s length basis and was accounted for at the consideration agreed between the parties. As a result, the Corporation recorded a reduction of \$0.3 million in its income tax expense in 2014 (\$0.9 million in 2013 and \$1.5 million in 2012).

**Off-Balance Sheet Arrangements**

*Guarantees*

In the normal course of business, the Corporation enters into numerous agreements containing guarantees, including the following:

*Operating leases*

The Corporation has guaranteed a portion of the residual values of certain assets under operating leases for the benefit of the lessor. Should the Corporation terminate these leases prior to term (or at the end of the lease terms) and should the fair value of the assets be less than the guaranteed residual value, then the Corporation must, under certain conditions, compensate the lessor for a portion of the shortfall. In addition, the Corporation has provided guarantees to the lessor of certain premises leases with expiry dates through 2018. Should the lessee default under the agreement, the Corporation must, under certain conditions, compensate the lessor. As of December 31, 2014, the maximum exposure with respect to these guarantees was \$14.5 million and no liability has been recorded in the consolidated balance sheet.



*Business and asset disposals*

In the sale of all or part of a business or an asset, in addition to possible indemnification relating to failure to perform covenants and breach of representations or warranties, the Corporation may agree to indemnify against claims related to the past conduct of the business. Typically, the term and amount of such indemnification will be limited by the agreement. The nature of these indemnification agreements prevents the Corporation from estimating the maximum potential liability it could be required to pay to guaranteed parties. The Corporation has not accrued any amount in respect of these items in the consolidated balance sheet.

*Outsourcing companies and suppliers*

In the normal course of its operations, the Corporation enters into contractual agreements with outsourcing companies and suppliers. In some cases, the Corporation agrees to provide indemnifications in the event of legal procedures initiated against them. In other cases, the Corporation provides indemnification to counterparties for damages resulting from the outsourcing companies and suppliers. The nature of the indemnification agreements prevents the Corporation from estimating the maximum potential liability it could be required to pay. No amount has been accrued in the consolidated balance sheet with respect to these indemnifications.

*Other*

One subsidiary of the Corporation, acting as a franchiser, has provided guarantees should franchisees, in their retail activities, default certain purchase agreements. The nature of the indemnification agreements prevents the Corporation from estimating the maximum potential liability it could be required to pay. No amount has been accrued in the consolidated balance sheet with respect to these guarantees.

**Financial Instruments and Financial Risk Management**

The Corporation's financial risk management policies have been established in order to identify and analyze the risks faced by the Corporation, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies are reviewed regularly to reflect changes in market conditions and in the Corporation's activities.

The Corporation uses a number of financial instruments, mainly cash and cash equivalents, accounts receivable, long-term investments, bank indebtedness, trade payables, accrued liabilities, long-term debt and derivative financial instruments. As a result of their use of financial instruments, the Corporation and its subsidiaries are exposed to credit risk, liquidity risk and market risks relating to foreign exchange fluctuations and interest rate fluctuations.

In order to manage its foreign exchange and interest rate risks, the Corporation and its subsidiaries use 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, (ii) to achieve a targeted balance of fixed- and floating-rate debts, and (iii) to lock-in the value of certain derivative financial instruments through offsetting transactions. The Corporation and its subsidiaries do not intend to settle their derivative financial instruments prior to their maturity as none of these instruments is held or issued for speculative purposes.



**Table 11**  
**Description of derivative financial instruments**  
**As of December 31, 2014**  
 (in millions of dollars)

**Foreign exchange forward contracts**

<u>Maturity</u>	<u>CAN dollar average exchange rate per one U.S. dollar</u>	<u>Notional amount sold</u>	<u>Notional amount bought</u>
<b>Quebecor Media</b>			
2016 <sup>1</sup>	1.0154	US\$320.0	\$ 324.9
<b>Videotron</b>			
Less than 1 year	1.1198	\$ 106.3	US\$ 94.9
2017 <sup>2</sup>	1.1204	US\$260.0	\$ 291.3

**Interest rate swaps**

<u>Maturity</u>	<u>Notional amount</u>	<u>Pay/ receive</u>	<u>Fixed rate</u>	<u>Floating rate</u>
<b>TVA Group</b>				
December 2017	\$ 44.0	Pay fixed/ Receive floating	2.03%	Bankers' acceptances 1 month

**Cross-currency interest rate swaps**

<u>Hedged item</u>	<u>Period covered</u>	<u>Hedging instrument</u>		
		<u>Notional amount</u>	<u>Annual interest rate on notional amount in CAN dollars</u>	<u>CAN dollar exchange rate on interest and capital payments per one U.S. dollar</u>
<b>Quebecor Media</b>				
5.750% Senior Notes due 2023 <sup>1</sup>	2007 to 2016	US\$ 320.0	7.69%	0.9977
5.750% Senior Notes due 2023	2016 to 2023	US\$ 431.3	7.27%	0.9792
5.750% Senior Notes due 2023	2012 to 2023	US\$ 418.7	6.85%	0.9759
			Bankers' acceptances 3 months	
Term loan "B"	2013 to 2020	US\$ 345.6	+2.77%	1.0346



**Cross-currency interest rate swaps (continued)**

Hedged item	Hedging instrument			
	Period covered	Notional amount	Annual interest rate on notional amount in CAN dollars	CAN dollar exchange rate on interest and capital payments per one U.S. dollar
<b>Videotron</b>				
6.375% Senior Notes due 2015	2005 to 2015	US\$ 175.0	5.98%	1.1781
9.125% Senior Notes due 2018	2008 to 2018	US\$ 75.0	9.64%	1.0215
5.000% Senior Notes due 2022	2014 to 2022	US\$ 543.1	6.01%	0.9983
5.000% Senior Notes due 2022	2012 to 2022	US\$ 256.9	5.81%	1.0016
5.375% Senior Notes due 2024 <sup>2</sup>	2008 to 2017	US\$ 260.0	9.21%	1.2965
			Bankers' acceptances	
			3 months	
5.375% Senior Notes due 2024	2014 to 2024	US\$ 158.6	+2.67%	1.1034
5.375% Senior Notes due 2024	2017 to 2024	US\$ 441.4	5.62%	1.1039

<sup>1</sup> The Corporation initially entered into these cross-currency interest rate swaps to hedge the foreign currency risk exposure under its 7.75% Senior Notes due 2016 redeemed in 2012. These swaps are now used to set in CAN dollars all coupon payments through 2016 on US\$431.3 million of notional amount under its 5.75% Senior Notes due 2023 and issued on October 11, 2012. In conjunction with the repurposing of these swaps, the Corporation has entered into US\$320.0 million offsetting foreign exchange forward contracts to lock-in the value of its hedging position related to the March 15, 2016 notional exchange.

<sup>2</sup> Videotron initially entered into these cross-currency interest rate swaps to hedge the foreign currency risk exposure under its 9.125% Senior Notes due 2018 redeemed in 2014. These swaps are now used to set in CAN dollars all coupon payments through 2017 on US\$441.4 million of notional amount under its 5.375% Senior Notes due 2024 and issued on April 9, 2014. In conjunction with the repurposing of these swaps, Videotron has entered into US\$260.0 million offsetting foreign exchange forward contracts to lock-in the value of its hedging position related to the December 15, 2017 notional exchange.

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

The gains on valuation and translation of financial instruments for 2014, 2013 and 2012 are summarized in Table 12.

**Table 12**  
**Loss (gain) on valuation and translation of financial instruments**  
 (in millions of CAN dollars)

	2014	2013	2012
Loss (gain) on embedded derivatives related to long term debt and derivative financial instruments for which hedge accounting is not used	\$ 7.9	\$173.2	\$(197.5)
(Gain) loss on reversal of embedded derivatives upon debt redemption	(1.1)	72.9	61.4
Gain on the ineffective portion of cash flow hedges	(0.5)	(1.7)	(1.1)
(Gain) loss on the ineffective portion of fair value hedges	(3.2)	—	0.3
	<u>\$ 3.1</u>	<u>\$244.4</u>	<u>\$(136.9)</u>

A \$14.2 million gain on cash flow hedges was recorded under "Other comprehensive income" in relation to cash flow hedging relationships in 2014 (loss of \$45.1 million in 2013 and a gain of \$33.1 million in 2012).



### Fair value of financial instruments

The fair value of long-term debt 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 year-end market yields or the market value of similar instruments with the same maturity.

The fair value of derivative financial instruments recognized on 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 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 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 early settlement options recognized as embedded derivatives is determined by option pricing models using market inputs, including volatility, discount factors and underlying instruments adjusted implicit interest rate and credit premium.

The carrying value and fair value of long-term debt and derivative financial instruments as of December 31, 2014 and 2013 are as follows:

**Table 13**  
**Fair value of long-term debt and derivative financial instruments**  
 (in millions of CAN dollars)

Asset (liability)	December 31, 2014		December 31, 2013	
	Carrying value	Fair value	Carrying value	Fair value
<b>Long-term debt<sup>1,2</sup></b>	<b>\$(5,250.0)</b>	<b>\$(5,368.1)</b>	<b>\$(5,040.2)</b>	<b>\$(5,099.6)</b>
<b>Derivative financial instruments<sup>3</sup></b>				
Early settlement options	8.2	8.2	14.5	14.5
Foreign exchange forward contracts <sup>4</sup>	4.2	4.2	1.8	1.8
Interest rate swaps	(0.5)	(0.5)	—	—
Cross-currency interest rate swaps <sup>4</sup>	294.4	294.4	(53.2)	(53.2)

<sup>1</sup> The carrying value of long-term debt excludes adjustments to record changes in the fair value of long-term debt related to hedged interest risk, embedded derivatives and financing fees.

<sup>2</sup> The fair value of the long-term debt does not include the fair value of early settlement options, which is presented separately in the table.

<sup>3</sup> The fair value of derivative financial instruments designated as hedges is an asset position of \$298.6 million as of December 31, 2014 (an asset position of \$18.6 million as of December 31, 2013).

<sup>4</sup> The value of foreign exchange forward contracts entered into to lock-in the value of existing hedging positions is netted from the value of the offset financial instruments.

Due to the judgment used in applying a wide range of acceptable techniques and estimates in calculating fair value amounts, fair values are not necessarily comparable among financial institutions or other market participants and may not be realized in an actual sale or on the immediate settlement of the instrument.

### Credit risk management

Credit risk is the risk of financial loss to the Corporation if a customer or counterparty to a financial asset fails to meet its contractual obligations.

In the normal course of business, the Corporation continuously monitors the financial condition of its customers and reviews the credit history of each new customer. As of December 31, 2014, no customer balance represented a significant portion of the Corporation's consolidated trade receivables. The Corporation establishes an allowance for doubtful accounts based on the specific credit risk of its customers and historical trends. As of December 31, 2014, 8.5% of trade receivables were 90 days past their billing date (9.8% as of December 31, 2013) of which 57.3% had an allowance for doubtful accounts (46.5% as of December 31, 2013).



The following table shows changes to the allowance for doubtful accounts for the years ended December 31, 2014 and 2013:

	<u>2014</u>	<u>2013</u>
Balance as of beginning of year	\$ 28.4	\$ 29.6
Charged to income	32.1	41.3
Utilization	(34.5)	(42.5)
Reclassification to assets held for sale	(4.2)	—
<b>Balance as of end of year</b>	<b><u>\$ 21.8</u></b>	<b><u>\$ 28.4</u></b>

The Corporation believes that its product lines and the diversity of its customer base are instrumental in reducing its credit risk, as well as the impact of fluctuations in product-line demand. The Corporation does not believe that it is exposed to an unusual level of customer credit risk.

As a result of their use of derivative financial instruments, the Corporation and its subsidiaries are exposed to the risk of non-performance by a third party. When the Corporation and its subsidiaries enter into derivative contracts, the counterparties (either foreign or Canadian) must have credit ratings at least in accordance with the Corporation’s risk management policy and are subject to concentration limits. These credit ratings and concentration limits are monitored on an ongoing basis but at least quarterly.

*Liquidity risk management*

Liquidity risk is the risk that the Corporation and its subsidiaries will not be able to meet their financial obligations as they fall due or the risk that those financial obligations will have to be met at excessive cost. The Corporation and its subsidiaries manage this exposure through staggered debt maturities. The weighted average term of the Corporation’s consolidated debt was approximately 7.3 years as of December 31, 2014 (7.0 years as of December 31, 2013) (see also “Contractual Obligations” above).

*Market risk*

Market risk is the risk that changes in market prices due to foreign exchange rates, interest rates and/or equity prices will affect the value of the Corporation’s financial instruments. The objective of market risk management is to mitigate and control exposures within acceptable parameters while optimizing the return on risk.

Foreign currency risk

Most of the Corporation’s consolidated revenues and expenses, other than interest expense on U.S.-dollar-denominated debt, purchases of set-top boxes, handsets and cable modems and certain capital expenditures, are received or denominated in CAN dollars. A significant portion of the interest, principal and premium, if any, payable on its debt is payable in U.S. dollars. The Corporation and its subsidiaries have entered into transactions to hedge the foreign currency risk exposure on their U.S.-dollar-denominated debt obligations outstanding as of December 31, 2014, to hedge their exposure on certain purchases of set-top boxes, handsets, cable modems and capital expenditures, and to lock-in the value of certain derivative financial instruments through offsetting transactions. Accordingly, the Corporation’s sensitivity to variations in foreign exchange rates is economically limited.





The following table summarizes the estimated sensitivity on income and Other comprehensive income, before income tax, of a variance of \$0.10 in the year-end exchange rate of a CAN dollar per one U.S. dollar as of December 31, 2014:

<u>Increase (decrease)</u>	<u>Income</u>	<u>Other comprehensive income</u>
<b>Increase of \$0.10</b>		
U.S.-dollar-denominated accounts payable	\$ (1.0)	\$ —
Gain on valuation and translation of financial instruments and derivative financial instruments	2.7	49.5
<b>Decrease of \$0.10</b>		
U.S.-dollar-denominated accounts payable	1.0	—
Gain on valuation and translation of financial instruments and derivative financial instruments	(2.7)	(49.5)

Interest rate risk

Some of the Corporation's and its subsidiaries' bank credit facilities bear interest at floating rates based on the following reference rates: (i) Bankers' acceptance rate, (ii) LIBOR, (iii) Canadian prime rate, and (iv) U.S. prime rate. The Senior Notes issued by the Corporation and its subsidiaries bear interest at fixed rates. The Corporation and its subsidiaries have entered into cross-currency interest rate swap agreements in order to manage cash flow risk exposure. As of December 31, 2014, after taking into account the hedging instruments, long-term debt was comprised of 83.2% fixed-rate debt (82.6% in 2013) and 16.8% floating-rate debt (17.4% in 2013).

The estimated sensitivity on interest payments, of a 100 basis-point variance in the year-end Canadian Bankers' acceptance rate as of December 31, 2014 is \$8.2 million.

The estimated sensitivity on income and Other comprehensive income, before income tax, of a 100 basis-point variance in the discount rate used to calculate the fair value of financial instruments as of December 31, 2014, as per the Corporation's valuation models, is as follows:

<u>Increase (decrease)</u>	<u>Income</u>	<u>Other comprehensive income</u>
Increase of 100 basis points	\$ 0.8	\$ (22.2)
Decrease of 100 basis points	(0.8)	22.2

*Capital management*

The Corporation's primary objective in managing capital is to maintain an optimal capital base in order to support the capital requirements of its various businesses, including growth opportunities.

In managing its capital structure, the Corporation takes into account the asset characteristics of its subsidiaries and planned requirements for funds, leveraging their individual borrowing capacities in the most efficient manner to achieve the lowest cost of financing. Management of the capital structure involves the issuance of new debt, the repayment of existing debt using cash flows generated by operations, and the level of distributions to shareholders. The Corporation has not significantly changed its strategy regarding the management of its capital structure since the last financial year.

The Corporation's capital structure is composed of equity, bank indebtedness, long-term debt, net assets and liabilities related to derivative financial instruments, less cash and cash equivalents. The capital structure as of December 31, 2014 and 2013 is as follows:



**Table 14**  
**Capital structure of Quebecor Media**  
 (in millions of CAN dollars)

	2014	2013
Bank indebtedness	\$ 4.5	\$ —
Long-term debt	5,201.8	4,976.0
Derivative financial instruments	(298.1)	51.4
Cash and cash equivalents	(395.3)	(476.6)
Net liabilities	4,512.9	4,550.8
Equity	<u>\$1,885.3</u>	<u>\$1,956.8</u>

The Corporation is not subject to any externally imposed capital requirements other than certain restrictions under the terms of its borrowing agreements, which relate, among other things, to permitted investments, inter-corporation transactions, the declaration and payment of dividends or other distributions.

**Contingencies**

In February 2012, a settlement was reached in legal proceedings against some of the Corporation’s subsidiaries, initiated by another corporation in relation to printing contracts, including the cancellation of printing contracts. The settlement did not have a material impact on the Corporation’s financial statements.

In addition, a number of other legal proceedings against the Corporation and its subsidiaries are pending. In the opinion of the management of the Corporation and its subsidiaries, the outcome of these proceedings is not expected to have a material adverse effect on Corporation’s results or on its financial position.

**Critical Accounting Policies and Estimates**

*Revenue recognition*

The Corporation recognizes operating revenues when the following criteria are met:

- the amount of revenue can be measured reliably;
- the receipt of economic benefits associated with the transaction is probable;
- the costs incurred or to be incurred in respect of the transaction can be measured reliably;
- the stage of completion can be measured reliably where services have been rendered; and
- significant risks and rewards of ownership, including effective control, have been transferred to the buyer where goods have been sold.

The portion of revenue that is unearned is recorded under “Deferred revenue” when customers are invoiced.

Revenue recognition policies for each of the Corporation’s main activities are as follows:

Telecommunications

The Telecommunications segment provides services under arrangements with multiple deliverables, for which there are two separate accounting units: one for subscriber services (cable television, Internet, cable telephony or mobile telephony, including connection costs and rental of equipment); the other for equipment sales to subscribers. Components of multiple deliverable arrangements are separately accounted for, provided the delivered elements have stand-alone value to the customer and the fair value of any undelivered elements can be objectively and reliably determined. Arrangement consideration is allocated among the separate accounting units based on their relative fair values.

Cable connection revenues are deferred and recognized as revenues over the estimated average period that subscribers are expected to remain connected to the network. The incremental and direct costs related to cable connection costs, in an amount not exceeding the revenue, are deferred and recognized as an operating expense over the same period. The excess of those costs over the related revenues is recognized immediately in income. Operating revenues from cable and other services, such as Internet access, cable and mobile telephony, are recognized when services are rendered. Promotional offers and rebates are accounted for as a reduction in the service revenue to which they relate. Revenues from equipment sales to subscribers and their costs are



recognized in income when the equipment is delivered. Promotional offers related to equipment, with the exclusion of mobile devices, are accounted for as a reduction of related equipment sales on delivery, while promotional offers related to the sale of mobile devices are accounted for as a reduction of related equipment sales on activation. Operating revenues related to service contracts are recognized in income over the life of the specific contracts on a straight-line basis over the period in which the services are provided.

Revenues from the retail activities are recognized at the time of delivery, net of provisions for estimated returns based on historical rate of returns.

Media

Advertising revenues derived from the sale of advertising airtime are recognized when the advertisement has been broadcast on television. Advertising revenues derived from newspaper and magazine publishing activities are recognized when the publication is delivered. Website advertising is recognized when advertisements are placed on websites.

Revenues derived from subscriptions to specialty television channels are recognized on a monthly basis at the time service is rendered.

Revenues from the sale or distribution of newspapers, magazines and books are recognized upon delivery, net of provisions for estimated returns based on historical rate of returns.

Revenues derived from subscription to online publications are recognized over the period of the subscription.

Sports and Entertainment

Revenues derived from entertainment product distribution are recognized on delivery of the products, net of provisions for estimated returns based on historical rate of returns.

Revenues derived from show production and sporting and cultural event management are recognized once the event or production occurs or when the services are rendered.

*Impairment of assets*

For the purposes of assessing impairment, assets are grouped in CGUs, which represent the lowest levels for which there are separately identifiable cash inflows generated by those assets. At each balance sheet date, the Corporation reviews whether events or circumstances have occurred to indicate that the carrying amounts of its long-lived assets with finite useful lives may be less than their recoverable amounts. Goodwill, other intangible assets having an indefinite useful life, and intangible assets not yet available for use are tested for impairment each financial year, as well as whenever there is an indication that the carrying amount of the asset, or the CGU to which an asset has been allocated, exceeds its recoverable amount. The recoverable amount is the higher of the fair value less costs to sell and the value in use of the asset or CGU. Fair value less costs to sell represents the amount an entity could obtain at the valuation date from the asset's disposal in an arm's length transaction between knowledgeable, willing parties, after deducting the costs of disposal. The value in use represents the present value of the future cash flows expected to be derived from the asset or CGU.

The Corporation uses the discounted cash flow method to estimate the recoverable amount consisting of future cash flows derived mainly from the most recent budget and three-year strategic plan approved by the Corporation's management and presented to the Board of Directors. These forecasts consider each CGU's past operating performance and market share as well as economic trends, along with specific and market industry trends and corporate strategies. A perpetual growth rate is used for cash flows beyond this three-year period. The discount rate used by the Corporation is a pre-tax rate derived from the weighted average cost of capital pertaining to each CGU, which reflects the current market assessment of (i) the time value of money, and (ii) the risk specific to the assets for which the future cash flow estimates have not been risk-adjusted. The perpetual growth rate has been determined with regard to the specific markets in which the CGUs participate.

An impairment loss is recognized in the amount by which the carrying amount of an asset or a CGU exceeds its recoverable amount. When the recoverable amount of a CGU to which goodwill has been allocated is lower than the CGU's carrying amount, the related goodwill is first impaired. Any excess amount of impairment is recognized and attributed to assets in the CGU, prorated to the carrying amount of each asset in the CGU.

An impairment loss recognized in prior periods for long-lived assets with finite useful lives and intangible assets having an indefinite useful life, other than goodwill, can be reversed through the consolidated statement of income to the extent that the resulting carrying value does not exceed the carrying value that would have been the result had no impairment losses been recognized previously.



The determination of CGUs requires judgment when determining the lowest level for which there are separately identifiable cash inflows generated by the asset category.

In addition, when determining the recoverable amount of an asset or CGU, assessment of the information available at the valuation date is based on management's judgment and may involve estimates and assumptions. Furthermore, the discounted cash flow method used in determining the recoverable amount of an asset or CGU relies on the use of estimates such as the amount and timing of cash flows, expected variations in the amount or timing of those cash flows, the time value of money as represented by the risk-free rate, and the risk premium associated with the asset or CGU.

Therefore, the judgment used in determining the recoverable amount of an asset or CGU may affect the amount of the impairment loss to be recorded to an asset or CGU, as well as the potential reversal of the impairment charge in the future.

Based on the data and assumptions used in its last impairment test, the Corporation believes that there are no significant amounts of long-lived assets with finite useful lives, or goodwill and intangible assets with indefinite useful lives on its books at this time that present a significant risk of impairment in the near future. However, since impairment charges were recorded in 2014 in the Newspaper and Broadcasting CGUs, any negative change in the future in the assumptions used for the purpose of realizing the impairment test in these CGUs could result in an additional impairment charge.

The net book value of goodwill as at December 31, 2014 was \$ 2.71 billion, and the net book value of intangible assets with indefinite useful lives as at December 31, 2014 was \$ 60.5 million.

#### *Derivative financial instruments and hedge accounting*

The Corporation uses various derivative financial instruments to manage its exposure to fluctuations in foreign currency exchange rates and interest rates. The Corporation does not hold or use any derivative financial instruments for speculative purposes. Under hedge accounting, the Corporation documents all hedging relationships between hedging items and hedged items, as well as its strategy for using hedges and its risk management objective. It also designates its derivative financial instruments as either fair value hedges or cash flow hedges when they qualify for hedge accounting. The Corporation assesses the effectiveness of derivative financial instruments when the hedge is put in place and on an ongoing basis.

The Corporation generally enters into the following types of derivative financial instruments:

- The Corporation uses foreign exchange forward contracts to hedge foreign currency rate exposure on anticipated equipment or inventory purchases in a foreign currency. The Corporation also uses offsetting foreign exchange forward contracts in combination with cross-currency interest rate swaps to hedge foreign currency rate exposure on interest and principal payments on foreign currency denominated debt. These foreign exchange forward contracts are designated as cash flow hedges.
- The Corporation uses cross-currency interest rate swaps to hedge (i) foreign currency rate exposure on interest and principal payments on foreign currency denominated debt and/or (ii) fair value exposure on certain debt resulting from changes in interest rates. The cross-currency interest rate swaps that set all future interest and principal payments on U.S.-dollar-denominated debt in fixed CAN dollars, in addition to converting an interest rate from a floating rate to a floating rate or from a fixed rate to a fixed rate, are designated as cash flow hedges. The cross-currency interest rate swaps are designated as fair value hedges when they set all future interest and principal payments on U.S.-dollar-denominated debt in fixed CAN dollars, in addition to converting the interest rate from a fixed rate to a floating rate.
- The Corporation uses interest rate swaps to manage fair value exposure on certain debt resulting from changes in interest rates. These swap agreements require a periodic exchange of payments without the exchange of the notional principal amount on which the payments are based. These interest rate swaps are designated as fair value hedges when they convert the interest rate from a fixed rate to a floating rate, or as cash flow hedges when they convert the interest rate from a floating rate to a fixed rate.

Under hedge accounting, the Corporation applies the following accounting policies:

- For derivative financial instruments designated as fair value hedges, changes in the fair value of the hedging derivative recorded in income are substantially offset by changes in the fair value of the hedged item to the extent that the hedging relationship is effective. When a fair value hedge is discontinued, the carrying value of the hedged item is no longer adjusted and the cumulative fair value adjustments to the carrying value of the hedged item are amortized to income over the remaining term of the original hedging relationship.



- For derivative financial instruments designated as cash flow hedges, the effective portion of a hedge is reported in other comprehensive income until it is recognized in income during the same period in which the hedged item affects income, while the ineffective portion is immediately recognized in income. When a cash flow hedge is discontinued, the amounts previously recognized in accumulated other comprehensive income are reclassified to income when the variability in the cash flows of the hedged item affects income.

Any change in the fair value of these derivative financial instruments recorded in income is included in gain or loss on valuation and translation of financial instruments. Interest expense on hedged long-term debt is reported at the hedged interest and foreign currency rates.

Derivative financial instruments that do not qualify for hedge accounting, including derivatives that are embedded in financial or non-financial contracts that are not closely related to the host contracts, such as early settlement options on long term-debt, are reported on a fair value basis in the consolidated balance sheets. Any change in the fair value of these derivative financial instruments is recorded in income as a gain or loss on valuation and translation of financial instruments.

Early settlement options are accounted for separately from the debt when the corresponding option exercise price is not approximately equal to the amortized cost of the debt.

The judgment used in determining the fair value of derivative financial instrument including embedded derivatives, using valuation and pricing models, may have a significant effect on the value of the gain or loss on valuation and translation of financial instruments recorded in the consolidated statements of income, and the value of the gain or loss on derivative financial instruments recorded in the consolidated statements of comprehensive income. Also, valuation and financial models are based on a number of assumptions including future cash flows, period-end swap rates, foreign exchange rates, credit default premium, volatility, discount factors and underlying instrument adjusted implicit interest rate and credit premium.

In addition, judgment is required to determine if an option exercise price is not approximately equal to the amortized cost of the debt. This determination may have a significant impact on the amount of gains or losses on valuation and translation of financial instruments recorded in the consolidated statements of income.

*Pension and postretirement benefits*

The Corporation offers defined contribution pension plans and defined benefit pension plans to some of its employees.

Quebecor Media’s defined benefit obligations with respect to defined benefit pension plan and postretirement benefits plan are measured at present value and assessed on the basis of a number of economic and demographic assumptions, which are established with the assistance of Quebecor Media’s actuaries. Key assumptions relate to the discount rate, the rate of increase in compensation, retirement age of employees, healthcare costs, and other actuarial factors. Defined benefit pension plan assets are measured at fair value and consist of equities and corporate and government fixed-income securities.

Re-measurements of the net defined benefit liability or asset are recognized immediately in other comprehensive income.

Recognition of a net benefit asset is limited under certain circumstances to the amount recoverable, which is primarily based on the present value of future contributions to the plan to the extent to which the Corporation can unilaterally reduce those future contributions. In addition, an adjustment to the net benefit asset or the net benefit liability can be recorded to reflect a minimum funding liability in a certain number of the Corporation’s pension plans. The assessment of the amount recoverable in the future, for the purpose of calculating the limit on the net benefit asset, is based on a number of assumptions, including future service costs and reductions in future plan contributions.

The Corporation considers all the assumptions used to be reasonable in view of the information available at this time. However, variances from certain of these assumptions may have a significant impact on the costs and obligations of pension plans and postretirement benefits in future periods.

*Stock-based compensation*

Stock-based awards to employees that call for settlement in cash or other assets at the option of the employee are accounted for at fair value and classified as a liability. The compensation cost is recognized in expenses over the vesting period. Changes in the fair value of stock-based awards between the grant date and the measurement date result in a change in the liability and compensation cost.

Estimates of the fair value of stock option awards are determined by applying an option-pricing model, taking into account the terms and conditions of the grant and assumptions such as the risk-free interest rate, the dividend yield, the expected volatility and the expected remaining life of the option.



The judgment and assumptions used in determining the fair value of liability classified stock-based awards may have an effect on the compensation cost recorded in the statements of income.

#### *Provisions*

Provisions are recognized when (i) the Corporation has a present legal or constructive obligation as a result of a past event and it is probable that an outflow of economic benefits will be required to settle the obligation, and when (ii) the amount of the obligation can be reliably estimated. Restructuring costs, comprised primarily of termination benefits, are recognized when a detailed plan for the restructuring exists and a valid expectation has been raised in those affected, that the plan will be carried out.

Provisions are reviewed at each balance sheet date and changes in estimates are reflected in the consolidated statements of income in the reporting period in which changes occur.

The amount recognized as a provision is the best estimate of the expenditures required to settle the present obligation at the balance sheet date or to transfer it to a third party at that time, and is adjusted for the effect of time value when material. The amount recognized for onerous contracts is the lower of the cost necessary to fulfill the obligations, net of expected economic benefits deriving from the contracts, and any indemnity or penalty arising from failure to fulfill those obligations.

No amounts are recognized for obligations that are possible but not probable or for those for which an amount cannot be reasonably estimated.

#### *Allowance for doubtful accounts*

The Corporation maintains an allowance for doubtful accounts to cover anticipated losses from customers who are unable to pay their debts. The allowance is reviewed periodically and is based on an analysis of specific significant accounts outstanding, the age of the receivable, customer creditworthiness, and historical collection experience.

#### *Business combinations*

A business combination is accounted for by the acquisition method. The cost of an acquisition is measured at the fair value of the consideration given in exchange for control of the business acquired at the acquisition date. This consideration can be comprised of cash, assets transferred, financial instruments issued, or future contingent payments. The identifiable assets and liabilities of the business acquired are recognized at their fair value at the acquisition date. Goodwill initially arising from a business acquisition is measured and recognized as the excess of the fair value of the consideration paid over the fair value of the recognized identifiable assets acquired and liabilities assumed. The judgments made in determining the estimated fair value and the expected useful life of each acquired asset, and the estimated fair value of each assumed liability, can significantly impact net income.

Determining the fair value of certain acquired assets, assumed liabilities and future contingent considerations requires judgment and involves complete absolute reliance on estimates and assumptions. The Corporation primarily uses the discounted future cash flows approach to estimate the value of acquired intangible assets.

The estimates and assumptions used in the allocation of the purchase price at the date of acquisition may also have an impact on the amount of an impairment charge to be recognized, if any, after the date of acquisition, as discussed above under "Impairment of assets."

#### *Income taxes*

Deferred income taxes are accounted for using the liability method. Under this method, deferred income tax assets and liabilities are recognized for the estimated future tax consequences attributable to differences between the carrying amounts of existing assets and liabilities in the consolidated financial statements and their respective tax bases. Deferred income tax assets and liabilities are measured using enacted or substantively enacted tax rates in effect for the year in which those temporary differences are expected to be recovered or settled. The effect of a change in tax rates on deferred income tax assets and liabilities is recognized in income in the period that includes the substantive enactment date. A deferred tax asset is recognized initially when it is probable that future taxable income will be sufficient to use the related tax benefits and may be subsequently reduced, if necessary, to an amount that is more likely than not to be realized.

The assessment of deferred income taxes is judgmental in nature and is dependent on assumptions and estimates as to the availability and character of future taxable income. The ultimate amount of deferred income tax assets realized could be slightly different from that recorded, since it is influenced by the Corporation's future operating results.



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The Corporation is at all times under audit by various tax authorities in each of the jurisdictions in which it operates. A number of years may elapse before a particular matter for which management has established a reserve is audited and resolved. The number of years between each tax audit varies depending on the tax jurisdiction. Management believes that its estimates are reasonable and reflect the probable outcome of known tax contingencies, although the final outcome is difficult to predict.

#### Changes in Accounting Policies

On January 1, 2014, the Corporation adopted retrospectively IFRIC 21 – *Levies*, which clarifies the timing of accounting for a liability in relation with outflow of resources that is imposed by governments in accordance with legislation, based on the activity that triggers the payment. The adoption of this interpretation did not have a material impact on the consolidated financial statements.

#### Recent accounting pronouncements

The Corporation has not yet completed its assessment of the impact of the adoption of these pronouncements on its consolidated financial statements.

- (i) IFRS 9 – *Financial Instruments* is required to be applied retrospectively for annual periods beginning on or after January 1, 2018, with early adoption permitted.

IFRS 9 simplifies the measurement and classification of financial assets by reducing the number of measurement categories in IAS 39, *Financial Instruments: Recognition and Measurement*. The new standard also provides for a fair value option in the designation of a non-derivative financial liability and its related classification and measurement, as well as for a new hedge accounting model more closely aligned with risk management activities undertaken by entities.

- (ii) IFRS 15 – *Revenue from Contracts with Customers* is required to be applied retrospectively for annual periods beginning on or after January 1, 2017, with early adoption permitted.

IFRS 15 specifies how and when an entity will recognize revenue as well as requiring such entities to provide users of financial statements with more informative disclosures. The standard provides a single, principles based five-step model to be applied to all contracts with customers.



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**ITEM 6 — DIRECTORS, SENIOR MANAGEMENT AND EMPLOYEES**

**A - Directors and Senior Management**

The following table sets forth certain information concerning our directors and executive officers at March 20, 2015:

<u>Name and Municipality of Residence</u>	<u>Age</u>	<u>Position</u>
THE RIGHT HONOURABLE BRIAN MULRONEY, P.C., C.C., LL.D. Westmount, Québec	75	Director and Chair of the Board
JEAN LA COUTURE, FCPA, FCA <sup>(1)(2)</sup> Montréal, Québec	68	Director and Chair of the Audit Committee
SYLVIE LALANDE <sup>(3)</sup> Lachute, Québec	64	Director
PIERRE LAURIN <sup>(3)</sup> Nuns' Island, Québec	75	Vice Chairman and Lead Director
A. MICHEL LAVIGNE, FCPA, FCA <sup>(1)(2)(3)</sup> Laval, Québec	64	Director and Chair of the Human Resources and Compensation Committee
GENEVIÈVE MARCON Lac Beauport, Québec	46	Director
ROBERT PARÉ <sup>(1)</sup> Westmount, Québec	60	Director
NORMAND PROVOST <sup>(2)</sup> Brossard, Québec	60	Director
PIERRE DION Saint-Bruno, Québec	50	President and Chief Executive Officer





<u>Name and Municipality of Residence</u>	<u>Age</u>	<u>Position</u>
MANON BROUILLETTE Montréal, Québec	46	President and Chief Executive Officer, Videotron Ltd.
BENOÎT ROBERT Omaha, Nebraska, USA	54	President and Chief Executive Officer, Sports and Entertainment Group
JULIE TREMBLAY Westmount, Québec	55	President and Chief Executive Officer, Media Group
JEAN-FRANÇOIS PRUNEAU Repentigny, Québec	44	Senior Vice President and Chief Financial Officer
MARC M. TREMBLAY Westmount, Québec	54	Senior Vice President and Chief Legal Officer and Public Affairs and Corporate Secretary
FRANCE LAUZIÈRE Town of Mount-Royal, Québec	48	Senior Vice President, QMI Content
J. SERGE SASSEVILLE Montréal, Québec	56	Senior Vice President, Corporate and Institutional Affairs
DONALD LIZOTTE Kirkland, Québec	48	Executive Vice President, National Sales
ISABELLE LECLERC Montréal, Québec	46	Vice President, Human Resources
CHLOÉ POIRIER Nuns' Island, Québec	45	Vice President and Treasurer
CAROLINE ROY Town of Mount Royal, Québec	36	Vice President, Research and Digital Development, QMI Digital
DENIS SABOURIN Verdun, Québec	54	Vice President and Corporate Controller

- (1) Member of the Executive Committee
- (2) Member of the Audit Committee
- (3) Member of the Human Resources and Compensation Committee

**The Right Honourable Brian Mulroney, P.C., C.C., LL.D, Director and Chairman of the Board.** Mr. Mulroney has been a Director of Quebecor Media since January 31, 2001. He also served as Vice Chairman of the Board of Quebecor from November 2009 to June 2014 and as Vice-Chairman of the Board of Quebecor Media from March 2014 to June 2014. He was appointed Chairman of the Board of Quebecor, Quebecor Media and Videotron on June 19, 2014. Mr. Mulroney has also served as Chairman of the Board of Directors of Quebecor World Inc. from April 2002 to July 2009. Mr. Mulroney served as Chairman of the Board of Directors of Sun Media Corporation from January 2000 to June 2001. Since 1993, Mr. Mulroney has been a Senior Partner with the law firm Norton Rose Fulbright Canada LLP (formerly Ogilvy Renault LLP) in Montréal, Québec. Prior to that, Mr. Mulroney was the Prime Minister of Canada from 1984 until 1993. Mr. Mulroney practiced law in Montréal and served as President of The Iron Ore Company of Canada before entering politics in 1983. Mr. Mulroney serves as a Director of a number of public corporations, including Wyndham Worldwide Corporation (New Jersey), The Blackstone Group LP (New York) and Lion Capital (London). He is also Chairman of the International Advisory Board of Barrick Gold Corporation. He is Companion of the Order of Canada as well as *Grand Officier de l'Ordre national du Québec*.



**Jean La Couture, FCPA, FCA, Director and Chair of the Audit Committee.** Mr. La Couture has been a Director of Quebecor Media and the Chair of its Audit Committee since May 5, 2003 and is also a Director and Chair of the Audit Committee of Quebecor and Videotron. Mr. La Couture was Director of Quebecor World Inc. from December 2007 to December 2008. Mr. La Couture, a Fellow Chartered Professional Accountant, is President of Huis Clos Ltée., a management and mediation firm. He is also President of the *Regroupement des assureurs de personnes à charte du Québec* (RACQ), a position he has held since August 1995. He headed Le Groupe Mallette (an accounting firm) before becoming, from 1990 to 1994, President and Chief Executive Officer of The Guarantee Company of North America. He is Chairman of the Board of Innergex Renewable Energy Inc., Chairman of the Board of Groupe Pomerleau (a Quebec-based construction company) and Director and Chair of the Investment and Risk Management Committee of CDPQ.

**Sylvie Lalonde, Director and member of the Human Resources and Compensation Committee.** Ms. Lalonde is a Director of Quebecor Media since May 2013. She has served as a Director of Quebecor since May 2011 and of Videotron since July 2014. She is a member of the Human Resources and Compensation Committee of Quebecor and Quebecor Media since June 2014. She is a Director of TVA Group since December 2001, and was appointed as Chair of the Board on March 10, 2014. She also serves as Chair of the Human Resources and Corporate Governance Committee since May 2013. Ms. Lalonde held several senior positions in the media, marketing, communication marketing and company communications sectors. Until October 2001, she was Chief Communications Officer of Bell Canada. From 1994 to 1997, she was President and Chief Executive Officer of UBI Consortium, a consortium formed to develop and manage interactive and transactional communication services. From 1987 to 1994, she occupied several senior positions within TVA Group and Le Groupe Vidéotron ltée. Ms. Lalonde began her career in the radio industry, after which she founded her own consultation firm. In 2006, Ms. Lalonde earned a degree in corporate governance from the Collège des administrateurs de sociétés. In November 2013, Ms. Lalonde was appointed Chair of the Board of the Collège des administrateurs de sociétés (CAS) of *Université Laval*.

**Pierre Laurin, Vice Chairman and Lead Director and member of the Human Resources and Compensation Committee.** Mr. Laurin is a Director and member of the Human Resources and Compensation Committee of Quebecor Media since May 2013. He was appointed Vice Chairman and Lead Director on June 19, 2014. Mr. Laurin also served as a member of the Audit Committee from May 2013 to June 2014. Mr. Laurin has served as a Director of Quebecor since 1991. He also serves as a member of the Corporate Governance and Nominating Committee and of the Human Resources and Compensation Committee of Quebecor. He was Chair of the Corporate Governance and Nominating Committee and a member of the Audit Committee of Quebecor until June 2014. He was also Director and member of the Audit Committee of Videotron from May 2013 to June 2014. Mr. Laurin was Chairman of the Board of Atrium Innovations Inc. from its beginning in 2000 until it was privatised in 2014. For a major part of his career, Pierre Laurin headed HEC Montréal (previously known as l'École des Hautes Études Commerciales) after which he moved over to the position of Vice-President, Planning and Administration, at Aluminium Company of Canada. He was then founding President of SOCCRENT, a venture capital company, and thereafter, President of Merrill Lynch, Quebec. He is an Officer of the Order of Canada and a *Chevalier de l'Ordre du Mérite de la République française*.

**A. Michel Lavigne, FCPA, FCA, Director and member of the Audit Committee and Chair of the Human Resources and Compensation Committee.** Mr. Lavigne has served as a Director and member of the Audit Committee and the Human Resources and Compensation Committee of Quebecor Media since June 30, 2005. He was appointed Chair of the Human Resources and Compensation Committee in June 2014. Since June 30, 2005, Mr. Lavigne has also served as a Director and a member of the Audit Committee of TVA Group and as a Director and member of the Audit Committee of Videotron. Since May 2013, he is also a member of the Human Resources and Corporate Governance Committee of TVA Group. He also is a Director and member of the Audit Committee and of the Human Resources and Compensation Committee of Quebecor since May 2013 and as Chair of the latter committee since June 2014. Mr. Lavigne is a Director, a member of the Audit Committee and Chair of the Pension Committee of Canada Post, a Director and member of the Audit Committee of Laurentian Bank of Canada and the Chair of the Board of Directors and of the Audit Committee of Teraxion Inc. Until May 2005, he served as President and Chief Executive Officer of Raymond Chabot Grant Thornton in Montréal, Québec, as Chairman of the Board of Grant Thornton Canada and as a member of the Board of Governors of Grant Thornton International. Mr. Lavigne is a Fellow Chartered Professional Accountant of the *Ordre des comptables professionnels agréés du Québec* and a member of the Canadian Institute of Chartered Accountants since 1973.

**Geneviève Marcon, Director.** Ms. Marcon is a Director of Quebecor Media since May 2013. She has served as a Director of Quebecor since May 2012 and as member of the Corporate Governance and Nominating Committee since June 2014. Ms. Marcon is President of GM Développement Inc., a company operating in the real-estate sector as owner,



developer and manager of properties. Ms. Marcon is associated with the revitalization of the Saint-Roch neighbourhood in Québec City, where she conducted several restoration and construction projects for the transformation of this neglected neighbourhood into an attractive urban centre. Ms. Marcon, who has a background in industrial relations from *Université Laval*, has also made her mark in the retail business sector. Convinced of her vision for the development of Saint-Roch, she opened the Benjo store in 1995 which has since become a benchmark in the toy sector. Ms. Marcon is a member of the Board of Directors of Quebec International, a regional economic development agency. Recognized for her involvement in the community, Ms. Marcon is active in several social and cultural organizations.

**Robert Paré, Director.** Mr. Paré is a Director of Quebecor and Quebecor Media since June 19, 2014. He is a corporate lawyer and senior partner at Fasken Martineau DuMoulin LLP since February 1987. Mr. Paré is a member of the Board and Chair of the Investment Committee of Groupe BMTC inc. since 1989, a member of the Board and of the Compensation, Nominating and Corporate Governance Committee of Group ADF inc. since 2009 and a member of the Board of Essilor Canada Ltd. since 1995. He is also a member of the Board and of the Nominating and Governance Committee and of the Human Resources and Compensation Committee of RONA Inc. since 2009. Mr. Paré is also a member of the Board and of the Executive Committee of the Montreal Institute Heart Foundation, as well as a member of the Board of the Institute of Corporate Directors – Quebec Chapter.

**Normand Provost, Director.** Mr. Provost has been a Director of Quebecor Media since July 2004 and a Director of Quebecor since May 2013. He also serves as a member of the Audit Committee of Quebecor, Quebecor Media and Videotron Ltd. since June 2014. Since May 2014, Mr. Provost is Assistant to the President of CDPQ, one of the largest institutional fund managers in Canada and North America. Mr. Provost joined CDPQ in 1980 and has held various management positions during his time there. He served as President of CDP Capital Americas from 1995 to 2003. He has served as Executive Vice President, Private Equity, of CDPQ from October 2003 until May 2014. In addition to his responsibilities in the investment sector, Mr. Provost served as Chief Operations Officer of CDPQ from April 2009 to March 2012. Mr. Provost is a Director of the *Fondation de l'Entrepreneurship*.

**Pierre Dion, President and Chief Executive Officer.** Mr. Dion was appointed President and Chief Executive Officer of Quebecor and Quebecor Media on April 28, 2014. He was President and Chief Executive Officer of TVA Group from March 2005 to July 2014. He joined TVA Group in September 2004 as Executive Vice President and Chief Operating Officer. Prior to that date, Mr. Dion was at *Sélection du Reader's Digest* (Canada) during eight years, four of which as President and Chief Executive Officer. From 1990 to 1996, he held various management positions with Le Groupe Vidéotron ltée.

**Manon Brouillette, President and Chief Executive Officer, Videotron Ltd.** In May 2014, Ms. Brouillette was promoted President and Chief Executive Officer of Videotron. From May 2013 to May 2014, she acted as President and Chief Operating Officer of Videotron and from January 2012 to May 2013 as President, Consumer Market. She acted as Executive Vice President, Strategy and Market Development of Videotron from March 2009 to January 2012. From January 2011 to May 2012, she also acted as Vice President and Chief Digital Officer of Quebecor Media. From June 2008 to March 2009, she acted as Senior Vice President, Strategic Development and Market Development of Quebecor Media. She joined Videotron in July 2004 and acted as Vice President, Marketing, from July 2004 to January 2005, as Vice President, New Product Development, from January 2005 to August 2006 and as Senior Vice President, Marketing, Content and New Product Development, from September 2006 to June 2008. Before joining Videotron, Ms. Brouillette was Vice President, Marketing and Communications of the San Francisco Group from April 2003 to February 2004. She was also responsible for the national and regional accounts of the Blitz division of Groupe Cossette Communication Marketing from April 2002 to April 2003. From September 1998 to April 2002, she worked at Publicité Martin inc. Ms. Brouillette holds a Bachelor's degree in communications with a minor in marketing from *Université Laval*.

**Benoît Robert, President and Chief Executive Officer, Sports and Entertainment Group.** Mr. Robert was appointed President and Chief Executive Officer, Sports and Entertainment Group on August 18, 2014. Mr. Robert earned a Master of Business Administration (MBA) with a specialization in marketing from the University of New Haven in Connecticut, where he also earned a hockey scholarship. After completing his MBA, Mr. Robert worked in finance for three years, occupying several positions at Nortel Networks' Financial Management Program, including Regional Sales Manager. He then decided to focus his career on business development, sales and management, working for major companies such as Qualcomm and Ericsson. In 2008, he joined the Los Angeles Kings and AEG, a world leader in the management of large sports and entertainment venues, as Vice President, Business Development. In 2009, he tackled the challenge of reviving the fortunes of the Omaha Lancers, a major junior hockey team of which he became owner and president.



**Julie Tremblay, President and Chief Executive Officer, Media Group.** Julie Tremblay was appointed President and Chief Executive Officer of Media Group on July 30, 2014. On that date, she was also appointed President and Chief Executive Officer of TVA Group. In September 2013, Ms. Julie Tremblay was promoted President and Chief Executive of Sun Media Corporation. From June 2011 to September 2013, she acted as Chief Operating Officer of Sun Media Corporation. She is also President of Sun News General Partnership since May 2013. Ms. Tremblay held different positions within the Quebecor group of companies since 1989, including the position of Vice President, Human Resources of Quebecor, a position she held over a period of 8 years. Prior to joining Quebecor, she practiced law in a private law firm. She has been a member of the Barreau du Québec since 1984 and holds a Bachelor degree of Arts with a minor in Political Science from McGill University.

**Jean-François Pruneau, Senior Vice President and Chief Financial Officer.** Mr. Pruneau has served as Vice President, Finance of the Corporation from May 2009 to November 2010 and was then promoted Chief Financial Officer. He also serves as Senior Vice President and Chief Financial Officer of Quebecor and as Vice President of Videotron and Sun Media. From October 2005 to May 2009, Mr. Pruneau served as Treasurer of the Corporation, Sun Media and Videotron. From February 2007 to May 2009, he also served as Treasurer of Quebecor. Prior to that, Mr. Pruneau served as Director, Finance and Assistant Treasurer Corporate Finance of Quebecor Media. Before joining Quebecor Media in May 2001, Mr. Pruneau was Associate Director of BCE Media from 1999 to 2001. From 1997 to 1999, he served as Corporate Finance Officer at Canadian National Railway. He has been a member of the CFA Institute, formerly the Association for Investment Management and Research, since 2000.

**Marc M. Tremblay, Senior Vice President and Chief Legal Officer and Public Affairs and Corporate Secretary.** Mr. Tremblay was promoted Senior Vice President and Chief Legal Officer and Public Affairs and Corporate Secretary of Quebecor and Quebecor Media in September 2014. Prior to that date, he was Senior Vice President and Chief Legal Officer and Public Affairs of Quebecor Media, a position he held from October 2013. Prior to that date, Mr. Tremblay was Senior Vice President, Legal Affairs, a position he held from March 2012. Prior to that date, he was Vice President, Legal Affairs of Quebecor Media, a position he held from March 2007. Prior to that date, Mr. Tremblay practiced law at Ogilvy Renault LLP (now Norton Rose Fulbright Canada LLP) for 22 years. He has been a member of the *Barreau du Québec* since 1983.

**France Lauzière, Senior Vice President, QMI Content.** France Lauzière was appointed to her current position in January 2013. She also serves as Vice President, Programming of TVA Group since February 2006. Ms. Lauzière first joined the TVA Group in 2001 as manager of Variety Programming before taking on the position of General Manager, Programming. In 2007, she also took the responsibilities of managing TVA Productions. Two years later, she established a division called TVA Création.

**J. Serge Sasseville, Senior Vice President, Corporate and Institutional Affairs.** Mr. Sasseville was promoted Senior Vice President, Corporate and Institutional Affairs in March 2012 from his previous position as Vice President, Corporate and Institutional Affairs of Quebecor Media, a position he held since November 2008. Mr. Sasseville joined the Quebecor Group in 1987 and has served in many capacities both as a lawyer and manager, including Vice President, Legal Affairs and Secretary of Videotron and its subsidiaries and President, Music Sector of Archambault Group. Mr. Sasseville is a member of the Boards of Directors of Archambault Group and the Quebecor Fund. He is also a member of the Executive Committee and the Vice-Chair of the Board of Directors of CWTA (Canadian Wireless Telecommunications Association) and a member of the Board of Directors of CPAC (Cable Public Affairs Channel). He has been a member of the *Barreau du Québec* since 1981 and practiced law at the law firm Stein, Monast in Québec City from 1981 to 1987.

**Donald Lizotte, Executive Vice President, National Sales.** Donald Lizotte was promoted Executive Vice President, National Sales in August 2014 from his previous position as President and Chief Executive Officer, Retail and Book Sectors, a position he held since August 2013. From 2010 to 2013, Mr. Lizotte served as Vice President, Operations, Retail Division of Quebecor Media. Mr. Lizotte joined Videotron in January 2005 as Vice-President, Sales, Videotron, and was promoted in September 2006 to the position of President, Le SuperClub Vidéotron and Vice President, Retail Sales Videotron. From 2000 to 2005, Mr. Lizotte held various positions in sales and distribution for Molson Breweries, Canada's largest brewing company, including General Manager Key Accounts as well as Regional Manager. Prior to his



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tenure at Molson Breweries, Mr. Lizotte spent nine years in Toronto, Ontario where he held various sales management positions, including National Sales Manager for the Perrier Group, a division of Nestlé, from 1998 to 2000. He started his career in 1989 at Heinz Canada where he spent 8 years starting from a sales representative and moved to General Manager ECR. Mr. Lizotte has a bachelor's degree in Management from the *Université du Québec* in Montréal.

**Isabelle Leclerc, Vice President, Human Resources.** Ms. Leclerc was promoted to her current position in June 2011. From 2007 to her appointment, Ms. Leclerc served as Director, Human Resources and, Senior Director, Talent Management. From 2003 to 2007, Ms. Leclerc held several functions within Quebecor World Inc. Prior to joining Quebecor, Ms. Leclerc was a compensation consultant for 10 years with Towers Perrin (now Towers Watson) and then with Aon Consulting Group (now Aon Hewitt). She is a member of the North American professional association World@Work. She holds an executive MBA from Landsbridge University, New Brunswick.

**Chloé Poirier, Vice President and Treasurer.** Ms. Poirier was promoted Vice President and Treasurer in June 2013 from her previous position as Treasurer of Quebecor Media, a position she held since July 2009. She also serves as Vice President and Treasurer of Quebecor and Videotron, and as Treasurer of Sun Media. Ms. Poirier joined the Corporation in 2001 as Director, Treasury / Assistant Treasurer, Treasury Operations. Prior to that, she was Analyst, Treasury and Finance with Natrel inc./Agropur from 1997 to 2001 and a trader at the *Caisse de dépôt et placement du Québec* from 1995 to 1997. She is a Chartered Financial Analyst (CFA) and holds a Bachelor degree in Actuarial Science and an MBA from *Université Laval*.

**Caroline Roy, Vice President, Research and Digital Development, QMI Digital.** Caroline Roy was appointed to her current position in August 2013. She has been with Quebecor since 2010. She was previously Vice President, Digital of Sun Media Corporation. Before that, she distinguished herself as Director of TVA Interactif, where she demonstrated her abilities by giving TVA's brands a digital dimension and developing and implementing TVA's mobile strategy. Prior to joining Quebecor, Ms. Roy held management positions in the telecommunications and new media industry.

**Denis Sabourin, CPA, CA, Vice President and Corporate Controller.** Mr. Sabourin was appointed Vice President and Corporate Controller of Quebecor Media in March 2004. Prior to that date, he held the position of Senior Manager, Control. Mr. Sabourin is also Vice President and Corporate Controller of Quebecor. Prior to joining Quebecor Media, Mr. Sabourin served as corporate controller of *Compagnie Unimédia* (previously known as Unimédia Inc.) from 1994 to 2001 and as Operating Controller for the Hotel Group *Auberges des Gouverneurs Inc.* from 1990 to 1994. He also spent seven years with Samson Bélair/Deloitte & Touche, Chartered Accountants. Mr. Sabourin is a Chartered Professional Accountant and is a member of the *Ordre des comptables professionnels agréés du Québec*.

## B - Compensation

### Compensation of Directors

Our Directors who are also employees of Quebecor Media are not entitled to receive any additional compensation for serving as our Directors. Since July 1, 2013, following a restructuring of the Boards of Directors of Quebecor and Quebecor Media, all Directors of Quebecor are also acting as Directors of Quebecor Media. Fees are now borne on a pro rata basis between the two corporations. Since July 1, 2013, each Director is entitled to receive an annual director's fee of \$60,000. The Chair of the Audit Committee receives additional fees of \$60,000 per year and the Chair of the Human Resources and Compensation Committee receives additional fees of \$16,000 per year. Each Audit Committee member, other than the Chairman, also receives additional fees of \$30,000 per year. Each Human Resources and Compensation Committee member, other than the Chair, also receives additional fees of \$11,000. From July 1, 2013 to June 18, 2014, each Director was entitled to receive an annual attendance fee of \$14,000 and each Executive Committee member received additional fees of \$3,000 per year. On June 19, 2014, the attendance fee was increased to \$20,000 per year and each Executive Committee member receives additional fees of \$5,000 per year. All of our Directors are reimbursed for travel and other reasonable expenses incurred in attending meetings of the Board of Directors or of one of its committees. Mr. Pierre Karl Péladeau, who served as Chairman of the Board until March 9, 2014, has received compensation from us for acting in such capacity.

From January 1 to December 31, 2014, the amount of compensation (including benefits in kind) paid to our Directors (including Pierre Karl Péladeau for the period during which he was a Director) for services in all capacities to Quebecor Media and its subsidiaries (other than TVA Group) was \$1,598,198. None of our Directors have contracts with us or any of our subsidiaries that provide for benefits upon termination of employment.



### *Compensation of Executive Officers*

Compensation of our senior executive officers is composed primarily of base salary and the payment of short-term and mid-term cash bonuses. Cash bonuses are generally tied to the achievement of financial performance indicators and strategic objectives, and they may vary from 30% to 100% of base salary depending upon the level of responsibilities of the senior executive officer. Our executive compensation package is also complemented by long-term incentives in the form of stock options.

For the financial year ended December 31, 2014, our senior executive officers, as a group, received aggregate compensation of \$4,425 million for services they rendered in all capacities during 2014, which amount includes base salary, bonuses, benefits in kind and deferred compensation payable to such senior executive officers.

### *Quebecor Media's Stock Option Plan*

We maintain a stock option plan to attract, retain and motivate our Directors, executive officers and key contributors, as well as those of our subsidiaries. The Human Resources and Compensation Committee is responsible for the administration of this stock option plan and, as such, designates the participants under the stock option plan and determines the number of options granted, the vesting schedule, the expiration date and any other terms and conditions relating to the options.

Under this stock option plan, 6,180,140 common shares of Quebecor Media (representing 6% of all of the outstanding common shares of Quebecor Media) have been set aside for directors, officers, senior employees, and other key employees of Quebecor Media and its subsidiaries. Each option may be exercised within a maximum period of ten years following the date of grant at an exercise price not lower than, as the case may be, the fair market value of the common shares of Quebecor Media at the date of grant, as determined by our Board of Directors (if the common shares of Quebecor Media are not listed on a stock exchange at the time of the grant) or the 5-day weighted average closing price ending on the day preceding the date of the grant of the common shares of Quebecor Media on the stock exchange(s) where such shares are listed at the time of grant. For so long as the shares of Quebecor Media are not listed on a recognized stock exchange, optionees may exercise their vested options during one of the following annual periods: from March 1 to March 30, from June 1 to June 29, from September 1 to September 29 and from December 1 to December 30. Holders of options under the plan have the choice at the time of exercising their options to receive an amount in cash equal to the difference between the fair market value of the common shares, as determined by our Board of Directors, and the exercise price of their vested options or, subject to certain stated conditions, purchase common shares of Quebecor Media at the exercise price. Except under specific circumstances, and unless our Human Resources and Compensation Committee decides otherwise, options vest over a five-year period in accordance with one of the following vesting schedules as determined by our Human Resources and Compensation Committee at the time of grant: (i) equally over five years with the first 20% vesting on the first anniversary of the date of the grant; (ii) equally over four years with the first 25% vesting on the second anniversary of the date of grant; and (iii) equally over three years with the first 33 1/3% vesting on the third anniversary of the date of grant. Pursuant to the terms of this plan, no optionee may hold options representing more than 5% of the outstanding common shares of Quebecor Media.

During the year ended December 31, 2014, an aggregate total of 271,000 options were granted under this plan to officers and employees of Quebecor Media and its subsidiaries, with a weighted average exercise price of \$63.96 per share, as determined by Quebecor Media's Human Resources and Compensation Committee. During the year ended December 31, 2014, a total of 218,750 options were exercised by officers and employees of Quebecor Media and its subsidiaries, for aggregate gross value realized of \$3.6 million. The value realized on option exercises represents the difference between the option exercise price and the fair market value of Quebecor Media common shares (as determined as set forth above) at the date of exercise. As of December 31, 2014, an aggregate total of 1,631,959 options were outstanding (of which 263,823 were vested as at that date), with a weighted average exercise price of \$55.15 per share, as determined by Quebecor Media's Human Resources and Compensation Committee. For more information on this stock option plan, see Note 23 to our audited consolidated financial statements included under "Item 18. Financial Statements" of this annual report.



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**Quebecor’s Stock Option Plan**

Under a stock option plan established by Quebecor, 13,000,000 Quebecor Class B Shares have been set aside for Directors, officers, senior employees and other key employees of Quebecor and its subsidiaries, including Quebecor Media. The exercise price of each option is equal to the weighted average trading price of Quebecor Class B Shares on the Toronto Stock Exchange over the last five trading days immediately preceding the grant of the option. Each option may be exercised during a period not exceeding ten years from the date granted. Options usually vest as follows: 1/3 after one year, 2/3 after two years, and 100% three years after the original grant. Holders of options under the Quebecor stock option plan have the choice, when they want to exercise their options, to acquire Quebecor Class B Shares at the corresponding option exercise price or to receive a cash payment from Quebecor equivalent to the difference between the market value of the underlying shares and the exercise price of the option. The Board of Directors of Quebecor may, at its discretion, affix different vesting periods at the time of each grant.

During the year ended December 31, 2014, a total of 1,010,000 options to purchase Quebecor Class B Shares, with a weighted average exercise price of \$26.30 per share, were granted to three senior executive officers of Quebecor Media. As of December 31, 2014, a total of 1,310,000 options to purchase Quebecor Class B Shares, with a weighted average exercise price of \$25.36 per share, were held by senior executive officers of Quebecor Media for acting in such capacity. The closing sale price of the Quebecor Class B Shares on the TSX on December 31, 2014 was \$31.94.

**Pension Benefits**

Quebecor Media and its subsidiaries maintain a pension plan for their executive officers. The benefits under the Quebecor Media plan equal 2.0% of the average salary over the best five consecutive years of salary (including bonuses), multiplied by the number of years of membership in the plan as an executive officer. The pension so calculated is payable at the normal retirement age, which is 65 years of age, or sooner at the election of the executive officer, and, from age 61, without early retirement reduction. In addition, the pension may be deferred, but not beyond the age limit under the provisions of the *Income Tax Act* (Canada), in which case the pension is adjusted to take into account the delay in payment thereof in relation to the normal retirement age. The maximum pension payable under such pension plan is as prescribed by the *Income Tax Act* (Canada) and is based on a maximum salary of \$140,945. An executive officer contributes to the plan an amount equals to 5% of his or her salary up to a maximum of \$7,047 in respect of 2015. Quebecor Media closed this pension plan to all new employees hired on and after December 27, 2008. New employees are eligible to enroll in a retirement savings plan.

The total amount contributed by Quebecor Media in 2014 to provide the pension benefits was \$75.9 million on a consolidated basis. For a description of the amount set aside or accrued for pension plans and post-retirement benefits by Quebecor Media see Note 29 to our audited consolidated financial statements.

The table below indicates the annual pension benefits that would be payable at the normal retirement age of 65 years:

<u>Compensation</u>	<u>Years of Participation</u>				
	<u>10</u>	<u>15</u>	<u>20</u>	<u>25</u>	<u>30</u>
\$140,945 or more	\$28,189	\$42,283	\$56,378	\$70,472	\$84,567

**C - Board Practices**

In accordance with our charter, our Board of Directors may consist of at least one Director and no more than 20 Directors. Our Board of Directors currently consists of nine Directors. Each Director serves a one-year term and holds office until the next annual general shareholders’ meeting or until the election of his or her successor, unless he or she resigns or his or her office becomes vacant by reason of death, removal or other cause. Pursuant to a Consolidated and Amended Shareholders’ Agreement, dated as of December 11, 2000, as amended, among Quebecor, certain wholly owned subsidiaries of Quebecor, Capital Communications CDPQ Inc. (now Capital CDPQ) and Quebecor Media (the “**Corporation’s Shareholders Agreement**”), our Board of Directors is comprised of nominees of each of Quebecor and of Capital CDPQ. In May 2013, the size of our Board of Directors was increased from eight to nine directors, and our shareholders established that Quebecor would be entitled to nominate seven directors and Capital CDPQ would be entitled to nominate two directors. See “Item 7. Major Shareholders and Related Party Transactions — Major Shareholders” below for a description of the Corporation’s Shareholders Agreement.



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Reference is made to “A. Directors and Senior Management” above for the current term of office, if applicable, and the period during which our directors and senior management have served in that office.

#### ***Executive Committee***

The Executive Committee of our Board of Directors is currently composed of three members, namely Messrs. Jean La Couture, A. Michel Lavigne and Robert Paré. Mr. La Couture is the Chairman of our Executive Committee. Subject to the provisions of the Corporation’s Shareholders Agreement, the Committee has and may exercise all the powers of the Board of Directors, subject to the restrictions that shall be imposed by the Board of Directors from time to time and by the *Business Corporations Act* (Québec). However, the Committee does not have the power to grant options, which power has already been delegated by the Board of Directors to its Human Resources and Compensation Committee.

#### ***Audit Committee***

Our Audit Committee is currently composed of three Directors, namely Messrs. Jean La Couture, Normand Provost and A. Michel Lavigne. Mr. La Couture is the Chairman of our Audit Committee and our Board of Directors has determined that Mr. La Couture is an “audit committee financial expert” as defined under SEC rules. See “Item 16A — Audit Committee Financial Expert”. Our Board of Directors has adopted the mandate of our Audit Committee in light of the *Sarbanes-Oxley Act* of 2002 and related SEC rulemaking. Our Audit Committee assists our Board of Directors in overseeing our financial controls and reporting. Our Audit Committee also oversees our compliance with financial covenants and legal and regulatory requirements governing financial disclosure matters and financial risk management.

The current mandate of our Audit Committee provides, among other things, that our Audit Committee reviews our annual and quarterly financial statements before they are submitted to our Board of Directors, as well as the financial information contained in our annual reports on Form 20-F, our management’s discussion and analysis of financial condition and results of operations, our quarterly reports furnished to the SEC under cover of Form 6-K and other documents containing similar information before their public disclosure or filing with regulatory authorities; reviews our accounting policies and practices; and discusses with our independent auditors the scope of their audit, as well as our auditors’ recommendations and observations with respect to the audit, our accounting policies and financial reporting, and the responses of our management with respect thereto. Our Audit Committee is also responsible for ensuring that we have in place adequate and effective internal control and management information systems to monitor our financial information and to ensure that our transactions with related parties are made on terms that are fair for us. Our Audit Committee pre-approves all audit services and permitted non-audit services and pre-approves all the fees pertaining to those services that are payable to our independent auditor, and submits the appropriate recommendations to our Board of Directors in connection with these services and fees. Our Audit Committee also reviews the scope of the audit and the results of the examinations conducted by our internal audit department. In addition, our Audit Committee recommends the appointment of our independent auditors, subject to our shareholders’ approval. At least every five years, our Audit Committee carries out an assessment of the external auditor. It also reviews and approves our Code of Ethics for the Chief Executive Officer, Chief Financial Officer, controller, principal financial officer and other persons performing similar functions.

#### ***Human Resources and Compensation Committee***

Our Human Resources and Compensation Committee is composed of Ms. Sylvie Lalande and Messrs. Pierre Laurin and A. Michel Lavigne. Mr. Lavigne is the Chair of our Human Resources and Compensation Committee. Our Human Resources and Compensation Committee was formed with the mandate to examine and decide upon the global compensation and benefits policies of us and those of our subsidiaries that do not have a Human Resources and Compensation Committee, and to formulate appropriate recommendations to the Board of Directors, among other things, concerning long-term compensation in the form of stock option grants. Our Human Resources and Compensation Committee is also responsible for the review, on an annual basis, of the compensation of our Directors.



**Liability Insurance**

Quebecor carries liability insurance for the benefit of its Directors and officers, as well as for the Directors and officers of its subsidiaries, including Quebecor Media and our subsidiaries, against certain liabilities incurred by them in such capacity. These policies are subject to customary deductibles and exceptions. The premiums in respect of this insurance are entirely paid by Quebecor, which is then reimbursed by Quebecor Media and its subsidiaries for their ratable portion thereof.

**D - Employees**

At December 31, 2014, we had approximately 13,835 employees on a consolidated basis. At December 31, 2013 and 2012, we had approximately 15,110 and 16,865 employees on a consolidated basis, respectively. A number of our employees work part-time. The following table sets forth certain information relating to our employees in each of our operating segments as of December 31, 2014.

Operations	Approximate total number of employees	Approximate number of employees under collective agreements	Number of collective agreements
<b>Telecommunications</b>	<b>7,090</b>	<b>4,145</b>	<b>13</b>
Videotron	6,190	3,695	4
Other	900	450	9
<b>Media</b>	<b>6,260</b>	<b>2,135</b>	<b>64</b>
Sun Media	2,285	930	44
TVA Group	2,275	860	13
Other	1,700	345	7
<b>Sports and Entertainment</b>	<b>220</b>	<b>—</b>	<b>—</b>
<b>Corporate<sup>(1)</sup></b>	<b>265</b>	<b>—</b>	<b>—</b>
<b>Total</b>	<b>13,835</b>	<b>6,280</b>	<b>77</b>

(1) Includes QMI Digital, QMI Content and Bloobuzz.

At December 31, 2014, approximately 45% of our employees were represented by collective bargaining agreements. Through our subsidiaries, we are currently a party to 77 collective bargaining agreements:

- Videotron is party to four collective bargaining agreements representing approximately 3,695 unionized employees. Negotiations regarding one of the most important collective bargaining agreement covering unionized employees in the Montréal region are still in progress; an agreement in principle has been reached, which remains subject to ratification. There are also three collective bargaining agreements covering unionized employees in the Saguenay, Gatineau and Québec regions, with terms running through December 31, 2019, August 31, 2015 and December 31, 2018 respectively. Archambault Retails is now party to eight collective bargaining agreements representing approximately 380 unionized employees. Negotiations are still in progress for the Berri store and negotiations will be undertaken in 2015 for the Place des Arts store as well as for the Customer Contact Center. Of the other collective bargaining agreements, one will expire on April 1, 2015. One other collective bargaining agreement covering approximately 70 employees of our SETTE inc. subsidiary will expire by the end of the year on December 31, 2015.
- Sun Media is party to 44 collective bargaining agreements, representing approximately 930 unionized employees. Of all the collective bargaining agreements, three have expired by the end of 2014, representing approximately 55 employees, and three others will expire in 2015 representing approximately 30 employees. The others will expire on various dates through December 2019.



- TVA Group is party to 13 collective bargaining agreements, representing approximately 860 unionized employees. Of this number, eight collective bargaining agreements, representing approximately 180 unionized employees or 21% of its unionized workforce, have expired in 2014. Negotiations regarding these collective bargaining agreements are in progress or will be undertaken in 2015. Two collective bargaining agreements representing approximately 40 unionized employees will expire in 2015. The other collective bargaining agreements will expire on various dates through December 2018.
- Of the other seven collective bargaining agreements, representing approximately 345 unionized employees, one collective bargaining agreement representing approximately 30 unionized employees is expired and three others will expire in 2015. Negotiations regarding these collective bargaining agreements will be undertaken in 2015. The other collective bargaining agreements will expire between February 2016 and December 2017.

We currently have no labour disputes nor do we currently anticipate any such labour dispute in the near future.

We can neither predict the outcome of current or future negotiations relating to labour disputes, if any, union representation or renewal of collective bargaining agreements, nor guarantee that we will not experience further work stoppages, strikes or other forms of labour protests pending the outcome of any current or future negotiations. If our unionized workers engage in a strike or any other form of work stoppage, we could experience a significant disruption to our operations, damage to our property and/or interruption to our services, which could adversely affect our business, assets, financial position, results of operations and reputation. Even if we do not experience strikes or other forms of labour protests, the outcome of labour negotiations could adversely affect our business and results of operations. Such could be the case if current or future labour negotiations or contracts were to further restrict our ability to maximize the efficiency of our operations. In addition, our ability to make short-term adjustments to control compensation and benefits costs is limited by the terms of our collective bargaining agreements.

**E - Share Ownership**

Except as disclosed under “Item 7. Major Shareholders and Related Party Transactions — Major Shareholders” of this annual report, none of our equity securities are held by any of our Directors or senior executive officers. For a description of Quebecor Media’s stock option plan, see “B. Compensation” above.

**ITEM 7 — MAJOR SHAREHOLDERS AND RELATED PARTY TRANSACTIONS**

**A - Major Shareholders**

As of December 31, 2014, Capital CDPQ indirectly held 25,439,134 shares of our Corporation, representing a 24.6% interest in Quebecor Media (excluding dilution from options under Quebecor Media’s stock option plan) and Quebecor held, directly and indirectly, 77,812,366 common shares of our Corporation, representing a 75.4% voting and equity interest in us. The primary asset of Quebecor, a communications holding company, is its interest in us. Capital CDPQ is a wholly owned subsidiary of the CDPQ, one of Canada’s largest pension fund managers.

To the knowledge of our Directors and officers and according to public information available, the only persons or companies which, as at March 19, 2015, beneficially owned or exercised control or direction over more than 10% of the shares of any class of voting shares of Quebecor were: Pierre Karl Péladeau, and Beutel, Goodman & Co. Ltd.

Name	Number of Class A Shares held	% of Class A Shares held	Number of Class B Shares held	% of Class B Shares held	% of voting rights attached to outstanding Class A and B Shares
Pierre Karl Péladeau	34,936,928	89.68%	414,520	0.49%	73.87%
Beutel, Goodman & Co. Ltd.	—	—	12,249,418	14.60%	2.59%



**B - The Corporation’s Shareholders Agreement**

We entered into a shareholders’ agreement, dated October 23, 2000, with Quebecor and certain of its wholly owned subsidiaries, and Capital CDPQ, as consolidated and amended by a shareholders’ agreement dated December 11, 2000, which sets forth the rights and obligations of Quebecor and Capital CDPQ as our shareholders. Except as specifically provided in the Corporation’s Shareholders Agreement, the rights thereunder apply only to shareholders holding at least 10% of our equity shares, which we refer to as “**QMI Shares**”, on a fully-diluted basis.

The Corporation’s Shareholders Agreement provides, among other things, for:

- (a) standard rights of first refusal with respect to certain transfers of QMI Shares;
- (b) standard preemptive rights which permit shareholders to maintain their respective holdings of QMI Shares on a fully diluted basis in the event of issuances of additional QMI Shares or our convertible securities;
- (c) rights of representation on our Board of Directors in proportion to shareholdings, with Quebecor initially having five nominees and Capital CDPQ having four nominees to our Board of Directors;
- (d) consent rights in certain circumstances with respect to matters relating to us and our non-reporting issuer (public) subsidiaries, including (1) a substantial change in the nature of our business and our subsidiaries taken as a whole, (2) an amendment to our articles or certain of our subsidiaries, (3) the merger or amalgamation of us or certain of our subsidiaries with a person other than an affiliate, (4) the issuance by us or certain of our subsidiaries of shares or of securities convertible into shares except in the event of an initial public offering of QMI Shares, (5) any transaction having a value of more than \$75,000,000, other than the sale of goods and services in the normal course of business, and (6) a business acquisition in a business sector unrelated to sectors in which we and certain of our subsidiaries are involved;
- (e) standard rights of first refusal in favor of Capital CDPQ with respect to the sale of all or substantially all of the shares or assets of TVA Group or Videotron; and
- (f) a non-competition covenant by Quebecor in respect of it and its affiliates pursuant to which Quebecor and its affiliates shall not compete with Quebecor Media and its subsidiaries in their areas of activity so long as Quebecor has “*de jure*” or “*de facto*” control of us, subject to certain limited exceptions.

The Corporation’s Shareholders Agreement provides that once we become a reporting issuer and have a 20% public “float” of QMI Shares, certain provisions of the Corporation’s Shareholders Agreement will cease to apply, including the consent rights described under subsections (d)(4) and (f) in the description of the Corporation’s Shareholders Agreement above.

In a separate letter agreement, dated December 11, 2000, Quebecor and Capital CDPQ agreed, subject to applicable laws, fiduciary obligations and existing agreements, to attempt to apply the same board representation and consent rights as set forth in the Corporation’s Shareholders Agreement to our reporting issuer (public) subsidiaries so long as Capital CDPQ holds at least 20% of the QMI Shares on a fully diluted basis or, in the case of TVA Group only, 10%.

In connection with the October 2012 agreement with CDPQ regarding a partial sale of Capital CDPQ’s interest in Quebecor Media and the transactions contemplated thereunder, our shareholders agreed to amend the Corporation’s Shareholders Agreement and entered into an amending agreement among Quebecor, certain of Quebecor’s wholly owned subsidiaries, CDPQ and Capital CDPQ providing for, among other things:

- (a) the addition of demand registration rights and piggyback registration rights in favour of Capital CDPQ, effective from and after January 1, 2019;
- (b) the addition of exit rights, effective on or after January 1, 2019, including the right of Capital CDPQ to require Quebecor Media to carry out an initial public offering and the right of Capital CDPQ to sell its remaining interest in Quebecor Media to a financial third party, without providing any right of first refusal or first offer to Quebecor or Quebecor Media; and



- (c) the addition of consent rights in respect of the declaration or payment of cumulative dividends by Quebecor Media in any financial year exceeding the greater of (i) 25% of its consolidated net earnings in the immediately preceding financial year and (ii) \$225 million.

On June 19, 2014, our shareholders, acting by written resolution, fixed the size of our Board of Directors to eight directors and established that Quebecor would be entitled to nominate six directors and Capital CDPQ would be entitled to nominate two directors.

**C - Certain Relationships and Related Party Transactions**

**Related Party Transactions**

The following describes transactions in which the Corporation and its directors, executive officers and affiliates are involved. The Corporation believes that each of the transactions described below was on terms no less favourable to Quebecor Media than could have been obtained from independent third parties.

**Operating transactions**

During the year ended December 31, 2014, the Corporation and its subsidiaries made purchases and incurred rent charges with the parent corporation and affiliated companies in the amount of \$11.7 million (\$12.1 million in 2013 and \$14.4 million in 2012), which are included in purchase of goods and services. During the year ended December 31, 2014, the Corporation and its subsidiaries made sales to an affiliated corporation in the amount of \$3.3 million (\$3.5 million in 2013 and \$3.8 million in 2012). These transactions were accounted for at the consideration agreed between parties.

**Corporate reorganization**

On June 28, 2012, the CRTC approved the sale of a 2% interest in SUN News by TVA Group to Sun Media. The transaction closed on June 30, 2012 and, as a result, Sun Media holds a 51% interest and TVA Group holds a 49% interest in SUN News.

**Management arrangements**

The parent corporation has entered into management arrangements with the Corporation. Under these management arrangements, the parent corporation and the Corporation provide management services to each other on a cost-reimbursement basis. The expenses subject to reimbursement include the salaries of the Corporation’s executive officers, who also serve as executive officers of the parent corporation.

In 2014, the Corporation received an amount of \$2.2 million, which is included as a reduction in employee costs (\$1.8 million in 2013 and \$1.7 million in 2012), and incurred management fees of \$2.0 million (\$2.0 million in 2013 and \$1.1 million in 2012) with the Corporation’s shareholders.

**Tax transactions**

In 2014, the parent corporation transferred \$12.5 million of non-capital losses (\$29.0 million in 2013, \$43.4 million in 2012 and none in 2011) to the Corporation and its subsidiaries in exchange for a total cash consideration of \$3.1 million (\$6.9 million in 2013, \$10.2 million in 2012 and none in 2011). This transaction was concluded on terms equivalent to those that prevail on an arm’s length basis and was accounted for at the consideration agreed to between the parties. As a result, the Corporation recorded a reduction of \$0.3 million in its income tax expense in 2014 (\$0.9 million in 2013, \$1.5 million in 2012 and none in 2011).

**Bridge Financing and Standby Commitment Agreement**

On December 30, 2014, the Corporation provided TVA Group with an unsecured \$100 million bridge funding facility (the “Bridge Facility”) bearing a maturity date of March 30, 2015, with an option to extend for a further 90-day period at



the request of TVA Group, in order to fund the purchase price of the VG Acquisition. The Bridge Facility was unsecured. The Bridge Facility bore interest at the CDOR Rate plus 2.375% per annum on drawn amounts, subject to an increase of the interest rate to the CDOR Rate plus 2.625% for a 90-day extension period, if applicable. No fee, other than the interests described herein, was payable by the TVA Group to QMI pursuant to the bridge credit agreement governing the Bridge Facility (including, without limitation, any origination fee, facility fee, stand-by fee or administration fee). The net proceeds of the TVA Rights Offering have been used, in part, to repay all of the amounts outstanding under the Bridge Facility on March 20, 2015.

On January 16, 2015, Quebecor Media entered into a standby commitment agreement with TVA Group whereby Quebecor Media provided a standby commitment pursuant to which it was required to acquire any Class B Non-Voting Shares not subscribed for under the TVA Rights Offering, subject to certain conditions, in consideration of a standby commitment fee of 1% of the aggregate gross proceeds of the Rights Offering payable by Groupe TVA to Quebecor Media.

On March 20, 2015, the closing of the TVA Rights Offering took place and an amount of \$1.1 million was paid to Quebecor Media pursuant to the standby commitment agreement.

The TVA Rights Offering is currently expected to close on or about March 20, 2015.

#### **D - Interests of Experts and Counsel**

Not applicable.

### **ITEM 8 — FINANCIAL INFORMATION**

#### **A - Consolidated Statements and Other Financial Information**

The consolidated balance sheets of Quebecor Media as at December 31, 2014 and 2013, and the consolidated statements of income, comprehensive income, equity and cash flows of Quebecor Media for each of the years in the three-year period ended December 31, 2014, as well as the Report of Independent Registered Public Accounting Firm thereon, are presented in “Item 18. Financial Statements” of this annual report (beginning on page F-1).

#### **B - Legal Proceedings**

In February 2012, a settlement was reached in legal proceedings against some of our subsidiaries, initiated by another corporation in relation to printing contracts, including the cancellation of printing contracts. The settlement did not have a material impact on our financial statements. In addition, we and our subsidiaries are involved in a number of other legal proceedings against us which are pending. In the opinion of our management, the outcome of these proceedings is not expected to have a material adverse effect on our results or financial position.

#### **C - Dividend Policy and Dividends**

##### ***Dividend Policies and Payments***

Our authorized share capital consists of (i) common shares, (ii) Cumulative First Preferred Shares, consisting of Series A Shares, Series B Shares, Series C Shares, Series D Shares, Series F Shares and Series G Shares, and (iii) Preferred Shares, Series E. As of December 31, 2014, our issued and outstanding share capital was as follows:

- 103,251,500 common shares outstanding, of which 77,812,366 were held by Quebecor and 25,439,134 were held by Capital CDPQ; and



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- 430,000 Cumulative First Preferred Shares, Series G, outstanding, all of which were held by 9101-0835 Québec Inc., an indirect wholly-owned subsidiary of Quebecor Media.

Holders of our common shares are entitled, subject to the rights of the holders of any Preferred Shares, to receive such dividends as our Board of Directors shall determine in its discretion. In 2014, the Board of Directors of Quebecor Media declared and paid aggregate cash dividends on our common shares of \$100 million. In 2013, the Board of Directors of Quebecor Media declared and paid aggregate cash dividends on our common shares of \$100 million. In 2012, the Board of Directors of Quebecor Media declared and paid aggregate cash dividends on our common shares of \$100 million. We currently expect, to the extent permitted by our Articles of Incorporation, the terms of our indebtedness and applicable law, to continue to pay dividends to our shareholders or reduce paid-up capital in the future.

Holders of our Series A Shares are entitled to receive fixed cumulative preferred dividends at a rate of 12.5% per share per annum. The dividends declared on the Series A Shares are payable semi-annually on a cumulative basis on January 14 and July 14 of each year. No dividends may be paid on any shares ranking junior to the Series A Shares unless all dividends which shall have become payable on the Series A Shares have been paid or set aside for payment.

Holders of our Series B Shares are entitled to receive a cumulative cash dividend, when, as and if declared by the Board of Directors. The dividend shall be payable only upon conversion of the Series B Shares into Common shares. Dividends are determined by the Board of Directors in accordance with our Articles of Incorporation.

Holders of our Series C Shares are entitled to receive fixed cumulative preferred dividends at a rate of 11.25% per share per annum. The dividends declared on the Series C Shares are payable semi-annually on a cumulative basis on June 20 and December 20 of each year. No dividends may be paid on any shares ranking junior to the Series C Shares unless all dividends which shall have become payable on the Series C Shares have been paid or set aside for payment.

Holders of our Series D Shares are entitled to receive fixed cumulative preferred dividends at a rate of 11.0% per share per annum. The dividends declared on the Series D Shares are payable semi-annually on a cumulative basis on June 20 and December 20 of each year. No dividends may be paid on any shares ranking junior to the Series D Shares unless all dividends which shall have become payable on the Series D Shares have been paid or set aside for payment.

Holders of our Series E Shares are entitled to receive a maximum non-cumulative preferred monthly dividend at a rate of 1.25% per month, calculated on the redemption price of the Series E Shares when, as and if declared by the Board of Directors. The Series E Shares rank senior to the common shares but junior to the Series A Shares, Series B Shares, Series C Shares and Series D Shares.

Holders of our Series F Shares are entitled to receive fixed cumulative preferred dividends at a rate of 10.85% per annum per share. The dividends declared on the Series F Shares are payable semi-annually on a cumulative basis on January 14 and July 14 of each year. No dividends may be paid on any shares ranking junior to the Series F Shares unless all dividends which shall have become payable on the Series F Shares have been paid or set aside for payment.

Holders of our Series G Shares are entitled to receive fixed cumulative preferred dividends at a rate of 10.85% per annum per share. The dividends declared on the Series G Shares are payable semi-annually on a cumulative basis on June 20 and December 20 of each year. No dividends may be paid on any shares ranking junior to the Series G Shares unless all dividends which shall have become payable on the Series G Shares have been paid or set aside for payment.

#### **D - Significant Changes**

Except as otherwise disclosed in this annual report (including under “Item 5. Operating and Financial Review and Prospects”), there has been no significant change in our financial position since December 31, 2014.

### **ITEM 9 — THE OFFER AND LISTING**

#### **A - Offer and Listing Details**

Not applicable.



**B - Plan of Distribution**

Not applicable.

**C - Markets**

**Outstanding Notes**

On October 11, 2012, we issued and sold CAN\$500.0 million aggregate principal amount of our 6<sup>5</sup>/<sub>8</sub>% Senior Notes due 2023 and US\$850.0 million aggregate principal amount of our 5<sup>3</sup>/<sub>4</sub>% Senior Notes due 2023 in private placements exempt from the registration requirement of the Securities Act and prospectus requirements of applicable Canadian securities laws. Our 5<sup>3</sup>/<sub>4</sub>% Senior Notes due 2023 and our 6<sup>5</sup>/<sub>8</sub>% Senior Notes due 2023 are unsecured and are due on January 15, 2023, with cash interest payable semi-annually in arrears on June 15 and December 15 of each year. In connection with the private placement of the 5<sup>3</sup>/<sub>4</sub>% Senior Notes due 2023, we filed a registration statement on Form F-4 with the SEC on April 10, 2013 and completed the registered exchange offer on May 21, 2013. As a result of this exchange offer, our 5<sup>3</sup>/<sub>4</sub>% Senior Notes due 2023 issued on October 11, 2012 have been registered under the Securities Act. Our 6<sup>5</sup>/<sub>8</sub>% Senior Notes due 2023 were not and will not be registered under the Securities Act or under the laws of any other jurisdiction.

On January 5, 2011, we issued and sold CAN\$325.0 million aggregate principal amount of our 7<sup>3</sup>/<sub>8</sub>% Senior Notes due 2021 in private placements exempt from the registration requirement of the Securities Act and prospectus requirements of applicable Canadian securities laws. Our 7<sup>3</sup>/<sub>8</sub>% Senior Notes due 2021 are unsecured and are due on January 15, 2021, with cash interest payable semi-annually in arrears on June 15 and December 15 of each year. Our 7<sup>3</sup>/<sub>8</sub>% Senior Notes due 2021 were not and will not be registered under the Securities Act or under the laws of any other jurisdiction.

There is currently no established trading market for our Senior Notes. There can be no assurance as to the liquidity of any market that may develop for our outstanding Senior Notes, the ability of the holders of any such Senior Notes to sell them or the prices at which any such sales may be made. We have not and do not presently intend to apply for a listing of our outstanding Senior Notes on any exchange or automated dealer quotation system. The record holder of our 5<sup>3</sup>/<sub>4</sub>% Senior Notes due 2023 is Cede & Co., a nominee of The Depository Trust Company, and the record holder of our 7<sup>3</sup>/<sub>8</sub>% Senior Notes due 2021 and our 6<sup>5</sup>/<sub>8</sub>% Senior Notes due 2023 is CDS Clearing and Depository Services Inc.

**D - Selling Shareholders**

Not applicable.

**E - Dilution**

Not applicable.

**F - Expenses of the Issuer**

Not applicable.

**ITEM 10 — ADDITIONAL INFORMATION**

**A - Share Capital**

In addition to our common shares, our authorized share capital is comprised of (i) Cumulative First Preferred Shares, Series A, or Series A Shares; (ii) Cumulative First Preferred Shares, Series B, or Series B Shares; (iii) Cumulative First Preferred Shares, Series C, or Series C Shares; (iv) Cumulative First Preferred Shares, Series D, or Series D Shares; (v) Preferred Shares, Series E, or Series E Shares; (vi) Cumulative First Preferred Shares, Series F, or Series F Shares; and (vii) Cumulative First Preferred Shares, Series G, or Series G Shares. As of December 31, 2014, there were no issued and outstanding preferred shares, other than the Series G Shares.



As of December 31, 2014, there were 430,000 of our Series G Shares issued and outstanding, all of which are held by 9101-0835 Québec Inc., one of our indirect wholly-owned subsidiaries. These Series G Shares have been issued in connection with transactions that consolidate tax losses within the Quebecor Media group. The Series G Shares are non-voting shares. Holders of Series G Shares are entitled to a cumulative annual dividend of 10.85% per annum per share. Holders may require us to redeem the Series G Shares at any time at a price of \$1,000 per share plus any accumulated and unpaid dividends. In addition, we may, at our option, redeem the Series G Shares at a price of \$1,000 per share plus any accumulated and unpaid dividends.

#### B - Memorandum and Articles of Association

On January 17, 2013, our Articles of Incorporation and the various Articles of Amendment were consolidated, as permitted by the *Business Corporations Act* (Quebec). These Articles of Consolidation are filed as an exhibit to this annual report. In this description, we refer to our Articles of Consolidation as the “**Articles**”. The following is a summary of certain provisions of our Articles and our by-laws.

We were incorporated, in Canada, under Part IA of the *Companies Act* (Quebec) as 9093-9687 Québec Inc. on August 8, 2000 under registration number 1149501992. Since its coming into force on February 14, 2011, we are governed by the *Business Corporations Act* (Quebec). On August 18, 2000, a Certificate of Amendment was filed to change our name to Media Acquisition Inc. Our name was further changed to Quebecor Media on September 26, 2000. Our Articles do not describe our object and purpose.

1. (a) Our by-laws provide that a director must disclose the nature and value of any interest he has in a contract or transaction to which our Corporation is a party. A director must also disclose a contract or transaction to which the Corporation and any of the following are a party:
  - a) an associate of the director;
  - b) a group of which the director is a director;
  - c) a group in which the director or an associate of the director has an interest.

No director may vote on a resolution to approve, amend or terminate the contract or transaction, or be present during deliberations concerning the approval, amendment or termination of such a contract or transaction unless the contract or transaction:

- a) relates primarily to the remuneration of the director or an associate of the director as a director of the Corporation or an affiliate of the Corporation;
  - b) relates primarily to the remuneration of the director or an associate of the director as an officer, employee or mandatary of the Corporation or an affiliate of the Corporation, if the Corporation is not a reporting issuer;
  - c) is for the indemnification of the directors in certain circumstances or liability insurance taken out by the Corporation;
  - d) is with an affiliate of the Corporation, and the sole interest of the director is as a director or officer of the affiliate.
- (b) Neither the Articles nor our by-laws contain provisions with respect to directors’ power, in the absence of an independent quorum, to determine their remuneration.
  - (c) Subject to any restriction which may from time to time be included in the Articles or our by-laws, or the terms, rights or restrictions of any of our shares or securities outstanding, our directors may authorize us to borrow money and obtain advances upon the credit of our Corporation, from any bank, corporation, firm, association or person, upon such terms and conditions, in all respects, as they think fit. The directors may authorize the issuance of bonds or other evidences of indebtedness of our Corporation, and may authorize the pledge or sale of the same upon such terms and conditions, in all respects, as they think fit.





The directors are also authorized to hypothecate the property, undertaking and assets, movable or immovable, of our Corporation to secure payment for any bonds or other evidences of indebtedness or otherwise give guarantees to secure the payment of loans.

Neither the Articles nor our by-laws contain any provision with respect to (i) the retirement or non-retirement of our directors under an age limit requirement or (ii) the number of shares, if any, required for the qualification of our directors.

2. The rights, preferences and restrictions attaching to our common shares, Cumulative First Preferred Shares (consisting of the Series A Shares, the Series B Shares, the Series C Shares, the Series D Shares, the Series F Shares and the Series G Shares) and our Preferred Shares, Series E are set forth below:

**Common Shares**

- (a) *Dividend rights*: Subject to the rights of the holders of our Preferred Shares, each common share shall be entitled to receive such dividends as our Board of Directors shall determine.
- (b) *Voting rights*: The holders of our common shares shall be entitled to receive notice of any meeting of our shareholders and to attend and vote on all matters to be voted on by our shareholders, except at meetings at which only the holders of another specified series or class of shares are entitled to vote. At each such meeting, each common share shall entitle the holder thereof to one vote.
- (c) *Rights to share in our profits*: Other than as provided in paragraph (a) above (the holders of our common shares are entitled to receive dividends as determined by our Board of Directors) and paragraph (d) below (the holders of our common shares are entitled to participation in our remaining property and assets available for distribution in the event of our liquidation, dissolution or reorganization), none.
- (d) *Rights upon liquidation*: In the event of our liquidation, dissolution or reorganization or any other distribution of our assets among our shareholders for the purpose of winding up our affairs, whether voluntarily or involuntarily, the holders of our common shares shall be entitled, subject to the rights of the holders of Preferred Shares, to participate equally, share for share, in our remaining property and assets available for distribution to our shareholders, without preference or distinction.
- (e) *Redemption provisions*: None
- (f) *Sinking fund provisions*: None
- (g) *Liability to capital calls by Quebecor Media*: Our by-laws and the *Business Corporations Act* (Quebec) provide that our directors may, from time to time, accept subscriptions, allot, issue, grant options in respect of or otherwise dispose of the whole or any part of the unissued shares of our share capital on such terms and conditions, for such consideration not contrary to law or to the *Business Corporations Act* (Quebec) and as determined by the Board of Directors. Our directors may, from time to time, make calls upon the shareholders in respect of any moneys unpaid upon their shares.
- (h) *Provisions discriminating against existing or prospective holders of common shares as a result of such holder owning a substantial number of shares*: None

For a description of the Corporation's Shareholders Agreement among the holders of our common stock, see "Item 7. Major Shareholders and Related Party Transactions — Major Shareholders" in this annual report.

**Cumulative First Preferred Shares**

Our Board of Directors may issue Cumulative First Preferred Shares at any time and from time to time in one or more series. Unless the Articles otherwise provide, the Cumulative First Preferred Shares of each series shall rank on parity with the Cumulative First Preferred Shares of every other series with respect to priority in the payment of dividends, return of capital and in the distribution of our assets in the event of our liquidation or dissolution. Unless the Articles otherwise provide, the Cumulative First Preferred Shares shall be entitled to priority over our common shares and any other class of our shares, with respect to priority in the payment of dividends, return of capital and in the distribution of our assets in the event of liquidation or dissolution.



As long as there are Cumulative First Preferred Shares outstanding, we shall not, unless consented to by the holders of the Cumulative First Preferred Shares and upon compliance with the provisions of the *Business Corporations Act* (Quebec), (a) create any other class of shares ranking *pari passu* or in priority to any outstanding series of the Cumulative First Preferred Shares, (b) voluntarily liquidate or dissolve our Corporation or execute any decrease of capital involving the distribution of assets on any other shares of our capital stock or (c) repeal, amend or otherwise alter any provisions of the Articles relating to any series of the Cumulative First Preferred Shares.

***Cumulative First Preferred Shares, Series A (Series A Shares)***

- (a) *Dividend rights*: The holders of record of the Series A Shares shall be entitled to receive in each fiscal year fixed cumulative preferred dividends at the rate of 12.5% per share per annum. No dividends may be paid on any shares ranking junior to the Series A Shares unless all dividends which shall have become payable on the Series A Shares have been paid or set aside for payment.
- (b) *Voting rights*: Holders of Series A Shares shall not, as such, be entitled to receive notice of, or attend or vote at, any meeting of our shareholders unless we shall have failed to pay certain semi-annual dividends on the Series A Shares. In that event and only for so long as the dividend remains in arrears, the holders of Series A Shares shall be entitled to receive notice of, and to attend and vote at, all shareholders' meetings, except meetings at which only holders of another specified series or class of shares are entitled to vote. At each such meeting, each Series A Share shall entitle the holder thereof to one vote.
- (c) *Rights to share in our profits*: Except as provided in paragraph (a) above (the holders of Series A Shares are entitled to receive a 12.5% cumulative preferential dividend) and paragraph (d) below (the holders of Series A Shares are entitled to receive, in preference to the holders of common shares, an amount equal to \$1,000 per Series A Share and any accumulated and unpaid dividends with respect thereto in the event of our liquidation, dissolution or reorganization), none.
- (d) *Rights upon liquidation*: In the event of our liquidation, dissolution or reorganization or any other distribution of our assets among our shareholders for the purpose of winding-up our affairs, whether voluntarily or involuntarily, the holders of Series A Shares shall be entitled to receive, in preference to the holders of common shares, an amount equal to \$1,000 per Series A Share and any accumulated and unpaid dividends with respect thereto.
- (e) *Redemption provisions*: Holders of Series A Shares may require us to redeem the Series A preferred shares at any time at a price of \$1,000 per share plus any accumulated and unpaid dividends with respect thereto. In addition, we may, at our option, redeem the Series A Shares at a price of \$1,000 per share plus any accumulated and unpaid dividends with respect thereto.
- (f) *Sinking fund provisions*: None.
- (g) *Liability to capital calls by us*: Our by-laws and the *Business Corporations Act* (Quebec) provide that our directors may, from time to time, accept subscriptions, allot, issue, grant options in respect of or otherwise dispose of the whole or any part of the unissued shares of our share capital on such terms and conditions, for such consideration not contrary to law or to the *Business Corporations Act* (Quebec) and as determined by the Board of Directors. The directors may, from time to time, make calls upon the shareholders in respect of any moneys unpaid upon their shares.
- (h) *Provisions discriminating against existing or prospective holders of Series A Shares as a result of such holders owning a substantial number of shares*: None.



**Cumulative First Preferred Shares, Series B (Series B Shares)**

- (a) *Dividend rights:* The holders of record of the Series B Shares shall be entitled to receive a single cumulative dividend, payable in cash, in an amount to be determined by our Board of Directors in accordance with the Articles, which dividend, once determined by our Board of Directors, shall be paid on the date of conversion of the Series B Shares into our common shares. No dividends may be paid on any shares ranking junior to the Series B Shares unless all dividends which shall have become payable on the Series B Shares have been paid or set aside for payment.
- (b) *Voting rights:* Holders of Series B Shares, as such, shall not be entitled to receive notice of, and to attend or vote at, any meeting of our shareholders, unless we shall have failed to pay the dividend due to such holders. In that event and only for so long as the said dividend remains in arrears, the holders of Series B Shares shall be entitled to receive notice of, and to attend and vote at, all shareholders' meetings, except meetings at which only holders of another specified series or class of shares are entitled to vote. At each such meeting, each Series B Share shall entitle the holder thereof to one vote.
- (c) *Rights to share in our profits:* Except as provided in paragraph (a) above (the holders of Series B Shares are entitled to receive the dividend referred to in paragraph (a) above) and paragraph (d) below (the holders of the Series B Shares are entitled to receive, in preference to the holders of common shares, an amount equal to \$1.00 per Series B Share and the dividend referred to in paragraph (a) above in the event of liquidation, dissolution or reorganization), none.
- (d) *Rights upon liquidation:* In the event of our liquidation, dissolution or reorganization or any other distribution of our assets among our shareholders for the purpose of winding-up our affairs, whether voluntarily or involuntarily, the holders of Series B Shares shall be entitled to receive, in preference to the holders of common shares, an amount equal to \$1.00 per Series B Share held and the dividend referred to in paragraph (a) above.
- (e) *Redemption provisions:* Holders of Series B Shares may require us to redeem the Series B Shares at any time at a price of \$1.00 per share plus the dividend referred to in paragraph (a) above. In addition, we may, at our option, redeem the Series B Shares at a price of \$1.00 per share plus the dividend referred to in paragraph (a) above.
- (f) *Sinking fund provisions:* None.
- (g) *Liability to capital calls by us:* Our by-laws and the *Business Corporations Act* (Quebec) provide that our directors may, from time to time, accept subscriptions, allot, issue, grant options in respect of or otherwise dispose of the whole or any part of the unissued shares of our share capital on such terms and conditions, for such consideration not contrary to law or to the *Business Corporations Act* (Quebec) and as determined by the Board of Directors. The directors may, from time to time, make calls upon the shareholders in respect of any moneys unpaid upon their shares.
- (h) *Provisions discriminating against existing or prospective holders of Series B Shares as a result of such holders owning a substantial number of shares:* None.

**Cumulative First Preferred Shares, Series C (Series C Shares)**

- (a) *Dividend rights:* The holders of record of the Series C Shares shall be entitled to receive in each fiscal year fixed cumulative preferred dividends at the rate of 11.25% per share per annum. No dividends may be paid on any shares ranking junior to the Series C Shares unless all dividends which shall have become payable on the Series C Shares have been paid or set aside for payment.
- (b) *Voting rights:* Holders of Series C Shares shall not, as such, be entitled to receive notice of, or attend or vote at, any meeting of our shareholders unless we shall have failed to pay certain dividends on the Series C Shares. In that event and only for so long as the dividend remains in arrears, the holders of Series C Shares shall be entitled to receive notice of, and to attend and vote at, all shareholders' meetings, except meetings at which only holders of another specified series or class of shares are entitled to vote. At each such meeting, each Series C Share shall entitle the holder thereof to one vote.



- (c) *Rights to share in our profits:* Except as provided in paragraph (a) above (the holders of Series C Shares are entitled to receive a 11.25% cumulative preferential dividend) and paragraph (d) below (the holders of Series C Shares are entitled to receive, in preference to the holders of common shares, an amount equal to \$1,000 per Series C Share and any accumulated and unpaid dividends with respect thereto in the event of our liquidation, dissolution or reorganization), none.
- (d) *Rights upon liquidation:* In the event of our liquidation, dissolution or reorganization or any other distribution of our assets among our shareholders for the purpose of winding-up our affairs, whether voluntarily or involuntarily, the holders of Series C Shares shall be entitled to receive, in preference to the holders of common shares, an amount equal to \$1,000 per Series C Share and any accumulated and unpaid dividends with respect thereto.
- (e) *Redemption provisions:* Holders of Series C Shares may require us to redeem the Series C preferred shares at any time at a price of \$1,000 per share plus any accumulated and unpaid dividends with respect thereto. In addition, we may, at its option, redeem the Series C Shares at a price of \$1,000 per share plus any accumulated and unpaid dividends with respect thereto.
- (f) *Sinking fund provisions:* None.
- (g) *Liability to capital calls by us:* Our by-laws and the *Business Corporations Act* (Quebec) provide that our directors may, from time to time, accept subscriptions, allot, issue, grant options in respect of or otherwise dispose of the whole or any part of the unissued shares of our share capital on such terms and conditions, for such consideration not contrary to law or to the *Business Corporations Act* (Quebec) and as determined by the Board of Directors. The directors may, from time to time, make calls upon the shareholders in respect of any moneys unpaid upon their shares.
- (h) *Provisions discriminating against existing or prospective holders of Series C Shares as a result of such holders owning a substantial number of shares:* None.

**Cumulative First Preferred Shares, Series D (Series D Shares)**

- (a) *Dividend rights:* The holders of record of the Series D Shares shall be entitled to receive in each fiscal year fixed cumulative preferred dividends at the rate of 11.0% per share per annum. No dividends may be paid on any shares ranking junior to the Series D Shares unless all dividends which shall have become payable on the Series D Shares have been paid or set aside for payment.
- (b) *Voting rights:* Holders of Series D Shares shall not, as such, be entitled to receive notice of, or attend or vote at, any meeting of our shareholders unless we shall have failed to pay certain dividends on the Series D Shares. In that event and only for so long as the dividend remains in arrears, the holders of Series D Shares shall be entitled to receive notice of, and to attend and vote at, all shareholders' meetings, except meetings at which only holders of another specified series or class of shares are entitled to vote. At each such meeting, each Series D Share shall entitle the holder thereof to one vote.
- (c) *Rights to share in our profits:* Except as provided in paragraph (a) above (the holders of Series D Shares are entitled to receive a 11.0% cumulative preferential dividend) and paragraph (d) below (the holders of Series D Shares are entitled to receive, in preference to the holders of common shares, an amount equal to \$1,000 per Series D Share and any accumulated and unpaid dividends with respect thereto in the event of our liquidation, dissolution or reorganization), none.
- (d) *Rights upon liquidation:* In the event of our liquidation, dissolution or reorganization or any other distribution of our assets among our shareholders for the purpose of winding-up our affairs, whether voluntarily or involuntarily, the holders of Series D Shares shall be entitled to receive, in preference to the holders of common shares, an amount equal to \$1,000 per Series D Share and any accumulated and unpaid dividends with respect thereto.



- (e) *Redemption provisions:* Holders of Series D Shares may require us to redeem the Series D preferred shares at any time at a price of \$1,000 per share plus any accumulated and unpaid dividends with respect thereto. In addition, we may, at its option, redeem the Series D Shares at a price of \$1,000 per share plus any accumulated and unpaid dividends with respect thereto.
- (f) *Sinking fund provisions:* None.
- (g) *Liability to capital calls by us:* Our by-laws and the *Business Corporations Act* (Quebec) provide that our directors may, from time to time, accept subscriptions, allot, issue, grant options in respect of or otherwise dispose of the whole or any part of the unissued shares of our share capital on such terms and conditions, for such consideration not contrary to law or to the *Business Corporations Act* (Quebec) and as determined by the Board of Directors. The directors may, from time to time, make calls upon the shareholders in respect of any moneys unpaid upon their shares.
- (h) *Provisions discriminating against existing or prospective holders of Series D Shares as a result of such holders owning a substantial number of shares:* None.

**Cumulative First Preferred Shares, Series F (Series F Shares)**

- (a) *Dividend rights:* The holders of record of the Series F Shares shall be entitled to receive in each fiscal year fixed cumulative semi-annual dividends at the rate of 10.85% per share per annum. No dividends may be paid on any shares ranking junior to the Series F Shares unless all dividends which shall have become payable on the Series F Shares have been paid or set aside for payment.
- (b) *Voting rights:* Holders of Series F Shares shall not, as such, be entitled to receive notice of, or attend or vote at, any meeting of our shareholders unless we shall have failed to pay eight semi-annual dividends on the Series F Shares. In that event and only for so long as the dividend remains in arrears, the holders of Series F Shares shall be entitled to receive notice of, and to attend and vote at, all shareholders' meetings, except meetings at which only holders of another specified series or class of shares are entitled to vote. At each such meeting, each Series F Share shall entitle the holder thereof to one vote.
- (c) *Rights to share in our profits:* Except as provided in paragraph (a) above (holders of Series F Shares are entitled to receive a 10.85% cumulative preferential semi-annual dividend) and paragraph (d) below (the holders of Series F Shares are entitled to receive, in preference to the holders of common shares, an amount equal to \$1,000 per Series F Share and any accumulated and unpaid dividends with respect thereto in the event of our liquidation, dissolution or reorganization), none.
- (d) *Rights upon liquidation:* In the event of our liquidation, dissolution or reorganization or any other distribution of our assets among our shareholders for the purpose of winding-up our affairs, whether voluntarily or involuntarily, the holders of Series F Shares shall be entitled to receive, in preference to the holders of common shares, an amount equal to \$1,000 per Series F Share and any accumulated and unpaid dividends with respect thereto.
- (e) *Redemption provisions:* Holders of Series F Shares may require us to redeem the Series F preferred shares at any time at a price of \$1,000 per share plus any accumulated and unpaid dividends with respect thereto. In addition, we may, at our option, redeem the Series F Shares at a price of \$1,000 per share plus any accumulated and unpaid dividends with respect thereto.
- (f) *Sinking fund provisions:* None.
- (g) *Liability to capital calls by Quebecor Media:* Our by-laws and the *Business Corporations Act* (Quebec) provide that our directors may, from time to time, accept subscriptions, allot, issue, grant options in respect of or otherwise dispose of the whole or any part of the unissued shares of our share capital on such



terms and conditions, for such consideration not contrary to law or to the *Business Corporations Act* (Quebec) and as determined by the Board of Directors. The directors may, from time to time, make calls upon the shareholders in respect of any moneys unpaid upon their shares.

- (h) *Provisions discriminating against existing or prospective holders of Series F Shares as a result of such holders owning a substantial number of shares:* None.

**Cumulative First Preferred Shares, Series G (Series G Shares)**

- (a) *Dividend rights:* The holders of record of the Series G Shares shall be entitled to receive in each fiscal year fixed cumulative semi-annual dividends at the rate of 10.85% per share per annum. No dividends may be paid on any shares ranking junior to the Series G Shares unless all dividends which shall have become payable on the Series G Shares have been paid or set aside for payment.
- (b) *Voting rights:* Holders of Series G Shares shall not, as such, be entitled to receive notice of, or attend or vote at, any meeting of our shareholders unless we shall have failed to pay eight semi-annual dividends on the Series G Shares. In that event and only for so long as the dividend remains in arrears, the holders of Series G Shares shall be entitled to receive notice of, and to attend and vote at, all shareholders' meetings, except meetings at which only holders of another specified series or class of shares are entitled to vote. At each such meeting, each Series G Share shall entitle the holder thereof to one vote.
- (c) *Rights to share in our profits:* Except as provided in paragraph (a) above (holders of Series G Shares are entitled to receive a 10.85% cumulative preferential semi-annual dividend) and paragraph (d) below (the holders of Series G Shares are entitled to receive, in preference to the holders of common shares, an amount equal to \$1,000 per Series G Share and any accumulated and unpaid dividends with respect thereto in the event of our liquidation, dissolution or reorganization), none.
- (d) *Rights upon liquidation:* In the event of our liquidation, dissolution or reorganization or any other distribution of our assets among our shareholders for the purpose of winding-up our affairs, whether voluntarily or involuntarily, the holders of Series G Shares shall be entitled to receive, in preference to the holders of common shares, an amount equal to \$1,000 per Series G Share and any accumulated and unpaid dividends with respect thereto.
- (e) *Redemption provisions:* Holders of Series G Shares may require us to redeem the Series G preferred shares at any time at a price of \$1,000 per share plus any accumulated and unpaid dividends with respect thereto. In addition, we may, at our option, redeem the Series G Shares at a price of \$1,000 per share plus any accumulated and unpaid dividends with respect thereto.
- (f) *Sinking fund provisions:* None.
- (g) *Liability to capital calls by Quebecor Media:* Our by-laws and the *Business Corporations Act* (Quebec) provide that our directors may, from time to time, accept subscriptions, allot, issue, grant options in respect of or otherwise dispose of the whole or any part of the unissued shares of our share capital on such terms and conditions, for such consideration not contrary to law or to the *Business Corporations Act* (Quebec) and as determined by the Board of Directors. The directors may, from time to time, make calls upon the shareholders in respect of any moneys unpaid upon their shares.
- (h) *Provisions discriminating against existing or prospective holders of Series G Shares as a result of such holders owning a substantial number of shares:* None.

**Preferred Shares**

**Preferred Shares, Series E (Series E Shares)**

- (a) *Dividend rights:* The holders of record of the Series E Shares shall be entitled to receive a maximum non-cumulative preferential monthly dividend at the rate of 1.25% per share per month, which dividend shall be calculated based on the redemption price (the amount equal to the aggregate consideration for such share). The Series E Shares rank senior to the common shares but junior to the Series A Shares, Series B Shares, Series C Shares and Series D Shares.



- (b) *Voting rights:* Holders of Series E Shares shall not, as such, be entitled to receive notice of, or attend or vote at, any meeting of our shareholders.
- (c) *Rights to share in our profits:* Except as provided in paragraph (a) above (the holders of Series E Shares are entitled to receive a 1.25% maximum non-cumulative preferential monthly dividend) and paragraph (d) below (the holders of Series E Shares are entitled to receive, in preference to the holders of common shares, but subsequent to the holders of Series A Shares, Series B Shares, Series C Shares and Series D Shares, an amount equal to the redemption price of the Series E Shares and the amount of any declared but unpaid dividends on the Series E Shares referred to in paragraph (a) above), none.
- (d) *Rights upon liquidation:* In the event of our liquidation, dissolution or reorganization or any other distribution of our assets among our shareholders for the purpose of winding-up our affairs, whether voluntarily or involuntarily, the holders of Series E Shares shall be entitled to receive, in preference to the holders of common shares, but subsequent to the holders of Series A Shares, Series B Shares, Series C Shares and Series D Shares, an amount equal to the redemption price of the Series E Shares held and the amount of any declared but unpaid dividends on the Series E Shares referred to in paragraph (a) above.
- (e) *Redemption provisions:* Holders of Series E Shares may require us to redeem the Series E preferred shares at any time at a price equal to the redemption price plus an amount equal to any dividends declared thereon but unpaid up to the date of redemption. The redemption price shall be equal to the aggregate consideration received for such share.
- (f) *Sinking fund provisions:* None.
- (g) *Liability to capital calls by Quebecor Media:* Our by-laws and the *Business Corporations Act* (Quebec) provide that our directors may, from time to time, accept subscriptions, allot, issue, grant options in respect of or otherwise dispose of the whole or any part of the unissued shares of our share capital on such terms and conditions, for such consideration not contrary to law or to the *Business Corporations Act* (Quebec) and as determined by the Board of Directors. The directors may, from time to time, make calls upon the shareholders in respect of any moneys unpaid upon their shares.
- (h) *Provisions discriminating against existing or prospective holders of Series E Shares:* None.
3. **Actions necessary to change the rights of shareholders:** For a description of the action necessary to change the rights of holders of our Cumulative First Preferred Shares, see "Cumulative First Preferred Shares" in section 2 above. As regards our Preferred Shares, Series E, we will not, unless consented to by the holders of the Series E Shares and upon compliance with the provisions of the *Business Corporations Act* (Quebec), repeal, amend or otherwise alter any provisions of the Articles relating to the Series E Shares. Under the general provisions of the *Business Corporations Act* (Quebec), (i) our Articles may be amended by the affirmative vote of the holders of two-thirds ( $\frac{2}{3}$ ) of the votes cast by the shareholders at a special meeting, and (ii) our by-laws may be amended by our Board of Directors and ratified by a majority of the votes cast by the shareholders at the next shareholders meeting. Unless they are rejected by the shareholders at the close of the meeting or not submitted to the shareholders, the amended by-laws are effective as of the date of the resolution of the Board of Directors approving them. However, by-laws amendments relating to procedural matters with respect to shareholders meetings take effect only once they have received shareholders approval.
4. **Shareholder Meetings:** Our by-laws and the *Business Corporations Act* (Québec) provide that the annual meeting of our shareholders shall be held within fifteen (15) months after the last preceding annual meeting. All shareholders meetings shall be held within the province of Québec at the place and time determined by our Board of Directors and may be called by order of our Board of Directors.



Our by-laws provide that notice specifying the place, date, time and purpose of any meeting of our shareholders shall be sent to all the shareholders entitled to vote and to each director at least 21 days but not more than 60 days before the meeting by any means providing proof of the date of sending at the addresses indicated in our records.

Our chairman of the board or, in his absence, our vice-chair of the board, if any, or in his absence, our president and chief executive officer or any other person that may be named by the board shall preside at all meetings of our shareholders. If the person who is to chair the meeting is not present at the meeting within 15 minutes after the time appointed for the meeting, the shareholders present choose one of their own to chair of the board the meeting.

Our by-laws provide that a quorum of shareholders is present at a shareholders meeting if, at the opening of the meeting, one or several holders of 50% or more of the shares that carry the right to vote at the meeting are present in person or represented by proxy.

5. **Limitations on right to own securities:** There are regulations related to the ownership and control of Canadian broadcast undertakings as described under “Item 4 — Information on the Corporation — Regulation”. There is no limitation imposed by Canadian law or by the Articles or our other constituent documents on the right of non-residents or foreign owners to hold or vote shares, other than as provided in the *Investment Canada Act* (Canada) and the Radiocommunication Act. The *Investment Canada Act* (Canada) requires “non-Canadian” (as defined in the *Investment Canada Act* (Canada)) individuals, governments, corporations and other entities who wish to acquire control of a “Canadian business” (as defined in the *Investment Canada Act* (Canada)) to file either an application for review (when certain asset value thresholds are met) or a post closing notification with the Director of Investments appointed under the *Investment Canada Act* (Canada), unless a specific exemption applies. The *Investment Canada Act* (Canada) requires that, when an acquisition of control of a Canadian business by a “non-Canadian” is subject to review, it must be approved by the Minister responsible for the *Investment Canada Act* (Canada) on the basis that the Minister is satisfied that the acquisition is “likely to be of net benefit to Canada”, having regard to criteria set forth in the *Investment Canada Act* (Canada). Radio licenses may be issued under the Radiocommunication Act to radiocommunication service providers (“**Service Providers**”) that meet the eligibility criteria of *Canadian ownership and control set forth in the Canadian Telecommunications Common Carrier Ownership and Control Regulations* (the “**CTCCOCR**”). Under the CTCCOCR, the holding corporation of a Service Provider may refuse to accept any subscription for or register the transfer of any of its voting shares unless it receives a declaration that such subscription or transfer would not result in the percentage of the total voting shares of the holding corporation of the Service Provider that are beneficially owned and controlled by non-Canadians exceeding 33 1/3 %.
6. **Provisions that could have the effect of delaying, deferring or preventing a change of control:** The Articles provide that none of our shares may be transferred without the consent of the directors expressed in a resolution duly adopted by them.  

A register of transfers containing the date and particulars of all transfers of shares of our share capital shall be kept either at our head office or at any other place designated by the Board of Directors.
7. Not applicable.
8. Not applicable.
9. Not applicable.

#### C- Material Contracts

The following is a summary of each material contract, other than contracts entered into in the ordinary course of business, to which we or any of our subsidiaries is a party, for the two years preceding publication of this annual report.

- (a) **Indenture relating to CAN\$500,000,000 of our 6 5/8% Senior Notes due January 15, 2023, dated as of October 11, 2012, by and between Quebecor Media, and Computershare Trust Company of Canada, as trustee.**





On October 11, 2012, we issued CAN\$500,000,000 aggregate principal amount of our 6<sup>5</sup>/<sub>8</sub>% Senior Notes due January 15, 2023 pursuant to an Indenture, dated as of October 11, 2012, by and between Quebecor Media and Computershare Trust Company of Canada, as trustee. These senior notes are unsecured and mature on January 15, 2023. Interest on these senior notes is payable in cash semi-annually in arrears on June 15 and December 15 of each year. These senior notes are not guaranteed by our subsidiaries. These senior notes are redeemable, at our option, under certain circumstances and at the “make-whole” redemption price set forth in the indenture. This indenture contains customary restrictive covenants with respect to Quebecor Media and certain of its subsidiaries and customary events of default. If an event of default occurs and is continuing, other than our bankruptcy or insolvency, the trustee or the holders of at least 25% in principal amount at maturity of the then-outstanding senior notes may declare all the senior notes to be due and payable immediately. The senior notes issued pursuant to this indenture were not and will not be registered under the Securities Act or under the laws of any other jurisdiction.

(b) **Indenture relating to US\$850,000,000 of our 5<sup>3</sup>/<sub>4</sub>% Senior Notes due January 15, 2023 dated as of October 11, 2012, by and between Quebecor Media, and U.S. Bank National Association, as trustee.**

On October 11, 2012, we issued US\$850,000,000 aggregate principal amount of our 5<sup>3</sup>/<sub>4</sub>% Senior Notes due January 15, 2023 pursuant to an Indenture dated as of October 11, 2012, by and between Quebecor Media and U.S. Bank National Association, as trustee. These senior notes are unsecured and mature on January 15, 2023. Interest on these senior notes is payable in cash semi-annually in arrears on June 15 and December 15 of each year. These senior notes are not guaranteed by our subsidiaries. These senior notes are redeemable, at our option, under certain circumstances and at the “make-whole” redemption price set forth in the indenture. The indenture contains customary restrictive covenants with respect to Quebecor Media and certain of its subsidiaries and customary events of default. If an event of default occurs and is continuing, other than our bankruptcy or insolvency, the trustee or the holders of at least 25% in principal amount at maturity of the then-outstanding senior notes may declare all the senior notes to be due and payable immediately.

(c) **Indenture relating to CAN\$325,000,000 of our 7<sup>3</sup>/<sub>8</sub>% Senior Notes due January 15, 2021, dated as of January 5, 2011, by and between Quebecor Media, and Computershare Trust Company of Canada, as trustee.**

On January 5, 2011, we issued CAN\$325,000,000 aggregate principal amount of our 7<sup>3</sup>/<sub>8</sub>% Senior Notes due January 15, 2021 pursuant to an Indenture, dated as of January 5, 2011, by and between Quebecor Media and Computershare Trust Company of Canada, as trustee. These senior notes are unsecured and mature on January 15, 2021. Interest on these senior notes is payable in cash semi-annually in arrears on June 15 and December 15 of each year. These senior notes are not guaranteed by our subsidiaries. These senior notes are redeemable, at our option, under certain circumstances and at the redemption prices set forth in this indenture. This indenture contains customary restrictive covenants with respect to Quebecor Media and certain of its subsidiaries and customary events of default. If an event of default occurs and is continuing, other than our bankruptcy or insolvency, the trustee or the holders of at least 25% in principal amount at maturity of the then-outstanding senior notes may declare all the senior notes to be due and payable immediately. The senior notes issued pursuant to this indenture were not and will not be registered under the Securities Act or under the laws of any other jurisdiction.

(d) **Indenture relating to US\$700,000,000 of our 7<sup>3</sup>/<sub>4</sub>% Senior Notes due March 15, 2016, dated as of October 5, 2007, by and between Quebecor Media, and U.S. Bank National Association, as trustee.**

On October 5, 2007, we issued US\$700,000,000 aggregate principal amount of our 7<sup>3</sup>/<sub>4</sub>% Senior Notes due March 15, 2016 pursuant to an Indenture, dated as of October 5, 2007, by and between Quebecor Media and U.S. Bank National Association, as trustee. These senior notes were unsecured, bearing a maturity date of March 15, 2016. Interest on these senior notes was payable in cash semi-annually in arrears on June 15 and December 15 of each year. These senior notes were not guaranteed by our subsidiaries. These senior notes were redeemable, at our option, under certain circumstances and at the redemption prices set forth in this indenture. The indenture contained customary restrictive covenants with respect to Quebecor Media and certain of its subsidiaries and customary events of default. If an event of default occurred and was continuing,



other than our bankruptcy or insolvency, the trustee or the holders of at least 25% in principal amount at maturity of the then-outstanding senior notes could declare all the senior notes to be due and payable immediately. These senior notes were issued under a different indenture from, and did not form a single series and were not fungible with, our 7<sup>3/4</sup>% Senior Notes due 2016 which we issued in 2006, as described in paragraph (e) below. On November 2, 2012, Quebecor Media redeemed and retired US\$320,000,000 aggregate principal amount of its outstanding 7<sup>3/4</sup>% Senior Notes due 2016. On April 25, 2014, Quebecor Media redeemed and retired the entire remaining principal amount outstanding of its 7<sup>3/4</sup>% Senior Notes issued on October 5, 2007.

(e) **Indenture relating to US\$525,000,000 of our 7<sup>3/4</sup>% Senior Notes due March 15, 2016, dated as of January 17, 2006, by and between Quebecor Media, and U.S. Bank National Association, as trustee.**

On January 17, 2006, we issued US\$525,000,000 aggregate principal amount of our 7<sup>3/4</sup>% Senior Notes due March 15, 2016 pursuant to an Indenture, dated as of January 17, 2006, by and between Quebecor Media and U.S. Bank National Association, as trustee. These senior notes were unsecured, bearing a maturity date of March 15, 2016. Interest on these senior notes was payable in cash semi-annually in arrears on June 15 and December 15 of each year. These senior notes were not guaranteed by our subsidiaries. These senior notes were redeemable, at our option, under certain circumstances and at the redemption prices set forth in this indenture. The indenture contained customary restrictive covenants with respect to Quebecor Media and certain of its subsidiaries and customary events of default. If an event of default occurred and was continuing, other than our bankruptcy or insolvency, the trustee or the holders of at least 25% in principal amount at maturity of the then-outstanding senior notes could declare all the senior notes to be due and payable immediately. These senior notes were issued under a different indenture from, and did not form a single series and were not fungible with, our 7<sup>3/4</sup>% Senior Notes due 2016 which we issued in 2007, as described in the previous paragraph. On August 30, 2013, Quebecor Media redeemed and retired the entire remaining principal amount outstanding of its 7<sup>3/4</sup>% Senior Notes issued on January 17, 2006.

(f) **Amended and Restated Credit Agreement, dated as of June 14, 2013, as amended, by and among Quebecor Media, as borrower, the financial institutions party thereto from time to time, as lenders, and Bank of America, N.A., as administrative agent.**

Our senior secured credit facilities are comprised of a \$300,000,000 revolving credit facility ("Revolving Facility") that matures on January 15, 2017 and a US\$350,000,000 term credit facility ("Facility B") that matures on August 17, 2020. Our senior secured credit facilities also provide us with the ability to borrow up to an additional amount of \$800,000,000 (minus the equivalent amount in Canadian dollars of Facility B as of August 1, 2013) under an uncommitted incremental facility (or increase to the Revolving Facility or Facility B), subject to absence of default and lenders being willing to fund the incremental amount. We may draw letters of credit under our Revolving Facility. The proceeds of our senior secured credit facilities may be used for our general corporate purposes.

Borrowings under the Revolving Facility bear interest at the Canadian prime rate, the U.S. prime rate, the bankers' acceptance rate or U.S. LIBOR, plus, in each case, an applicable margin. With regard to Canadian prime rate advances and U.S. prime rate advances under the Revolving Facility, the applicable margin is determined by our Leverage Ratio (as defined in our senior secured credit facilities) and ranges from 1.125% when this ratio is less than or equal to 2.75x to 2.00% when this ratio is greater than 4.5x. With regard to bankers' acceptances and letters of credit under the Revolving Facility, the applicable margin ranges from 2.125% when our Leverage Ratio is less than or equal to 2.75x to 3.00% when this ratio is greater than 4.5x. With regard to U.S. LIBOR advances under the Revolving Facility, the applicable margin ranges from 2.125% when our Leverage Ratio is less than or equal to 2.75x to 3.00% when this ratio is greater than 4.5x. Specified commitment fees or drawing fees may also be payable. Borrowings under Facility B bear interest at the U.S. prime rate or U.S. LIBOR, plus, in each case, an applicable margin. With regard to U.S. prime rate advances under Facility B, the applicable margin is 1.5% and with regard to U.S. LIBOR advances under Facility B, the applicable margin is 2.5%. Borrowings under the Revolving Facility are repayable in full on January 15, 2017 and those under Facility B are repayable in full on August 17, 2020.



Borrowings under our senior secured credit facilities and under eligible derivative instruments are secured by a first-ranking hypothec and security agreement (subject to certain permitted encumbrances) on all of our movable property and first-ranking pledges of all of the shares (subject to certain permitted encumbrances) of Videotron.

Our senior secured credit facilities contain customary covenants that restrict and limit our ability to, among other things, enter into merger or amalgamation transactions, grant encumbrances, sell assets, pay dividends or make other distributions, incur indebtedness and enter into related party transactions. In addition, our senior secured credit facilities contain customary financial covenants solely for the benefit of lenders under the Revolving Facility. Our senior secured credit facilities contain customary events of default including the non-payment of principal or interest, the breach of any financial covenant, the failure to perform or observe any other covenant, certain bankruptcy events relating to Quebecor Media and its material subsidiaries (including Videotron), and the occurrence of a change of control.

(g) **Indenture relating to US\$175,000,000 of Videotron's 6 3/8% Senior Notes due December 15, 2015, dated as of September 16, 2005, by and among Videotron, the guarantors party thereto, and Wells Fargo Bank, National Association, as trustee.**

On September 16, 2005, Videotron issued US\$175,000,000 aggregate principal amount of its 6 3/8% Senior Notes due December 15, 2015, pursuant to an Indenture, dated as of September 16, 2005, by and among Videotron, the guarantors party thereto, and Wells Fargo Bank, National Association, as trustee. These senior notes are unsecured and mature on December 15, 2015. Interest on these senior notes is payable in cash semi-annually in arrears on June 15 and December 15 of each year. These senior notes are guaranteed on a senior unsecured basis by most, but not all, of Videotron's subsidiaries. These senior notes are redeemable, at Videotron's option, under certain circumstances and at the redemption prices set forth in the indenture. The indenture contains customary restrictive covenants with respect to Videotron and certain of its subsidiaries, and customary events of default. If an event of default occurs and is continuing, other than Videotron's bankruptcy or insolvency, the trustee or the holders of at least 25% in principal amount at maturity of the then-outstanding senior notes may declare all the senior notes to be due and payable immediately. On March 11, 2015, Videotron announced that it had issued a notice of redemption for all of its outstanding 6 3/8% Senior Notes due December 15, 2015. The redemption is anticipated to be completed on April 10, 2015.

(h) **Indenture relating to US\$715,000,000 of Videotron's 9 1/8% Senior Notes due April 15, 2018, dated as of April 15, 2008, as supplemented, by and among Videotron, the guarantors party thereto, and Wells Fargo Bank, National Association, as trustee.**

On April 15, 2008, Videotron issued US\$455,000,000 aggregate principal amount of its 9 1/8% Senior Notes due April 15, 2018, pursuant to an Indenture, dated as of April 15, 2008, by and among Videotron, the guarantors party thereto, and Wells Fargo Bank, National Association, as trustee. On March 5, 2009, Videotron issued an additional US\$260,000,000 aggregate principal amount of these 9 1/8% Senior Notes due 2018. These senior notes, which form a single series and class, are unsecured and mature on April 15, 2018. Interest on these senior notes is payable in cash semi-annually in arrears on June 15 and December 15 of each year. These senior notes are guaranteed on a senior unsecured basis by most, but not all, of Videotron's subsidiaries. These senior notes are redeemable, at Videotron's option, under certain circumstances and at the redemption prices set forth in the indenture. The indenture contains customary restrictive covenants with respect to Videotron and certain of its subsidiaries, and customary events of default. If an event of default occurs and is continuing, other than Videotron's bankruptcy or insolvency, the trustee or the holders of at least 25% in principal amount at maturity of the then-outstanding senior notes may declare all the senior notes to be due and payable immediately. On July 2, 2013 Videotron redeemed and retired US\$380,000,000 aggregate principal amount of Videotron's outstanding 9 1/8% Senior Notes due 2018. On April 24, 2014, Videotron redeemed and retired US\$260,000,000 aggregate principal amount of Videotron's outstanding 9 1/8% Senior Notes due 2018.



- (i) **Indenture relating to CAN\$300,000,000 of Videotron's 7 1/8% Senior Notes due January 15, 2020, dated as of January 13, 2010, as supplemented, by and among Videotron, the guarantors party thereto, and Computershare Trust Company of Canada, as trustee.**

On January 13, 2010, Videotron issued CAN\$300,000,000 aggregate principal amount of its 7 1/8% Senior Notes due January 15, 2020, pursuant to an Indenture, dated as of January 13, 2010, by and among Videotron, the guarantors party thereto, and Computershare Trust Company of Canada, as trustee. These senior notes are unsecured and mature on January 15, 2020. Interest on these senior notes is payable in cash semi-annually in arrears on June 15 and December 15 of each year. These senior notes are guaranteed on a senior unsecured basis by most, but not all, of Videotron's subsidiaries. These senior notes are redeemable, at Videotron's option, under certain circumstances and at the redemption prices set forth in the indenture. The indenture contains customary restrictive covenants with respect to Videotron and certain of its subsidiaries, and customary events of default. If an event of default occurs and is continuing, other than Videotron's bankruptcy or insolvency, the trustee or the holders of at least 25% in principal amount at maturity of the then-outstanding senior notes may declare all the senior notes to be due and payable immediately. The senior notes issued pursuant to this indenture were not and will not be registered under the Securities Act or under the laws of any other jurisdiction.

- (j) **Indenture relating to CAN\$300,000,000 of Videotron's 6 7/8% Senior Notes due July 15, 2021, dated as of July 5, 2011, as supplemented, by and among Videotron, the guarantors party thereto, and Computershare Trust Company of Canada, as trustee.**

On July 5, 2011, Videotron issued CAN\$300,000,000 aggregate principal amount of its 6 7/8% Senior Notes due July 15, 2021, pursuant to an Indenture, dated as of July 5, 2011, by and among Videotron, the guarantors party thereto, and Computershare Trust Company of Canada, as trustee. These senior notes are unsecured and mature on July 15, 2021. Interest on these senior notes is payable in cash semi-annually in arrears on June 15 and December 15 of each year. These senior notes are guaranteed on a senior unsecured basis by most, but not all, of Videotron's subsidiaries. These senior notes are redeemable, at Videotron's option, under certain circumstances and at the redemption prices set forth in the indenture. The indenture contains customary restrictive covenants with respect to Videotron and certain of its subsidiaries, and customary events of default. If an event of default occurs and is continuing, other than Videotron's bankruptcy or insolvency, the trustee or the holders of at least 25% in principal amount at maturity of the then-outstanding senior notes may declare all the senior notes to be due and payable immediately. The senior notes issued pursuant to this indenture were not and will not be registered under the Securities Act or under the laws of any other jurisdiction.

- (k) **Indenture relating to US\$800,000,000 of Videotron's 5% Senior Notes due July 15, 2022, dated as of March 14, 2012, by and among Videotron, the guarantors party thereto, and Wells Fargo Bank, National Association, as trustee.**

On March 14, 2012, Videotron issued US\$800,000,000 aggregate principal amount of its 5% Senior Notes due July 15, 2022, pursuant to an Indenture, dated as of March 14, 2012, by and among Videotron, the guarantors party thereto, and Wells Fargo Bank, National Association, as trustee. These senior notes are unsecured and mature on July 15, 2022. Interest on these senior notes is payable in cash semi-annually in arrears on January 15 and July 15 of each year. These senior notes are guaranteed on a senior unsecured basis by most, but not all, of Videotron's subsidiaries. These senior notes are redeemable, at Videotron's option, under certain circumstances and at the make-whole redemption price set forth in the indenture. This indenture contains customary restrictive covenants with respect to Videotron and certain of its subsidiaries, and customary events of default. If an event of default occurs and is continuing, other than Videotron's bankruptcy or insolvency, the trustee or the holders of at least 25% in principal amount at maturity of the then-outstanding senior notes may declare all the senior notes to be due and payable immediately.

- (l) **Indenture relating to CAN\$400,000,000 of Videotron's 5 5/8% Senior Notes due June 15, 2025, dated as of June 17, 2013, by and among Videotron, the guarantors party thereto, and Computershare Trust Company of Canada, as trustee.**



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On June 17, 2013, Videotron issued CAN\$400,000,000 aggregate principal amount of its 5 5/8% Senior Notes due June 15, 2025, pursuant to an Indenture, dated as of June 17, 2013, by and among Videotron, the guarantors party thereto, and Computershare Trust Company of Canada, as trustee. These senior notes are unsecured and mature on June 15, 2025. Interest on these senior notes is payable in cash semi-annually in arrears on April 15 and October 15 of each year. These senior notes are guaranteed on a senior unsecured basis by most, but not all, of Videotron's subsidiaries. These senior notes are redeemable, at Videotron's option, under certain circumstances and at the make-whole redemption price set forth in the indenture. The indenture contains customary restrictive covenants with respect to Videotron and certain of its subsidiaries, and customary events of default. If an event of default occurs and is continuing, other than Videotron's bankruptcy or insolvency, the trustee or the holders of at least 25% in principal amount at maturity of the then-outstanding senior notes may declare all the senior notes to be due and payable immediately. The senior notes issued pursuant to this indenture have not been and will not be registered under the Securities Act or under the laws of any other jurisdiction.

- (m) **Indenture relating to US\$600,000,000 of Videotron's 5 3/8% Senior Notes due June 15, 2024, dated as of April 9, 2014, by and among Videotron, the guarantors party thereto, and Wells Fargo Bank, National Association, as trustee.**

On April 9, 2014, Videotron issued US\$600,000,000 aggregate principal amount of its 5 3/8% Senior Notes due June 15, 2024, pursuant to an Indenture, dated as of April 9, 2014, by and among Videotron, the guarantors party thereto, and Wells Fargo Bank, National Association, as trustee. These senior notes are unsecured and mature on June 15, 2024. Interest on these senior notes is payable in cash semi-annually in arrears on June 15 and December 15 of each year. These senior notes are guaranteed on a senior unsecured basis by most, but not all, of Videotron's subsidiaries. These senior notes are redeemable, at Videotron's option, under certain circumstances and at the make-whole redemption price set forth in the indenture. The indenture contains customary restrictive covenants with respect to Videotron and certain of its subsidiaries, and customary events of default. If an event of default occurs and is continuing, other than Videotron's bankruptcy or insolvency, the trustee or the holders of at least 25% in principal amount at maturity of the then-outstanding senior notes may declare all the senior notes to be due and payable immediately. The senior notes issued pursuant to this indenture have not been and will not be registered under the Securities Act or under the laws of any other jurisdiction.

- (n) **Credit Agreement originally dated as of November 28, 2000, as amended and restated as of July 20, 2011, by and among Videotron, as borrower, the guarantors party thereto, the financial institutions party thereto from time to time, as lenders, and Royal Bank of Canada, as administrative agent, as amended on June 14, 2013.**

Videotron's \$650,000,000 senior secured credit facilities provide for a \$575,000,000 secured revolving credit facility that matures on July 19, 2018 and a \$75,000,000 secured export financing facility providing for a term loan that matures on June 15, 2018. The proceeds of the revolving credit facility can be used for general corporate purposes including, without limitation, to issue letters of credit and to pay dividends to Quebecor Media subject to certain conditions. The proceeds of the term loan were used for payments and reimbursement of payments of export equipment and local services in relation to Videotron's contracts for mobile infrastructure equipment with an affiliate of Nokia Corporation and also for the financing of the Finnvera guarantee fee (Finnvera plc being a specialized financing company owned by the State of Finland which is providing an export buyer credit guarantee in favor of the lenders under the export financing facility covering political and commercial risks).

Advances under Videotron's revolving credit facility bear interest at the Canadian prime rate, the U.S. prime rate (solely under the swingline commitment) or the bankers' acceptance rate plus, in each instance, an applicable margin determined by the Leverage Ratio (as defined in Videotron's credit agreement) of the Relevant Group (as defined in such credit agreement). The applicable margin for Canadian prime rate advances and U.S. prime rate advances ranges from 0.325% when this ratio is less than 1.5x, to 1.625% when this ratio is greater than or equal to 4.5x. The applicable margin for bankers' acceptance advances or letters of credit fees ranges from 1.325% when this ratio is less than 1.5x, to 2.625% when this ratio is greater than or equal to 4.5x. Videotron has also agreed to pay a specified commitment fee. Advances under Videotron's export financing facility bear interest at the bankers' acceptance rate plus a margin at a rate of 0.875%.



The revolving credit facility will be repayable in full on July 19, 2018. Drawdowns under the export financing facility are repayable by way of seventeen equal and consecutive semi-annual payments that commenced on June 15, 2010.

Borrowings under Videotron’s senior secured credit facilities and under eligible derivative instruments are secured by a first-ranking hypothec or security interest (subject to certain permitted encumbrances) on all current and future assets of Videotron and of the guarantors under the credit facilities (which include most, but not all of Videotron’s subsidiaries), guarantees by such guarantors, pledges of shares by Videotron and such guarantors and other security.

Videotron’s senior secured credit facilities contain customary covenants that restrict and limit the ability of Videotron and the members of the VL Group (as defined in the credit agreement to mean Videotron and all of its wholly-owned subsidiaries) to, among other things, enter into merger or amalgamation transactions or liquidate or dissolve, grant encumbrances, sell assets, pay dividends or make other distributions, issue shares of capital stock, incur indebtedness and enter into related party transactions. In addition, Videotron’s senior secured credit facilities contain customary financial covenants and customary events of default including the non-payment of principal or interest, the breach of any financial covenant, the failure to perform or observe any other covenant, certain bankruptcy events relating to Videotron or any member of the VL Group (other than an Immaterial Subsidiary, as defined in the credit agreement), and the occurrence of a change of control.

(o) **Purchase Agreement dated as of October 6, 2014, by and among Sun Media, as seller, and Postmedia Network Canada Corporation, as purchaser.**

Sun Media’s purchase agreement with Postmedia Network Canada Corporation relates to the sale of 175 English-language newspapers and publications by Sun Media to Postmedia (“**Postmedia**”) for cash consideration of \$316.0 million, subject to customary adjustments and to a \$10.0 million adjustment, related primary to real estate properties to be disposed of by Sun Media prior to closing and to be credited to Postmedia at closing. The Postmedia Transaction is subject to approval by regulatory authorities, specifically the Competition Bureau.

**D- Exchange Controls**

There are currently no laws, decrees, regulations or other legislation in Canada that restrict the export or import of capital, or affect the remittance of dividends, interest or other payments to non-resident holders of the Corporation’s securities, other than withholding tax requirements. Canada has no system of exchange controls.

There is no limitation imposed by Canadian law or by the Articles of Incorporation or other charter documents of the Corporation on the right of a non-resident to hold voting shares of the Corporation, other than as provided by the *Investment Canada Act*, as amended (the “**Investment Act**”), as amended by the *North American Free Trade Agreement Implementation Act* (Canada), and the *World Trade Organization (WTO) Agreement Implementation Act*. The Investment Act requires notification and, in certain cases, advance review and approval by the Government of Canada of the acquisition by a “non-Canadian” of “control of a Canadian business”, all as defined in the Investment Act. Generally, the threshold for review will be higher in monetary terms for a member of the WTO or NAFTA.

In addition, there are regulations related to the ownership and control of Canadian broadcast undertakings. See “Item 4 — Information on the Corporation — Regulation”.

**E - Taxation**

**Certain U.S. Federal Income Tax Considerations**

The following discussion is a summary of certain U.S. federal income tax consequences applicable to the purchase, ownership and disposition of our 7 3/8% Senior Notes due 2021 issued on January 5, 2011 (the “**2011 C\$ notes**”),



our 5<sup>3</sup>/<sub>4</sub>% Senior Notes due 2023 issued on October 11, 2012 (the “**2012 US\$ notes**”) and our 6<sup>5</sup>/<sub>8</sub>% Senior Notes due 2023 issued on October 11, 2012 (the “**2012 C\$ notes**”) (and collectively with our 2011 C\$ notes and 2012 US\$ notes, the “**notes**”) by a U.S. Holder (as defined below), but does not purport to be a complete analysis of all potential U.S. federal income tax effects. This summary is based on the Internal Revenue Code of 1986, as amended (the “**Code**”), U.S. Treasury regulations promulgated thereunder, Internal Revenue Service (“**IRS**”) rulings and judicial decisions now in effect. All of these are subject to change, possibly with retroactive effect, or different interpretations.

This summary does not address all aspects of U.S. federal income taxation that may be relevant to particular U.S. Holders in light of their specific circumstances (for example, U.S. Holders subject to the alternative minimum tax provisions of the Code or U.S. Holders subject to the 3.8% Medicare tax on net investment income) or to U.S. Holders that may be subject to special rules under U.S. federal income tax law, including:

- dealers in stocks, securities or currencies;
- persons using a mark-to-market accounting method;
- banks and financial institutions;
- insurance companies;
- regulated investment companies;
- real estate investment trusts;
- tax-exempt organizations;
- persons holding notes as part of a hedging or conversion transaction or a straddle;
- persons deemed to sell notes under the constructive sale provisions of the Code;
- persons who or that are, or may become, subject to the expatriation provisions of the Code;
- persons whose functional currency is not the U.S. dollar; and
- direct, indirect or constructive owners of 10% or more of our outstanding voting shares.

The summary also does not discuss any aspect of state, local or non-U.S., or U.S. federal estate and gift tax law as applicable to U.S. Holders. Moreover, this discussion is limited to U.S. Holders who acquire and hold the notes as “capital assets” within the meaning of Section 1221 of the Code (generally, property held for investment). In addition, this summary assumes that the notes are properly characterized as debt that is not contingent debt for U.S. federal income tax purposes.

For purposes of this summary, “**U.S. Holder**” means the beneficial holder of a note who or that for U.S. federal income tax purposes is:

- an individual citizen or resident alien of the United States;
- a corporation or other entity treated as such formed in or under the laws of the United States, any state thereof or the District of Columbia;
- an estate, the income of which is subject to U.S. federal income taxation regardless of its source; or
- a trust, if a court within the United States is able to exercise primary supervision over the administration of such trust and one or more “U.S. persons” (within the meaning of the Code) have the authority to control all substantial decisions of the trust, or if a valid election is in effect to be treated as a U.S. person.



We have not sought and will not seek any rulings from the IRS with respect to the matters discussed below. There can be no assurance that the IRS will not take a different position concerning the tax consequences of the purchase, ownership or disposition of the notes or that any such position will not be sustained.

If a partnership or other entity or arrangement treated as a partnership for U.S. federal income tax purposes holds the notes, the U.S. federal income tax treatment of a partner generally will depend on the status of the partner and the activities of the partnership. Such partner should consult its own tax advisor as to the tax consequences of the partnership purchasing, owning and disposing of the notes.

PROSPECTIVE U.S. INVESTORS SHOULD CONSULT THEIR OWN TAX ADVISORS WITH REGARD TO THE APPLICATION OF THE TAX CONSEQUENCES DESCRIBED BELOW TO THEIR PARTICULAR SITUATIONS AS WELL AS THE APPLICATION OF ANY STATE, LOCAL, NON-U.S. OR OTHER TAX LAWS, INCLUDING GIFT AND ESTATE TAX LAWS.

#### ***Interest on the Notes***

##### ***Interest on the 2011 C\$ notes, 2012 US\$ note and 2012 C\$ notes***

Payments of stated interest on the 2011 C\$ notes, 2012 US\$ notes and our 2012 C\$ notes generally will be taxable to a U.S. Holder as ordinary income at the time that such payments are received or accrued, in accordance with the U.S. Holder's method of accounting for U.S. federal income tax purposes.

Our 2011 C\$ notes and our 2012 C\$ notes (collectively, the "**C\$ notes**") are denominated in Canadian dollars. Interest on these notes will be included in a U.S. Holder's gross income in an amount equal to the U.S. dollar value of the Canadian dollar amount, regardless of whether the Canadian dollars are converted into U.S. dollars. Generally, a U.S. Holder that uses the cash method of tax accounting will determine such U.S. dollar value using the spot rate of exchange on the date of receipt. A cash method U.S. Holder generally will not realize foreign currency gain or loss on the receipt of the interest payment but may have foreign currency gain or loss attributable to the actual disposition of the Canadian dollars received.

Generally, a U.S. Holder of C\$ notes that uses the accrual method of tax accounting will determine the U.S. dollar value of accrued interest income using the average rate of exchange for the accrual period (or, with respect to an accrual period that spans two taxable years, at the average rate for the partial period within the U.S. Holder's taxable year). Alternatively, an accrual basis U.S. Holder may make an election (which must be applied consistently to all debt instruments from year to year and cannot be changed without the consent of the IRS) to translate accrued interest income at the spot rate of exchange on the last day of the accrual period (or the last day of the taxable year in the case of a partial accrual period) or the spot rate on the date of receipt, if that date is within five business days of the last day of the accrual period. A U.S. Holder that uses the accrual method of accounting for tax purposes will recognize foreign currency gain or loss on the receipt of an interest payment if the exchange rate in effect on the date payment is received differs from the rate applicable to an accrual of that interest. The amount of foreign currency gain or loss to be recognized by such U.S. Holder will be an amount equal to the difference between the U.S. dollar value of the Canadian dollar interest payment (determined on the basis of the spot rate on the date the interest income is received) in respect of the accrual period and the U.S. dollar value of the interest income that has accrued during the accrual period (as determined above). This foreign currency gain or loss will be ordinary income or loss and generally will not be treated as an adjustment to interest income or expense.

Foreign currency gain or loss generally will be U.S. source provided that the residence of a taxpayer is considered to be the United States for purposes of the rules regarding foreign currency gain or loss.

#### ***Market Discount, Acquisition Premium, and Bond Premium***

##### ***Market Discount***

If a U.S. Holder purchases notes for an amount less than their revised issue price, this difference is treated as market discount. Subject to a *de minimis* exception, gain realized on the maturity, sale, exchange or retirement of a market discount note will be treated as ordinary income to the extent of any accrued market discount not previously recognized





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(including, in the case of a note exchanged for a registered note pursuant to a registration offer, any market discount accrued on the related outstanding note). A U.S. Holder may elect to include market discount in income currently as it accrues, on either a ratable or constant yield method. In that case, such U.S. Holder's tax basis in the notes will increase by such income inclusions. An election to include market discount in income currently, once made, will apply to all market discount obligations acquired by the U.S. Holder during the taxable year of the election and thereafter, and may not be revoked without the consent of the IRS. If a U.S. Holder does not make such an election, in general, all or a portion of the interest expense on any indebtedness incurred or continued in order to purchase or carry notes may be deferred until the maturity of the notes, or certain earlier dispositions. Unless a U.S. Holder elects to accrue market discount under a constant yield method, any market discount will accrue ratably during the period from the date of acquisition of the related note to its maturity date.

In the case of C\$ note, market discount is accrued in Canadian dollars, and the amount includible in income by a U.S. Holder upon a sale of a C\$ note in respect of accrued market discount will be the U.S. dollar value of the amount accrued. Such U.S. dollar value is generally calculated at the spot rate of exchange on the date the C\$ note is sold. Any market discount on a C\$ note that is currently includible in income under the election noted above will be translated into U.S. dollars at the average exchange rate for the accrual period or portion of such accrual period within the U.S. Holder's taxable year. In such case, a U.S. Holder generally will recognize foreign currency gain or loss with respect to accrued market discount under the rules similar to those that apply to accrued interest on a note received by an accrual basis U.S. Holder, as described above.

***Bond Premium***

If a U.S. Holder purchases notes for an amount greater than the sum of all amounts (other than qualified stated interest) payable with respect to the notes after the date of acquisition, the U.S. Holder is treated as having purchased the related notes with amortizable bond premium. A U.S. Holder generally may elect to amortize the premium from the purchase date to the maturity date of the notes under a constant yield method. Amortizable premium generally may be deducted against interest income on such notes and generally may not be deducted against other income. A U.S. Holder's basis in a note will be reduced by any premium amortization deductions. An election to amortize premium on a constant yield method, once made, generally applies to all debt obligations held or subsequently acquired by such U.S. Holder during the taxable year of the election and thereafter, and may not be revoked without IRS consent. For a U.S. Holder that did not elect to amortize bond premium, the amount of such premium will be included in such U.S. Holder's tax basis upon the sale of a note. In the case of a C\$ note, premium is computed in Canadian dollars. At the time amortized bond premium offsets interest income, foreign currency gain or loss (taxable as ordinary income or loss) will be realized on such amortized bond premium based on the difference between the spot rate of exchange on the date or dates such premium is recovered through interest payments on the C\$ note and the spot rate of exchange on the date on which the U.S. Holder acquired the C\$ note. For a U.S. Holder that did not elect to amortize bond premium, the amount of such premium will be included in such U.S. Holder's tax basis upon the sale of a C\$ note.

The market discount and bond premium rules are complicated, and U.S. Holders are urged to consult their own tax advisors regarding the tax consequences of owning and disposing of notes with market discount, or bond premium, including the availability of certain elections.

***Other***

Interest on the notes will constitute income from sources outside the United States and generally, with certain exceptions, will be "passive category income", which is treated separately from other income for purposes of computing the foreign tax credit allowable to a U.S. Holder under the federal income tax laws. Due to the complexity of the foreign tax credit rules, U.S. Holders should consult their own tax advisors with respect to the amount of foreign taxes that may be claimed as a credit.

In certain circumstances we may be obligated to pay amounts in excess of stated interest or principal on the notes or may make payments or redeem the notes in advance of their expected maturity. According to U.S. Treasury regulations, the possibility that any such payments or redemptions will be made will not affect the amount of interest income a U.S. Holder recognizes if there is only a remote chance as of the date the notes were issued that such payments will be made, or if such payments are incidental. We believe the likelihood that we will make any such payments is remote and/or incidental. Therefore, we do not intend to treat the potential payments or redemptions pursuant to the



provisions related to changes in Canadian laws or regulations applicable to tax-related withholdings or deductions, any registration rights provisions, or the other redemption and repurchase provisions as part of the yield to maturity of the notes or as affecting the tax treatment of the notes. Our determination that these contingencies are remote and/or incidental is binding on a U.S. Holder unless such holder discloses its contrary position in the manner required by applicable U.S. Treasury regulations. Our determination is not, however, binding on the IRS, and if the IRS were to challenge this determination, a U.S. Holder may be required to accrue income on its notes in excess of interest that would otherwise accrue and to treat as ordinary income rather than capital gain any income realized on the taxable disposition of a note before the resolution of the contingencies. In the event a contingency occurs, it would affect the amount and timing of the income recognized by a U.S. Holder. If we pay additional amounts on the notes, U.S. Holders will be required to recognize such amounts as income.

***Sale, Exchange or Retirement of a Note***

A U.S. Holder generally will recognize gain or loss upon the sale, exchange (other than pursuant to a tax-free transaction), redemption, retirement or other taxable disposition of a note, equal to the difference, if any, between:

- the amount realized (less any portion allocable to the payment of accrued interest not previously included in income, which amount will be taxable as ordinary interest income); and
- the U.S. Holder's adjusted tax basis in the note.

Except with respect to gains or losses attributable to changes in exchange rates, as described below, any such gain or loss generally will be capital gain or loss (except as described under “— Market Discount, and Bond Premium” above) and generally will be long-term capital gain or loss if the note has been held or deemed held for more than one year at the time of the disposition. Long-term capital gains of noncorporate U.S. Holders, including individuals, may be taxed at lower rates than items of ordinary income. The ability of a U.S. Holder to offset capital losses against ordinary income is limited. Any capital gain or loss recognized by a U.S. Holder on the sale or other disposition of a note generally will be treated as income from sources within the United States or loss allocable to income from sources within the United States. U.S. Holders should consult their own tax advisors regarding the source of gain attributable to market discount.

A U.S. Holder's adjusted tax basis in a note generally will equal the U.S. Holder's cost therefor, increased by any market discount previously included in income and reduced by any payments (other than payments constituting qualified stated interest) received on the notes, any amount treated as a return of pre-issuance accrued interest excluded from income, and the amount of amortized bond premium, if any, previously taken into account with respect to the note. If a U.S. Holder purchases a C\$ note with Canadian dollars, the U.S. dollar cost of the C\$ note will generally be the U.S. dollar value of the purchase price upon the date of purchase calculated at the spot rate of exchange on that date. The amount realized upon the disposition of a C\$ note will generally be the U.S. dollar value of the amount received on the date of the disposition calculated at the spot rate of exchange on that date. However, if the C\$ note is traded on an established securities market, a cash basis U.S. Holder (and, if it so elects, an accrual basis U.S. Holder) will determine the U.S. dollar value of the cost of or amount received on the C\$ note, as applicable, by translating the amount paid or received at the spot rate of exchange on the settlement date of the purchase or disposition. The election available to accrual basis U.S. Holders in respect of the purchase and disposition of C\$ notes traded on an established securities market must be applied consistently to all debt instruments from year to year and cannot be changed without the consent of the IRS.

Gain or loss recognized by a U.S. Holder on the sale, exchange or retirement of a C\$ note that is attributable to changes in the rate of exchange between the U.S. dollar and foreign currency generally will be treated as U.S. source ordinary income or loss. Such foreign currency gain or loss will equal the difference between (i) the U.S. dollar value of the U.S. Holder's Canadian dollar purchase price for the C\$ note calculated at the spot rate of exchange on the date of the sale, exchange, retirement or other disposition and (ii) the U.S. dollar value of the U.S. Holder's Canadian dollar purchase price for the C\$ note calculated at the spot rate of exchange on the date of purchase of the C\$ note. If the C\$ note is traded on an established securities market, with respect to a cash basis U.S. Holder (and, if it so elects, an accrual basis U.S. Holder), such foreign currency gain or loss will equal the difference between (x) the U.S. dollar value of the U.S. Holder's Canadian dollar purchase price for the C\$ note calculated at the spot rate of exchange on the settlement date of the disposition and (y) the U.S. dollar value of the U.S. Holder's Canadian dollar purchase price for the C\$ note calculated at the spot rate of exchange on the settlement date of the purchase of the C\$ note. Such foreign currency gain or loss is



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recognized on the sale or retirement of such note only to the extent of total gain or loss recognized on the sale or retirement of such note. Prospective investors should consult their own tax advisors regarding certain foreign currency translation elections that may be available with respect to a sale, exchange, or redemption of the C\$ notes.

### *Transactions in Foreign Currency*

Foreign currency received as a payment of interest on, or on the sale or retirement of, a C\$ note will have a tax basis equal to its U.S. dollar value at the time such interest is received or at the time the note is disposed of or payment is received in consideration of such sale or retirement (as applicable). The amount of gain or loss recognized on a subsequent sale or other disposition of such foreign currency will be equal to the difference between (i) the amount of U.S. dollars, or the fair market value in U.S. dollars of the other currency or property received in such sale or other disposition, and (ii) the tax basis of the recipient in such foreign currency. A U.S. Holder who acquires such note with previously owned foreign currency will recognize ordinary income or loss in an amount equal to the difference, if any, between such U.S. Holder's tax basis in the foreign currency and the U.S. dollar fair market value of the note on the date of acquisition. Such gain or loss generally will be treated as income or loss from sources within the United States for foreign tax credit limitation purposes.

### *Reportable Transaction Reporting*

Under certain U.S. Treasury Regulations, U.S. Holders that participate in "reportable transactions" (as defined in the regulations) must attach to their U.S. federal income tax returns a disclosure statement on IRS Form 8886. Under the relevant rules, a U.S. Holder may be required to treat a foreign currency exchange loss from the C\$ note as a reportable transaction if this loss exceeds the relevant threshold in the regulations. For individuals and trusts, this loss threshold is US\$50,000 in any single year. U.S. Holders should consult their own tax advisors as to the possible obligation to file IRS Form 8886 with respect to the ownership or disposition of the C\$ notes, or any related transaction, including without limitation, the disposition of any non-U.S. currency received as interest or as proceeds from the sale, exchange, retirement or other disposition of the C\$ notes.

### *Information Reporting and Backup Withholding*

In general, information reporting requirements may apply to payments of principal and interest on a note and to the proceeds of the sale or other disposition of a note made to U.S. Holders other than certain exempt recipients (such as corporations). A U.S. Holder of the notes may be subject to "backup withholding" with respect to certain "reportable payments," including interest payments and, under certain circumstances, principal payments on the notes or upon the receipt of proceeds upon the sale or other disposition of such notes. These backup withholding rules apply if the U.S. Holder, among other things:

- fails to furnish a social security number or other taxpayer identification number ("TIN") certified under penalty of perjury within a reasonable time after the request for the TIN;
- furnishes an incorrect TIN;
- is notified by the IRS that it has failed to report properly interest or dividends; or
- under certain circumstances, fails to provide a certified statement, signed under penalties of perjury, that the TIN furnished is the correct number and that such holder is not subject to backup withholding.

A U.S. Holder that does not provide us with its correct TIN also may be subject to penalties imposed by the IRS. Any amount withheld from a payment to a U.S. Holder under the backup withholding rules is creditable against the U.S. Holder's federal income tax liability, provided that the required information is timely furnished to the IRS. Backup withholding will not apply, however, with respect to payments made to certain exempt U.S. Holders, including corporations and tax-exempt organizations, provided their exemptions from backup withholding are properly established.

In addition, U.S. individuals that hold specified foreign financial assets (including stock and securities of a foreign issuer) with an aggregate value in excess of US\$50,000 on the last day of the taxable year or US\$75,000 at any time during the taxable year are required to report their holdings, along with other information, on their tax returns, with certain exceptions. Holders should consult their own tax advisors to determine the scope of these disclosure responsibilities.



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### Certain Canadian Material Federal Income Tax Considerations for Residents of the United States

The following is, at the date hereof, a summary of the principal Canadian federal income tax considerations generally applicable to a holder who acquires, as beneficial owner, the Senior Notes, including entitlement to all payments thereunder, pursuant to this offering and who, at all relevant times and for the purposes of the *Income Tax Act* (Canada) (the “**Tax Act**”) and the regulations thereunder, (i) is not, and is not deemed to be, resident in Canada (including as a consequence of the Canada-United States Income Tax Convention (1980), as amended), (ii) deals at arm’s length with Quebecor Media and with any transferee resident or deemed resident in Canada to whom the holder disposes of Senior Notes, (iii) does not use or hold and is not deemed to use or hold the Senior Notes in or in the course of carrying on business in Canada, (iv) does not receive any payment of interest (including any amounts deemed to be interest) on the Senior Notes in respect of a debt or other obligation to pay an amount to a person with whom Quebecor Media does not deal at arm’s length, (v) is not an “authorized foreign bank”, as defined in the Tax Act, (vi) is not a “registered non-resident insurer”, as defined in the Tax Act, (vii) is not an insurer carrying on an insurance business in Canada and elsewhere, and (viii) is not a, and deals at arm’s length with any, “specified shareholder” of Quebecor Media for purposes of the thin capitalization rules in the Tax Act (a “**Non-Resident Holder**”). A “specified shareholder” for these purposes generally includes a person who (either alone or together with persons with whom that person is not dealing at arm’s length for the purposes of the Tax Act) owns or has the right to acquire or control or is otherwise deemed to own 25% or more of Quebecor Media’s shares determined on a votes or fair market value basis.

This summary is based on the current provisions of the Tax Act and the regulations thereunder and the current administrative and assessing practices and policies of the Canada Revenue Agency published in writing prior to the date hereof. This summary takes into account all specific proposals to amend the Tax Act and the regulations thereunder announced by or on behalf of the Minister of Finance of Canada prior to the date hereof (the “**Proposed Amendments**”) and assumes that all Proposed Amendments will be enacted in the form proposed. However, no assurance can be given that the Proposed Amendments will be enacted as proposed or at all. This summary does not otherwise take into account or anticipate any changes in law or any administrative or assessing practice, whether by judicial, governmental, regulatory or legislative decision or action, nor does it take into account provincial, territorial or foreign income tax considerations which may differ from the Canadian federal income tax considerations described herein.

**THIS SUMMARY IS OF A GENERAL NATURE ONLY AND IS NOT EXHAUSTIVE OF ALL CANADIAN FEDERAL INCOME TAX CONSIDERATIONS THAT MAY BE RELEVANT TO A PARTICULAR HOLDER. THIS SUMMARY IS NOT INTENDED TO BE, AND SHOULD NOT BE INTERPRETED AS, LEGAL OR TAX ADVICE TO ANY PARTICULAR HOLDER, AND NO REPRESENTATION WITH RESPECT TO THE INCOME TAX CONSEQUENCES TO ANY PARTICULAR HOLDER IS MADE. ACCORDINGLY, YOU SHOULD CONSULT YOUR OWN TAX ADVISORS WITH RESPECT TO YOUR PARTICULAR CIRCUMSTANCES.**

No Canadian withholding tax will apply to interest (including any amounts deemed to be interest), principal or premium paid or credited by Quebecor Media on the Senior Notes to a Non-Resident Holder, or to the proceeds received by a Non-Resident Holder on a disposition of a Senior Note, including a redemption, payment on maturity, repurchase or purchase for cancellation.

No other taxes on income or gains will be payable under the Tax Act by a Non-Resident Holder on interest (including any amounts deemed to be interest), principal or premium or on the proceeds received by such Non-Resident Holder on the disposition of a Senior Note, including a redemption, payment on maturity, repurchase or purchase for cancellation.

#### **F - Dividends and Paying Agents**

Not applicable.

#### **G - Statement By Experts**

Not applicable.



## H - Documents on Display

We file periodic reports and other information with the SEC. You may read and copy this information at the public reference room of the SEC at 100 F Street, N.E., Room 1580, Washington, D.C. 20549, or obtain copies of this information by mail from the public reference room at prescribed rates. The SEC also maintains an Internet website that contains reports and other information about issuers like us who file electronically with the SEC. The URL of that website is <http://www.sec.gov>.

In addition, you may obtain a copy of the documents to which we refer you in this annual report without charge upon written or oral request to: Quebecor Media Inc., 612 St-Jacques Street, Montréal, Québec, Canada, H3C 4M8, Attention: Investor Relations. Our telephone number is (514) 380-1999.

## I - Subsidiary Information

Not applicable.

## ITEM 11 — QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

We use certain financial instruments, such as interest rate swaps, cross-currency swaps and foreign exchange forward contracts, to manage interest rate and foreign exchange risk exposures. These instruments are used solely to manage the financial risks associated with our obligations and are not used for trading or speculation purposes.

### Foreign Currency Risk and Interest Rate Risk

Most of the Corporation's consolidated revenues and expenses, other than interest expense on U.S. dollar-denominated debt, purchases of set-top boxes, handsets and cable modems and certain capital expenditures, are received or denominated in CAN dollars. A significant portion of the interest, principal and premium, if any, payable on its debt is payable in U.S. dollars. The Corporation and its subsidiaries have entered into transactions to hedge the foreign currency risk exposure on their U.S. dollar-denominated debt obligations outstanding as of December 31, 2014, to hedge their exposure on certain purchases of set-top boxes, handsets, cable modems, and capital expenditures, and to lock-in the value of certain derivative financial instruments through offsetting transactions. Accordingly, the Corporation's sensitivity to variations in foreign exchange rates is economically limited.

Some of the Corporation's and its subsidiaries' bank credit facilities bear interest at floating rates based on the following reference rates: (i) Bankers' acceptance rate, (ii) LIBOR, (iii) Canadian prime rate and (iv) U.S. prime rate. The Senior Notes issued by the Corporation and its subsidiaries bear interest at fixed rates. The Corporation and its subsidiaries have entered into cross-currency interest rate swap agreements in order to manage interest rate risk exposure. As of December 31, 2014, after taking into account the hedging instruments, long-term debt was comprised of 83.2 % fixed-rate debt (82.6% in 2013) and 16.8% floating-rate debt (17.4% in 2013).

The estimated sensitivity on interest payments of a 100 basis-point variance in the year-end Canadian Bankers' acceptance rate as of December 31, 2014 is \$8.2 million.

### Commodity Price Risk

Newsprint, which is the basic raw material used to publish newspapers, has historically been and may continue to be subject to significant price volatility. Changes in the price of newsprint could significantly affect our income, and volatile or increased newsprint costs have had, and may in the future have, a material adverse effect on our results of operations.

In order to obtain more favourable pricing, we source substantially all of our newsprint from a single newsprint producer (our "**Newsprint Supplier**"). Pursuant to the terms of our agreement with our Newsprint Supplier, we obtain newsprint at a discount to market prices, receive additional volume rebates if certain thresholds are met and benefit from a ceiling on the unit cost of newsprint. Our agreement with our Newsprint Supplier expires on December 31, 2015 and there can be no assurance that we will be able to renew this agreement or that our Newsprint Supplier will continue to supply newsprint to us on favourable terms or at all after the expiry of our agreement. If we are unable to continue to source newsprint from our Newsprint Supplier on favourable terms, or if we are unable to otherwise source sufficient newsprint



on terms acceptable to us, our costs could increase materially, which could materially adversely affect the profitability of our newspaper business and our results of operations. We also rely on our Newsprint Supplier for deliveries of newsprint. The availability of our newsprint supply, and therefore our operations, may be adversely affected by various factors, including labor disruptions affecting our Newsprint Supplier or the cessation of operations of our Newsprint Supplier.

In addition, since our newspaper operations are labour intensive and located across Canada, our newspaper business has a relatively high fixed-cost structure. During periods of economic contraction, our revenue may decrease while certain costs remain fixed, resulting in decreased earnings.

**Credit Risk**

Credit risk is the risk of financial loss to the Corporation if a customer or counterparty to a financial asset fails to meet its contractual obligations.

In the normal course of business, the Corporation continuously monitors the financial condition of its customers and reviews the credit history of each new customer. As of December 31, 2014, no customer balance represented a significant portion of the Corporation’s consolidated trade receivables. The Corporation establishes an allowance for doubtful accounts based on the specific credit risk of its customers and historical trends. As of December 31, 2014, 8.5% of trade receivables were 90 days past their billing date (9.8% as of December 31, 2013) of which 57.3% had an allowance for doubtful accounts (46.5% as of December 31, 2013).

The Corporation believes that its product lines and the diversity of its customer base are instrumental in reducing its credit risk, as well as the impact of fluctuations in product-line demand. The Corporation does not believe that it is exposed to an unusual level of customer credit risk.

As a result of their use of derivative financial instruments, the Corporation and its subsidiaries are exposed to the risk of non-performance by a third party. When the Corporation and its subsidiaries enter into derivative contracts, the counterparties (either foreign or Canadian) must have credit ratings at least in accordance with the Corporation’s risk management policy and are subject to concentration limits. These credit ratings and concentration limits are monitored on an ongoing basis but at least quarterly.

**Fair Value of Financial Instruments**

See “Item 5 – Operating and Financial Review and Prospects – Additional Information – Financial Instruments and Financial Risks – Fair Value of Financial Instruments” in this annual report.

**Material Limitations**

Fair value estimates are made at a specific point in time and are based on relevant market information about the financial instruments. These estimates are subjective in nature and involve uncertainties and matters of significant judgement and therefore cannot be determined with precision. Changes in assumptions could significantly affect the estimates.

**Principal Repayments**

As of December 31, 2014, the aggregate amount of minimum principal payments on long-term debt required in each of the next five years and thereafter, based on borrowing levels as at that date, are as follows:

<u>Twelve month period ending December 31,</u>	
(in millions)	
2015	\$ 229.1
2016	18.6
2017	20.9
2018	105.5
2019	56.9
2020 and thereafter	<u>4,819.0</u>
<b>Total</b>	<b>\$5,250.0</b>



**ITEM 12 — DESCRIPTION OF SECURITIES OTHER THAN EQUITY SECURITIES**

Not applicable.



**PART II**

**ITEM 13 — DEFAULTS, DIVIDEND ARREARAGES AND DELINQUENCIES**

**A- None.**

**B- Not applicable.**

**ITEM 14 — MATERIAL MODIFICATIONS TO THE RIGHTS OF SECURITY HOLDERS AND USE OF PROCEEDS**

**A- Material Modifications to the Rights of Security Holders**

There have been no material modifications to the rights of security holders.

**B- Use of Proceeds**

Not applicable.

**ITEM 15 — CONTROLS AND PROCEDURES**

As at the end of the period covered by this report, Quebecor Media’s President and Chief Executive Officer and Quebecor Media’s Chief Financial Officer, together with members of Quebecor Media’s senior management, have carried out an evaluation of the effectiveness of our disclosure controls and procedures. These are defined (in Rule 13a-15(e) or 15d-15(e) under the *Securities Exchange Act* of 1934, as amended) as controls and procedures designed to ensure that information required to be disclosed in reports filed under the *Securities Exchange Act* is recorded, processed, summarized and reported within specified time periods. As of the date of the evaluation, Quebecor Media’s President and Chief Executive Officer and Quebecor Media’s Chief Financial Officer concluded that Quebecor Media’s disclosure controls and procedures were effective to ensure that information required to be disclosed in the reports that the Corporation files or submits under the *Securities Exchange Act* is accumulated and communicated to management, including the Corporation’s principal executive and principal financial officer, to allow timely decisions regarding disclosure.

Quebecor Media’s management is responsible for establishing and maintaining adequate internal control over financial reporting of the Corporation (as defined by Rules 13a-15(f) and 15d-15(f) under the *Securities Exchange Act* of 1934). Quebecor Media’s internal control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of consolidated financial statements for external purposes in accordance with International Financial Reporting Standards (IFRS). Quebecor Media’s internal control over financial reporting includes those policies and procedures that (i) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of Quebecor Media’s assets; (ii) provide reasonable assurance that transactions are recorded as necessary to permit preparation of consolidated financial statements in accordance with International Financial Reporting Standards (IFRS), and that receipts and expenditures of Quebecor Media are being made only in accordance with authorizations of management and directors of Quebecor Media; and (iii) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of Quebecor Media’s assets that could have a material effect on the consolidated financial statements. Because of its inherent limitations, internal controls over financial reporting may not prevent or detect misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Quebecor Media’s management conducted an evaluation of the effectiveness of internal control over financial reporting based on the revised framework in *Internal Control – Integrated Framework* issued by the Committee of Sponsoring Organizations of the Treadway Commission in May 2013 (COSO 2013). Based on this evaluation, management concluded that Quebecor Media’s internal control over financial reporting was effective as of December 31, 2014.

Pursuant to the *Dodd–Frank Wall Street Reform and Consumer Protection Act of 2010* and related SEC rules, Quebecor Media is not required to include in its annual report an attestation report of Quebecor Media’s registered public accounting firm regarding our internal control over financial reporting. Our management’s report regarding the effectiveness of our internal control over financial reporting was therefore not subject to attestation procedures by our registered public accounting firm.





There have been no changes in Quebecor Media's internal control over financial reporting (as defined in Rule 13a-15 or 15d-15 under the Exchange Act) that occurred during the period covered by this annual report that have materially affected, or are reasonably likely to materially affect, Quebecor Media's internal control over financial reporting.

**ITEM 16 — [RESERVED]**

**ITEM 16A — AUDIT COMMITTEE FINANCIAL EXPERT**

Our Board of Directors has determined that Mr. La Couture is an "audit committee financial expert" (as defined in Item 16A of Form 20-F) serving on our Audit Committee. Our Board of Directors has determined that Mr. La Couture is an "independent" director, as defined under SEC rules.

**ITEM 16B — CODE OF ETHICS**

We have a Code of Ethics that applies to all directors, officers and employees of Quebecor Media, including our Chief Executive Officer, Chief Financial Officer, principal accounting officer, controller and persons performing similar functions. Our Code of Ethics is included as an exhibit to this annual report on Form 20-F.

**ITEM 16C — PRINCIPAL ACCOUNTANT FEES AND SERVICES**

Ernst & Young LLP has served as our independent registered public accounting firm for the fiscal years ended December 31, 2014, 2013 and 2012. The audited consolidated financial statements for each of the fiscal years in the three-year period ended December 31, 2014 are included in this annual report on Form 20-F.

Our Audit Committee establishes the independent auditors' compensation. The Audit Committee adopted a policy relating to the pre-approval of services to be rendered by its independent auditors. The Audit Committee pre-approves all audit services, determines which non-audit services the independent auditors are prohibited from providing, and authorizes permitted non-audit services to be performed by the independent auditors to the extent those services are permitted by the *Sarbanes-Oxley Act* and Canadian law. For each of the years ended December 31, 2014, 2013 and 2012, none of the non-audit services described below were approved by the Audit Committee of our Board of Directors pursuant to the "*de minimis* exception" to the pre-approval requirement for non-audit services. The following table presents the aggregate fees billed for professional services and other services rendered by our independent auditor, Ernst & Young LLP, for the fiscal years ended December 31, 2014, 2013 and 2012.

	2014	2013	2012
Audit Fees <sup>(1)</sup>	\$2,532,993	\$2,584,782	\$2,810,841
Audit related Fees <sup>(2)</sup>	722,819	585,064	245,103
Tax Fees <sup>(3)</sup>	43,994	60,413	74,685
All Other Fees <sup>(4)</sup>	3,675	—	82,316
<b>Total</b>	<b>\$3,303,481</b>	<b>\$3,230,259</b>	<b>\$3,212,945</b>

- (1) Audit Fees consist of fees approved for the annual audit of the Corporation's consolidated financial statements and quarterly reviews of interim financial statements of the Corporation with the SEC, including required assistance or services that only the external auditor reasonably can provide and accounting consultations on specific issues and translation. It also includes audit and attestation services required by statute or regulation, such as comfort letters and consents, SEC prospectus and registration statements, other filings and other offerings, including annual reports and SEC forms and statutory audits.
- (2) Audit related Fees consist of fees billed for assurance and related services that are traditionally performed by the external auditor, and include consultations concerning financial accounting and reporting standards on proposed transactions, due diligence or accounting work related to acquisitions; employee benefit plan audits, and audit or attestation services not required by statute or regulation.
- (3) Tax Fees include fees billed for tax compliance services, including the preparation of original and amended tax returns and claims for refunds, tax consultations, such as assistance and representation in connection with tax audits and appeals, tax advice related to mergers, acquisitions and divestitures, transfer pricing, and requests for advance tax rulings or technical interpretations.
- (4) All Other Fees include fees billed for forensic accounting and occasional training services, assistance with respect to internal controls over financial reporting and disclosure controls and procedures.



**ITEM 16D — EXEMPTIONS FROM THE LISTING STANDARDS FOR AUDIT COMMITTEES**

Not applicable.

**ITEM 16E — PURCHASES OF EQUITY SECURITIES BY THE ISSUER AND AFFILIATED PURCHASERS**

Not applicable.

**ITEM 16F — CHANGES IN REGISTRANT'S CERTIFYING ACCOUNTANT**

Not applicable.

**ITEM 16G — CORPORATE GOVERNANCE**

Not applicable.



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**PART III**

**ITEM 17 — FINANCIAL STATEMENTS**

Not applicable.

**ITEM 18 — FINANCIAL STATEMENTS**

Our consolidated balance sheets as at December 31, 2014 and 2013 and the related consolidated statements of income, comprehensive income, equity and cash flows for each of the years in the three-year period ended December 31, 2014, including the notes thereto and together with the report of the Independent Registered Public Accounting Firm, are included beginning on page F-1 of this annual report.

**ITEM 19 — EXHIBITS**

**EXHIBITS**

The following documents are filed as exhibits to this annual report on Form 20-F:

<u>Exhibit Number</u>	<u>Description</u>
1.1	Certificate and Articles of Incorporation of Quebecor Media as of January 17, 2013 (incorporated by reference to Exhibit 1.1 to Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2012, filed on March 20, 2013, Commission file No. 333-13792).
1.2	By-laws of Quebecor Media (translation) (incorporated by reference to Exhibit 1.3 to Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2011, filed on March 22, 2012, Commission file No. 333-13792).
1.3	By-law number 2004-1 of Quebecor Media (translation) (incorporated by reference to Exhibit 1.7 of Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2004, filed on March 31, 2005, Commission file No. 333-13792).
1.4	By-law number 2004-2 of Quebecor Media (translation) (incorporated by reference to Exhibit 1.8 of Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2004, filed on March 31, 2005, Commission file No. 333-13792).
1.5	By-law number 2005-1 of Quebecor Media (translation) (incorporated by reference to Exhibit 1.10 of Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2005, filed on March 31, 2006, Commission file No. 333-13792).
1.6	By-law number 2007-1 of Quebecor Media (translation) (incorporated by reference to Exhibit 1.12 of Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2006, filed on March 30, 2007, Commission file No. 333-13792).
1.7	By-law number 2007-2 of Quebecor Media (translation) (incorporated by reference to Exhibit 1.14 of Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2007, filed on March 27, 2008, Commission file No. 333-13792).
1.8	By-law number 2008-1 of Quebecor Media (translation) (incorporated by reference to Exhibit 1.15 of Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2008, filed on March 12, 2009, Commission file No. 333-13792).
2.1	Indenture relating to Quebecor Media's 7 3/8% Senior Notes due January 15, 2021, dated as of January 5, 2011, by and between Quebecor Media and Computershare Trust Company of Canada, as trustee (incorporated by reference to Exhibit 2.6 of Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2010, filed on March 21, 2011, Commission file No. 333-13792).



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- 2.2 Form of 7 <sup>3</sup>/<sub>8</sub>% Senior Notes due January 15, 2021 of Quebecor Media (incorporated by reference to Exhibit A to Exhibit 2.6 of Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2010, filed on March 21, 2011, Commission file No. 333-13792).
- 2.3 Indenture relating to Quebecor Media's 7 <sup>3</sup>/<sub>8</sub>% Senior Notes due January 15, 2021, dated as of January 5, 2011, by and between Quebecor Media and Computershare Trust Company of Canada, as trustee (incorporated by reference to Exhibit 2.6 of Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2010, filed on March 21, 2011, Commission file No. 333-13792).
- 2.4 Form of 6 <sup>5</sup>/<sub>8</sub>% Senior Notes due January 15, 2023 of Quebecor Media (incorporated by reference to Exhibit A to Exhibit 2.8 to Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2012, filed on March 20, 2013, Commission file No. 333-13792).
- 2.5 Indenture, relating to Quebecor Media's 6 <sup>5</sup>/<sub>8</sub>% Senior Notes due January 15, 2023, dated as of October 11, 2012, by and between Quebecor Media, and Computershare Trust Company of Canada, as trustee (incorporated by reference to Exhibit 2.8 to Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2012, filed on March 20, 2013, Commission file No. 333-13792).
- 2.6 Form of 5 <sup>3</sup>/<sub>4</sub>% Senior Notes due January 15, 2023 of Quebecor Media (incorporated by reference to Exhibit A to Exhibit 2.10 to Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2012, filed on March 20, 2013, Commission file No. 333-13792).
- 2.7 Indenture, relating to Quebecor Media's 5 <sup>3</sup>/<sub>4</sub>% Senior Notes due January 15, 2023, dated as of October 11, 2012, by and between Quebecor Media, and U.S. Bank National Association, as trustee (incorporated by reference to Exhibit 2.10 to Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2012, filed on March 20, 2013, Commission file No. 333-13792).
- 2.8 Supplemental Indenture, dated as of March 14, 2014, by and among Quebecor Media, and U.S. Bank National Association, as trustee, to the Indenture dated as of October 11, 2012.
- 2.9 Form of 6 <sup>3</sup>/<sub>8</sub>% Senior Notes due December 15, 2015 of Videotron (incorporated by reference to Exhibit A to Exhibit 4.3 to Videotron's Registration Statement on Form F-4, dated October 14, 2005, Registration Statement No. 333-128998).
- 2.10 Form of Notation of Guarantee by the subsidiary guarantors of Videotron's 6 <sup>3</sup>/<sub>8</sub>% Senior Notes due 2015 (incorporated by reference to Exhibit E to Exhibit 4.3 to Videotron's Registration Statement on Form F-4, dated October 14, 2005, Registration Statement No. 333-128998).
- 2.11 Indenture relating to Videotron 6 <sup>3</sup>/<sub>8</sub>% Senior Notes, dated as of September 16, 2005, by and among Videotron Ltd., the subsidiary guarantors signatory thereto, and Wells Fargo, National Association, as trustee (incorporated by reference to Exhibit 4.3 of Videotron's Registration Statement on Form F-4, dated October 14, 2005, Registration Statement No. 333-128998).
- 2.12 Supplemental Indenture, dated as of April 15, 2008, by and among Videotron, Videotron US Inc., as guarantor, and Wells Fargo Bank, National Association, as trustee, to the Indenture dated as of September 16, 2005 (incorporated by reference to Exhibit 2.10 of Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2008, filed on March 6, 2009, Commission file No. 033-51000).
- 2.13 Supplemental Indenture, dated as of September 29, 2010, by and among Videotron Ltd., 9227-2590 Québec inc., as guarantor, and Wells Fargo Bank, National Association, as trustee, to the Indenture dated as of September 16, 2005 (incorporated by reference to Exhibit 2.14 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2010, filed on March 21, 2011, Commission file No. 033-51000).
- 2.14 Supplemental Indenture, dated as of December 22, 2010, by and among Videotron Ltd., Videotron G.P., Videotron L.P. and 9230-7677 Québec inc., as guarantors, and Wells Fargo Bank, National Association, as trustee, to the Indenture dated as of September 16, 2005 (incorporated by reference to Exhibit 2.15 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2010, filed on March 21, 2011, Commission file No. 033-51000).



- 2.15 Supplemental Indenture, dated as of May 2, 2011, by and among Videotron Ltd., Jobboom inc., as guarantor, and Wells Fargo Bank, National Association, as trustee, to the Indenture dated as of September 16, 2005 (incorporated by reference to Exhibit 2.19 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2011, filed on March 21, 2012, Commission file No. 033-51000).
- 2.16 Form of 9 1/8% Senior Notes due April 15, 2018 of Videotron (incorporated by reference to Exhibit A to Exhibit 2.14 of Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2008, filed on March 6, 2009, Commission file No. 033-51000).
- 2.17 Form of Notation of Guarantee by the subsidiary guarantors of the 9 1/8% Senior Notes of Videotron due April 15, 2018 of Videotron Ltd. (incorporated by reference to Exhibit E to Exhibit 2.13 of Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2008, filed on March 6, 2009, Commission file No. 033-51000).
- 2.18 Indenture, dated as of April 15, 2008, by and among Videotron Ltd., the subsidiary guarantors signatory thereto and Wells Fargo Bank, National Association, as trustee (incorporated by reference to Exhibit 2.14 of Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2008, filed on March 6, 2009, Commission file No. 033-51000).
- 2.19 Supplemental Indenture, dated as of March 5, 2009, by and among Videotron Ltd., Le SuperClub Vidéotron Ltée, CF Cable TV Inc., Videotron US Inc. and 9193-2926 Québec inc., as guarantors, and Wells Fargo Bank, National Association, as trustee, to the Indenture dated as of April 15, 2008 (incorporated by reference to Exhibit 2.16 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2009, filed on March 16, 2010).
- 2.20 Supplemental Indenture, dated as of September 29, 2010, by and among Videotron Ltd., 9227-2590 Québec inc., as guarantor, and Wells Fargo Bank, National Association, as trustee, to the Indenture dated as of April 15, 2008 (incorporated by reference to Exhibit 2.21 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2010, filed on March 21, 2011, Commission file No. 033-51000).
- 2.21 Supplemental Indenture, dated as of December 22, 2010, by and among Videotron Ltd., Videotron G.P., Videotron L.P. and 9230-7677 Québec inc., as guarantors, and Wells Fargo Bank, National Association, as trustee, to the Indenture dated as of April 15, 2008 (incorporated by reference to Exhibit 2.22 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2010, filed on March 21, 2011, Commission file No. 033-51000).
- 2.22 Supplemental Indenture, dated as of May 2, 2011, by and among Videotron Ltd., Jobboom inc., as guarantor, and Wells Fargo Bank, National Association, as trustee, to the Indenture dated as of April 15, 2008 (incorporated by reference to Exhibit 2.29 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2011, filed on March 21, 2012).
- 2.23 Form of 7 1/8% Senior Notes due January 15, 2020 of Videotron (incorporated by reference to Exhibit A to Exhibit 2.17 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2009, filed on March 16, 2010).
- 2.24 Form of Notation of Guarantee by the subsidiary guarantors of the 7 1/8% Senior Notes due January 15, 2020 of Videotron (incorporated by reference to Exhibit E to Exhibit 2.17 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2009, filed on March 16, 2010).
- 2.25 Indenture relating to Videotron 7 1/8% Senior Notes, dated as of January 13, 2010, by and among Videotron Ltd., the subsidiary guarantors signatory thereto and Computershare Trust Company of Canada, as trustee (incorporated by reference to Exhibit 2.17 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2009, filed on March 16, 2010, Commission file No. 033-51000).



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- 2.26 Supplemental Indenture, dated as of September 29, 2010, by and among Videotron Ltd., 9227-2590 Québec inc., as guarantor, and Computershare Trust Company of Canada, as trustee, to the Indenture dated as of January 13, 2010 (incorporated by reference to Exhibit 2.24 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2010, filed on March 21, 2011, Commission file No. 033-51000).
- 2.27 Supplemental Indenture, dated as of December 22, 2010, by and among Videotron Ltd., Videotron G.P., Videotron L.P. and 9230-7677 Québec inc., as guarantors, and Computershare Trust Company of Canada, as trustee, to the Indenture dated as of January 13, 2010 (incorporated by reference to Exhibit 2.25 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2010, filed on March 21, 2011, Commission file No. 033-51000).
- 2.28 Supplemental Indenture, dated as of May 2, 2011, by and among Videotron Ltd., Jobboom inc., as guarantor, and Computershare Trust Company of Canada, as trustee, to the Indenture dated as of January 13, 2010 (incorporated by reference to Exhibit 2.37 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2011, filed on March 21, 2012, Commission file No. 033-51000).
- 2.29 Form of 6 <sup>7</sup>/<sub>8</sub>% Senior Notes due July 15, 2021 of Videotron Ltd. (incorporated by reference to Exhibit A to Exhibit 2.42 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2011, filed on March 21, 2012, Commission file No. 033-51000).
- 2.30 Form of Notation of Guarantee of the subsidiary guarantors of the 6 <sup>7</sup>/<sub>8</sub>% Senior Notes due July 15, 2021 of Videotron Ltd. (incorporated by reference to Exhibit E to Exhibit 2.42 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2011, filed on March 21, 2012, Commission file No. 033-51000).
- 2.31 Indenture, dated as of July 5, 2011, by and among Videotron Ltd., the subsidiary guarantors signatory thereto and Computershare Trust Company of Canada, as trustee (incorporated by reference to Exhibit 2.42 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2011, filed on March 21, 2012, Commission file No. 033-51000).
- 2.32 Form of 5% Senior Notes due July 15, 2022 of Videotron (incorporated by reference to Exhibit A to Exhibit 2.47 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2011, filed on March 21, 2012, Commission file No. 033-51000).
- 2.33 Form of Notation of Guarantee by the subsidiary guarantors of the 5% Senior Notes due July 15, 2022 of Videotron Ltd. (incorporated by reference to Exhibit E to Exhibit 2.47 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2011, filed on March 21, 2012, Commission file No. 033-51000).
- 2.34 Indenture, dated as of March 14, 2012, by and among Videotron Ltd., the subsidiary guarantors signatory thereto and Wells Fargo Bank, National Association, as trustee (incorporated by reference to Exhibit 2.47 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2011, filed on March 21, 2012, Commission file No. 033-51000).
- 2.35 Form of 5 <sup>5</sup>/<sub>8</sub>% Senior Notes due June 15, 2025 of Videotron Ltd. (incorporated by reference to Exhibit A to Exhibit 2.40 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2013, filed on March 20, 2014, Commission file No. 033-51000).
- 2.36 Form of Notation of Guarantee of the subsidiary guarantors of the 5 <sup>5</sup>/<sub>8</sub>% Senior Notes due June 15, 2025 of Videotron Ltd. (incorporated by reference to Exhibit E to Exhibit 2.40 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2013, filed on March 20, 2014, Commission file No. 033-51000).



- 2.37 Indenture, dated as of June 17, 2013, by and among Videotron Ltd., the subsidiary guarantors party thereto, and Computershare Trust Company of Canada, as trustee (incorporated by reference to Exhibit 2.40 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2013, filed on March 20, 2014, Commission file No. 033-51000).
- 2.38 Form of 5<sup>3/8</sup>% Senior Notes due June 15, 2024 of Videotron Ltd. (incorporated by reference to Exhibit A to Exhibit 2.40).
- 2.39 Form of Notation of Guarantee of the subsidiary guarantors of the 5<sup>3/8</sup>% Senior Notes due June 15, 2024 of Videotron Ltd. (incorporated by reference to Exhibit E to Exhibit 2.40).
- 2.40 Indenture, dated as of April 9, 2014, by and among Videotron Ltd., the subsidiary guarantors party thereto, and Wells Fargo Bank, National Association, as trustee.
- 3.1 Shareholders' Agreement dated December 11, 2000 by and among Quebecor Inc., Capital Communications CDPQ inc. (now known as Capital d'Amérique CDPQ inc.) and Quebecor Media, together with a summary thereof in the English-language (incorporated by reference to Exhibit 9.1 to Quebecor Media's Registration Statement on Form F-4, dated September 5, 2001, Registration Statement No. 333-13792).
- 3.2 Letter Agreement dated December 11, 2000 between Quebecor Inc. and Capital Communications CDPQ inc. (now known as Capital d'Amérique CDPQ inc.) (translation) (incorporated by reference to Exhibit 9.2 to Quebecor Media's Registration Statement on Form F-4, dated September 5, 2001 Registration Statement 333-13792).
- 3.3 Written resolution adopted by the Shareholders of Quebecor Media on May 25, 2011 relating to the decrease in the size of the Board of Directors of Quebecor Media (translation) (incorporated by reference to Exhibit 3.5 to Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2011, filed on March 22, 2012, Commission file No. 333-13792).
- 3.4 Amendment Agreement, dated as of October 11, 2012, amending the Shareholders' Agreement dated December 11, 2000 by and among Quebecor Inc., Capital Communications CDPQ inc. (now known as Capital d'Amérique CDPQ inc.) and Quebecor Media (incorporated by reference to Exhibit 3.4 to Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2012, filed on March 20, 2013, Commission file No. 333-13792).
- 4.1 First Amendment to the Amended and Restated Credit Agreement, dated as of August 1, 2013, amending the Amended and Restated Credit Agreement, dated as of June 14, 2013, by and among Quebecor Media, as Borrower, the financial institutions party thereto from time to time, as Lenders, and Bank of America, N.A., as Administrative Agent. (incorporated by reference to Exhibit 4.1 to Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2013, filed on March 20, 2014, Commission file No. 333-13792)
- 4.2 Amended and Restated Credit Agreement, dated as of June 14, 2013, by and among Quebecor Media, as Borrower, the financial institutions party thereto from time to time, as Lenders, and Bank of America, N.A., as Administrative Agent. (incorporated by reference to Exhibit 4.2 to Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2013, filed on March 20, 2014, Commission file No. 333-13792)
- 4.3 First Amending Agreement, dated as of June 14, 2013, amending the Amended and Restated Credit Agreement, dated as of July 20, 2011, by and among Videotron, Royal Bank of Canada, as administrative agent, and the financial institutions signatory thereto and acknowledged by Le SuperClub Videotron, Videotron Infrastructures Inc., Videotron US Inc., 9227-2590 Québec Inc., 9230-7677 Québec Inc., Videotron G.P., Videotron L.P. and 8487782 Canada Inc. as guarantors. (incorporated by reference to Exhibit 4.3 to Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2013, filed on March 20, 2014, Commission file No. 333-13792)
- 4.4 Credit Agreement, dated as of April 7, 2006, by and between Société Générale (Canada), as lender, and Quebecor Media, as borrower (incorporated by reference to Exhibit 10.3 of Quebecor Media's Registration Statement on Form F-4, dated November 20, 2007, Registration Statement No. 333-147551).



- 4.5 First Amending Agreement, dated as of December 7, 2007, amending the Credit Agreement dated as of April 7, 2006 among Quebecor Media, as borrower, and Société Générale (Canada), as lender (incorporated by reference to Exhibit 4.4 of Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2009, filed on March 16, 2010, Commission file No. 333-13792).
- 4.6 Amended and Restated Credit Agreement, dated as of July 20, 2011, by and among Videotron, Royal Bank of Canada, as administrative agent, and the financial institutions signatory thereto and acknowledged by Le SuperClub Videotron, Videotron Infrastructures Inc., Jobboom Inc., Videotron US Inc., 9227-2590 Québec Inc., 9230-7677 Québec Inc., Videotron G.P., and Videotron L.P., as guarantors (incorporated by reference to Exhibit 4.1 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2011, filed on March 21, 2012, Commission file No. 033-51000).
- 4.7 Form of Guarantee of the Guarantors of the Credit Agreement (incorporated by reference to Schedule D of Exhibit 4.1 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2011, filed on March 21, 2012, Commission file No. 033-51000).
- 4.8 Form of Share Pledge of the shares of Videotron Ltd. and the Guarantors of the Credit Agreement (incorporated by reference to Schedule E of Exhibit 4.1 to Videotron's Annual Report on Form 20-F for the fiscal year ended December 31, 2011, filed on March 21, 2012, Commission file No. 033-51000).
- 4.9 Purchase Agreement dated as of October 6, 2014, by and among Sun Media, as seller, and Postmedia Network Canada Corporation, as Purchaser.
- 7.1 Statement regarding calculation of ratio of earnings to fixed charges.
- 8.1 Subsidiaries of Quebecor Media.
- 11.1 Code of Ethics (incorporated by reference to Exhibit 11.1 to Quebecor Media's Annual Report on Form 20-F for the fiscal year ended December 31, 2012, filed on March 20, 2013, Commission file No. 333-13792).
- 12.1 Certification of Pierre Dion, President and Chief Executive Officer of Quebecor Media, pursuant to 15 U.S.C. Section 78(m)(a), as adopted pursuant to Section 302 of the *Sarbanes-Oxley Act* of 2002.
- 12.2 Certification of Jean-François Pruneau, Senior Vice President and Chief Financial Officer of Quebecor Media, pursuant to 15 U.S.C. Section 78(m)(a), as adopted pursuant to Section 302 of the *Sarbanes-Oxley Act* of 2002.
- 13.1 Certification of Pierre Dion, President and Chief Executive Officer of Quebecor Media, pursuant to 18 U.S.C. Section 1350 as adopted pursuant to Section 906 of the *Sarbanes-Oxley Act* of 2002.
- 13.2 Certification of Jean-François Pruneau, Senior Vice President and Chief Financial Officer of Quebecor Media, pursuant to 18 U.S.C. Section 1350 as adopted pursuant to Section 906 of the *Sarbanes-Oxley Act* of 2002.





**SIGNATURE**

The registrant hereby certifies that it meets all of the requirements for filing on Form 20-F and that it has duly caused and authorized the undersigned to sign this annual report on its behalf.

**QUEBECOR MEDIA INC.**

By: /s/ Jean-François Pruneau  
Name: Jean-François Pruneau  
Title: Senior Vice President and Chief  
Financial Officer

Dated: March 20, 2015



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**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES  
CONSOLIDATED FINANCIAL STATEMENTS**

Years ended December 31, 2014, 2013 and 2012

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**Report of Independent Registered Public Accounting Firm**

To the Board of Directors and to the shareholders of  
Quebecor Media Inc.

We have audited the accompanying consolidated balance sheets of Quebecor Media Inc. and its subsidiaries as of December 31, 2014 and 2013, and the related consolidated statements of income, comprehensive income, equity and cash flows for each of the three years in the period ended December 31, 2014. These consolidated financial statements are the responsibility of the Corporation's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free of material misstatement. We were not engaged to perform an audit of the Corporation's internal control over financial reporting. Our audits included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Corporation's internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the consolidated financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Quebecor Media Inc. and its subsidiaries at December 31, 2014 and 2013, and the consolidated results of their operations and their cash flows for each of the three years in the period ended December 31, 2014, in conformity with International Financial Reporting Standards as issued by the International Accounting Standards Board.

Montréal, Canada

/s/ Ernst & Young LLP<sup>(1)</sup>

March 19, 2015

<sup>1</sup> CPA auditor, CA, public accountancy permit no. A107913



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF INCOME**

Years ended December 31, 2014, 2013 and 2012  
(in millions of Canadian dollars)

	Note	2014	2013	2012
<b>Revenues</b>	2	<b>\$3,716.1</b>	\$3,647.5	\$3,553.3
Employee costs	3	682.2	692.8	696.3
Purchase of goods and services	3	1,639.6	1,577.5	1,564.1
Depreciation and amortization		664.2	628.1	552.0
Financial expenses	4	324.2	360.8	335.5
Loss (gain) on valuation and translation of financial instruments	5	3.1	244.4	(136.9)
Restructuring of operations, impairment of assets and other special items	6	54.4	11.6	(11.3)
Impairment of goodwill and intangible assets	7	81.0	35.3	43.0
Loss on debt refinancing	9	18.7	18.9	6.3
<b>Income before income taxes</b>		<b>248.7</b>	78.1	504.3
Income taxes (recovery):				
Current	11	117.1	83.4	45.4
Deferred	11	(20.7)	(46.7)	97.6
		96.4	36.7	143.0
<b>Income from continuing operations</b>		<b>152.3</b>	41.4	361.3
Loss from discontinued operations	8	(65.5)	(193.8)	(129.6)
<b>Net income (loss)</b>		<b>\$ 86.8</b>	\$ (152.4)	\$ 231.7
<b>Income (loss) from continuing operations attributable to</b>				
Shareholders		\$ 173.1	\$ 34.2	\$ 364.2
Non-controlling interests		(20.8)	7.2	(2.9)
<b>Net income (loss) attributable to</b>				
Shareholders		\$ 107.6	\$ (159.6)	\$ 234.6
Non-controlling interests		(20.8)	7.2	(2.9)

See accompanying notes to consolidated financial statements.



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**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**

Years ended December 31, 2014, 2013 and 2012  
 (in millions of Canadian dollars)

	Note	2014	2013	2012
<b>Income from continuing operations</b>		<b>\$152.3</b>	\$ 41.4	\$ 361.3
Other comprehensive (loss) income from continuing operations:				
Items that may be reclassified to income:				
Cash flows hedges:				
Gain (loss) on valuation of derivative financial instruments		14.2	(45.1)	33.1
Deferred income taxes		(21.3)	(1.2)	2.9
Items that will not be reclassified to income:				
Defined benefit plans:				
Re-measurement (loss) gain	29	(45.1)	109.7	(17.9)
Deferred income taxes		12.1	(29.4)	4.7
Reclassification to income:				
Gain related to cash flows hedges	9	(10.8)	(14.5)	(15.3)
Deferred income taxes		0.4	1.1	0.5
		(50.5)	20.6	8.0
<b>Comprehensive income from continuing operations</b>		<b>101.8</b>	62.0	369.3
Loss from discontinued operations	8	(65.5)	(193.8)	(129.6)
Other comprehensive (loss) income from discontinued operations	8	(7.6)	28.3	(1.5)
<b>Comprehensive income (loss)</b>		<b>\$ 28.7</b>	<b>\$(103.5)</b>	<b>\$ 238.2</b>
<b>Comprehensive income (loss) from continuing operations attributable to</b>				
Shareholders		\$126.9	42.2	373.4
Non-controlling interests		(25.1)	19.8	(4.1)
<b>Comprehensive income (loss) attributable to</b>				
Shareholders		\$ 53.8	\$(123.3)	\$ 242.3
Non-controlling interests		(25.1)	19.8	(4.1)

See accompanying notes to consolidated financial statements.



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**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF EQUITY**

Years ended December 31, 2014, 2013 and 2012  
 (in millions of Canadian dollars)

	Equity attributable to shareholders				Equity attributable to non-controlling interests	Total equity
	Capital stock (note 22)	Contributed surplus	Deficit	Accumulated other comprehensive loss (note 24)		
Balance as of December 31, 2011	\$1,752.4	\$ 3,176.6	\$(1,967.1)	\$ (74.8)	\$ 135.7	\$ 3,022.8
Net income (loss)	—	—	234.6	—	(2.9)	231.7
Other comprehensive income (loss)	—	—	—	7.7	(1.2)	6.5
Acquisition of non-controlling interests	—	(0.3)	—	—	0.3	—
Reclassification of stated capital (note 22)	3,175.0	(3,175.0)	—	—	—	—
Repurchase of shares (note 22)	(811.3)	—	(188.8)	—	—	(1,000.1)
Dividends	—	—	(100.0)	—	(0.5)	(100.5)
Balance as of December 31, 2012	4,116.1	1.3	(2,021.3)	(67.1)	131.4	2,160.4
Net (loss) income	—	—	(159.6)	—	7.2	(152.4)
Other comprehensive income	—	—	—	36.3	12.6	48.9
Dividends	—	—	(100.0)	—	(0.4)	(100.4)
Business acquisition	—	—	—	—	0.3	0.3
Balance as of December 31, 2013	4,116.1	1.3	(2,280.9)	(30.8)	151.1	1,956.8
Net income (loss)	—	—	107.6	—	(20.8)	86.8
Other comprehensive loss	—	—	—	(53.8)	(4.3)	(58.1)
Dividends	—	—	(100.0)	—	(0.2)	(100.2)
Business acquisition	—	—	(0.1)	—	0.1	—
<b>Balance as of December 31, 2014</b>	<b><u>\$4,116.1</u></b>	<b><u>\$ 1.3</u></b>	<b><u>\$(2,273.4)</u></b>	<b><u>\$ (84.6)</u></b>	<b><u>\$ 125.9</u></b>	<b><u>\$ 1,885.3</u></b>

See accompanying notes to consolidated financial statements.

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF CASH FLOWS**Years ended December 31, 2014, 2013 and 2012  
(in millions of Canadian dollars)

	Note	2014	2013	2012
<b>Cash flows related to operating activities</b>				
Income from continuing operations		\$ 152.3	\$ 41.4	\$ 361.3
Adjustments for:				
Depreciation of property, plant and equipment	14	538.8	502.0	434.9
Amortization of intangible assets	15	125.4	126.1	117.1
Loss (gain) on valuation and translation of financial instruments	5	3.1	244.4	(136.9)
Loss (gain) on disposal of assets	6	0.1	0.8	(12.8)
Impairment of assets	6	6.7	2.1	—
Impairment of goodwill and intangible assets	7	81.0	35.3	43.0
Loss on debt refinancing	9	18.7	18.9	6.3
Amortization of financing costs and long-term debt discount	4	8.6	11.9	14.3
Deferred income taxes	11	(20.7)	(46.7)	97.6
Other		(0.6)	(0.9)	3.9
		913.4	935.3	928.7
Net change in non-cash balances related to operating activities		76.9	(11.9)	127.8
Cash flows provided by continuing operating activities		990.3	923.4	1,056.5
<b>Cash flows related to investing activities</b>				
Business acquisitions	10	(132.3)	(7.7)	(1.6)
Business disposals	8	193.5	59.2	0.8
Additions to property, plant and equipment	14	(645.5)	(562.2)	(701.8)
Additions to intangible assets	15	(317.3)	(77.8)	(88.6)
Proceeds from disposals of assets	6	5.4	13.2	28.3
Acquisition of tax deductions from the parent corporation	28	(3.1)	(6.9)	(10.2)
Other		0.5	1.7	(1.4)
Cash flows used in continuing investing activities		(898.8)	(580.5)	(774.5)
<b>Cash flows related to financing activities</b>				
Net change in bank indebtedness		4.5	—	(4.0)
Net change under revolving facilities		—	—	(19.7)
Issuance of long-term debt, net of financing fees	20	728.3	752.6	2,102.1
Repayments of long-term debt	9	(814.7)	(722.8)	(1,202.3)
Settlement of hedging contracts	9	(65.4)	(29.7)	(43.6)
Repurchase of Common Shares	22	—	—	(1,000.1)
Dividends		(100.0)	(100.0)	(100.0)
Dividends paid to non-controlling interests		(0.2)	(0.4)	(0.5)
Other		—	—	0.1
Cash flows used in continuing financing activities		(247.5)	(100.3)	(268.0)
<b>Net change in cash and cash equivalents from continuing operations</b>		<b>\$(156.0)</b>	<b>\$ 242.6</b>	<b>\$ 14.0</b>

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS (continued)**Years ended December 31, 2014, 2013 and 2012  
(in millions of Canadian dollars)

	Note	2014	2013	2012
<b>Net change in cash and cash equivalents from continuing operations</b>		<b>\$(156.0)</b>	\$242.6	\$ 14.0
Cash flows provided by discontinued operations	8	74.7	5.3	71.2
Cash and cash equivalents at beginning of year		<u>476.6</u>	<u>228.7</u>	<u>143.5</u>
<b>Cash and cash equivalents at end of year</b>		<b><u>\$ 395.3</u></b>	<b><u>\$476.6</u></b>	<b><u>\$228.7</u></b>
<b>Additional information on the consolidated statements of cash flows</b>				
<b>Cash and cash equivalents consist of</b>				
Cash		\$ 155.9	\$207.3	\$ 76.0
Cash equivalents		<u>239.4</u>	<u>269.3</u>	<u>152.7</u>
		<b><u>\$ 395.3</u></b>	<b><u>\$476.6</u></b>	<b><u>\$228.7</u></b>
<b>Changes in non-cash balances related to operating activities (excluding the effect of business acquisitions and disposals)</b>				
Accounts receivable		\$ 8.1	\$ (2.1)	\$ 13.5
Inventories		12.4	10.3	19.2
Accounts payable, accrued charges and provisions		34.3	(59.8)	71.3
Income taxes		9.4	48.7	58.3
Stock-based compensation		0.6	3.1	(8.0)
Deferred revenues		8.8	(4.0)	(3.7)
Defined benefit plans		(19.7)	(19.6)	(6.3)
Other		23.0	11.5	(16.5)
		<u>\$ 76.9</u>	<u>\$ (11.9)</u>	<u>\$127.8</u>
<b>Non-cash investing activities</b>				
Net change in additions to property, plant and equipment and intangible assets financed with accounts payable		<u>\$ 2.4</u>	<u>\$ 2.2</u>	<u>\$ 52.8</u>
<b>Interest and taxes reflected as operating activities</b>				
Cash interest payments		\$ 312.3	\$336.8	\$301.2
Cash income tax payments (net of refunds)		<u>124.9</u>	<u>49.4</u>	<u>5.1</u>

See accompanying notes to consolidated financial statements.





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**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES  
CONSOLIDATED BALANCE SHEETS**

December 31, 2014 and 2013  
(in millions of Canadian dollars)

	Note	2014	2013
<b>Assets</b>			
<b>Current assets</b>			
Cash and cash equivalents		\$ 395.3	\$ 476.6
Accounts receivable	12	448.4	565.7
Income taxes		6.7	18.0
Amounts receivable from parent corporation		7.3	6.7
Inventories	13	212.2	239.4
Prepaid expenses		37.8	47.9
Assets held for sale	8	398.1	76.9
		<u>1,505.8</u>	<u>1,431.2</u>
<b>Non-current assets</b>			
Property, plant and equipment	14	3,382.9	3,382.4
Intangible assets	15	945.8	824.8
Goodwill	16	2,714.6	3,061.5
Derivative financial instruments	27	400.9	142.1
Deferred income taxes	11	7.8	26.6
Other assets	17	78.9	101.7
		<u>7,530.9</u>	<u>7,539.1</u>
<b>Total assets</b>		<u><b>\$9,036.7</b></u>	<u><b>\$8,970.3</b></u>



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**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**CONSOLIDATED BALANCE SHEETS (continued)**

December 31, 2014 and 2013  
(in millions of Canadian dollars)

	Note	2014	2013
<b>Liabilities and equity</b>			
<b>Current liabilities</b>			
Bank indebtedness		\$ 4.5	\$ —
Accounts payable and accrued charges	18	643.2	693.2
Provisions	19	56.7	39.4
Deferred revenue		283.0	288.8
Income taxes		85.5	89.2
Derivative financial instruments	27	0.9	116.2
Current portion of long-term debt	20	229.1	100.2
Liabilities held for sale	8	97.9	9.0
		<u>1,400.8</u>	<u>1,336.0</u>
<b>Non-current liabilities</b>			
Long-term debt	20	4,972.7	4,875.8
Derivative financial instruments	27	101.9	77.3
Other liabilities	21	173.6	155.8
Deferred income taxes	11	502.4	568.6
		<u>5,750.6</u>	<u>5,677.5</u>
<b>Equity</b>			
Capital stock	22	4,116.1	4,116.1
Contributed surplus		1.3	1.3
Deficit		(2,273.4)	(2,280.9)
Accumulated other comprehensive loss	24	(84.6)	(30.8)
Equity attributable to shareholders		1,759.4	1,805.7
Non-controlling interests		125.9	151.1
		<u>1,885.3</u>	<u>1,956.8</u>
Commitments and contingencies	19, 25		
Guarantees	26		
Subsequent events	31		
<b>Total liabilities and equity</b>		<u>\$ 9,036.7</u>	<u>\$ 8,970.3</u>

See accompanying notes to consolidated financial statements.

On March 19, 2015, the Board of Directors approved the consolidated financial statements for the years ended December 31, 2014, 2013 and 2012.

On behalf of the Board of Directors,

/s/ Brian Mulroney  
**The Right Honourable Brian Mulroney, P.C., C.C., LL.D.,**  
Chairman of the Board

/s/ Jean La Couture  
**Jean La Couture, Director**



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## QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES

### SEGMENTED INFORMATION

Years ended December 31, 2014, 2013 and 2012

(in millions of Canadian dollars)

Quebecor Media Inc. (“Quebecor Media” or the “Corporation”) is incorporated under the laws of Québec and is a subsidiary of Quebecor Inc. (“Quebecor” or the “parent corporation”). The Corporation’s head office and registered office is located at 612 rue Saint-Jacques, Montréal (Québec), Canada. The percentages of voting rights and of equity in its major subsidiaries are as follows:

	<u>% voting</u>	<u>% equity</u>
Videotron Ltd.	100.0%	100.0%
TVA Group Inc.	99.9%	51.5%
Sun Media Corporation	100.0%	100.0%
Quebecor Media Printing Inc.	100.0%	100.0%
Archambault Group Inc.	100.0%	100.0%

The Corporation operates, through its subsidiaries, in the following industry segments: Telecommunications, Media, and Sports and Entertainment. The Telecommunications segment offers television distribution, Internet, business solutions, cable and mobile telephony services in Canada and is engaged in the rental of movies, televisual products and console games through its video-on-demand service and rentals stores. This segment also operates retail stores specialized in the sale of cultural and entertainment products, and offers online sales of downloadable music and books in Québec. The operations of the Media segment in Québec include the printing, publishing and distribution of daily newspapers, the printing of commercial inserts, the operation of an over-the-air television network, the operation of television specialty services, the operation of studio, soundstage and equipment leasing and post-production services for the film and television industries, the operation of Internet portals and specialized sites, the publishing of books and magazines, the distribution of books, magazines and movies and the operation of an out-of-home advertising business. The activities of the Sports and Entertainment segment in Québec encompass show production, sporting and cultural events management, music production, distribution and streaming, the operation of two Quebec Major Junior Hockey League (“QMJHL”) teams, and the operation and management of the future Québec City amphitheatre.

In 2014, the Corporation changed its organisational structure and its operations are now managed through the following three segments: Telecommunications, Media, and Sports and Entertainment. The reorganization consisted in (a) the creation of the new Media segment, which includes all activities of the previous News Media and Broadcasting segments, as well as the book publishing and distribution activities previously included in the Leisure and Entertainment segment, (b) the creation of the new Sports and Entertainment segment, which includes all operating, production, distribution and management activities of the previous Leisure and Entertainment segment relating to music, entertainment, sports and the future Québec City amphitheatre, and (c) the transfer of the retail businesses from the previous Leisure and Entertainment segment to the Telecommunications segment. Accordingly, prior period figures in the Corporation’s segmented information have been reclassified to reflect these changes.

These segments are managed separately since they all require specific market strategies. The accounting policies of each segment are the same as the accounting policies used for the consolidated financial statements. Segment income includes income from sales to third parties and inter-segment sales. Transactions between segments are measured at exchange amounts between the parties.

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES****SEGMENTED INFORMATION (continued)**

Years ended December 31, 2014, 2013 and 2012

(in millions of Canadian dollars)

	<u>Telecommunications</u>	<u>Media</u>	<u>Sports and Entertainment</u>	<u>Head office and Intersegments</u>	<u>Total 2014</u>
Revenues	\$ 2,965.0	\$807.7	\$ 60.9	\$ (117.5)	\$3,716.1
Employee costs	367.1	263.5	9.1	42.5	682.2
Purchase of goods and services	1,243.0	497.7	55.2	(156.3)	1,639.6
Adjusted operating income <sup>1</sup>	1,354.9	46.5	(3.4)	(3.7)	1,394.3
Depreciation and amortization					664.2
Financial expenses					324.2
Loss on valuation and translation of financial instruments					3.1
Restructuring of operations, impairment of assets and other special items					54.4
Impairment of goodwill and intangible assets					81.0
Loss on debt refinancing					18.7
<b>Income before income taxes</b>					<b>\$ 248.7</b>
Additions to property, plant and equipment	\$ 607.5	\$ 32.2	\$ 5.5	\$ 0.3	\$ 645.5
Additions to intangible assets	304.7	9.3	0.1	3.2	317.3

See accompanying notes to consolidated financial statements.

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES****SEGMENTED INFORMATION (continued)**

Years ended December 31, 2014, 2013 and 2012

(in millions of Canadian dollars)

	<u>Telecommunications</u>	<u>Media</u>	<u>Sports and Entertainment</u>	<u>Head office and Intersegments</u>	<u>Total 2013</u>
Revenues	\$ 2,860.5	\$828.3	\$ 70.2	\$ (111.5)	\$3,647.5
Employee costs	372.8	269.6	8.4	42.0	692.8
Purchase of goods and services	1,193.5	474.7	62.9	(153.6)	1,577.5
Adjusted operating income <sup>1</sup>	1,294.2	84.0	(1.1)	0.1	1,377.2
Depreciation and amortization					628.1
Financial expenses					360.8
Loss on valuation and translation of financial instruments					244.4
Restructuring of operations, impairment of assets and other special items					11.6
Impairment of goodwill and intangible assets					35.3
Loss on debt refinancing					18.9
Income before income taxes					<u>\$ 78.1</u>
Additions to property, plant and equipment	\$ 532.9	\$ 26.2	\$ 0.6	\$ 2.5	\$ 562.2
Additions to intangible assets	67.9	8.8	—	1.1	77.8

See accompanying notes to consolidated financial statements.



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**SEGMENTED INFORMATION (continued)**

Years ended December 31, 2014, 2013 and 2012  
(in millions of Canadian dollars)

	Telecommunications	Media	Sports and Entertainment	Head office and Intersegments	Total 2012
Revenues	\$ 2,758.8	\$844.8	\$ 76.9	\$ (127.2)	\$3,553.3
Employee costs	365.1	298.3	7.5	25.4	696.3
Purchase of goods and services	1,173.5	484.3	67.1	(160.8)	1,564.1
Adjusted operating income <sup>1</sup>	1,220.2	62.2	2.3	8.2	1,292.9
Depreciation and amortization					552.0
Financial expenses					335.5
Gain on valuation and translation of financial instruments					(136.9)
Restructuring of operations, impairment of assets and other special items					(11.3)
Impairment of goodwill and intangible assets					43.0
Loss on debt refinancing					6.3
Income before income taxes					\$ 504.3
Additions to property, plant and equipment	\$ 672.8	\$ 25.8	\$ 1.7	\$ 1.5	\$ 701.8
Additions to intangible assets	77.2	10.9	—	0.5	88.6

<sup>1</sup> The Chief Executive Officer uses adjusted operating income as the measure of profit to assess the performance of each segment. Adjusted operating income is referred as a non-International Financial Reporting Standards (“IFRS”) measure and is defined as net income (loss) before depreciation and amortization, financial expenses, loss (gain) on valuation and translation of financial instruments, restructuring of operations, impairment of assets and other special items, impairment of goodwill and intangible assets, loss on debt refinancing, income taxes and loss from discontinued operations.

See accompanying notes to consolidated financial statements.



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**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

Years ended December 31, 2014, 2013 and 2012

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

**(a) Basis of presentation**

The consolidated financial statements have been prepared in accordance with IFRS as issued by the International Accounting Standards Board.

These consolidated financial statements have been prepared on a historical cost basis, except for certain financial instruments (note 1(k)), the liability related to stock-based compensation (note 1(u)) and the net defined benefit liability (note 1(v)), and are presented in Canadian dollars ("CAN dollars"), which is the currency of the primary economic environment in which the Corporation and its subsidiaries operate ("functional currency").

Comparative figures for the years ended December 31, 2013 and 2012 have been restated to conform to the presentation adopted for the year ended December 31, 2014.

**(b) Changes in accounting policies**

On January 1, 2014, the Corporation adopted retrospectively IFRIC 21 – *Levies*, which clarifies the timing of accounting for a liability in relation with outflow of resources that is imposed by governments in accordance with legislation, based on the activity that triggers the payment. The adoption of this interpretation did not have a material impact on the consolidated financial statements.

**(c) Consolidation**

The consolidated financial statements include the accounts of the Corporation and its subsidiaries. Intercompany transactions and balances are eliminated on consolidation.

A subsidiary is an entity controlled by the Corporation. Control is achieved when the Corporation is exposed, or has rights, to variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity.

Non-controlling interests in the net assets and results of consolidated subsidiaries are identified separately from the parent's ownership interest in them. Non-controlling interests in the equity of a subsidiary consist of the amount of non-controlling interests calculated at the date of the original business combination and their share of changes in equity since that date. Changes in non-controlling interests in a subsidiary that do not result in a loss of control by the Corporation are accounted for as equity transactions.

**(d) Business combinations**

A business combination is accounted for by the acquisition method. The cost of an acquisition is measured at the fair value of the consideration given in exchange for control of the business acquired at the acquisition date. This consideration can be comprised of cash, assets transferred, financial instruments issued, or future contingent payments. The identifiable assets and liabilities of the business acquired are recognized at their fair value at the acquisition date. Results of operations of a business acquired are included in the Corporation's consolidated financial statements from the date of the business acquisition. Business acquisition and integration costs are expensed as incurred.

Non-controlling interests in an entity acquired are presented in the consolidated balance sheet within equity, separately from the equity attributable to shareholders and are initially measured at fair value.



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**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

(tabular amounts in millions of Canadian dollars, except for option data)

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(e) Foreign currency translation**

Financial statements of the foreign operations disposed in 2014 (note 8) were translated using the rate in effect at the balance sheet date for assets and liabilities, and using the average exchange rates during the period for revenues and expenses. Adjustments arising from foreign currency translation since January 1, 2010 were recorded in other comprehensive income.

Foreign currency transactions are translated to the functional currency by applying the exchange rate prevailing at the date of the transactions. Translation gains and losses on assets and liabilities denominated in a foreign currency are included in financial expenses, or in gain or loss on valuation and translation of financial instruments, unless hedge accounting is used.

**(f) Revenue recognition**

The Corporation recognizes operating revenues when the following criteria are met:

- the amount of revenue can be measured reliably;
- the receipt of economic benefits associated with the transaction is probable;
- the costs incurred or to be incurred in respect of the transaction can be measured reliably;
- the stage of completion can be measured reliably where services have been rendered; and
- significant risks and rewards of ownership, including effective control, have been transferred to the buyer where goods have been sold.

The portion of revenue that is unearned is recorded under "Deferred revenue" when customers are invoiced.

Revenue recognition policies for each of the Corporation's main activities are as follows:

Telecommunications

The Telecommunications segment provides services under arrangements with multiple deliverables, for which there are two separate accounting units: one for subscriber services (cable television, Internet, cable telephony or mobile telephony, including connection costs and rental of equipment); the other for equipment sales to subscribers. Components of multiple deliverable arrangements are separately accounted for, provided the delivered elements have stand-alone value to the customer and the fair value of any undelivered elements can be objectively and reliably determined. Arrangement consideration is allocated among the separate accounting units based on their relative fair values.

Cable connection revenues are deferred and recognized as revenues over the estimated average period that subscribers are expected to remain connected to the network. The incremental and direct costs related to cable connection costs, in an amount not exceeding the revenue, are deferred and recognized as an operating expense over the same period. The excess of those costs over the related revenues is recognized immediately in income. Operating revenues from cable and other services, such as Internet access, cable and mobile telephony, are recognized when services are rendered. Promotional offers and rebates are accounted for as a reduction in the service revenue to which they relate. Revenues from equipment sales to subscribers and their costs are recognized in income when the equipment is delivered. Promotional offers related to equipment, with the exclusion of mobile devices, are accounted for as a reduction of related equipment sales on delivery, while promotional offers related to the sale of mobile devices are accounted for as a reduction of related equipment sales on activation. Operating revenues related to service contracts are recognized in income over the life of the specific contracts on a straight-line basis over the period in which the services are provided.

Revenues from the retail activities are recognized at the time of delivery, net of provisions for estimated returns based on historical rate of returns.



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

(tabular amounts in millions of Canadian dollars, except for option data)

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****(f) Revenue recognition (continued)**Media

Advertising revenues derived from the sale of advertising airtime are recognized when the advertisement has been broadcast on television. Advertising revenues derived from the newspapers and magazines publishing activities are recognized when the publication is delivered. Website advertising is recognized when advertisements are placed on websites.

Revenues derived from subscriptions to specialty television channels are recognized on a monthly basis at the time service is rendered.

Revenues from the sale or distribution of newspapers, magazines and books are recognized upon delivery, net of provisions for estimated returns based on historical rate of returns.

Revenues derived from subscription to online publications are recognized over the period of the subscription.

Sports and Entertainment

Revenues derived from entertainment products distribution are recognized on delivery of the products, net of provisions for estimated returns based on historical rate of returns.

Revenues derived from show production and sporting and cultural event management are recognized once the event or production occurs or when services are rendered.

**(g) Impairment of assets**

For the purposes of assessing impairment, assets are grouped in cash-generating units ("CGUs"), which represent the lowest levels for which there are separately identifiable cash inflows generated by those assets. The Corporation reviews at each balance sheet date whether events or circumstances have occurred to indicate that the carrying amounts of its long-lived assets with finite useful lives may be less than their recoverable amounts. Goodwill, other intangible assets having an indefinite useful life, and intangible assets not yet available for use are tested for impairment each financial year, as well as whenever there is an indication that the carrying amount of the asset, or the CGU to which an asset has been allocated, exceeds its recoverable amount. The recoverable amount is the higher of the fair value less costs to sell and the value in use of the asset or the CGU. Fair value less costs to sell represents the amount an entity could obtain at the valuation date from the asset's disposal in an arm's length transaction between knowledgeable, willing parties, after deducting the costs of disposal. The value in use represents the present value of the future cash flows expected to be derived from the asset or the CGU.

An impairment loss is recognized in the amount by which the carrying amount of an asset or a CGU exceeds its recoverable amount. When the recoverable amount of a CGU to which goodwill has been allocated is lower than the CGU's carrying amount, the related goodwill is first impaired. Any excess amount of impairment is recognized and attributed to assets in the CGU, prorated to the carrying amount of each asset in the CGU.

An impairment loss recognized in prior periods for long-lived assets with finite useful lives and intangible assets having an indefinite useful life, other than goodwill, can be reversed through the consolidated statement of income to the extent that the resulting carrying value does not exceed the carrying value that would have been the result if no impairment losses had been previously recognized.



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012  
(tabular amounts in millions of Canadian dollars, except for option data)

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(h) Barter transactions**

In the normal course of operations, the Media segment principally offer advertising in exchange for goods and services. Revenues thus earned and expenses incurred are accounted for on the basis of the fair value of the goods and services provided.

For the year ended December 31, 2014, the Corporation recorded \$14.5 million of barter advertising revenues (\$15.2 million in 2013 and \$16.9 million in 2012).

**(i) Income taxes**

Current income taxes are recognized with respect to amounts expected to be paid or recovered under the tax rates and laws that have been enacted or substantively enacted at the balance sheet date.

Deferred income taxes are accounted for using the liability method. Under this method, deferred income tax assets and liabilities are recognized for the estimated future tax consequences attributable to differences between the carrying amounts of existing assets and liabilities in the consolidated financial statements and their respective tax bases. Deferred income tax assets and liabilities are measured using enacted or substantively enacted tax rates in effect for the year in which those temporary differences are expected to be recovered or settled. The effect of a change in tax rates on deferred income tax assets and liabilities is recognized in income in the period that includes the substantive enactment date. A deferred tax asset is recognized initially when it is probable that future taxable income will be sufficient to use the related tax benefits and may be subsequently reduced, if necessary, to an amount that is more likely than not to be realized. A deferred tax expense or benefit is recognized in other comprehensive income or otherwise directly in equity to the extent that it relates to items that are recognized in other comprehensive income or directly in equity in the same or a different period.

In the course of the Corporation's operations, there are a number of uncertain tax positions due to the complexity of certain transactions and due to the fact that related tax interpretations and legislation are continually changing. When a tax position is uncertain, the Corporation recognizes an income tax benefit or reduces an income tax liability only when it is probable that the tax benefit will be realized in the future or that the income tax liability is no longer probable.

**(j) Leases**

Assets under leasing agreements are classified at the inception of the lease as (i) finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership of the asset to the lessee, or as (ii) operating leases for all other leases.

Operating lease rentals are recognized in the consolidated statement of income on a straight-line basis over the period of the lease. Any lessee incentives are deferred and then recognized evenly over the lease term.



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012  
(tabular amounts in millions of Canadian dollars, except for option data)

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(k) Financial instruments**

Classification, recognition and measurement

Financial instruments are classified as held-for-trading, available-for-sale, held-to-maturity, loans and receivables, or as other financial liabilities, and measurement in subsequent periods depends on their classification. The Corporation has classified its financial instruments (except derivative financial instruments) as follows:

<u>Held-for-trading</u>	<u>Loans and receivables</u>	<u>Available-for-sale</u>	<u>Other liabilities</u>
<ul style="list-style-type: none"> <li>• Cash and cash equivalents</li> <li>• Bank indebtedness</li> </ul>	<ul style="list-style-type: none"> <li>• Accounts receivable</li> <li>• Amounts receivable from parent corporation</li> <li>• Loans and other long-term receivables included in "Other assets"</li> </ul>	<ul style="list-style-type: none"> <li>• Other portfolio investments included in "Other assets"</li> </ul>	<ul style="list-style-type: none"> <li>• Accounts payable and accrued charges</li> <li>• Provisions</li> <li>• Long-term debt</li> <li>• Other long-term financial liabilities included in "Other liabilities"</li> </ul>

Financial instruments held-for-trading are measured at fair value with changes recognized in income as a gain or loss on valuation and translation of financial instruments. Available-for-sale portfolio investments are measured at fair value or at cost in the case of equity investments that do not have a quoted market price in an active market and where fair value is insufficiently reliable, and changes in fair value are recorded in other comprehensive income. Financial assets classified as loans and receivables and financial liabilities classified as other liabilities are initially measured at fair value and subsequently measured at amortized cost, using the effective interest rate method of amortization. Liabilities recognized as a result of contingent consideration arising from a business acquisition and included in other liabilities, are initially recorded at their acquisition-date fair value and re-measured at fair value in subsequent periods. These changes in fair value are recorded in income as other special items.

Derivative financial instruments and hedge accounting

The Corporation uses various derivative financial instruments to manage its exposure to fluctuations in foreign currency exchange rates and interest rates. The Corporation does not hold or use any derivative financial instruments for speculative purposes. Under hedge accounting, the Corporation documents all hedging relationships between hedging items and hedged items, as well as its strategy for using hedges and its risk management objective. It also designates its derivative financial instruments as either fair value hedges or cash flow hedges when they qualify for hedge accounting. The Corporation assesses the effectiveness of derivative financial instruments when the hedge is put in place and on an ongoing basis.



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012  
(tabular amounts in millions of Canadian dollars, except for option data)

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(k) Financial instruments (continued)**

Derivative financial instruments and hedge accounting (continued)

The Corporation generally enters into the following types of derivative financial instruments:

- The Corporation uses foreign exchange forward contracts to hedge foreign currency rate exposure on anticipated equipment or inventory purchases in a foreign currency. The Corporation also uses offsetting foreign exchange forward contracts in combination with cross-currency interest rate swaps to hedge foreign currency rate exposure on interest and principal payments on foreign currency denominated debt. These foreign exchange forward contracts are designated as cash flow hedges.
- The Corporation uses cross-currency interest rate swaps to hedge (i) foreign currency rate exposure on interest and principal payments on foreign currency denominated debt and/or (ii) fair value exposure on certain debt resulting from changes in interest rates. The cross-currency interest rate swaps that set all future interest and principal payments on U.S.-dollar-denominated debt in fixed CAN dollars, in addition to converting an interest rate from a floating rate to a floating rate or from a fixed rate to a fixed rate, are designated as cash flow hedges. The cross-currency interest rate swaps are designated as fair value hedges when they set all future interest and principal payments on U.S.-dollar-denominated debt in fixed CAN dollars, in addition to converting the interest rate from a fixed rate to a floating rate.
- The Corporation uses interest rate swaps to manage fair value exposure on certain debt resulting from changes in interest rates. These swap agreements require a periodic exchange of payments without the exchange of the notional principal amount on which the payments are based. These interest rate swaps are designated as fair value hedges when they convert the interest rate from a fixed rate to a floating rate, or as cash flow hedges when they convert the interest rate from a floating rate to a fixed rate.

Under hedge accounting, the Corporation applies the following accounting policies:

- For derivative financial instruments designated as fair value hedges, changes in the fair value of the hedging derivative recorded in income are substantially offset by changes in the fair value of the hedged item to the extent that the hedging relationship is effective. When a fair value hedge is discontinued, the carrying value of the hedged item is no longer adjusted and the cumulative fair value adjustments to the carrying value of the hedged item are amortized to income over the remaining term of the original hedging relationship.
- For derivative financial instruments designated as cash flow hedges, the effective portion of a hedge is reported in other comprehensive income until it is recognized in income during the same period in which the hedged item affects income, while the ineffective portion is immediately recognized in income. When a cash flow hedge is discontinued, the amounts previously recognized in accumulated other comprehensive income are reclassified to income when the variability in the cash flows of the hedged item affects income.

Any change in the fair value of these derivative financial instruments recorded in income is included in gain or loss on valuation and translation of financial instruments. Interest expense on hedged long-term debt is reported at the hedged interest and foreign currency rates.

Derivative financial instruments that do not qualify for hedge accounting, including derivatives that are embedded in financial or non-financial contracts that are not closely related to the host contracts, such as early settlement options on long term-debt, are reported on a fair value basis in the consolidated balance sheets. Any change in the fair value of these derivative financial instruments is recorded in income as a gain or loss on valuation and translation of financial instruments.

Early settlement options are accounted for separately from the debt when the corresponding option exercise price is not approximately equal to the amortized cost of the debt.

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

(tabular amounts in millions of Canadian dollars, except for option data)

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****(l) Financing fees**

Financing fees related to long-term debt are capitalized in reduction of long-term debt and amortized using the effective interest rate method.

**(m) Tax credits and government assistance**

The Corporation has access to several government programs designed to support production and distribution of televisual products and movies, as well as music products, magazine and book publishing in Canada. In addition, the Corporation receives tax credits mainly related to its research and development activities, publishing activities and digital activities. Government financial assistance is accounted for as revenue or as a reduction in related costs, whether capitalized and amortized or expensed, in the year the costs are incurred and when management has reasonable assurance that the conditions of the government programs are met.

**(n) Cash and cash equivalents**

Cash and cash equivalents include highly liquid investments purchased three months or less from maturity and are recorded at fair value. These highly liquid investments consisted mainly of Bankers' acceptances and term deposits.

**(o) Trade receivables**

Trade receivables are stated at their nominal value, less an allowance for doubtful accounts and an allowance for sales returns. The Corporation establishes an allowance for doubtful accounts based on the specific credit risk of its customers and historical trends. Individual accounts receivables are written off when management deems them not collectible.

**(p) Inventories**

Inventories are valued at the lower of cost, determined by the first-in, first-out method or the weighted-average cost method, and net realizable value. Net realizable value represents the estimated selling price in the ordinary course of business, less the estimated costs of completion and the estimated costs necessary to make the sale. When the circumstances that previously caused inventories to be written down below cost no longer exist, the amount of the write-down is reversed.

In particular, inventories related to broadcasting activities, which primarily are comprised of programs and broadcast and distribution rights, are accounted for as follows:

**(i) Programs produced and productions in progress**

Programs produced and productions in progress related to broadcasting activities are accounted for at the lesser of cost and net realizable value. Cost includes direct charges for goods and services and the share of labour and general expenses related to each production. The cost of each program is charged to operating expenses when the program is broadcast.

**(ii) Broadcast rights**

Broadcast rights are essentially contractual rights allowing the limited or unlimited broadcast of televisual products or movies. The Corporation records the broadcast rights acquired as inventory and the obligations incurred under a license agreement as a liability when the broadcast period begins and all of the following conditions have been met: (a) the cost of each program, movies, series or right to broadcast a live event is known or can be reasonably determined; (b) the programs, movies or series have been accepted or the live event is broadcast in accordance with the conditions of the broadcast license agreement; (c) the programs, movies or series are available for first showing or telecast or the live event is broadcast.

Amounts paid for broadcast rights before all of the above conditions are met are recorded as prepaid broadcast rights.



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012  
(tabular amounts in millions of Canadian dollars, except for option data)

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(p) Inventories (continued)**

(ii) Broadcast rights (continued)

Broadcast rights are classified as current or long-term, based on management's estimate of the broadcast period. These rights are charged to operating expenses when televisual products and movies are broadcast over the contract period, using a method based on the manner future economic benefits from these rights will be generated. Broadcast rights payable are classified as current or long-term liabilities based on the payment terms included in the license.

(iii) Distribution rights

Distribution rights include costs to acquire distribution rights for televisual products and movies and other operating costs incurred that generate future economic benefits. The Corporation records an inventory and a liability for the distribution rights and obligations incurred under a license agreement when (a) the cost of the license is known or can be reasonably estimated, (b) the televisual product and movie has been accepted in accordance with the conditions of the license agreement, and (c) the televisual product or movie is available for distribution.

Amounts paid for distribution rights before all of the above conditions are met are recorded as prepaid distribution rights. Distribution rights are charged to operating expenses using the individual film forecast computation method based on actual revenues realized over total future economic benefits expected.

Estimates of future revenues used to determine net realizable values of inventories related to the broadcasting or distribution of television products and movies, are examined periodically by management and revised as necessary. The carrying value of programs produced and productions in progress, broadcast rights and distribution rights is reduced to net realizable value, as necessary, based on this assessment.

**(q) Long-term investments**

Investments in companies subject to significant influence are accounted for using the equity method. Under the equity method, the share of the results of operations of the associated corporation is recorded in the consolidated statement of income. Carrying values of investments are reduced to estimated fair values if there is objective evidence that the investment is impaired.

**(r) Property, plant and equipment**

Property, plant and equipment are stated at cost. Cost represents the acquisition costs, net of government grants and investment tax credits, or construction costs, including preparation, installation and testing costs. In the case of projects to construct cable and mobile networks, the cost includes equipment, direct labour and related overhead costs. Projects under development may also be comprised of advance payments made to suppliers for equipment under construction.

Borrowing costs are also included in the cost of property, plant and equipment when the development of the asset commenced after January 1, 2010. Expenditures, such as maintenance and repairs, are expensed as incurred.

Depreciation is calculated on a straight-line basis over the following estimated useful lives:

<u>Assets</u>	<u>Estimated useful life</u>
Buildings and leasehold improvements	10 to 40 years
Machinery and equipment	3 to 20 years
Telecommunication networks	3 to 20 years



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

(tabular amounts in millions of Canadian dollars, except for option data)

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(r) Property, plant and equipment (continued)**

Depreciation methods, residual values, and the useful lives of significant property, plant and equipment are reviewed at each financial year-end. Any change is accounted for prospectively as a change in accounting estimate.

Leasehold improvements are depreciated over the shorter of the term of the lease and economic life.

The Corporation does not record any decommissioning obligations in connection with its cable distribution networks. The Corporation expects to renew all of its agreements with utility companies to access their support structures in the future, making the retirement date so far into the future that the present value of the restoration costs is insignificant for these assets. A decommissioning obligation is however recorded for the rental of sites related to the advanced mobile network.

Videotron Ltd. ("Videotron") is engaged in an agreement to operate a shared Long Term Evolution mobile network in the Province of Québec and in the Ottawa region.

**(s) Goodwill and intangible assets**

Goodwill

For all business acquisitions entered into since January 1, 2010, goodwill initially arising from a business acquisition is measured and recognized as the excess of the fair value of the consideration paid over the fair value of the recognized identifiable assets acquired and liabilities assumed. When the Corporation acquires less than 100% of the equity interests in the business acquired at the acquisition date, goodwill attributable to the non-controlling interests is also recognized at fair value.

For business acquisitions that occurred prior to January 1, 2010, goodwill represented the excess of the cost of acquisition over the Corporation's interest in the fair value of the identifiable assets and liabilities of the business acquired at the date of acquisition. No goodwill attributable to non-controlling interests was recognized for these business acquisitions.

Goodwill is allocated as at the date of a business acquisition to a CGU for purposes of impairment testing (note 1(g)). The allocation is made to the CGU or group of CGUs expected to benefit from the synergies of the business acquisition.

Intangible assets

Broadcasting licenses and mastheads have indefinite useful lives and are not amortized. In particular, given the low cost of renewal of broadcasting licenses, management believes it is economically compelling to renew the licenses and to comply with all rules and conditions attached to those licenses.

Internally generated intangible assets are mainly comprised of internal costs in connection with the development of software to be used internally or for providing services to customers. These costs are capitalized when the development stage of the software application begins and costs incurred prior to that stage are recognized as expenses.

Borrowing costs directly attributable to the acquisition, development or production of an intangible asset that commenced after January 1, 2010 are also included as part of the cost of that asset during the development phase.



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**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012  
(tabular amounts in millions of Canadian dollars, except for option data)

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(s) Goodwill and intangible assets (continued)**

Intangible assets (continued)

Intangible assets with finite useful lives are amortized over their useful lives using the straight-line method over the following periods:

<u>Assets</u>	<u>Estimated useful life</u>
Spectrum licenses	10 years
Software	3 to 7 years
Customer relationships and other	3 to 10 years

Amortization methods, residual values, and the useful lives of significant intangible assets are reviewed at each financial year-end. Any change is accounted for prospectively as a change in accounting estimate.

**(t) Provisions**

Provisions are recognized when (i) the Corporation has a present legal or constructive obligation as a result of a past event and it is probable that an outflow of economic benefits will be required to settle the obligation, and when (ii) the amount of the obligation can be reliably estimated. Restructuring costs, comprised primarily of termination benefits, are recognized when a detailed plan for the restructuring exists and a valid expectation has been raised in those affected, that the plan will be carried out.

Provisions are reviewed at each balance sheet date and changes in estimates are reflected in the consolidated statement of income in the reporting period in which changes occur.

**(u) Stock-based compensation**

Stock-based awards to employees that call for settlement in cash or other assets at the option of the employee are accounted for at fair value and classified as a liability. The compensation cost is recognized in expenses over the vesting period. Changes in the fair value of stock-based awards between the grant date and the measurement date result in a change in the liability and compensation cost.

Estimates of the fair value of stock option awards are determined by applying an option pricing model, taking into account the terms and conditions of the grant. Key assumptions are described in note 23.



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

(tabular amounts in millions of Canadian dollars, except for option data)

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****(v) Pension plans and postretirement benefits**

The Corporation offers defined contribution pension plans and defined benefit pension plans to some of its employees.

**(i) Defined contribution pension plans**

Under its defined contribution pension plans, the Corporation pays fixed contributions to participating employees' pension plans and has no legal or constructive obligation to pay any further amounts. Obligations for contributions to defined contribution pension plans are recognized as employee benefits in the consolidated statements of income when the contributions become due.

**(ii) Defined benefit pension plans and postretirement plans**

Defined benefit pension plan costs are determined using actuarial methods and are accounted for using the projected unit credit method, which incorporates management's best estimates of future salary levels, other cost escalations, retirement ages of employees, and other actuarial factors. Defined benefit pension costs, recognized in the consolidated statements of income as employee costs, mainly include the following:

- service costs provided in exchange for employee services rendered during the period;
- prior service costs recognized at the earlier of (a) when the employee benefit plan is amended or (b) when restructuring costs are recognized;
- curtailment or settlement gain or loss.

Interest on net defined benefit liability or asset, recognized in the consolidated statements of income as financial expenses, is determined by multiplying the net defined benefit liability or asset by the discount rate used to determine the defined benefit obligation.

Re-measurements of the net defined benefit liability or asset are recognized immediately in other comprehensive income and in accumulated other comprehensive income. Re-measurements are comprised of the following:

- actuarial gains and losses arising from changes in financial and demographic actuarial assumptions used to determine the defined benefit obligation or from experience adjustments on liabilities;
- the difference between actual return on plan assets and interest income on plan assets anticipated as part of the interest on net defined benefit liability or asset calculation;
- changes in the net benefit asset limit or in the minimum funding liability.

Recognition of a net benefit asset is limited under certain circumstances to the amount recoverable, which is primarily based on the present value of future contributions to the plan, to the extent to which the Corporation can unilaterally reduce those future contributions. In addition, an adjustment to the net benefit asset or the net benefit liability can be recorded to reflect a minimum funding liability in a certain number of the Corporation's pension plans.

The Corporation also offers rebate on telecommunication services, health, life and dental insurance plans to some of its retired employees. The cost of postretirement benefits is determined using an accounting methodology similar to that for defined benefit pension plans. The benefits related to these plans are funded by the Corporation as they become due.

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

(tabular amounts in millions of Canadian dollars, except for option data)

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)****(w) Use of estimates and judgments**

The preparation of consolidated financial statements in accordance with IFRS requires management to make estimates, assumptions and judgments that affect the reported amounts of assets and liabilities, related amounts of revenues and expenses, and disclosure of contingent assets and liabilities. Although these estimates are based on management's best judgment and information available at the time of the assessment date, actual results could differ from these estimates.

The following significant areas represent management's most difficult, subjective or complex estimates:

**(i) Recoverable amount of an asset or a CGU**

When an impairment test is performed on an asset or a CGU, management estimates the recoverable amount of the asset or CGU based on its fair value less costs to sell or its value in use. These estimates are based on valuation models requiring the use of a number of assumptions such as pre-tax discount rate (WACC) and perpetual growth rate. These assumptions have a significant impact on the results of impairment tests and on the impairment charge, as the case may be, recorded in the consolidated statement of income. A description of key assumptions used in the goodwill impairment tests and a sensitivity analysis of recoverable amounts are presented in note 16.

**(ii) Fair value of derivative financial instruments, including embedded derivatives**

Derivative financial instrument must be accounted for at their fair value, which is estimated using valuation models based on a number of assumptions such as future cash flows, period-end swap rates, foreign exchange rates, and credit default premium. Also, the fair value of embedded derivatives related to early settlement options on debt is determined with option pricing models using market inputs, including volatility, discount factors and underlying instruments adjusted implicit interest rate and credit premium. The assumptions used in the valuation models have a significant impact on the gain or loss on valuation and translation of financial instruments recorded in the consolidated statement of income, the gain or loss on valuation of financial instruments recorded in the consolidated statement of comprehensive income, and the carrying value of derivative financial instruments in the consolidated balance sheet. A description of valuation models used and sensitivity analysis on key assumptions are presented in note 27.

**(iii) Costs and obligations related to pension and postretirement benefit plans**

Estimates of costs and obligations related to pension and postretirement benefit obligations are based on a number of assumptions, such as the discount rate, the rate of increase in compensation, the retirement age of employees, health care costs, and other actuarial factors. Certain of these assumptions may have a significant impact on employee costs and financial expenses recorded in the consolidated statement of income, the re-measurement gain or loss on defined benefit plans recorded in the consolidated statement of comprehensive income, and on the carrying value of other assets or other liabilities in the consolidated balance sheet. Key assumptions and sensitivity analysis on the discount rate are presented in note 29.

**(iv) Provisions**

The recognition of provisions requires management to estimate expenditures required to settle a present obligation or to transfer it to third parties at the date of assessment. An assessment of the probable outcomes of legal proceedings or other contingency is also required. A description of the main provisions, including management expectations on the potential effect on the consolidated financial statements of the possible outcomes of legal disputes, is presented in note 19.



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

(tabular amounts in millions of Canadian dollars, except for option data)

**1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)**

**(w) Use of estimates and judgments (continued)**

The following areas represent management's most significant judgments, apart from those involving estimates:

- (i) **Determination of useful life periods for the depreciation and amortization of assets with finite useful lives**  
 For each class of assets with finite useful lives, management has to determine over which period the Corporation will consume the assets' future economic benefits. The determination of a useful life period involves judgment and has an impact on the depreciation and amortization charge recorded in the consolidated statements of income.
- (ii) **Determination of CGUs for the purpose of impairment test**  
 The determination of CGUs requires judgment when determining the lowest level for which there are separately identifiable cash inflows generated by the group of assets. In identifying assets to group in CGUs, the Corporation considers, among other factors, offering bundled services, sharing telecommunication or broadcasting networks infrastructure, integration of media assets, geographical proximity, similarity on exposure to market risk, and materiality. The determination of CGUs could affect the results of impairment tests and, as the case may be, the impairment charge recorded in the consolidated statement of income.
- (iii) **Determination if early settlement options are not closely related to their debt contract**  
 Early settlement options are not considered closely related to their debt contract when the corresponding option exercise price is not approximately equal to the amortized cost of the debt. Judgment is required to determine if an option exercise price is not approximately equal to the amortized cost of the debt. This determination may have a significant impact on the amount of gains or losses on valuation and translation of financial instruments recorded in the consolidated statement of income.
- (iv) **Interpretation of laws and regulations**  
 Interpretation of laws and regulation, including tax regulations, requires judgment from management that could have an impact on the recognition of provisions for legal litigation and income taxes in the consolidated financial statements.

**(x) Recent accounting pronouncements**

The Corporation has not yet completed its assessment of the impact of the adoption of these pronouncements on its consolidated financial statements.

- (i) **IFRS 9 – *Financial Instruments*** is required to be applied retrospectively for annual periods beginning on or after January 1, 2018, with early adoption permitted.  
 IFRS 9 simplifies the measurement and classification of financial assets by reducing the number of measurement categories in IAS 39, *Financial Instruments: Recognition and Measurement*. The new standard also provides for a fair value option in the designation of a non-derivative financial liability and its related classification and measurement, as well as for a new hedge accounting model more closely aligned with risk management activities undertaken by entities.
- (ii) **IFRS 15 – *Revenue from Contracts with Customers*** is required to be applied retrospectively for annual periods beginning on or after January 1, 2017, with early adoption permitted.  
 IFRS 15 specifies how and when an entity will recognize revenue as well as requiring such entities to provide users of financial statements with more informative disclosures. The standard provides a single, principles based five-step model to be applied to all contracts with customers.

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

(tabular amounts in millions of Canadian dollars, except for option data)

**2. REVENUES**

The breakdown of revenues between services rendered and product sales is as follows:

	<u>2014</u>	<u>2013</u>	<u>2012</u>
Services rendered	<b>\$3,252.1</b>	\$3,168.8	\$3,049.8
Product sales	<b>464.0</b>	478.7	503.5
	<b><u>\$3,716.1</u></b>	<u>\$3,647.5</u>	<u>\$3,553.3</u>

**3. EMPLOYEE COSTS AND PURCHASE OF GOODS AND SERVICES**

The main components are as follows:

	<u>2014</u>	<u>2013</u>	<u>2012</u>
Employee costs	<b>\$ 838.9</b>	\$ 838.2	\$ 840.5
Less: Employee costs capitalized to property, plant and equipment and intangible assets	<b>(156.7)</b>	(145.4)	(144.2)
	<b>682.2</b>	692.8	696.3
Purchase of goods and services			
Royalties, rights and creation costs	<b>666.5</b>	649.1	647.9
Cost of retail products	<b>323.9</b>	289.5	286.4
Marketing, circulation and distribution expenses	<b>82.2</b>	82.5	97.6
Service and printing contracts	<b>151.4</b>	163.1	171.0
Paper, ink and printing supplies	<b>46.9</b>	49.1	54.3
Other	<b>368.7</b>	344.2	306.9
	<b><u>1,639.6</u></b>	<u>1,577.5</u>	<u>1,564.1</u>
	<b><u>\$2,321.8</u></b>	<u>\$2,270.3</u>	<u>\$2,260.4</u>

**4. FINANCIAL EXPENSES**

	<u>2014</u>	<u>2013</u>	<u>2012</u>
Interest on long-term debt	<b>\$313.5</b>	\$340.5	\$311.7
Amortization of financing costs and long-term debt discount	<b>8.6</b>	11.9	14.3
Interest on net defined benefit liability	<b>4.6</b>	10.8	10.7
Loss on foreign currency translation on short-term monetary items	<b>4.0</b>	2.7	3.2
Other	<b>(6.5)</b>	(5.1)	(4.4)
	<b><u>\$324.2</u></b>	<u>\$360.8</u>	<u>\$335.5</u>

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

(tabular amounts in millions of Canadian dollars, except for option data)

**5. LOSS (GAIN) ON VALUATION AND TRANSLATION OF FINANCIAL INSTRUMENTS**

	<u>2014</u>	<u>2013</u>	<u>2012</u>
Loss (gain) on embedded derivatives related to long term debt and derivative financial instruments for which hedge accounting is not used	<b>\$ 7.9</b>	\$173.2	\$(197.5)
(Gain) loss on reversal of embedded derivatives upon debt redemption	<b>(1.1)</b>	72.9	61.4
Gain on the ineffective portion of cash flow hedges	<b>(0.5)</b>	(1.7)	(1.1)
(Gain) loss on the ineffective portion of fair value hedges	<b>(3.2)</b>	—	0.3
	<b><u>\$ 3.1</u></b>	<u>\$244.4</u>	<u>\$(136.9)</u>

**6. RESTRUCTURING OF OPERATIONS, IMPAIRMENT OF ASSETS AND OTHER SPECIAL ITEMS**

	<u>2014</u>	<u>2013</u>	<u>2012</u>
Restructuring of operations	<b>\$10.5</b>	\$ 8.7	\$ 1.5
Loss related to a legal litigation	<b>34.3</b>	—	—
Impairment of assets	<b>6.7</b>	2.1	—
Loss (gain) on disposal of assets	<b>0.1</b>	0.8	(12.8)
Other	<b>2.8</b>	—	—
	<b><u>\$54.4</u></b>	<u>\$11.6</u>	<u>\$(11.3)</u>

Telecommunications

In 2014, the Telecommunications segment recorded a charge for restructuring costs of \$3.3 million (\$1.8 million in 2013 and \$1.0 million in 2012) and a charge for impairment of assets of \$3.4 million (none in 2013 and 2012).

Also in 2014, the Telecommunications segment recorded a charge of \$34.3 million, including interest, as a result of an unfavorable judgment against Videotron in a legal action. Videotron intends to appeal this judgment.

Media

In recent years, the Media segment has implemented various restructuring initiatives to reduce operating costs. As a result of these initiatives, restructuring costs of \$6.5 million, mainly for the reduction of positions, were recorded in 2014 (\$6.7 million in 2013 and \$0.3 million in 2012). As part of these restructuring initiatives, a loss on disposal of assets of \$0.1 million was recorded in 2014 (a gain of \$0.1 million in 2013 and a loss of \$0.1 million in 2012), while a charge for impairment of assets of \$2.1 million was recorded in 2013.

In 2014, the Media segment also recorded a charge for impairment of assets of \$3.3 million related to broadcasting assets and other special charges of \$2.6 million mainly related to business acquisitions (none in 2013 and 2012).

Finally in 2012, the Media segment disposed of its interests in two specialized channels, The Cave and mysteryTV, for a total cash consideration of \$21.0 million, resulting in a gain of \$12.9 million.



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012  
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**6. RESTRUCTURING OF OPERATIONS, IMPAIRMENT OF ASSETS AND OTHER SPECIAL ITEMS (continued)**

Other segments

In 2014, other segments recorded a charge for restructuring costs of \$0.7 million (\$0.2 million in 2013 and \$0.2 million in 2012) and other special charges of \$0.2 million (none in 2013 and 2012). A loss on disposal of assets of \$0.9 million was recorded in 2013.

**7. IMPAIRMENT OF GOODWILL AND INTANGIBLE ASSETS**

2014

During the second quarter of 2014, the Corporation performed its annual impairment tests on its CGUs. The Corporation concluded that the recoverable amount based on fair value less costs of disposal was less than the carrying amount of its Newspapers CGU, which revenues continued to be negatively affected by the digital transformation and weak market conditions in the newspaper industry. Accordingly, the Media segment recorded a non-cash goodwill impairment charge of \$190.0 million (without any tax consequence), of which \$160.0 million is presented as part of discontinued operations.

During the third quarter of 2014, the Corporation completed its annual review of its three-year strategic plan. Market conditions in the television industry led the Corporation to perform an impairment test on its Broadcasting CGU. The Corporation concluded that the recoverable amount based on fair value less costs of disposal was less than the carrying amount of the CGU. Accordingly, a non-cash impairment charge of \$41.7 million on broadcasting licenses (including \$20.9 million without any tax consequence) and a non-cash goodwill impairment charge of \$9.3 million (including \$3.9 million without any tax consequence) were recorded in the Media segment.

2013

During the third quarter of 2013, the Corporation performed impairment tests on its Newspapers, Music and Book CGUs due to weak market conditions in their respective industries. Accordingly, the Media segment recorded a non-cash goodwill impairment charges of \$229.0 million for its Newspaper CGU (without any tax consequence), of which \$214.5 million is presented as part of discontinued operations. A non-cash impairment charge of \$56.0 million on mastheads and customer relationships assets was also recorded as part of discontinued operations. A non-cash goodwill impairment charge of \$11.9 million for the Book CGU (without any tax consequence) and of \$8.9 million for the Music CGU (without any tax consequence) was also recorded by the Corporation.

2012

During the first quarter of 2012, as a result of new tariffs adopted with respect to business contributions for costs related to waste recovery services provided by Québec municipalities, the Corporation reviewed its business plan for the magazine publishing activities and performed an impairment test on the Magazine publishing CGU included in the Media segment. Accordingly, the Corporation recorded a goodwill impairment charge of \$14.5 million (without any tax consequence).

During the third quarter of 2012, the Corporation performed impairment tests on its Newspapers, Music and Entertainment events and Book publishing and distribution CGUs due to weak market conditions in their respective industries. Accordingly, the Media segment recorded a non-cash goodwill impairment charges of \$145.0 million for its Newspaper CGU (without any tax consequence), of which \$128.5 million is presented as part of discontinued operations. A non-cash impairment charge of \$30.0 million on its mastheads and customer relationships assets was also recorded as part of discontinued operations. The Corporation recorded a non-cash goodwill impairment charge of \$12.0 million for the Music CGU (without any tax consequence).



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**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
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**8. DISCONTINUED OPERATIONS**

2014

- In January 2014, the Corporation ceased its door-to-door distribution of flyers and weekly newspapers in the Province of Québec.
- On June 1, 2014, the Corporation sold its 74 Québec weeklies for a cash consideration of \$75.0 million, of which \$1.3 million is receivable as of December 31, 2014. An amount of \$4.7 million was also received in 2014 relating to adjustments of working capital items transferred.
- On September 2, 2014, the Corporation sold its Nurun Inc. (“Nurun”) subsidiary for a cash consideration consisting of \$125.0 million, less cash disposed of \$18.1 million. An amount of \$8.2 million was also received relating to certain transaction adjustments.
- On October 6, 2014, the Corporation announced a transaction whereby it will sell all of its English-language newspaper operations in Canada, consisting of 175 newspapers and publications, the Canoe English portal and 8 printing plants, including the Islington, Ontario plant, for a cash consideration of \$316.0 million. The transaction price will be payable in cash, subject to the customary adjustments and a \$ 10.0 million adjustment, related primarily to real estate properties disposed by the Corporation subsequent to this transaction. The transaction is subject to authorization by the Competition Bureau. While the transaction is under review, Quebecor Media continues to operate all the businesses involved in the transaction.

2013

- On June 1, 2013, the Corporation sold its specialized Web site *Jobboom* for a cash consideration of \$57.5 million, less cash disposed of \$5.4 million.
- On November 29, 2013, the Corporation also sold its specialized Web site *Réseau Contact* for a cash consideration of \$7.5 million, less cash disposed of \$0.4 million.

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

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**8. DISCONTINUED OPERATIONS (continued)**

The results of operations and cash flows related to these businesses were reclassified as discontinued operations in the consolidated statements of income, comprehensive income and cash flows as follows:

**Consolidated statements of income and comprehensive income**

	<u>2014</u>	<u>2013</u>	<u>2012</u>
Revenues	<b>\$586.1</b>	\$ 765.5	\$ 848.5
Employee costs	<b>231.8</b>	313.8	344.4
Purchase of goods and services	<b>259.7</b>	357.1	397.8
Depreciation and amortization	<b>25.1</b>	36.8	45.6
Financial expenses	<b>0.8</b>	2.0	1.5
Restructuring of operations, impairment of assets and other special items	<b>8.5</b>	20.0	40.8
Impairment of goodwill and intangible assets	<b>160.0</b>	270.5	158.5
<b>Loss before income taxes</b>	<b>(99.8)</b>	(234.7)	(140.1)
Current income taxes	<b>14.2</b>	13.2	13.7
Deferred income taxes	<b>1.0</b>	(16.5)	(24.2)
Gain on disposal of businesses	<b>49.5</b>	37.6	—
<b>Loss from discontinued operations</b>	<b>\$ (65.5)</b>	\$(193.8)	\$(129.6)
Other comprehensive (loss) income:			
(Loss) gain on translation of net investments in foreign operations	<b>(1.7)</b>	4.4	(1.4)
Defined benefits plans:			
Re-measurement (loss) gain	<b>(7.9)</b>	31.9	(0.1)
Deferred income taxes	<b>2.0</b>	(8.0)	—
	<b>(7.6)</b>	28.3	(1.5)
<b>Comprehensive loss from discontinued operations</b>	<b>\$ (73.1)</b>	\$(165.5)	\$(131.1)

**Consolidated statements of cash flows**

	<u>2014</u>	<u>2013</u>	<u>2012</u>
Cash flows related to operating activities	<b>\$72.3</b>	\$ 19.0	\$ 85.6
Cash flows related to investing activities	<b>2.4</b>	(13.7)	(14.4)
<b>Cash flows provided by discontinued operations</b>	<b>\$74.7</b>	\$ 5.3	\$ 71.2





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**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012  
(tabular amounts in millions of Canadian dollars, except for option data)

**8. DISCONTINUED OPERATIONS (continued)**

Components of assets and liabilities classified as held for sale in the consolidated balance sheet are as follows:

	<u>2014</u>	<u>2013</u>
Current assets	<b>\$ 70.6</b>	\$ 9.0
Property, plant and equipment	<b>171.4</b>	1.7
Intangible assets	<b>26.1</b>	17.6
Goodwill	<b>130.0</b>	48.6
Assets held for sale	<b>398.1</b>	76.9
Current liabilities	<b>(61.0)</b>	(9.0)
Long-term liabilities	<b>(36.9)</b>	—
Liabilities held for sale	<b>(97.9)</b>	(9.0)
<b>Net assets held for sale</b>	<b><u>\$300.2</u></b>	<b><u>\$67.9</u></b>

**9. LOSS ON DEBT REFINANCING**

2014

- In April 2014, Quebecor Media redeemed all of its issued and outstanding 7.75% Senior Notes due March 2016 in aggregate principal amount of US\$380.0 million and settled its related hedging contracts for a total cash consideration of \$367.8 million.
- In April 2014, Videotron redeemed US\$260.0 million in aggregate principal amount of its issued and outstanding 9.125% Senior Notes due April 2018 for a total cash consideration of \$295.4 million.

These transactions resulted in a total loss of \$18.7 million in 2014, including a gain of \$10.8 million previously reported in other comprehensive income.

2013

- In July 2013, Videotron redeemed US\$380.0 million in aggregate principal amount of its issued and outstanding 9.125% Senior Notes due April 2018 and settled its related hedging contracts for a total cash consideration of \$399.6 million.
- In August 2013, Quebecor Media redeemed US\$265.0 million in aggregate principal amount of its issued and outstanding 7.75% Senior Notes due March 2016 and settled its related hedging contracts for a total cash consideration of \$306.1 million.

These transactions resulted in a total loss of \$18.9 million in 2013, including a gain of \$14.5 million previously reported in other comprehensive income.

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

(tabular amounts in millions of Canadian dollars, except for option data)

**9. LOSS ON DEBT REFINANCING (continued)**2012

- In March 2012, Videotron redeemed all of its 6.875% Senior Notes due January 2014 in an aggregate principal amount of US\$395.0 million for a total cash consideration of \$394.1 million.
- In March and April 2012, Quebecor Media redeemed US\$260.0 million in aggregate principal amount of its 7.75% Senior Notes due March 2016 and settled hedging contracts for a total cash consideration of \$304.9 million.
- In November 2012, Quebecor Media redeemed US\$320.0 million in aggregate principal amount of its 7.75% Senior Notes due March 2016 for a total cash consideration of \$327.1 million.
- In December 2012, Quebecor Media prepaid the balance outstanding under its term loan "B" credit facility for a cash consideration of \$153.9 million. The related hedging contracts were settled for a consideration of \$28.5 million in January 2013.

These transactions resulted in a total loss of \$6.3 million in 2012, including a gain of \$15.3 million previously reported in other comprehensive income.

**10. BUSINESS ACQUISITIONS**2014

- In December 2014, the Media segment acquired, through TVA Group Inc. ("TVA Group"), substantially all of the assets (including certain operational liabilities assumed) of Global Vision A.R. Ltd. and its subsidiary ("Global Vision") for a purchase price of \$116.1 million in cash. The purchase price is subject to a post-closing adjustment on working capital items. Global Vision operates in the film and television industry by offering soundstage and equipment leasing and post-production services. The assets acquired include Mel's La Cité du Cinéma in Montréal and Studio Melrose in Saint-Hubert, which facilities are used for both local and foreign film and television production, including American blockbusters. The purpose of this acquisition was to invest in sectors that are a good fit with the Media segment activities, with the effect of diversifying the segment revenues. Goodwill related to this acquisition arised principally from the reputation of assembled workforce, future growth and expected synergies.
- In 2014, the Corporation also acquired other businesses such as les Remparts de Québec, a hockey team from the QMJHL.



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012  
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**10. BUSINESS ACQUISITIONS (continued)**

The preliminary purchase price allocation between the fair value of identifiable assets and liabilities related to business acquisitions in 2014 is summarized as follows:

	<u>2014</u>
<b>Assets acquired</b>	
Non-cash current assets	\$ 9.6
Property, plant and equipment	96.4
Intangible assets	17.1
Goodwill	18.0
	<u>141.1</u>
<b>Liabilities assumed</b>	
Non-cash current liabilities	(7.0)
Other long-term liabilities	(1.3)
	<u>(8.3)</u>
<b>Net assets acquired at fair value</b>	<u>\$132.8</u>
<b>Consideration</b>	
Cash	\$132.3
Balance payable	0.5
	<u>\$132.8</u>

The pro forma revenues and net income in 2014 would not have been significantly different than actual figures, if all business acquisitions had occurred at the beginning of the year.

The amount of goodwill that is deductible for tax purposes is \$18.0 million in 2014 (none in 2013 and \$0.6 million in 2012).

2013

- In May 2013, the Sports and Entertainment segment acquired a Québec City sporting and cultural event management company.
- In July 2013, the Media segment acquired, through TVA Group, a magazine publisher and a book publisher in the Province of Québec.

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

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**11. INCOME TAXES**

The following table reconciles income taxes at the Corporation's domestic statutory tax rate of 26.9% in 2014 (26.9% in 2013 and 2012), and income taxes in the consolidated statements of income:

	<u>2014</u>	<u>2013</u>	<u>2012</u>
Income taxes at domestic statutory tax rate	<b>\$66.9</b>	\$21.0	\$135.7
(Reduction) increase resulting from:			
Effect of provincial tax rate differences	<b>(0.8)</b>	(0.2)	(0.5)
Effect of non-deductible charges, non-taxable income and differences between current and future tax rates	<b>17.7</b>	0.2	2.3
Change in benefit arising from the recognition of current and prior year tax losses	<b>2.2</b>	5.5	(8.4)
Effect of tax consolidation transactions with the parent corporation	<b>(0.3)</b>	(0.9)	(1.5)
Non-deductible impairment of goodwill	<b>9.0</b>	9.5	11.6
Other	<b>1.7</b>	1.6	3.8
<b>Income taxes</b>	<b><u>\$96.4</u></b>	<b><u>\$36.7</u></b>	<b><u>\$143.0</u></b>

The significant items comprising the Corporation's net deferred income tax liability and their impact on the deferred income tax expense are as follows:

	Consolidated balance sheets		Consolidated income statements		
	<u>2014</u>	<u>2013</u>	<u>2014</u>	<u>2013</u>	<u>2012</u>
Loss carryforwards	<b>\$ 4.3</b>	\$ 14.9	<b>\$ 6.7</b>	\$ 14.9	\$44.2
Accounts payable, accrued charges, provisions and deferred revenue	<b>5.4</b>	7.3	<b>1.9</b>	1.4	2.8
Defined benefit plans	<b>33.2</b>	24.0	<b>4.9</b>	1.6	1.1
Property, plant and equipment	<b>(432.6)</b>	(427.7)	<b>4.9</b>	15.6	11.5
Goodwill, intangible assets and other assets	<b>(75.6)</b>	(93.4)	<b>(13.2)</b>	(18.9)	1.8
Long-term debt and derivative financial instruments	<b>(8.7)</b>	17.9	<b>5.7</b>	(66.8)	18.3
Benefits from a general partnership	<b>(56.5)</b>	(87.4)	<b>(30.9)</b>	(14.0)	(7.2)
Other	<b>1.8</b>	2.4	<b>0.3</b>	3.0	0.9
	<b><u>\$(528.7)</u></b>	<b><u>\$(542.0)</u></b>	<b><u>\$(19.7)</u></b>	<b><u>\$(63.2)</u></b>	<b><u>\$73.4</u></b>



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012  
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**11. INCOME TAXES (continued)**

Changes in the net deferred income tax liability are as follows:

	Note	2014	2013
Balance as of beginning of the year		\$(542.0)	\$(570.2)
Recognized in income as continuing operations		20.7	46.7
Recognized in income as discontinued operations	8	(1.0)	16.5
Recognized in other comprehensive income as continuing operations		(8.8)	(29.5)
Recognized in other comprehensive income as discontinued operations	8	2.0	(8.0)
Business acquisitions and disposals		(2.4)	(4.2)
Acquisition of tax deductions	28	3.1	6.9
Other		(0.3)	(0.2)
<b>Balance as of the end of the year</b>		<b><u>\$(528.7)</u></b>	<b><u>\$(542.0)</u></b>
Deferred income tax asset		\$ 7.8	\$ 26.6
Deferred income tax liability		(502.4)	(568.6)
Deferred income tax liability included in liabilities held for sale		(34.1)	—
		<b><u>\$(528.7)</u></b>	<b><u>\$(542.0)</u></b>

As of December 31, 2014, the Corporation had loss carryforwards for income tax purposes of \$32.0 million available to reduce future taxable income, including \$19.3 million that will expire between 2031 and 2034, and \$12.7 million that can be carried forward indefinitely. Of these losses, an amount of \$15.0 million has not been recognized. The Corporation also had capital losses of \$861.2 million that can be carried forward indefinitely and applied only against future capital gains, of which none were recognized.

There are no income tax consequences attached to the payment of dividends in 2014, 2013 or 2012 by the Corporation to its shareholders.

**12. ACCOUNTS RECEIVABLE**

	Note	2014	2013
Trade	27(c)	\$397.8	\$492.4
Other		50.6	73.3
		<b><u>\$448.4</u></b>	<b><u>\$565.7</u></b>

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

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**13. INVENTORIES**

	2014	2013
Raw materials and supplies	\$ 21.0	\$ 26.7
Finished goods	115.7	140.8
Programs, broadcast and distribution rights	73.3	60.5
Work in progress	2.2	11.4
	<u>\$212.2</u>	<u>\$239.4</u>

Cost of inventories included in purchase of goods and services amounted to \$873.4 million in 2014 (\$830.2 million in 2013 and \$872.7 million in 2012), of which \$155.2 million is presented as part of discontinued operations in 2014 (\$181.5 million in 2013 and 197.9\$ in 2012). Write-downs of inventories totalling \$4.4 million were recognized in purchase of goods and services in 2014 (\$5.1 million in 2013 and \$6.4 million in 2012).

**14. PROPERTY, PLANT AND EQUIPMENT**

For the years ended December 31, 2014 and 2013, changes in the net carrying amount of property, plant and equipment are as follows:

Cost	Land, buildings and leasehold improvements	Machinery and equipment	Telecommunications networks	Projects under development	Total
Balance as of December 31, 2012	\$ 476.7	\$1,246.6	\$ 4,281.8	\$ 50.6	\$6,055.7
Additions	26.9	177.0	293.8	64.5	562.2
Net change in additions financed with accounts payable	—	(2.8)	(5.0)	3.0	(4.8)
Reclassification	0.3	20.8	51.0	(72.1)	—
Reclassification to assets held for sale	—	(3.6)	—	—	(3.6)
Retirement, disposals and other <sup>1</sup>	—	(10.4)	(66.7)	—	(77.1)
Balance as of December 31, 2013	503.9	1,427.6	4,554.9	46.0	6,532.4
Additions	34.8	170.3	289.1	151.3	645.5
Net change in additions financed with accounts payable	—	1.7	(1.2)	(0.3)	0.2
Reclassification	0.5	34.3	119.1	(153.9)	—
Business acquisitions and disposals	54.6	24.5	—	—	79.1
Reclassification to assets held for sale	(118.0)	(191.8)	—	(1.9)	(311.7)
Retirement, disposals and other <sup>1</sup>	(11.8)	(68.9)	(80.8)	(3.5)	(165.0)
<b>Balance as of December 31, 2014</b>	<u>\$ 464.0</u>	<u>\$1,397.7</u>	<u>\$ 4,881.1</u>	<u>\$ 37.7</u>	<u>\$6,780.5</u>



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
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**14. PROPERTY, PLANT AND EQUIPMENT (continued)**

	Land, buildings and leasehold improvements	Machinery and equipment	Telecommunications networks	Projects under development	Total
<b>Accumulated depreciation and impairment losses</b>					
Balance as of December 31, 2012	\$ 167.4	\$ 518.1	\$ 2,017.0	\$ —	\$2,702.5
Depreciation	15.9	163.8	322.3	—	502.0
Reclassification to assets held for sale	—	(1.9)	—	—	(1.9)
Retirement, disposals and other <sup>1</sup>	5.6	7.5	(65.7)	—	(52.6)
Balance as of December 31, 2013	188.9	687.5	2,273.6	—	3,150.0
Depreciation	16.8	188.8	333.2	—	538.8
Business disposals	(3.3)	(9.0)	—	—	(12.3)
Reclassification to assets held for sale	(32.9)	(107.4)	—	—	(140.3)
Retirement, disposals and other <sup>1</sup>	(7.2)	(51.5)	(79.9)	—	(138.6)
<b>As of December 31, 2014</b>	<b>\$ 162.3</b>	<b>\$ 708.4</b>	<b>\$ 2,526.9</b>	<b>\$ —</b>	<b>\$3,397.6</b>
<b>Net carrying amount</b>					
As of December 31, 2013	\$ 315.0	\$ 740.1	\$ 2,281.3	\$ 46.0	\$3,382.4
<b>As of December 31, 2014</b>	<b>\$ 301.7</b>	<b>\$ 689.3</b>	<b>\$ 2,354.2</b>	<b>\$ 37.7</b>	<b>\$3,382.9</b>

<sup>1</sup> Includes also the net change in assets related to discontinued operations.

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

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**15. INTANGIBLE ASSETS**

For the years ended December 31, 2014 and 2013, changes in the net carrying amount of intangible assets are as follows:

	<u>Spectrum licenses<sup>1,2</sup></u>	<u>Software</u>	<u>Customer relationships and other</u>	<u>Broadcasting licenses</u>	<u>Mastheads</u>	<u>Projects under development</u>	<u>Total</u>
<b>Cost</b>							
Balance as of December 31, 2012	\$ 554.6	\$ 543.0	\$ 224.9	\$ 103.0	\$ 110.8	\$ 27.3	\$1,563.6
Additions	15.9	37.2	4.0	—	—	20.7	77.8
Net change in additions financed with accounts payable	—	2.4	—	—	—	0.2	2.6
Reclassification	—	32.4	—	—	—	(32.4)	—
Reclassification to assets held for sale	—	—	(16.4)	—	(7.0)	—	(23.4)
Retirement, disposals and other <sup>3</sup>	—	(32.2)	(3.6)	—	(0.5)	—	(36.3)
Balance as of December 31, 2013	570.5	582.8	208.9	103.0	103.3	15.8	1,584.3
Additions	217.4	66.7	4.0	—	—	29.2	317.3
Net change in additions financed with accounts payable	—	(0.8)	—	—	—	(1.8)	(2.6)
Reclassification	—	34.0	—	—	—	(34.0)	—
Business acquisitions and disposals	—	(3.3)	3.5	—	—	—	0.2
Reclassification to assets held for sale	—	(37.2)	(110.9)	—	(103.3)	(1.9)	(253.3)
Retirement, disposals and other <sup>3</sup>	—	(17.9)	(3.0)	—	—	0.1	(20.8)
<b>Balance as of December 31, 2014</b>	<b>\$ 787.9</b>	<b>\$ 624.3</b>	<b>\$ 102.5</b>	<b>\$ 103.0</b>	<b>\$ —</b>	<b>\$ 7.4</b>	<b>\$1,625.1</b>





**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

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**15. INTANGIBLE ASSETS (continued)**

	Spectrum licenses	Software	Customer relationships and other	Broadcasting licenses	Mastheads	Projects under development	Total
<b>Accumulated amortization and impairment losses</b>							
Balance as of December 31, 2012	\$ 122.5	\$ 276.2	\$ 142.6	\$ 0.8	\$ 64.8	\$ —	\$ 606.9
Amortization	55.6	53.3	17.2	—	—	—	126.1
Impairment (note 7)	—	—	28.1	—	27.9	—	56.0
Reclassification to assets held for sale	—	—	(5.8)	—	—	—	(5.8)
Retirement, disposals and other <sup>3</sup>	—	(18.7)	(5.0)	—	—	—	(23.7)
Balance as of December 31, 2013	178.1	310.8	177.1	0.8	92.7	—	759.5
Amortization	55.7	64.1	5.6	—	—	—	125.4
Impairment (note 7)	—	—	—	41.7	—	—	41.7
Business disposals	—	(3.8)	(4.4)	—	—	—	(8.2)
Reclassification to assets held for sale	—	(28.0)	(106.5)	—	(92.7)	—	(227.2)
Retirement, disposals and other <sup>3</sup>	—	(10.3)	(1.6)	—	—	—	(11.9)
<b>Balance as of December 31, 2014</b>	<b><u>\$ 233.8</u></b>	<b><u>\$ 332.8</u></b>	<b><u>\$ 70.2</u></b>	<b><u>\$ 42.5</u></b>	<b><u>\$ —</u></b>	<b><u>\$ —</u></b>	<b><u>\$ 679.3</u></b>
<b>Net carrying amount</b>							
As of December 31, 2013	\$ 392.4	\$ 272.0	\$ 31.8	\$ 102.2	\$ 10.6	\$ 15.8	\$ 824.8
<b>As of December 31, 2014</b>	<b><u>\$ 554.1</u></b>	<b><u>\$ 291.5</u></b>	<b><u>\$ 32.3</u></b>	<b><u>\$ 60.5</u></b>	<b><u>\$ —</u></b>	<b><u>\$ 7.4</u></b>	<b><u>\$ 945.8</u></b>

<sup>1</sup> Videotron has the option, effective as of January 1, 2014, to sell its unused AWS spectrum licence in the Toronto region to Rogers Communications Partnership for a price of \$180.0 million. The spectrum licence was purchased at a cost of \$96.4 million in 2008.

<sup>2</sup> In 2014, Videotron acquired seven 700 MHz spectrum licences, covering the entirety of the provinces of Québec, Ontario (except Northern Ontario), Alberta and British Columbia, for a total price of \$233.3 million, for which Videotron made a cash deposit of \$15.9 million in 2013 and paid the balance in 2014.

<sup>3</sup> Includes also the net change in assets related to discontinued operations.

The cost of internally generated intangible assets, mainly composed of software, was \$415.8 million as of December 31, 2014 (\$364.1 million as of December 31, 2013). For the year ended December 31, 2014, the Corporation recorded additions of internally generated intangible assets of \$62.0 million (\$45.2 million in 2013 and \$52.9 million in 2012).



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

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**15. INTANGIBLE ASSETS (continued)**

The accumulated amortization and impairment losses of internally generated intangible assets, mainly composed of software, was \$209.8 million as of December 31, 2014 (\$174.1 million as of December 31, 2013). For the year ended December 31, 2014, the Corporation recorded \$44.8 million of amortization for its internally generated intangible assets (\$42.1 million in 2013 and \$41.2 million in 2012). The net carrying value of internally generated intangible assets was \$206.0 million as of December 31, 2014 (\$190.0 million as of December 31, 2013).

Broadcasting licenses are allocated to the Broadcasting CGU and mastheads are allocated to the Newspaper CGU, both part of the Media Segment.

**16. GOODWILL**

For the years ended December 31, 2014 and 2013, changes in the net carrying amount of goodwill are as follows:

<b>Cost</b>	
Balance as of December 31, 2012	\$ 6,993.2
Business acquisitions	5.7
Business disposals	(19.5)
Reclassification to assets held for sale	(118.6)
Other	2.1
Balance as of December 31, 2013	6,862.9
Business acquisitions	18.0
Business disposals	(93.9)
Reclassification to assets held for sale	(1,203.0)
Other	0.3
<b>Balance as of December 31, 2014</b>	<b><u>\$ 5,584.3</u></b>
<b>Accumulated amortization and impairment losses</b>	
Balance as of December 31, 2012	\$ 3,621.6
Impairment loss (note 7)	249.8
Reclassification to assets held for sale	(70.0)
Balance as of December 31, 2013	3,801.4
Impairment loss (note 7)	199.3
Business disposals	(58.0)
Reclassification to assets held for sale	(1,073.0)
<b>Balance as of December 31, 2014</b>	<b><u>\$ 2,869.7</u></b>
<b>Net carrying amount</b>	
As of December 31, 2013	\$ 3,061.5
<b>As of December 31, 2014</b>	<b><u>\$ 2,714.6</u></b>



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012  
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**16. GOODWILL (continued)**

The net carrying amount of goodwill as of December 31, 2014 and 2013 is allocated to the following significant groups of CGUs:

<u>Industry segment</u>	<u>Group of CGUs</u>	<u>2014</u>	<u>2013</u>
Telecommunications	Telecommunications	<b>\$2,570.3</b>	\$2,570.3
Media	Newspapers	<b>85.0</b>	405.0
	Magazines	<b>35.8</b>	35.8
	Specialty film and television services	<b>12.3</b>	—
	Broadcasting	<b>—</b>	9.3
Sports and Entertainment	Book publishing and distribution	<b>4.4</b>	4.4
	Sports and Entertainment	<b>6.8</b>	1.0
Disposed business <sup>1</sup>		<b>—</b>	35.7
<b>Total</b>		<b><u>\$2,714.6</u></b>	<b><u>\$3,061.5</u></b>

<sup>1</sup> The goodwill in 2013 related to the Nurun subsidiary sold in September 2014 (note 8).

Recoverable amounts

Recoverable amounts of CGUs were determined based on the higher of a value in use or a fair value less costs of disposal with respect to the impairment tests performed. The Corporation uses the discounted cash flow method to estimate the recoverable amount, consisting of future cash flows derived primarily from the most recent budget and three-year strategic plan approved by the Corporation's management and presented to the Board of Directors. These forecasts considered each CGU's past operating performance and market share as well as economic trends, along with specific and market industry trends and corporate strategies. In particular, specific assumptions are used for each type of revenues generated by a CGU or for each nature of expenses as well as for future capital expenditures. As such, assumptions will consider, among many other factors, subscribers, readership and viewer statistics, advertising market trends, competitive landscape, evolution of products and services offerings, wireless penetration growth, proliferation of media platforms, technology evolution, broadcasting programming strategy, bargaining agreements, Canadian GDP rates and operating cost structures.

A perpetual growth rate is used for cash flows beyond the strategic plan three-year period. The discount rate used by the Corporation is a pre-tax rate derived from the weighted average cost of capital pertaining to each CGU, which reflects the current market assessment of (i) the time value of money, and (ii) the risk specific to the assets for which the future cash flow estimates have not been risk-adjusted. The perpetual growth rate was determined with regard to the specific markets in which the CGUs participate. In certain circumstances, the Corporation can also estimate the fair value less cost of disposal with a market approach that consists of estimating the recoverable amount by using multiples of operating performance of comparable entities, transactions metrics and other financial information available, instead of using primarily the discounted cash flow method.

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

(tabular amounts in millions of Canadian dollars, except for option data)

**16. GOODWILL (continued)**Recoverable amounts (continued)

The following key assumptions were used to determine recoverable amounts in the most recent impairment tests performed on the Corporation's significant group of CGUs:

Group of CGUs	2014		2013	
	Pre-tax discount rate (WACC)	Perpetual growth rate	Pre-tax discount rate (WACC)	Perpetual growth rate
<b>Telecommunications:</b>				
Telecommunications <sup>1</sup>	<b>8.9%</b>	<b>2.5%</b>	9.0%	3.0%
<b>Media</b>				
Newspapers <sup>2</sup>	<b>11.4</b>	<b>0.0</b>	12.7	0.0
Magazines <sup>1</sup>	<b>15.9</b>	<b>1.0</b>	16.4	1.0
Broadcasting <sup>2</sup>	<b>11.1</b>	<b>1.0</b>	11.3	1.0
Book publishing and distribution <sup>1</sup>	<b>15.8</b>	<b>1.0</b>	15.4	0.5

<sup>1</sup> The recoverable amounts of these CGUs were based on value in use in 2014.

<sup>2</sup> The recoverable amounts of these CGUs were based on fair value less costs of disposal in 2014 using a discounted cash flow method, except for the English newspapers activities, for which the fair value less costs of disposal was based on the metrics of an announced transaction (note 8). These fair values are classified as level 3 in the fair value hierarchy described in note 27(b).

Sensitivity of recoverable amounts

The following table presents, for each principal group of CGUs, the change in the discount rate or in the perpetual growth rate used for the tests performed that would have been required in order for the recoverable amount to equal the carrying value of the CGU as of the most recent impairment tests in 2014:

Group of CGUs <sup>1</sup>	Incremental increase in pre-tax discount rate (WACC)	Incremental decrease in perpetual growth rate
Telecommunications	4.8%	5.2%
Media		
Magazines	4.0	5.7
Book publishing and distribution	8.4	12.7

<sup>1</sup> No sensitivity tests were performed for CGUs on which impairment charges were recorded in the latest impairment tests.

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

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**17. OTHER ASSETS**

	<u>Note</u>	<u>2014</u>	<u>2013</u>
Programs, broadcast and distribution rights		<b>\$32.0</b>	\$ 32.0
Deferred connection costs		<b>24.3</b>	31.6
Defined benefit plans	29	<b>3.3</b>	11.4
Other		<b>19.3</b>	26.7
		<b><u>\$78.9</u></b>	<b><u>\$101.7</u></b>

**18. ACCOUNTS PAYABLE AND ACCRUED CHARGES**

	<u>2014</u>	<u>2013</u>
Trade and accruals	<b>\$465.9</b>	\$496.5
Salaries and employee benefits	<b>125.3</b>	146.9
Interest payable	<b>37.4</b>	37.6
Stock-based compensation	<b>14.6</b>	12.2
	<b><u>\$643.2</u></b>	<b><u>\$693.2</u></b>

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**Years ended December 31, 2014, 2013 and 2012  
(tabular amounts in millions of Canadian dollars, except for option data)**19. PROVISIONS AND CONTINGENCIES**

	<u>Restructuring of operations</u>	<u>Contingencies, legal disputes and other</u>	<u>Total</u>
Balance as of December 31, 2013	\$ 25.5	\$ 17.5	\$ 43.0
Recognized in income as continuing operations	10.5	37.4	47.9
Recognized in income as discontinued operations	7.7	—	7.7
Payments	(34.8)	(1.9)	(36.7)
Reclassification to liabilities held for sale	(3.4)	—	(3.4)
Other	(0.2)	3.1	2.9
<b>Balance as of December 31, 2014</b>	<b><u>\$ 5.3</u></b>	<b><u>\$ 56.1</u></b>	<b><u>\$ 61.4</u></b>
<b>Current portion</b>	<b><u>\$ 5.3</u></b>	<b><u>\$ 51.4</u></b>	<b><u>\$ 56.7</u></b>
<b>Non-current portion</b>	<b><u>—</u></b>	<b><u>4.7</u></b>	<b><u>4.7</u></b>

The recognition of provisions, in terms of both timing and amounts, requires the exercise of judgment based on relevant circumstances and events that can be subject to change over time. Provisions are primarily comprised of the following:

Restructuring of operations

Provisions for restructuring activities primarily cover severance payments related to initiatives to eliminate positions in the Media segment.

Contingencies and legal disputes

There are a number of legal proceedings against the Corporation and its subsidiaries that are pending. In the opinion of the management of the Corporation and its subsidiaries, the outcome of those proceedings is not expected to have a material adverse effect on the Corporation's results or on its financial position. Management of the Corporation, after taking legal advice, has established provisions for specific claims or actions considering the facts of each case. The Corporation cannot determine when and if a payment related to these provisions will be made.

Other

Other provisions are principally related to contingent liability on business acquisition and decommissioning obligation.



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**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

(tabular amounts in millions of Canadian dollars, except for option data)

**20. LONG-TERM DEBT**

	Effective interest rate as of December 31, 2014	2014	2013
<b>Quebecor Media</b>			
Bank credit facilities (i)	3.25%	\$ 400.0	\$ 371.9
Other credit facility (ii)	1.72%	10.6	21.2
Senior Notes (iii) (note 9)	(iii)	<u>1,813.0</u>	<u>2,133.1</u>
		<u>2,223.6</u>	<u>2,526.2</u>
<b>Videotron (iv)</b>			
Bank credit facilities (v)	2.78%	37.5	48.2
Senior Notes (iii) (note 9)	(iii)	<u>2,913.5</u>	<u>2,390.3</u>
		<u>2,951.0</u>	<u>2,438.5</u>
<b>TVA Group (iv)</b>			
Bank credit facilities (vi)	3.54%	74.8	75.0
<b>Other</b>			
		<u>0.6</u>	<u>0.5</u>
<b>Total long-term debt</b>		<b>5,250.0</b>	<b>5,040.2</b>
Change in fair value related to hedged interest rate risk		8.2	—
Adjustments related to embedded derivatives		(5.2)	(8.9)
Financing fees, net of amortization		(51.2)	(55.3)
		<u>(48.2)</u>	<u>(64.2)</u>
		<b>5,201.8</b>	<b>4,976.0</b>
<b>Less current portion</b>		<b>(229.1)</b>	<b>(100.2)</b>
		<u><b>\$4,972.7</b></u>	<u><b>\$4,875.8</b></u>

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

(tabular amounts in millions of Canadian dollars, except for option data)

**20. LONG-TERM DEBT (continued)**

- (i) The bank credit facilities of Quebecor Media are comprised of (a) a US\$350.0 million secured term loan “B” facility issued in August 2013, bearing interest at U.S. London Interbank Offered Rate (“LIBOR”), subject to a LIBOR floor of 0.75%, plus a premium of 2.50% and (b) a \$300.0 million secured revolving credit facility, bearing interest at Bankers’ acceptance rate, LIBOR, Canadian prime rate or U.S. prime rate, plus a premium determined by a leverage ratio, and maturing in January 2017. The term loan “B” facility provides for quarterly amortization payments totaling 1.00% per annum of the original principal amount, with the balance payable on August 17, 2020. These credit facilities contain covenants such as maintaining certain financial ratios, limitations on the Corporation’s ability to incur additional indebtedness, pay dividends and make other distributions. They are secured by liens on all of the movable property and assets of the Corporation (primarily shares of its subsidiaries), now owned or hereafter acquired. As of December 31, 2014, the credit facilities of the Corporation were secured by assets with a carrying value of \$4,707.1 million (\$4,668.4 million in 2013). As of December 31, 2014 and 2013, no amount was drawn on the revolving credit facility, while the balance of the term loan “B” was \$400.0 million (\$371.9 million in 2013).
- (ii) The long-term credit facility for the CAN dollar equivalent of €59.4 million, bears interest at Bankers’ acceptance rate, plus a premium, and matures in July 2015. The facility is secured by all the property and assets of the Corporation, now owned and hereafter acquired. This facility mostly contains the same covenants as the revolving credit facility described in (i).
- (iii) The Senior Notes are unsecured and contain certain restrictions on the respective issuers, including limitations on their ability to incur additional indebtedness, pay dividends or make other distributions. Some notes are redeemable at the option of the issuer, in whole or in part, at a price based on a make-whole formula during the first five years of the term of the notes and at a decreasing premium thereafter, while the remaining notes are redeemable at a price based on a make-whole formula at any time prior to maturity. The notes issued by Videotron are guaranteed by specific subsidiaries of Videotron. The following table summarizes the terms of the outstanding Senior Notes as of December 31, 2014:

<u>Principal amount</u>	<u>Annual nominal interest rate</u>	<u>Effective interest rate (after discount or premium at issuance)</u>	<u>Maturity date</u>	<u>Interest payable every 6 months on</u>
<b>Quebecor Media</b>				
\$ 325.0	7.375%	7.375%	January 15, 2021	June and December 15
US\$ 850.0 <sup>1</sup>	5.750%	5.750%	January 15, 2023	June and December 15
\$ 500.0 <sup>1</sup>	6.625%	6.625%	January 15, 2023	June and December 15
<b>Videotron</b>				
US\$ 175.0	6.375%	6.444%	December 15, 2015	June and December 15
US\$ 75.0	9.125%	9.375%	April 15, 2018	June and December 15
\$ 300.0	7.125%	7.125%	January 15, 2020	June and December 15
\$ 300.0	6.875%	6.875%	July 15, 2021	June and December 15
US\$ 800.0 <sup>2</sup>	5.000%	5.000%	July 15, 2022	January and July 15
US\$ 600.0 <sup>3</sup>	5.375%	5.375%	June 15, 2024	June and December 15
\$ 400.0 <sup>4</sup>	5.625%	5.625%	June 15, 2025	April and October 15

<sup>1</sup> The notes were issued in October 2012 for net proceeds of \$1,314.5 million, net of financing fees of \$16.5 million.

<sup>2</sup> The notes were issued in March 2012 for net proceeds of \$787.6 million, net of financing fees of \$11.9 million.

<sup>3</sup> The notes were issued in April 2014 for net proceeds of \$654.5 million, net of financing fees of \$7.8 million.

<sup>4</sup> The notes were issued in June 2013 for net proceeds of \$394.8 million, net of financing fees of \$5.2 million.





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**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
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Years ended December 31, 2014, 2013 and 2012  
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**20. LONG-TERM DEBT (continued)**

- (iv) The debts of these subsidiaries are non-recourse to Quebecor Media.
- (v) The bank credit facilities provide for a \$575.0 million secured revolving credit facility that matures in July 2018 and a \$75.0 million secured export financing facility providing for a term loan that matures in June 2018. The revolving credit facility bears interest at Bankers' acceptance rate, Canadian prime rate or U.S. prime rate, plus a margin, depending on Videotron's leverage ratio. Advances under the export financing facility bear interest at Bankers' acceptance rate plus a margin. The bank credit facilities are secured by a first ranking hypothec on the universality of all tangible and intangible assets, current and future, of Videotron and most of its wholly owned subsidiaries. As of December 31, 2014, the bank credit facilities were secured by assets with a carrying value of \$6,238.3 million (\$7,013.7 million in 2013). The bank credit facilities contain covenants such as maintaining certain financial ratios, limitations on Videotron's ability to incur additional indebtedness, pay dividends and make other distributions. As of December 31, 2014 and 2013, no amount was drawn on the revolving credit facility. As of December 31, 2014, \$37.5 million (\$48.2 million in 2013) was outstanding on the export financing facility.
- (vi) The bank credit facilities of TVA Group are comprised of a secured revolving credit facility in the amount of \$150.0 million, maturing in February 2019, and a secured term loan in the amount of \$75.0 million, maturing in November 2019. TVA Group's revolving credit facility bears interest at floating rates based on Bankers' acceptance rate, LIBOR, Canadian prime rate or U.S. prime rate plus a premium determined by a leverage ratio. The term loan bears interest at floating rates based on Bankers' acceptance rate or Canadian prime rate plus a premium determined by a leverage ratio. The term loan provides for quarterly amortization payments commencing on December 20, 2015. The bank credit facilities contain covenants such as maintaining certain financial ratios, limitations on TVA Group's ability to incur additional indebtedness, pay dividends and make other distributions. They are secured by liens on all of its movable assets and an immovable hypothec on its head office building. The term loan has replaced the previous term loan at its maturity on December 11, 2014. As of December 31, 2014 and 2013, no amount was drawn on the revolving credit facility, and as of December 31, 2014, \$74.8 million was outstanding on the term loan (\$75.0 million in 2013).

On December 31, 2014, the Corporation and its subsidiaries were in compliance with all debt covenants.

Principal repayments of long-term debt over the coming years are as follows:

2015	\$ 229.1
2016	18.6
2017	20.9
2018	105.5
2019	56.9
2020 and thereafter	4,819.0



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

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**21. OTHER LIABILITIES**

	Note	2014	2013
Defined benefit plans	29	\$124.3	\$101.2
Deferred revenue		25.7	33.8
Stock-based compensation <sup>1</sup>	23	6.9	8.7
Other		16.7	12.1
		<u>\$173.6</u>	<u>\$155.8</u>

<sup>1</sup> The current portion of \$14.6 million of stock-based compensation is included in accounts payable and accrued charges (\$12.2 million in 2013) (note 18).

**22. CAPITAL STOCK**

**(a) Authorized capital stock**

An unlimited number of Common Shares, without par value;

An unlimited number of non-voting Cumulative First Preferred Shares, without par value; the number of preferred shares in each series and the related characteristics, rights and privileges are determined by the Board of Directors prior to each issue:

- An unlimited number of Cumulative First Preferred Shares, Series A (“Preferred A Shares”), carrying a 12.5% annual fixed cumulative preferential dividend, redeemable at the option of the holder and retractable at the option of the Corporation;
- An unlimited number of Cumulative First Preferred Shares, Series B (“Preferred B Shares”), carrying a fixed cumulative preferential dividend generally equivalent to the Corporation’s credit facility interest rate, redeemable at the option of the holder and retractable at the option of the Corporation;
- An unlimited number of Cumulative First Preferred Shares, Series C (“Preferred C Shares”), carrying an 11.25% annual fixed cumulative preferential dividend, redeemable at the option of the holder and retractable at the option of the Corporation;
- An unlimited number of Cumulative First Preferred Shares, Series D (“Preferred D Shares”), carrying an 11.0% annual fixed cumulative preferential dividend, redeemable at the option of the holder and retractable at the option of the Corporation;
- An unlimited number of Cumulative First Preferred Shares, Series F (“Preferred F Shares”), carrying a 10.85% annual fixed cumulative preferential dividend, redeemable at the option of the holder and retractable at the option of the Corporation;
- An unlimited number of Cumulative First Preferred Shares, Series G (“Preferred G Shares”), carrying a 10.85% annual fixed cumulative preferential dividend, redeemable at the option of the holder and retractable at the option of the Corporation;

An unlimited number of non-voting Preferred Shares, Series E (“Preferred E Shares”), carrying a non-cumulative dividend subsequent to the holders of Cumulative First Preferred Shares, redeemable at the option of the holder and retractable at the option of the Corporation.



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
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**22. CAPITAL STOCK (continued)**

**(b) Issued and outstanding capital stock**

	Common Shares	
	Number	Amount
<b>Balance as of December 31, 2012, 2013 and 2014</b>	<b>103,251,500</b>	<b>\$4,116.1</b>

On September 27, 2012, the Board of Directors approved a special resolution to increase the stated capital of the Corporation's Common Shares by \$3,175.0 million and to reduce the contributed surplus of the Corporation by the same amount.

On October 11, 2012, the Corporation repurchased 20,351,307 of its Common Shares held by CDP Capital d'Amérique Investissement inc., a subsidiary of Caisse de dépôt et placement du Québec, for an aggregate purchase price of \$1.0 billion paid in cash. All repurchased shares were cancelled. Transaction fees of \$0.1 million and the excess of \$188.7 million of the purchase price over the carrying value of the Common Shares repurchased were recorded in increase to the deficit.

**(c) Cumulative First Preferred Shares**

All Cumulative First Preferred Shares are owned by subsidiaries of the Corporation and are eliminated on consolidation. As of December 31, 2014, 430,000 Preferred G Shares were issued and outstanding for an amount of \$430.0 million (1,630,000 Preferred G Shares for an amount of \$1,630.0 million in 2013 and 2012).



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
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**23. STOCK-BASED COMPENSATION PLANS**

**(a) Quebecor plans**

**(i) Stock option plan**

Under a stock option plan established by the parent corporation, 13,000,000 of Class B Shares of the parent corporation have been set aside for directors, officers, senior employees, and other key employees of the parent corporation and its subsidiaries. The exercise price of each option is equal to the weighted average trading price of the parent corporation's Class B Shares on the Toronto Stock Exchange over the last five trading days immediately preceding the granting of the option. Each option may be exercised during a period not exceeding 10 years from the date granted. Options usually vest as follows: 1/3 after one year, 2/3 after two years, and 100% three years after the original grant. Holders of options under the stock option plan have the choice, when they exercise their options, of acquiring the Class B Shares at the corresponding option exercise price, or receiving a cash payment equivalent to the difference between the market value of the underlying shares and the exercise price of the option. The Board of Directors of the parent corporation may, at its discretion, affix different vesting periods at the time of each grant.

The following table gives details on changes to outstanding options for the years ended December 31, 2014 and 2013:

	2014		2013	
	Options	Weighted average exercise price	Options	Weighted average exercise price
Balance at beginning of year	1,070,443	\$ 21.22	247,484	\$ 17.86
Granted	530,000	26.26	822,959	22.23
Exercised	(149,456)	17.68	—	—
Cancelled	(770,987)	21.71	—	—
<b>Balance at end of year</b>	<b>680,000</b>	<b>\$ 25.37</b>	<b>1,070,443</b>	<b>\$ 21.22</b>
<b>Vested options at end of year</b>	<b>—</b>	<b>\$ —</b>	<b>149,456</b>	<b>\$ 17.68</b>

During the year ended December 31, 2014, 149,456 stock options of Quebecor were exercised for a cash consideration of \$1.4 million (none in 2013).

The following table gives summary information on outstanding options as of December 31, 2014:

Range of exercise price	Outstanding options			Vested options	
	Number	Weighted average years to maturity	Weighted average exercise price	Number	Weighted average exercise price
<b>\$22.23 to 30.24</b>	<b>680,000</b>	<b>9.18</b>	<b>\$ 25.37</b>	<b>—</b>	<b>\$ —</b>

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

(tabular amounts in millions of Canadian dollars, except for option data)

**23. STOCK-BASED COMPENSATION PLANS (continued)****(a) Quebecor plans (continued)****(ii) Mid-term stock-based compensation plan**

Under the mid-term stock-based compensation plan, participants are entitled to receive a cash payment at the end of a three-year period based on the appreciation of the Quebecor Class B Share price, and subject to the achievement of certain non-market performance criteria. The following table provides details of changes to outstanding units in the mid-term stock-based compensation plan for the years ended December 31, 2014 and 2013:

	2014		2013	
	Units	Weighted average exercise price	Units	Weighted average exercise price
Balance at beginning of year	1,131,758	\$ 19.92	878,573	\$ 15.99
Granted	694,224	26.47	590,409	22.08
Exercised	(240,074)	18.76	(337,224)	13.46
Cancelled	(1,184,149)	21.86	—	—
<b>Balance at end of year</b>	<b>401,759</b>	<b>\$ 26.22</b>	<b>1,131,758</b>	<b>\$ 19.92</b>

During the year ended December 31, 2014, a cash consideration of \$1.8 million was paid upon exercise of 240,074 units (\$1.9 million for 337,224 units in 2013).

**(b) Quebecor Media stock option plan**

Under a stock option plan established by the Corporation, 6,180,140 Common Shares of the Corporation have been set aside for officers, senior employees, directors, and other key employees of the Corporation and its subsidiaries. Each option may be exercised within a maximum period of 10 years following the date of grant at an exercise price not lower than, as the case may be, the fair market value of the Common Shares of Quebecor Media at the date of grant, as determined by its Board of Directors (if the Common Shares of Quebecor Media are not listed on a stock exchange at the time of the grant), or the five-day weighted average market price ending on the day preceding the date of grant of the Common Shares of the Corporation on the stock exchange(s) where such shares are listed at the time of grant. As long as the Common Shares of Quebecor Media are not listed on a recognized stock exchange, optionees may exercise their vested options during one of the following periods: from March 1 to March 30, from June 1 to June 29, from September 1 to September 29, and from December 1 to December 30. Holders of options under the plan have the choice at the time of exercising their options of receiving an amount in cash (equal to the difference between either the five-day weighted average market price ending on the day preceding the date of exercise of the Common Shares of the Corporation on the stock exchange(s) where such shares are listed at the time of exercise or the fair market value of the Common Shares, as determined by the Corporation's Board of Directors, and the exercise price of their vested options) or, subject to certain stated conditions, exercise their options to purchase Common Shares of Quebecor Media at the exercise price. Except under specific circumstances, and unless the Human Resources and Compensation Committee decides otherwise, options vest over a five-year period in accordance with one of the following vesting schedules as determined by the Human Resources and Compensation Committee at the time of grant: (i) equally over five years with the first 20% vesting on the first anniversary of the date of the grant; (ii) equally over four years with the first 25% vesting on the second anniversary of the date of grant; and (iii) equally over three years with the first 33 1/3% vesting on the third anniversary of the date of grant.



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

(tabular amounts in millions of Canadian dollars, except for option data)

**23. STOCK-BASED COMPENSATION PLANS (continued)**

**(b) Quebecor Media stock option plan (continued)**

The following table gives details on changes to outstanding options granted as of December 31, 2014 and 2013:

	2014		2013	
	Options	Weighted average exercise price	Options	Weighted average exercise price
Balance at beginning of year	1,647,309	\$ 52.67	1,349,007	\$ 45.02
Granted	271,000	63.96	921,711	57.60
Exercised	(218,750)	46.28	(554,309)	42.43
Cancelled	(67,600)	58.85	(69,100)	51.03
<b>Balance at end of year</b>	<b>1,631,959</b>	<b>\$ 55.15</b>	<b>1,647,309</b>	<b>\$ 52.67</b>
<b>Vested options at end of year</b>	<b>263,823</b>	<b>\$ 46.74</b>	<b>186,298</b>	<b>\$ 45.12</b>

During the year ended December 31, 2014, 218,750 of the Corporation's stock options were exercised for a cash consideration of \$3.6 million (554,309 stock options for \$8.8 million in 2013).

The following table gives summary information on outstanding options as of December 31, 2014:

Range of exercise price	Outstanding options			Vested options	
	Number	Weighted average years to maturity	Weighted average exercise price	Number	Weighted average exercise price
\$30.47 to 44.45	71,663	3.28	\$ 40.03	71,663	\$ 40.03
\$45.82 to 64.89	1,560,296	7.85	55.84	192,160	49.24
<b>\$30.47 to 64.89</b>	<b>1,631,959</b>	<b>7.65</b>	<b>\$ 55.15</b>	<b>263,823</b>	<b>\$ 46.74</b>



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

(tabular amounts in millions of Canadian dollars, except for option data)

**23. STOCK-BASED COMPENSATION PLANS (continued)**

**(c) TVA Group stock option plan**

Under this stock option plan, 2,200,000 Class B Shares, non-voting, participating, without par value of TVA Group (“Class B Non-Voting Shares of TVA Group”) have been set aside for senior executives and directors of TVA Group and its subsidiaries. The terms and conditions of options granted are determined by TVA Group’s Human Resources and Corporate Governance Committee. The subscription price of an option cannot be less than the closing price of Class B Shares on the Toronto Stock Exchange the day before the option is granted. Options granted prior to January 2006 usually vest equally over a four-year period, with the first 25% vesting on the second anniversary date of the date of grant. Beginning January 2006, and unless the Human Resources and Corporate Governance Committee decides otherwise, options vest over a five-year period in accordance with one of the following vesting schedules as determined by the Human Resources and Corporate Governance Committee at the time of grant: (i) equally over five years with the first 20% vesting on the first anniversary of the date of the grant; (ii) equally over four years with the first 25% vesting on the second anniversary of the date of grant; and (iii) equally over three years with the first 33 1/3% vesting on the third anniversary of the date of grant. The term of an option cannot exceed 10 years. Holders of options under the plan have the choice, at the time of exercising their options, of receiving a cash payment from TVA Group equal to the number of shares corresponding to the options exercised, multiplied by the difference between the market value of the Class B Non-Voting Shares of TVA Group and the exercise price of the option or, subject to certain conditions, exercise their options to purchase Class B Non-Voting Shares of TVA Group at the exercise price. The market value is defined as the average closing market price of the Class B Non-Voting Shares of TVA Group for the last five trading days preceding the date on which the option was exercised.

The following table gives details on changes to outstanding options for the years ended December 31, 2014 and 2013:

	2014		2013	
	Options	Weighted average exercise price	Options	Weighted average exercise price
Balance at beginning of year	691,076	\$ 16.54	819,421	\$ 16.34
Granted	30,000	8.90	—	—
Cancelled	(69,208)	15.32	(128,345)	15.29
Expired	(126,500)	20.75	—	—
<b>Balance at end of year</b>	<b>525,368</b>	<b>\$ 15.25</b>	<b>691,076</b>	<b>\$ 16.54</b>
<b>Vested options at end of year</b>	<b>495,368</b>	<b>\$ 15.63</b>	<b>691,076</b>	<b>\$ 16.54</b>

The following table gives summary information on outstanding options as of December 31, 2014:

Range of exercise price	Outstanding options			Vested options	
	Number	Weighted average years to maturity	Weighted average exercise price	Number	Weighted average exercise price
\$8.90	30,000	9.58	\$ 8.90	—	\$ —
\$14.50 to 21.38	495,368	2.15	15.63	495,368	15.63
<b>\$8.90 to 21.38</b>	<b>525,368</b>	<b>2.57</b>	<b>\$ 15.25</b>	<b>495,368</b>	<b>\$ 15.63</b>



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012  
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**23. STOCK-BASED COMPENSATION PLANS (continued)**

**(d) Assumptions in estimating the fair value of stock-based awards**

The fair value of stock-based awards under the stock option plans of the parent corporation, Quebecor Media and TVA Group was estimated using the Black-Scholes option pricing model. The following weighted-average assumptions were used to estimate the fair value of all outstanding stock options under the stock option plans as of December 31, 2014 and 2013:

<u>December 31, 2014</u>	<u>Quebecor</u>	<u>Quebecor Media</u>	<u>TVA Group</u>
Risk-free interest rate	1.69%	1.38%	1.07%
Dividend yield	0.31%	1.37%	— %
Expected volatility	26.85%	18.99%	32.61%
Expected remaining life	6.0 years	3.58 years	1.21 year

<u>December 31, 2013</u>	<u>Quebecor</u>	<u>Quebecor Media</u>	<u>TVA Group</u>
Risk-free interest rate	2.02%	1.75%	1.05%
Dividend yield	0.38%	1.55%	— %
Expected volatility	28.34%	23.26%	32.56%
Expected remaining life	4.9 years	4.0 years	1.0 year

Except for Quebecor Media, the expected volatility is based on the historical volatility of the underlying share price for a period equivalent to the expected remaining life of the options. Since the Common Shares of Quebecor Media are not publicly traded on a stock exchange, expected volatility is derived from the implied volatility of Quebecor's stock. The expected remaining life of options granted represents the period of time that options granted are expected to be outstanding. The risk-free rate over the expected remaining life of the option is based on the Government of Canada yield curve in effect at the time of the valuation. Dividend yield is based on the current average yield.

**(e) Liability of vested options**

As of December 31, 2014, the liability for all vested options was \$6.3 million as calculated using the intrinsic value (\$4.7 million as of December 31, 2013).

**(f) Consolidated compensation charge**

For the year ended December 31, 2014, a consolidated charge related to all stock-based compensation plans was recorded in the amount of \$8.0 million (\$13.9 million in 2013 and \$8.7 million in 2012), of which a charge of \$0.9 million (\$0.5 million in 2013 and net reversal of the consolidated charge \$0.1 million in 2012) is presented as part of discontinued operations.





**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012  
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**24. ACCUMULATED OTHER COMPREHENSIVE INCOME (LOSS)**

	Translation of net investments in foreign operations	Cash flow hedges	Defined benefit plans	Total
Balance as of December 31, 2011	\$ (1.3)	\$ 16.6	\$ (90.1)	\$(74.8)
Other comprehensive (loss) income	(1.4)	21.2	(12.1)	7.7
Balance as of December 31, 2012	(2.7)	37.8	(102.2)	(67.1)
Other comprehensive (loss) income	4.4	(59.7)	91.6	36.3
Balance as of December 31, 2013	1.7	(21.9)	(10.6)	(30.8)
Other comprehensive income (loss)	(1.7)	(17.5)	(34.6)	(53.8)
<b>Balance as of December 31, 2014</b>	<b>\$ —</b>	<b>\$ (39.4)</b>	<b>\$ (45.2)</b>	<b>\$(84.6)</b>

No significant amount is expected to be reclassified in income over the next 12 months in connection with derivatives designated as cash flow hedges. The balance is expected to reverse over a 9 1/2-year period.

**25. COMMITMENTS**

Leases and other commitments

The Corporation rents premises and equipment under operating leases and has entered into long-term commitments to purchase services, capital equipment, broadcasting rights, and to pay royalties. Rent payments include an amount of \$65.6 million for future payments to the parent company. The operating leases have various terms, escalation clauses, purchase options and renewal rights. The minimum payments for the coming years are as follows:

	Continuing operations		Discontinued operations	
	Leases	Other commitments	Leases	Other commitments
2015	\$ 53.9	\$ 274.9	\$ 5.7	\$ 1.4
2016 to 2019	139.2	561.2	11.5	2.1
2020 and thereafter	135.5	629.3	1.2	—

The Corporation and its subsidiaries' operating lease expenses amounted to \$73.6 million in 2014 (\$76.9 million in 2013 and \$76.8 million in 2012), of which \$7.2 million (\$9.9 million in 2013 and \$8.8 million in 2012) is presented as part of discontinued operations.

Business acquisition

In November 2014, the Media segment, through TVA Group, reached an agreement to acquire 15 magazine titles in Canada for a cash consideration of \$55.5 million, subject to authorization by the Competition Bureau, which was received on March 2, 2015.



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**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

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**26. GUARANTEES**

In the normal course of business, the Corporation enters into numerous agreements containing guarantees, including the following:

*Operating leases*

The Corporation has guaranteed a portion of the residual values of certain assets under operating leases for the benefit of the lessor. Should the Corporation terminate these leases prior to term (or at the end of the lease terms) and should the fair value of the assets be less than the guaranteed residual value, then the Corporation must, under certain conditions, compensate the lessor for a portion of the shortfall. In addition, the Corporation has provided guarantees to the lessor of certain premises leases with expiry dates through 2018. Should the lessee default under the agreement, the Corporation must, under certain conditions, compensate the lessor. As of December 31, 2014, the maximum exposure with respect to these guarantees was \$14.5 million and no liability has been recorded in the consolidated balance sheet.

*Business and asset disposals*

In the sale of all or part of a business or an asset, in addition to possible indemnification relating to failure to perform covenants and breach of representations or warranties, the Corporation may agree to indemnify against claims related to the past conduct of the business. Typically, the term and amount of such indemnification will be limited by the agreement. The nature of these indemnification agreements prevents the Corporation from estimating the maximum potential liability it could be required to pay to guaranteed parties. The Corporation has not accrued any amount in respect of these items in the consolidated balance sheet.

*Outsourcing companies and suppliers*

In the normal course of its operations, the Corporation enters into contractual agreements with outsourcing companies and suppliers. In some cases, the Corporation agrees to provide indemnifications in the event of legal procedures initiated against them. In other cases, the Corporation provides indemnification to counterparties for damages resulting from the outsourcing companies and suppliers. The nature of the indemnification agreements prevents the Corporation from estimating the maximum potential liability it could be required to pay. No amount has been accrued in the consolidated balance sheet with respect to these indemnifications.

*Other*

One of the subsidiary of the Corporation as a franchiser has provided guarantees should franchisees, in their retail activities, default certain purchase agreements. The nature of the indemnification agreements prevents the Corporation from estimating the maximum potential liability it could be required to pay. No amount has been accrued in the consolidated balance sheet with respect to these guarantees.



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012  
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**27. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT**

The Corporation's financial risk management policies have been established in order to identify and analyze the risks faced by the Corporation, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies are reviewed regularly to reflect changes in market conditions and in the Corporation's activities.

The Corporation uses a number of financial instruments, mainly cash and cash equivalents, accounts receivable, long-term investments, bank indebtedness, trade payables, accrued liabilities, long-term debt and derivative financial instruments. As a result of their use of financial instruments, the Corporation and its subsidiaries are exposed to credit risk, liquidity risk and market risks relating to foreign exchange fluctuations and interest rate fluctuations.

In order to manage its foreign exchange and interest rate risks, the Corporation and its subsidiaries use 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, (ii) to achieve a targeted balance of fixed- and floating-rate debts, and (iii) to lock-in the value of certain derivative financial instruments through offsetting transactions. The Corporation and its subsidiaries do not intend to settle their derivative financial instruments prior to their maturity as none of these instruments is held or issued for speculative purposes.

**(a) Description of derivative financial instruments**

(i) Foreign exchange forward contracts

<u>Maturity</u>	<u>CAN dollar average exchange rate per one U.S. dollar</u>	<u>Notional amount sold</u>	<u>Notional amount bought</u>
<b>Quebecor Media</b>			
2016 <sup>1</sup>	1.0154	US\$ 320.0	\$ 324.9
<b>Videotron</b>			
Less than 1 year	1.1198	\$ 106.3	US\$ 94.9
2017 <sup>2</sup>	1.1204	US\$ 260.0	\$ 291.3

(ii) Interest rate swaps

<u>Maturity</u>	<u>Notional amount</u>	<u>Pay/ receive</u>	<u>Fixed rate</u>	<u>Floating rate</u>
<b>TVA Group</b>				
December 2017	\$ 44.0	Pay fixed/ Receive floating	2.03%	Bankers' acceptances 1 month



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

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**27. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (continued)**

**(a) Description of derivative financial instruments (continued)**

(iii) Cross-currency interest rate swaps

<u>Hedged item</u>	<u>Hedging instrument</u>			
	<u>Period covered</u>	<u>Notional amount</u>	<u>Annual interest rate on notional amount in CAN dollars</u>	<u>CAN dollar exchange rate on interest and capital payments per one U.S. dollar</u>
<b>Quebecor Media</b>				
5.750% Senior Notes due 2023 <sup>1</sup>	2007 to 2016	US\$ 320.0	7.69%	0.9977
5.750% Senior Notes due 2023	2016 to 2023	US\$ 431.3	7.27%	0.9792
5.750% Senior Notes due 2023	2012 to 2023	US\$ 418.7	6.85%	0.9759
Term loan "B"	2013 to 2020	US\$ 345.6	Bankers' acceptances 3 months + 2.77%	1.0346

<sup>1</sup> The Corporation initially entered into these cross-currency interest rate swaps to hedge the foreign currency risk exposure under its 7.75% Senior Notes due in 2016 redeemed in 2012. These swaps are now used to set in CAN dollars all coupon payments through 2016 on US\$431.3 million of notional amount under its 5.75% Senior Notes due 2023 and issued on October 11, 2012. In conjunction with the repurposing of these swaps, the Corporation has entered into US\$320.0 million offsetting foreign exchange forward contracts to lock-in the value of its hedging position related to the March 15, 2016 notional exchange.



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

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**27. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (continued)**

**(a) Description of derivative financial instruments (continued)**

(iii) Cross-currency interest rate swaps (continued)

<u>Hedged item</u>	<u>Hedging instrument</u>			
	<u>Period covered</u>	<u>Notional amount</u>	<u>Annual interest rate on notional amount in CAN dollars</u>	<u>CAN dollar exchange rate on interest and capital payments per one U.S. dollar</u>
<b>Videotron</b>				
6.375% Senior Notes due 2015	2005 to 2015	US\$ 175.0	5.98%	1.1781
9.125% Senior Notes due 2018	2008 to 2018	US\$ 75.0	9.64%	1.0215
5.000% Senior Notes due 2022	2014 to 2022	US\$ 543.1	6.01%	0.9983
5.000% Senior Notes due 2022	2012 to 2022	US\$ 256.9	5.81%	1.0016
5.375% Senior Notes due 2024 <sup>2</sup>	2008 to 2017	US\$ 260.0	9.21%	1.2965
5.375% Senior Notes due 2024	2014 to 2024	US\$ 158.6	Bankers' acceptances 3 months + 2.67%	1.1034
5.375% Senior Notes due 2024	2017 to 2024	US\$ 441.4	5.62%	1.1039

<sup>2</sup> Videotron initially entered into these cross-currency interest rate swaps to hedge the foreign currency risk exposure under its 9.125% Senior Notes due 2018 redeemed in 2014. These swaps are now used to set in CAN dollars all coupon payments through 2017 on US\$441.4 million of notional amount under its 5.375% Senior Notes due 2024 and issued on April 9, 2014. In conjunction with the repurposing of these swaps, Videotron has entered into US\$260.0 million offsetting foreign exchange forward contracts to lock-in the value of its hedging position related to the December 15, 2017 notional exchange.

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

**(b) Fair value of financial instruments**

In accordance with IFRS 7, *Financial Instruments: Disclosures*, the Corporation has considered the following fair value hierarchy that reflects the significance of the inputs used in measuring its other financial instruments accounted for at fair value in the consolidated balance sheets:

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities;
- Level 2: inputs other than quoted prices included in level 1 that are observable for the asset or liability, either directly (i.e., as prices) or indirectly (i.e., derived from prices); and
- Level 3: inputs that are not based on observable market data (unobservable inputs).

The fair value of long-term debt is estimated based on quoted market prices when available or on valuation models using level 1 and level 2 inputs. When the Corporation uses valuation models, the fair value is estimated using discounted cash flows using year-end market yields or the market value of similar instruments with the same maturity.

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

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**27. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (continued)****(b) Fair value of financial instruments (continued)**

The fair value of cash equivalents and bank indebtedness classified as held for trading and accounted for at their fair value on the consolidated balance sheets, is determined using level 2 inputs.

The fair value of derivative financial instruments recognized on 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 instrument and factors observable in external market data, such as period-end swap rates and foreign exchange rates (level 2 inputs). 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 instruments by applying a credit default premium estimated using a combination of observable and unobservable inputs in the market (level 3 inputs) to the net exposure of the counterparty or the Corporation. Derivative financial instruments are classified as level 2.

The fair value of early settlement options recognized as embedded derivatives is determined by option pricing models using level 2 market inputs, including volatility, discount factors and underlying instruments adjusted implicit interest rate and credit premium.

The carrying value and fair value of long term debt and derivative financial instruments as of December 31, 2014 and 2013 are as follows:

<u>Asset (liability)</u>	<u>2014</u>		<u>2013</u>	
	<u>Carrying value</u>	<u>Fair value</u>	<u>Carrying value</u>	<u>Fair value</u>
<b>Long-term debt<sup>1 2</sup></b>	<b>\$(5,250.0)</b>	<b>\$(5,368.1)</b>	<b>\$(5,040.2)</b>	<b>\$(5,099.6)</b>
<b>Derivative financial instruments<sup>3</sup></b>				
Early settlement options	8.2	8.2	14.5	14.5
Foreign exchange forward contracts <sup>4</sup>	4.2	4.2	1.8	1.8
Interest rate swaps	(0.5)	(0.5)	—	—
Cross-currency interest rate swaps <sup>4</sup>	294.4	294.4	(53.2)	(53.2)

<sup>1</sup> The carrying value of long-term debt excludes adjustments to record changes in the fair value of long-term debt related to hedged interest risk, embedded derivatives and financing fees.

<sup>2</sup> The fair value of the long-term debt does not include the fair value of early settlement options, which is presented separately in the table.

<sup>3</sup> The fair value of derivative financial instruments designated as hedges is an asset position of \$298.6 million as of December 31, 2014 (an asset position of \$18.6 million as of December 31, 2013).

<sup>4</sup> The value of foreign exchange forward contracts entered into to lock-in the value of existing hedging positions is netted from the value of the offset financial instruments.



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**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012  
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**27. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (continued)**

**(c) Credit risk management**

Credit risk is the risk of financial loss to the Corporation if a customer or counterparty to a financial asset fails to meet its contractual obligations.

In the normal course of business, the Corporation continuously monitors the financial condition of its customers and reviews the credit history of each new customer. As of December 31, 2014, no customer balance represented a significant portion of the Corporation's consolidated trade receivables. The Corporation establishes an allowance for doubtful accounts based on the specific credit risk of its customers and historical trends. As of December 31, 2014, 8.5% of trade receivables were 90 days past their billing date (9.8% as of December 31, 2013) of which 57.3% had an allowance for doubtful accounts (46.5% as of December 31, 2013).

The following table shows changes to the allowance for doubtful accounts for the years ended December 31, 2014 and 2013:

	<u>2014</u>	<u>2013</u>
Balance as of beginning of year	<b>\$ 28.4</b>	\$ 29.6
Charged to income	<b>32.1</b>	41.3
Utilization	<b>(34.5)</b>	(42.5)
Reclassification to assets held for sale	<b>(4.2)</b>	—
<b>Balance as of end of year</b>	<b><u>\$ 21.8</u></b>	<b><u>\$ 28.4</u></b>

The Corporation believes that its product lines and the diversity of its customer base are instrumental in reducing its credit risk, as well as the impact of fluctuations in product-line demand. The Corporation does not believe that it is exposed to an unusual level of customer credit risk.

As a result of their use of derivative financial instruments, the Corporation and its subsidiaries are exposed to the risk of non-performance by a third party. When the Corporation and its subsidiaries enter into derivative contracts, the counterparties (either foreign or Canadian) must have credit ratings at least in accordance with the Corporation's risk management policy and are subject to concentration limits. These credit ratings and concentration limits are monitored on an ongoing basis but at least quarterly.



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

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**27. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (continued)**

**(d) Liquidity risk management**

Liquidity risk is the risk that the Corporation and its subsidiaries will not be able to meet their financial obligations as they fall due or the risk that those financial obligations will have to be met at excessive cost. The Corporation and its subsidiaries manage this exposure through staggered debt maturities. The weighted average term of the Corporation's consolidated debt was approximately 7.3 years as of December 31, 2014 (7.0 years as of December 31, 2013).

The Corporation's management believes that cash flows and available sources of financing should be sufficient to cover committed cash requirements for capital investments, working capital, interest payments, debt repayments, pension plan contributions, and dividends in the future. The Corporation has access to cash flows generated by its subsidiaries through dividends (or distributions) and cash advances paid by its wholly owned subsidiaries.

As of December 31, 2014, material contractual obligations related to financial instruments included capital repayment and interest on long-term debt and obligations related to derivative instruments, less estimated future receipts on derivative instruments. These obligations and their maturities are as follows:

	<u>Total</u>	<u>Less than 1 year</u>	<u>1-3 years</u>	<u>3-5 years</u>	<u>5 years or more</u>
Bank indebtedness	\$ 4.5	\$ 4.5	\$ —	\$ —	\$ —
Accounts payable and accrued charges	643.2	643.2	—	—	—
Long-term debt <sup>1</sup>	5,250.0	229.1	39.5	162.4	4,819.0
Interest payments <sup>2</sup>	2,179.5	264.4	578.6	561.4	775.1
Derivative instruments <sup>3</sup>	(308.9)	4.7	51.0	(8.2)	(356.4)
<b>Total</b>	<b>\$7,768.3</b>	<b>\$1,145.9</b>	<b>\$ 669.1</b>	<b>\$ 715.6</b>	<b>\$5,237.7</b>

<sup>1</sup> The carrying value of long-term debt excludes adjustments to record changes in the fair value of long-term debt related to hedged interest risk, embedded derivatives and financing fees.

<sup>2</sup> Estimate of interest payable on long-term debt, based on interest rates, hedging of interest rates and hedging of foreign exchange rates as of December 31, 2014.

<sup>3</sup> Estimated future receipts, net of future disbursements, on derivative financial instruments related to foreign exchange hedging.

**(e) Market risk**

Market risk is the risk that changes in market prices due to foreign exchange rates, interest rates and/or equity prices will affect the value of the Corporation's financial instruments. The objective of market risk management is to mitigate and control exposures within acceptable parameters while optimizing the return on risk.

*Foreign currency risk*

Most of the Corporation's consolidated revenues and expenses, other than interest expense on U.S.-dollar-denominated debt, purchases of set-top boxes, handsets and cable modems and certain capital expenditures, are received or denominated in CAN dollars. A significant portion of the interest, principal and premium, if any, payable on its debt is payable in U.S. dollars. The Corporation and its subsidiaries have entered into transactions to hedge the foreign currency risk exposure on their U.S.-dollar-denominated debt obligations outstanding as of December 31, 2014, to hedge their exposure on certain purchases of set-top boxes, handsets, cable modems and capital expenditures, and to lock-in the value of certain derivative financial instruments through offsetting transactions. Accordingly, the Corporation's sensitivity to variations in foreign exchange rates is economically limited.





**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
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**27. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (continued)**

**(e) Market risk (continued)**

*Foreign currency risk (continued)*

The following table summarizes the estimated sensitivity on income and other comprehensive income, before income tax, of a variance of \$0.10 in the year-end exchange rate of a CAN dollar per one U.S. dollar as of December 31, 2014:

<u>Increase (decrease)</u>	<u>Income</u>	<u>Other comprehensive income</u>
<b>Increase of \$0.10</b>		
U.S.-dollar-denominated accounts payable	\$ (1.0)	\$ —
Gain on valuation and translation of financial instruments and derivative financial instruments	2.7	49.5
<b>Decrease of \$0.10</b>		
U.S.-dollar-denominated accounts payable	1.0	—
Gain on valuation and translation of financial instruments and derivative financial instruments	(2.7)	(49.5)

*Interest rate risk*

Some of the Corporation's and its subsidiaries' bank credit facilities bear interest at floating rates based on the following reference rates: (i) Bankers' acceptance rate, (ii) LIBOR, (iii) Canadian prime rate, and (iv) U.S. prime rate. The Senior Notes issued by the Corporation and its subsidiaries bear interest at fixed rates. The Corporation and its subsidiaries have entered into cross-currency interest rate swap agreements in order to manage interest rate risk exposure. As of December 31, 2014, after taking into account the hedging instruments, long-term debt was comprised of 83.2% fixed-rate debt (82.6% in 2013) and 16.8% floating-rate debt (17.4% in 2013).

The estimated sensitivity on interest payments, of a 100 basis-point variance in the year-end Canadian Bankers' acceptance rate as of December 31, 2014 is \$8.2 million.

The estimated sensitivity on income and other comprehensive income, before income tax, of a 100 basis-point variance in the discount rate used to calculate the fair value of financial instruments as of December 31, 2014, as per the Corporation's valuation models, is as follows:

<u>Increase (decrease)</u>	<u>Income</u>	<u>Other comprehensive income</u>
Increase of 100 basis points	\$ 0.8	\$ (22.2)
Decrease of 100 basis points	(0.8)	22.2



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**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

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**27. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (continued)**

**(f) Capital management**

The Corporation's primary objective in managing capital is to maintain an optimal capital base in order to support the capital requirements of its various businesses, including growth opportunities.

In managing its capital structure, the Corporation takes into account the asset characteristics of its subsidiaries and planned requirements for funds, leveraging their individual borrowing capacities in the most efficient manner to achieve the lowest cost of financing. Management of the capital structure involves the issuance of new debt, the repayment of existing debt using cash flows generated by operations, and the level of distributions to shareholders. The Corporation has not significantly changed its strategy regarding the management of its capital structure since the last financial year.

The Corporation's capital structure is composed of equity, bank indebtedness, long-term debt, net assets and liabilities related to derivative financial instruments, less cash and cash equivalents. The capital structure as of December 31, 2014 and 2013 is as follows:

	<u>2014</u>	<u>2013</u>
Bank indebtedness	\$ 4.5	\$ —
Long-term debt	5,201.8	4,976.0
Derivative financial instruments	(298.1)	51.4
Cash and cash equivalents	(395.3)	(476.6)
Net liabilities	<u>4,512.9</u>	<u>4,550.8</u>
Equity	<u>\$1,885.3</u>	<u>\$1,956.8</u>

The Corporation is not subject to any externally imposed capital requirements other than certain restrictions under the terms of its borrowing agreements, which relate, among other things, to permitted investments, inter-corporation transactions, the declaration and payment of dividends or other distributions.

**28. RELATED PARTY TRANSACTIONS**

Key management personnel compensation

Key management personnel comprise members of the Board of Directors and key senior management of the Corporation and its main subsidiaries. Their compensation is as follows:

	<u>2014</u>	<u>2013</u>	<u>2012</u>
Salaries and short-term benefits	\$10.4	\$ 9.2	\$ 7.7
Share-based compensation	1.2	10.6	5.3
Other long-term benefits	7.0	2.5	2.7
	<u>\$18.6</u>	<u>\$22.3</u>	<u>\$15.7</u>



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012  
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**28. RELATED PARTY TRANSACTIONS (continued)**

Operating transactions

During the year ended December 31, 2014, the Corporation and its subsidiaries made purchases and incurred rent charges with the parent corporation and affiliated companies in the amount of \$11.7 million (\$12.1 million in 2013 and \$14.4 million in 2012), which are included in purchase of goods and services. The Corporation and its subsidiaries made sales to an affiliated corporation in the amount of \$3.3 million (\$3.5 million in 2013 and \$3.8 million in 2012). These transactions were accounted for at the consideration agreed between parties.

Management arrangements

The parent corporation has entered into management arrangements with the Corporation. Under these management arrangements, the parent corporation and the Corporation provide management services to each other on a cost-reimbursement basis. The expenses subject to reimbursement include the salaries of the Corporation's executive officers, who also serve as executive officers of the parent corporation. In 2014, the Corporation received an amount of \$2.2 million, which is included as a reduction in employee costs (\$1.8 million in 2013 and \$1.7 million in 2012), and incurred management fees of \$2.0 million (\$2.0 million in 2013 and \$1.1 million in 2012) with the shareholders.

Tax transactions

In 2014, the parent corporation transferred \$12.5 million of non-capital losses (\$29.0 million in 2013 and \$43.4 million in 2012) to the Corporation and its subsidiaries in exchange for a total cash consideration of \$3.1 million (\$6.9 million in 2013 and \$10.2 million in 2012). This transaction was concluded on terms equivalent to those that prevail on an arm's length basis and was accounted for at the consideration agreed between the parties. As a result, the Corporation recorded a reduction of \$0.3 million in its income tax expense in 2014 (\$0.9 million in 2013 and \$1.5 million in 2012).

**29. PENSION PLANS AND POSTRETIREMENT BENEFITS**

The Corporation maintains various flat-benefit plans, various final-pay plans with indexation features from zero to 2%, and defined contribution plans. The Corporation also provides postretirement benefits to eligible retired employees. The pension plans of the Corporation are registered with a Québec or federal regulatory authority.

The Corporation's funding policy for its funded pension plans is to maintain its contribution at a level sufficient to cover benefits and to meet requirements of the applicable regulations and plan provisions that govern the funding of the plans. These provisions establish, among others, the future payment of amortization payments when the degree of solvability of the pension plans is less than 100% as defined by the relevant Québec and federal laws. Payments are determined by an actuarial report performed by an independent company at least every three years or annually, according to the applicable laws and in accordance with provisions of plans.



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012  
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**29. PENSION PLANS AND POSTRETIREMENT BENEFITS (continued)**

By their design, the defined benefit plans expose the Corporation to the typical risks faced by defined benefit plans, such as investment performance, changes to the discount rates used to value the obligation, longevity of plan participants, and future inflation. The administration of the plans is assured by pension committees composed of members of the plans, independent members of the Corporation's management, or the Corporation in accordance with the provisions of the plans. Under the Corporation's rules of governance, the approbation and oversight of the defined benefit plan policies are performed at different levels through the pension committees, the Corporation's management, or the Audit Committee. The risk management of pension plans is also performed under the leadership of these committees at various levels. The custody of securities and management of securities transactions are assigned to trustees within a mandate given by the pension committee or the Corporation, as the case may be. Policies include those on investment objectives, risk mitigation strategies and the mandate to hire investment fund managers and monitor their work and performance. The benefit pension plans are monitored on an ongoing basis to assess the benefit, funding and investment policies, financial status, and the Corporation's funding requirement.

The following tables show a reconciliation of the changes in the plans' benefit obligations and the fair value of plan assets for the years ended December 31, 2014 and 2013:

	Pension benefits		Postretirement benefits	
	2014	2013	2014	2013
<b>Change in benefit obligations</b>				
Benefit obligations at beginning of year	\$ 979.6	\$ 1,006.5	\$ 54.3	\$ 60.6
Service costs	31.4	38.6	1.1	1.3
Interest costs	50.3	49.3	2.6	2.5
Plan participants' contributions	14.6	15.0	—	—
Actuarial loss (gain) arising from:				
Demographic assumptions	12.1	25.9	0.4	2.1
Financial assumptions	136.1	(89.4)	4.8	(5.5)
Participant experience	(2.4)	(13.0)	3.5	(2.5)
Benefits and settlements paid	(53.5)	(54.4)	(1.5)	(1.4)
Plan amendments and other	1.1	1.1	—	(2.8)
<b>Benefit obligations at end of year</b>	<b>\$1,169.3</b>	<b>\$ 979.6</b>	<b>\$ 65.2</b>	<b>\$ 54.3</b>
<b>Change in plan assets</b>				
Fair value of plan assets at beginning of year	\$ 976.7	\$ 815.6	\$ —	\$ —
Actual return on plan assets	118.7	129.5	—	—
Employer contributions	59.1	71.0	1.5	1.4
Plan participants' contributions	14.6	15.0	—	—
Benefits and settlements paid	(53.5)	(54.4)	(1.5)	(1.4)
<b>Fair value of plan assets at end of year</b>	<b>\$1,115.6</b>	<b>\$ 976.7</b>	<b>\$ —</b>	<b>\$ —</b>

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

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**29. PENSION PLANS AND POSTRETIREMENT BENEFITS (continued)**

As of December 31, 2014, the weighted average duration of defined benefit obligation was 16.7 years (15.7 years in 2013). The Corporation expects future benefit payments of \$53.8 million in 2015.

The Corporation's investment strategy for plan assets takes into account a number of factors, including the time horizon of the pension plans' obligations and the investment risk. For each of the plans, an allocation range by asset class is developed, whereby a mix of equities and fixed-income investments is used to optimize the risk-return profile of plan assets and to mitigate asset-liability mismatch.

Plan assets are comprised of:

	2014	2013
Equity securities:		
Canadian	22.4%	24.0%
Foreign	32.3	34.3
Debt securities	41.8	38.6
Other	3.5	3.1
	<u>100.0%</u>	<u>100.0%</u>

The fair value of plan assets is principally based on quoted prices in an active market.

Where funded plans have a net defined benefit asset, the Corporation determines if potential reductions in future contributions are permitted by applicable regulations and by collective bargaining agreements. When a defined benefit asset is created, it cannot exceed the future economic benefit that the Corporation can expect to obtain from the asset. The future economic benefit represents the value of reductions in future contributions and expenses payable to the pension fund. It does not reflect gains that could be generated in the future that would allow reductions in contributions by the Corporation. When there is a minimum funding requirement, this could also limit the amount recognized in the balance sheet. A minimum funding requirement represents the present value of amortization payments based on the most recent actuarial financing reports filed.

The reconciliation of funded status to the net amount recognized in the consolidated balance sheets is as follows:

	Pension benefits		Postretirement benefits	
	2014	2013	2014	2013
Benefit obligations	\$(1,169.3)	\$(979.6)	\$ (65.2)	\$ (54.3)
Fair value of plan assets	1,115.6	976.7	—	—
Plan deficit	(53.7)	(2.9)	(65.2)	(54.3)
Asset limit and minimum funding adjustment	(4.4)	(32.6)	—	—
<b>Net amount recognized<sup>1</sup></b>	<u>\$ (58.1)</u>	<u>\$ (35.5)</u>	<u>\$ (65.2)</u>	<u>\$ (54.3)</u>

<sup>1</sup> The net amount recognized for 2014 consists of a liability of \$124.3 million (\$101.2 million in 2013) included in other liabilities (note 21), an asset of \$3.3 million (\$11.4 million in 2013) included in other assets (note 17), and a liability of \$2.3 million included with liabilities held for sale.

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
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**29. PENSION PLANS AND POSTRETIREMENT BENEFITS (continued)**

Components of re-measurements are as follows:

	Pension benefits			Postretirement benefits		
	2014	2013	2012	2014	2013	2012
Actuarial (loss) gain on benefit obligations	<b>\$(145.8)</b>	\$ 76.5	\$(50.7)	<b>\$(8.7)</b>	\$ 5.9	\$(3.4)
Actual return on plan assets, less interest income anticipated as part of the interest on net defined benefit liability	<b>71.7</b>	91.8	36.1	—	—	—
Asset limit and minimum funding adjustment	<b>29.8</b>	(32.6)	—	—	—	—
<b>Re-measurements recorded in other comprehensive income</b>	<b><u>\$(44.3)</u></b>	<b><u>\$135.7</u></b>	<b><u>\$(14.6)</u></b>	<b><u>\$(8.7)</u></b>	<b><u>\$ 5.9</u></b>	<b><u>\$(3.4)</u></b>

Components of the net benefit costs are as follows:

	Pension benefits			Postretirement benefits		
	2014	2013	2012	2014	2013	2012
<b>Employee costs:</b>						
Service costs	<b>\$ 31.4</b>	\$ 38.6	\$ 35.1	<b>\$ 1.1</b>	\$ 1.3	\$ 1.2
Curtailment loss (gain) and other	<b>3.7</b>	2.5	3.7	—	(2.9)	(0.2)
Interest on net defined benefit liability	<b>2.1</b>	9.8	9.7	<b>2.5</b>	2.5	2.6
<b>Net benefit costs<sup>1</sup></b>	<b><u>\$ 37.2</u></b>	<b><u>\$ 50.9</u></b>	<b><u>\$ 48.5</u></b>	<b><u>\$ 3.6</u></b>	<b><u>\$ 0.9</u></b>	<b><u>\$ 3.6</u></b>

<sup>1</sup> Net benefit costs of \$5.1 million in 2014 were presented as part of discontinued operations (\$7.7 million in 2013 and \$8.0 million in 2012).



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

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**29. PENSION PLANS AND POSTRETIREMENT BENEFITS (continued)**

The expense related to defined contribution pension plans amounted to \$15.3 million in 2014 (\$15.1 million in 2013 and \$14.1 million in 2012), of which \$1.5 million (\$1.5 million in 2013 and 2012) is presented as part of discontinued operations.

The expected employer contributions to the Corporation's defined benefit pension plans and post-retirement benefits plans will be \$48.3 million in 2015 based on the most recent financial actuarial reports filed and the expected transaction described in note 8 (contributions of \$60.6 million were paid in 2014).

Assumptions

The Corporation determines its assumption for the discount rate to be used for purposes of computing annual service and interest costs based on an index of high-quality corporate bond-yield and matched-funding yield curve analysis as of the measurement date.

The actuarial assumptions used in measuring the Corporation's benefit obligations as of December 31, 2014, 2013 and 2012 and current periodic benefit costs are as follows:

	Pension benefits			Postretirement benefits		
	2014	2013	2012	2014	2013	2012
<b>Benefit obligations</b>						
Rates as of year-end:						
Discount rate	<b>4.10 %</b>	4.90%	4.40%	<b>4.10 %</b>	4.90%	4.40 %
Rate of compensation increase	<b>3.00</b>	3.00	3.25	<b>3.00</b>	3.00	3.25
<b>Current periodic costs</b>						
Rates as of preceding year-end:						
Discount rate	<b>4.90 %</b>	4.40%	4.75%	<b>4.90 %</b>	4.40%	4.75 %
Rate of compensation increase	<b>3.00</b>	3.25	3.25	<b>3.00</b>	3.25	3.25

The assumed average retirement age of participants used was of 62 years in 2014, 2013 and 2012.

The assumed health care cost trend rate used in measuring the accumulated postretirement benefit obligations was 8.5% at the end of 2014. These costs, as per the estimate, are expected to decrease gradually over the next 10 years to 6.0% and to remain at that level thereafter.

Sensitivity analysis

A decrease of 10 basis points in the discount rate would have had the following impacts, before income tax, for the year ended December 31, 2014:

Increase (decrease)	Pension benefits			Postretirement benefits		
	Obligation in balance sheet	Income	Other comprehensive income	Obligation in balance sheet	Income	Other comprehensive income
Discount rate	<u>\$ 19.5</u>	<u>\$(1.5)</u>	<u>\$(19.5)</u>	<u>\$ 1.3</u>	<u>\$ —</u>	<u>\$(1.3)</u>

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

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**29. PENSION PLANS AND POSTRETIREMENT BENEFITS (continued)**

There are limitations to the above sensitivity analysis since it only considers the impacts of a decrease of 10 basis points in the discount rate assumption (at the beginning of the year having an impact on income and at the end of the year having an impact on comprehensive income) without changing any other assumptions. No sensitivity analysis was performed on other assumptions as a similar change to these assumptions would not have a significant impact on the consolidated financial statements.

**30. NON-CONSOLIDATED FINANCIAL STATEMENTS OF THE CORPORATION**

The Corporation has access to the cash flows generated by its subsidiaries by way of dividends declared by its public subsidiaries and dividends and advances from its private subsidiaries. However, some of the Corporation's subsidiaries have restrictions, based on contractual debt obligations and corporate solvency tests, regarding the amounts of dividends and advances that can be paid to the Corporation.

The U.S Securities and Exchange Commission requires that the non-consolidated financial statements of the parent corporation be presented when its subsidiaries have restrictions that may limit the amount of cash that can be paid to the parent corporation. These non-consolidated and condensed financial statements, as prepared under IFRS, are shown below.

**Non-consolidated condensed statements of income and comprehensive income**

	<u>2014</u>	<u>2013</u>	<u>2012</u>
<b>Revenues:</b>			
Dividends	<b>\$445.0</b>	\$411.9	\$821.0
Interest	<b>0.7</b>	0.4	1.1
Management fees	<b>57.2</b>	59.4	58.5
Other	<b>52.1</b>	52.1	43.6
	<b>555.0</b>	523.8	924.2
General and administrative expenses	<b>117.8</b>	117.0	102.2
Depreciation and amortization	<b>1.1</b>	0.9	6.4
Financial expenses	<b>145.1</b>	171.0	144.7
(Gain) loss on debt refinancing	<b>(2.7)</b>	—	14.1
(Gain) loss on valuation and translation of financial instruments	<b>(0.4)</b>	80.7	(61.0)
Gain on disposal of subsidiaries	<b>(18.0)</b>	—	—
Other	<b>5.7</b>	1.4	—
Income before income taxes	<b>306.4</b>	152.8	717.8
Income taxes	<b>10.9</b>	(2.4)	16.6
<b>Net income</b>	<b>295.5</b>	155.2	701.2
Other comprehensive loss	<b>(17.8)</b>	(24.6)	(2.7)
<b>Comprehensive income</b>	<b>\$277.7</b>	\$130.6	\$698.5



**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

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**30. NON-CONSOLIDATED FINANCIAL STATEMENTS OF THE CORPORATION (continued)****Non-consolidated and condensed statements of cash flows**

	2014	2013	2012
<b>Cash flows related to operations</b>			
Net income	\$ 295.5	\$ 155.2	\$ 701.2
Depreciation of plant, property and equipment	1.1	0.9	6.4
(Gain) loss on valuation and translation of financial instruments	(0.4)	80.7	(61.0)
Amortization of financing costs and long-term debt discount	3.8	6.4	8.3
(Gain) loss on debt refinancing	(2.7)	—	14.1
Deferred income taxes	8.4	(4.2)	16.6
Gain on disposal of subsidiaries	(18.0)	—	—
Other	—	1.0	5.9
Net change in non-cash balances related to operations	(41.3)	7.0	(42.2)
Cash flows provided by operations	246.4	247.0	649.3
<b>Cash flows related to investing activities</b>			
Net change in investments in subsidiaries	(20.5)	(109.7)	(30.0)
Proceeds from disposal of subsidiaries	211.7	64.7	—
Acquisition of tax deductions from the parent corporation	(3.1)	(6.9)	(10.2)
Other	(13.5)	(8.8)	(3.5)
Cash flows provided by (used in) investing activities	174.6	(60.7)	(43.7)
<b>Cash flows related to financing activities</b>			
Repayment of long-term debt	(433.7)	(294.2)	(760.1)
Settlement of hedging contracts	53.8	(49.1)	(40.0)
Issuance of long-term debt, net of financing fees	—	358.6	1,313.3
Repurchase of Common Shares	—	—	(1,000.1)
Repurchase of redeemable preferred shares issued to subsidiaries	(1,200.0)	—	—
Dividends	(100.0)	(100.0)	(100.0)
Net change in subordinated loans from subsidiaries	20.0	190.0	735.0
Net change in convertible obligations, subordinated loans and notes receivable – subsidiaries	1,076.0	(194.1)	(733.8)
Net change in advances to or from subsidiaries	82.3	—	10.6
Cash flows used in financing activities	(501.6)	(88.8)	(575.1)
Net change in cash and cash equivalents	(80.6)	97.5	30.5
Cash and cash equivalents at beginning of year	141.7	44.2	13.7
<b>Cash and cash equivalents at end of year</b>	<b>\$ 61.1</b>	<b>\$ 141.7</b>	<b>\$ 44.2</b>

**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

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**30. NON-CONSOLIDATED FINANCIAL STATEMENTS OF THE CORPORATION (continued)****Non-consolidated and condensed balance sheets**

	<u>2014</u>	<u>2013</u>
<b>Assets</b>		
Current assets	\$ 265.2	\$ 203.2
Investments in subsidiaries at cost	4,225.8	4,320.5
Advances to subsidiaries	91.1	269.4
Convertible obligations, subordinated loans and notes receivable – subsidiaries	1,631.3	2,807.3
Other assets	216.1	144.7
	<u>\$6,429.5</u>	<u>\$7,745.1</u>
<b>Liabilities and equity</b>		
Current liabilities	\$ 154.0	\$ 75.6
Long-term debt	2,188.7	2,487.5
Advances from subsidiaries	175.7	271.7
Other liabilities	33.6	30.5
Subordinated loan from subsidiaries	1,190.0	1,170.0
Redeemable preferred shares issued to subsidiaries	430.0	1,630.0
Equity attributable to shareholders	2,257.5	2,079.8
	<u>\$6,429.5</u>	<u>\$7,745.1</u>

**31. SUBSEQUENT EVENTS**

In January 2015, Videotron entered into new unsecured on demand credit facilities, under which letters of credit were issued and filed with Industry Canada as pre-auction financial deposits in respect to its application to participate to the 2500 MHz and AWS-3 spectrum auctions. Under Industry Canada's published rules respecting restrictions on communications during the auction process, it is strictly forbidden for the Corporation to disclose the amount of the letters of credit, which can be withdrawn by Videotron at any time prior to the auction commencement. On March 6, 2015, Quebecor Media and its subsidiary Videotron announced that it had acquired four 30 MHz licences in the auction for AWS-3 commercial mobile spectrum at a total price of \$31.8 million. The process will resume on April 14, 2015 with the auction for spectrum in the 2500 MHz band.

On March 6, 2015, the Québec Court of Appeal ruled in favour of Videotron and TVA Group, and ordered Bell ExpressVu Limited Partnership ("Bell ExpressVu"), a subsidiary of Bell, to pay compensation totalling \$137.0 million for having deliberately neglected to implement an appropriate security system to prevent piracy of the signals broadcast by its satellite television service between 1999 and 2005. The judgement stated that Bell ExpressVu knew and must have foreseen that this practice would cause serious harm to its competitors, including Videotron, its main rival in Québec.



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**QUEBECOR MEDIA INC. AND ITS SUBSIDIARIES**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (continued)**

Years ended December 31, 2014, 2013 and 2012

(tabular amounts in millions of Canadian dollars, except for option data)

**31. SUBSEQUENT EVENTS (continued)**

On March 11, 2015, Videotron issued a notice of redemption for all of its outstanding 6.375% Senior Notes due December 15, 2015 in aggregate principal amount of US\$175.0 million at a redemption price of 100.000% of their principal amount. The redemption date is April 10, 2015.

On March 18, 2015, TVA Group announced the completion of its rights offering, whereby TVA Group will receive aggregate gross proceeds of approximately \$110.0 million from the issuance of 19,434,629 Class B Non-Voting Shares of TVA Group. The closing of the rights offering will be on March 20, 2015. Under the rights offering, Quebecor Media will subscribe to 17,300,259 Class B Non-Voting Shares of TVA Group at a total cost of \$97.9 million and its aggregate equity interest in TVA Group will increase from 51.5% to 68.4%.



**Exhibit 2.8**

*Execution Version*

**FIRST SUPPLEMENTAL INDENTURE**

This First Supplemental Indenture (“**Supplemental Indenture**”) is made as of this 14<sup>th</sup> day of March, 2014, between Quebecor Media Inc., a corporation under the laws of the Province of Quebec (the “**Corporation**”), and U.S. Bank National Association, as trustee (the “**Trustee**”).

**WITNESSETH**

WHEREAS, the Corporation and the Trustee are parties to that certain Indenture, dated as of October 11, 2012, pursuant to which the Corporation issued its 5 <sup>3</sup>/<sub>4</sub>% Senior Notes due January 15, 2023 (the “**Notes**”); and

WHEREAS, Section 9.01 of the Indenture provides that the Corporation and the Trustee may amend or supplement the Indenture or the Notes without the consent of any Holder to, among other things, conform the text of the Indenture or the Notes to any provision of the *Description of Notes* (the “**Description of the Notes**”) section of the Final Offering Memorandum for the Notes, dated October 3, 2012 (the “**Offering Memorandum**”), to the extent that such section in the Description of Notes was intended to be a *verbatim* recitation of the Indenture or the Notes, as set forth in an Officer’s Certificate; and

WHEREAS, clause (8) of the “Events of Default and Remedies” provisions of the Description of the Notes section in the Offering Memorandum states that the events of bankruptcy or insolvency described in the Indenture are to be “with respect to Quebecor Media or any of its Significant Subsidiaries that are Restricted Subsidiaries or any group of Restricted Subsidiaries that, taken together, would constitute a Significant Subsidiary”; and

WHEREAS the text of Section 6.01(ix) of the Indenture provides that the events of bankruptcy or insolvency are with respect to Quebecor Media or any of its Significant Subsidiaries or any group of Subsidiaries that, taken together, would constitute a Significant Subsidiary, in each case without the relevant references to Restricted Subsidiaries; and

WHEREAS, the Corporation wishes to supplement the Indenture to correct the text of the Indenture to conform Section 6.01(ix) to the text in the Description of the Notes; and

WHEREAS, the Corporation has heretofore delivered or is delivering contemporaneously herewith to the Trustee and the Co-Trustee, (i) an Officers’ Certificate described in Sections 9.01, 11.04 and 11.05 of the Indenture and (ii) an Opinion of Counsel described in Sections 11.04 and 11.05 of the Indenture; and

WHEREAS, all other conditions necessary to authorize the execution and delivery of this Supplemental Indenture have been complied with or have been done or performed.

NOW, THEREFORE, in consideration of the foregoing and for other good and valuable consideration, receipt of which is hereby acknowledged, the Corporation and the Trustee agree as follows for the equal and ratable benefit of the Holders of the Notes:



ARTICLE 1

Definitions

Section 1.01 General. Capitalized terms used but not defined herein shall have the meanings assigned to them in the Indenture.

ARTICLE 2

Agreements of Parties

Section 2.01 Amendment to Section 6.01(ix). Section 6.01(ix) shall be amended and restated in its entirety to read in full as follows:

“(ix) a court of competent jurisdiction enters an order or decree under any Bankruptcy Law that:

- (A) is for relief against the Company or any of its Significant Subsidiaries that are Restricted Subsidiaries or any group of Restricted Subsidiaries that, when taken together, would constitute a Significant Subsidiary, in an involuntary case; or
- (B) appoints a receiver, interim receiver, receiver and manager, liquidator, trustee or custodian of the Company or any of its Significant Subsidiaries that are Restricted Subsidiaries or any group of Restricted Subsidiaries that, when taken together, would constitute a Significant Subsidiary, or for all or substantially all of the property of the Company or any of its Significant Subsidiaries that are Restricted Subsidiaries or any group of Restricted Subsidiaries that, when taken together, would constitute a Significant Subsidiary;
- (C) orders the liquidation, dissolution or winding up of the Company or any of its Significant Subsidiaries that are Restricted Subsidiaries or any group of Restricted Subsidiaries that, when taken together, would constitute a Significant Subsidiary; or
- (D) orders the presentation of any plan or arrangement, compromise or reorganization of the Company or any of its Significant Subsidiaries that are Restricted Subsidiaries or any group of Restricted Subsidiaries that, when taken together, would constitute a Significant Subsidiary;

and such order or decree remains unstayed and in effect for 60 consecutive days.”



ARTICLE 3

Miscellaneous Provisions

Section 3.01 Effectiveness; Construction. This Supplemental Indenture shall become effective upon its execution and delivery by the Corporation and the Trustee and as of the date hereof. Upon such effectiveness, the Indenture shall be supplemented in accordance herewith.

Section 3.02 Indenture Remains in Full Force and Effect. Except as supplemented hereby, all provisions in the Indenture shall remain in full force and effect. On and after the date hereof, each reference in the Indenture to “this Indenture,” “hereunder,” “hereof,” or “herein” shall mean and be a reference to the Indenture as supplemented by this Supplemental Indenture unless the context otherwise requires. This Supplemental Indenture shall be construed as supplemental to the Indenture and shall form a part thereof, and the Indenture is hereby incorporated by reference herein and, as supplemented, modified and restated hereby, is hereby ratified, approved and confirmed. This Supplemental Indenture shall form a part of the Indenture for all purposes, and every Holder of Notes heretofore or hereafter authenticated and delivered under the Indenture shall be bound thereby.

Section 3.03 Trustee Matters. The Trustee shall be entitled to the benefit of every provision of the Indenture relating to the conduct or affecting the liability or affording protection to the Trustee, whether or not elsewhere herein so provided. The recitals contained in this Supplemental Indenture shall be taken as the statements of the Corporation, and the Trustee assumes no responsibility for their correctness. The Trustee make no representation as to the validity or sufficiency of this Supplemental Indenture. The Corporation indemnifies the Trustee and Co-Trustee in connection with the execution of this Supplemental Indenture.

Section 3.04 Trust Indenture Act of 1939, as amended. Except as provided below, in the event of a conflict between the terms and conditions of the Indenture and the terms and conditions of this Supplemental Indenture, the terms and conditions of this Supplemental Indenture shall prevail. If any provision of this Supplemental Indenture limits, qualifies or conflicts with another provision of the Indenture that is required to be included by the Trust Indenture Act of 1939, as amended (the “Act”), as in force at the date this Supplemental Indenture is executed, the provision required by the Act shall control.

Section 3.05 No Third-Party Beneficiaries. Nothing in this Supplemental Indenture, express or implied, shall give to any Person, other than the parties to the Indenture, as supplemented hereby, and their successors, and to the Holders of the Notes, any benefit of any legal or equitable right, remedy or claim under the Indenture, as supplemented hereby.

Section 3.06 Severability. In case any provision of this Supplemental Indenture shall be invalid, illegal or unenforceable, the validity, legality and enforceability of the remaining provisions shall not be impaired thereby.



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Section 3.07 Headings. The Article and Section headings of this Supplemental Indenture have been inserted for convenience of reference only and are not to be considered a part of this Supplemental Indenture and shall in no way modify or restrict any of the terms or provisions hereof.

Section 3.08 Successors. All agreements of the Corporation and the Trustee in this Supplemental Indenture shall bind their respective successors.

Section 3.09 Governing Law. This Supplemental Indenture shall be governed by and construed in accordance with the laws of the State of New York.

Section 3.10 Counterpart Signatures. This Supplemental Indenture may be signed in any number of counterparts with the same effect as if the signatures to each counterpart were upon a single instrument, and all such counterparts together shall be deemed an original of this Supplemental Indenture.

*[Signature page follows]*



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IN WITNESS WHEREOF, the parties hereto have caused this Supplemental Indenture to be duly executed as of the day and year first above written.

*CORPORATION:*

**QUEBECOR MEDIA INC.**

By: /s/ Chloé Poirier  
 Name: Chloé Poirier  
 Title: Vice President and Treasurer

By: /s/ Denis Sabourin  
 Name: Denis Sabourin  
 Title: Vice President and Corporate Controller

*TRUSTEE:*

**U.S. BANK NATIONAL ASSOCIATION**

By: /s/ Holly Pattison  
 Name: Holly Pattison  
 Title: Vice President





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QUEBECOR MEDIA INC  
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**Exhibit 2.40**

*Execution Copy*

VIDEOTRON LTD./VIDÉOTRON LTÉE

US\$600,000,000

5 <sup>3</sup>/<sub>8</sub>% SENIOR NOTES DUE JUNE 15, 2024

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INDENTURE

Dated as of April 9, 2014

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Wells Fargo Bank, National Association,  
as Trustee

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This INDENTURE, dated as of April 9, 2014, is by and among VIDEOTRON LTD., a company incorporated under the laws of the Province of Québec, each Subsidiary Guarantor listed on the signature pages hereto, and WELLS FARGO BANK, NATIONAL ASSOCIATION, a national banking association, as trustee (the “Trustee”).

The Company, each Subsidiary Guarantor and the Trustee agree as follows for the benefit of each other and for the equal and ratable benefit of the Holders of the 5 3/8% Senior Notes due June 15, 2024 (the “Notes”):

## ARTICLE 1.

### DEFINITIONS AND INCORPORATION BY REFERENCE

#### Section 1.01 **Definitions.**

For all purposes of this Indenture, except as otherwise expressly provided or unless the context otherwise requires:

“144A Global Note” means a Global Note in the form of Exhibit A hereto bearing the Global Note Legend and the Private Placement Legend and deposited with and registered in the name of the Depository or its nominee that will be issued in a denomination equal to the outstanding principal amount of the Notes sold for initial resale in reliance on Rule 144A.

“Accounts Receivable Entity” means a Subsidiary of the Company or any other Person in which the Company or any of its Restricted Subsidiaries makes an Investment:

(1) that is formed solely for the purpose of, and that engages in no activities other than activities in connection with, financing accounts receivable;

(2) that is designated as an Accounts Receivable Entity;

(3) no portion of the Indebtedness or any other obligation (contingent or otherwise) of which (a) is at any time guaranteed by the Company or any of its Restricted Subsidiaries (excluding guarantees of obligations (other than any guarantee of Indebtedness) pursuant to Standard Securitization Undertakings), (b) is at any time recourse to or obligates the Company or any of its Restricted Subsidiaries in any way, other than pursuant to Standard Securitization Undertakings, or (c) subjects any asset of the Company or any other Restricted Subsidiary of the Company, directly or indirectly, contingently or otherwise, to the satisfaction thereof, other than pursuant to Standard Securitization Undertakings (such Indebtedness, “Non-Recourse Accounts Receivable Entity Indebtedness”);

(4) with which neither the Company nor any of its Restricted Subsidiaries has any material contract, agreement, arrangement or understanding other than contracts, agreements, arrangements and understandings entered into in the ordinary course of business on terms no less favorable to the Company or such Restricted Subsidiary than those that might be obtained at the time from Persons that are not Affiliates of the Company in connection with a Qualified Receivables Transaction and fees payable in the ordinary course of business in connection with servicing accounts receivable in connection with such a Qualified Receivables Transaction; and

(5) with respect to which neither the Company nor any of its Restricted Subsidiaries has any obligation to maintain or preserve the solvency or any balance sheet term, financial condition, level of income or results of operations thereof.

“Acquired Debt” means, with respect to any specified Person:

(1) Indebtedness of any other Person existing at the time such other Person is merged with or into or becomes a Subsidiary of such specified Person, whether or not such Indebtedness is Incurred in connection with, or in contemplation of, such other Person merging with or into, or becoming a Subsidiary of such specified Person; and



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(2) Indebtedness secured by a Lien encumbering any asset acquired by such specified Person.

“Additional Notes” means any Notes (other than Initial Notes and Notes issued under Sections 2.06, 2.07, 2.10 and 3.06 hereof) issued under this Indenture in accordance with Sections 2.02, 2.15 and 4.09 hereof, and which shall be in registered form, as part of the same series as the Initial Notes or as an additional series.

“Adjusted Treasury Rate” means, with respect to any redemption date, the rate per annum equal to the semiannual equivalent yield to maturity of the Comparable Treasury Issue, assuming a price for the Comparable Treasury Issue (expressed as a percentage of its principal amount) equal to the Comparable Treasury Price for such redemption date.

“Affiliate” of any specified Person means any other Person directly or indirectly controlling or controlled by or under direct or indirect common control with such specified Person. For purposes of this definition, “control,” as used with respect to any Person, shall mean the possession, directly or indirectly, of the power to direct or cause the direction of the management or policies of such Person, whether through the ownership of voting securities, by agreement or otherwise; *provided, however*, that beneficial ownership of more than 10% of the Voting Stock of a Person shall be deemed to be control. For purposes of this definition, the terms “controlling,” “controlled by” and “under common control with” shall have correlative meanings.

“Agent” means any Registrar, co-registrar, Paying Agent or additional paying agent.

“Applicable Procedures” means, with respect to any transfer, redemption or exchange of or for beneficial interests in any Global Note, the rules and procedures of the Depository, Euroclear and Clearstream that apply to such transfer, redemption or exchange.

“Approved Credit Rating Organization” has the meaning given to such term in National Instrument 81-102—Mutual Funds.

“Asset Acquisition” means (a) an Investment by the Company or any Restricted Subsidiary in any other Person pursuant to which such Person shall become a Restricted Subsidiary or shall be consolidated or merged with or into the Company or any Restricted Subsidiary or (b) any acquisition by the Company or any Restricted Subsidiary of the assets of any Person that constitute substantially all of an operating unit, a division or line of business of such Person or that is otherwise outside of the ordinary course of business.

“Asset Sale” means:

(1) the sale, lease, conveyance or other disposition of any assets or rights, other than in the ordinary course of business; *provided, however*, that the sale, conveyance or other disposition of all or substantially all of the assets of the Company and its Restricted Subsidiaries, taken as a whole, shall be governed by the provisions of Sections 4.18 and 5.01 hereof and not by the provisions of Section 4.12 hereof; and

(2) the issuance of Equity Interests of any Restricted Subsidiary or the sale of Equity Interests by the Company or any of its Restricted Subsidiaries in any Restricted Subsidiary.

Notwithstanding the preceding, the following items shall not be deemed to be Asset Sales:

(1) any single transaction or series of related transactions that involves assets having a Fair Market Value of less than US\$25.0 million;

(2) a sale, lease, conveyance or other disposition of assets between or among the Company and its Restricted Subsidiaries;



- (3) an issuance of Equity Interests by a Restricted Subsidiary to the Company or to another Restricted Subsidiary;
- (4) the sale, lease, conveyance or other disposition of equipment, inventory, accounts receivable or other assets in the ordinary course of business;
- (5) the sale or other disposition of cash or Cash Equivalents;
- (6) any Tax Benefit Transaction;
- (7) a Restricted Payment or Permitted Investment that is permitted by Section 4.10 hereof;
- (8) the issuance of Equity Interests of any of the Company's Restricted Subsidiaries; *provided*, that after such issuance the Company's ownership interests in such Restricted Subsidiary, whether directly or through its Restricted Subsidiaries, is at least equal to its ownership interests in such Restricted Subsidiary prior to such issuance;
- (9) the issuance of Equity Interests of any Subsidiary pursuant to any equity compensation plan entered into in the ordinary course of business; *provided*, however, that the aggregate Fair Market Value of all such issued and outstanding Equity Interests shall not exceed US\$5.0 million in any twelve- month period;
- (10) sales of accounts receivables pursuant to a Qualified Receivables Transaction for the Fair Market Value thereof, including cash in an amount equal to at least 75% of the Fair Market Value thereof;
- (11) any transfer of accounts receivable, or a fractional undivided interest therein, by an Accounts Receivable Entity in a Qualified Receivables Transaction; and
- (12) any Asset Swap.

"Asset Swap" means an exchange of assets by the Company or a Restricted Subsidiary for:

- (1) one or more Permitted Businesses;
- (2) a controlling equity interest in any Person whose assets consist primarily of one or more Permitted Businesses; *provided* such Person becomes a Restricted Subsidiary; and/or
- (3) long-term assets that are used in a Permitted Business in a like-kind exchange or transfer. "Attributable Debt" in respect of a sale and leaseback transaction means, at the time of determination, the present value of the obligation of the lessee for net rental payments during the remaining term of the lease included in such sale and leaseback transaction including any period for which such lease has been extended or may, at the option of the lessor, be extended. Such present value shall be calculated using a discount rate equal to the rate of interest implicit in such transaction, determined in accordance with GAAP.

"Back-to-Back Debt" means any loans made or debt instruments issued as part of a Back-to-Back Transaction and in which each party to such Back-to-Back Transaction, other than a Videotron Entity, executes or has executed a subordination agreement in favor of the Holders in substantially the form attached hereto as Exhibit F.

"Back-to-Back Preferred Shares" means Preferred Shares issued:

- (1) to a Videotron Entity by an Affiliate of the Company in circumstances where, immediately prior to or after, as the case may be, the issuance of such Preferred Shares, an Affiliate of such Videotron Entity has loaned on an unsecured basis to such Videotron Entity, or an Affiliate of such Videotron Entity has subscribed for Preferred Shares of such Videotron Entity in, an amount equal to the requisite subscription price for such Preferred Shares;



(2) by a Videotron Entity to one of its Affiliates in circumstances where, immediately prior to or after, as the case may be, the issuance of such Preferred Shares, such Videotron Entity has loaned an amount equal to the proceeds of such issuance to an Affiliate on an unsecured basis; or

(3) by a Videotron Entity to one of its Affiliates in circumstances where, immediately prior to or after, as the case may be, the issuance of such Preferred Shares, such Videotron Entity has used the proceeds of such issuance to subscribe for Preferred Shares issued by an Affiliate;

in each case on terms whereby:

(i) the aggregate redemption amount applicable to the Preferred Shares issued to or by such Videotron Entity is identical:

(A) in the case of (1) above, to the principal amount of the loan made or the aggregate redemption amount of the Preferred Shares subscribed for by such Affiliate;

(B) in the case of (2) above, to the principal amount of the loan made to such Affiliate; or

(C) in the case of (3) above, to the aggregate redemption amount of the Preferred Shares issued by such Affiliate;

(ii) the dividend payment date applicable to the Preferred Shares issued to or by such Videotron Entity shall:

(A) in the case of (1) above, be immediately prior to, or on the same date as, the interest payment date relevant to the loan made or the dividend payment date on the Preferred Shares subscribed for by such Affiliate;

(B) in the case of (2) above, be immediately after, or on the same date as, the interest payment date relevant to the loan made to such Affiliate; or

(C) in the case of (3) above, be immediately after, or on the same date as, the dividend payment date on the Preferred Shares issued by such Affiliate;

(iii) the amount of dividends provided for on any payment date in the share conditions attaching to the Preferred Shares issued:

(A) to a Videotron Entity in the case of (1) above, shall be equal to or in excess of the amount of interest payable in respect of the loan made or the amount of dividends provided for in respect of the Preferred Shares subscribed for by such Affiliate;

(B) by a Videotron Entity in the case of (2) above, shall be less than or equal to the amount of interest payable in respect of the loan made to such Affiliate; or

(C) by a Videotron Entity in the case of (3) above, shall be equal to the amount of dividends in respect of the Preferred Shares issued by such Affiliate;

and *provided* that, in the case of Preferred Shares issued by a Restricted Subsidiary that is not a Subsidiary Guarantor, each holder of such Preferred Shares under such Back-to-Back Transaction, other than such Restricted Subsidiary, executes a subordination agreement in favor of the Holders in substantially the form attached hereto as Exhibit F.



“*Back-to-Back Securities*” means Back-to-Back Preferred Shares or Back-to-Back Debt or both, as the context requires; *provided* that a Back-to-Back Security issued by any Restricted Subsidiary that is not a Subsidiary Guarantor (A) shall provide that (i) such Restricted Subsidiary shall suspend any payment on such Back- to-Back Security until such Restricted Subsidiary receives payment on the corresponding Back-to-Back Security in an amount equal to or exceeding the amount to be paid on the Back-to-Back Security issued by such Restricted Subsidiary and (ii) if the holder of such Back-to-Back Security is paid any amount on or with respect to such Back- to-Back Security by such Restricted Subsidiary, then to the extent such amounts are paid out of proceeds in excess of the corresponding payment received by such Restricted Subsidiary on the corresponding Back-to-Back Security held by it, the holder of such Back-to-Back Security will hold such excess payment in trust for the benefit of such Restricted Subsidiary and will forthwith repay such payment to such Restricted Subsidiary and (B) may provide that, notwithstanding clause (A), such Restricted Subsidiary may make payment on such Back-to-Back Security if at the time of payment such Restricted Subsidiary would be permitted to make such payment under Section 4.10 hereof; *provided* that any payment made pursuant to this clause (B) which is otherwise prohibited under clause (A) would constitute a Restricted Payment.

“*Back-to-Back Transaction*” means any of the transactions described under the definition of Back- to-Back Preferred Shares.

“*Bankruptcy Law*” means Title 11, U.S. Code or any similar federal or state law for the relief of debtors, the *Bankruptcy and Insolvency Act* (Canada), the *Companies’ Creditors Arrangement Act* (Canada) or any other Canadian federal or provincial law or the law of any other jurisdiction relating to bankruptcy, insolvency, winding up, liquidation, reorganization or relief of debtors.

“*Beneficial Owner*” has the meaning assigned to such term in Rule 13d-3 and Rule 13d-5 under the Exchange Act, except that in calculating the beneficial ownership of any particular “person” (as such term is used in Section 13(d)(3) of the Exchange Act), such “person” shall be deemed to have beneficial ownership of all securities that such “person” has the right to acquire by conversion or exercise of other securities, whether such right is currently exercisable or is exercisable only upon the occurrence of a subsequent condition. The terms “*Beneficially Owns*” and “*Beneficially Owned*” shall have corresponding meanings.

“*Board of Directors*” means:

- (1) with respect to a corporation, the board of directors of the corporation;
- (2) with respect to a partnership, the board of directors or other governing body of the general partner(s) of the partnership; and
- (3) with respect to any other Person, the board or committee of such Person serving a similar function.

“*Board Resolution*” means a copy of a resolution certified by the secretary or an assistant secretary (or individual performing comparable duties) of the applicable Person to have been duly adopted by the Board of Directors of such Person and to be in full force and effect on the date of such certification, and delivered to the Trustee.

“*Business Day*” means any day other than a Legal Holiday.

“*Canadian Taxing Authority*” means any federal, provincial, territorial or other Canadian government or any authority or agency therein having the power to tax.

“*Capital Lease Obligation*” means, at the time any determination thereof is to be made, the amount of the liability in respect of a capital lease that would at that time be required to be capitalized on a balance sheet in accordance with GAAP. Notwithstanding the foregoing, any lease (whether entered into before or after December 31, 2012) that would have been classified as an operating lease pursuant to GAAP as in effect on December 31, 2012 shall be deemed not to be a capital lease or a financing lease.



“*Capital Stock*” means:

- (1) in the case of a corporation, corporate stock;
- (2) in the case of an association or business entity, any and all shares, interests, participations, rights or other equivalents (however designated) of corporate stock;
- (3) in the case of a partnership or limited liability company, partnership or membership interests (whether general or limited); and
- (4) any other interest or participation that confers on a Person the right to receive a share of the profits and losses of, or distributions of assets of, the issuing Person.

“*Capital Stock Sale Proceeds*” means the aggregate net cash proceeds received by the Company after October 8, 2003:

- (1) as a contribution to the common equity capital or from the issue or sale of Equity Interests of the Company (other than Disqualified Stock or Back-to-Back Securities); or
- (2) from the issue or sale of convertible or exchangeable Disqualified Stock or convertible or exchangeable debt securities of the Company that have been converted into or exchanged for such Equity Interests,

other than, in either (1) or (2), Equity Interests (or convertible or exchangeable Disqualified Stock or convertible or exchangeable debt securities) sold to a Subsidiary of the Company.

“*Cash Equivalents*” means:

- (1) United States dollars or Canadian dollars;
- (2) investments in securities with maturities of one year or less from the date of acquisition issued or fully guaranteed by any state, commonwealth, territory or province of the United States of America or Canada, or by any political subdivision or taxing authority thereof, and rated, at the time of acquisition, in the “R-1” category by DBRS (or the equivalent rating issued by any other Approved Credit Rating Organization);
- (3) certificates of deposit and eurodollar time deposits with maturities of one year or less from the date of acquisition, bankers’ acceptances with maturities not exceeding one year and overnight bank deposits, in each case, with any domestic commercial bank having capital and surplus in excess of US\$500.0 million;
- (4) repurchase obligations with a term of not more than seven days for underlying securities of the types described in clauses (2) and (3) above entered into with any financial institution meeting the qualifications specified in clause (3) above;
- (5) commercial paper having, at the time of acquisition, the highest rating obtainable from Moody’s Investors Service, Inc. or Standard & Poor’s Rating Services and in each case maturing within one year after the date of acquisition or with respect to commercial paper in Canada, a rating, at the time of acquisition, in the “R-1” category by DBRS (or the equivalent rating issued by any other Approved Credit Rating Organization); and
- (6) money market funds at least 90% of the assets of which constitute Cash Equivalents of the kinds described in clauses (1) through (5) of this definition.



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“*Change of Control*” means the occurrence of any of the following:

- (1) the direct or indirect sale, transfer, conveyance or other disposition (other than by way of merger or consolidation), in one or a series of related transactions, of all or substantially all of the properties or assets of the Company and the Restricted Subsidiaries, taken as a whole, to any “person” (as that term is used in Section 13(d)(3) of the Exchange Act) other than a Permitted Holder or a Related Party of a Permitted Holder;
- (2) the adoption of a plan relating to the liquidation or dissolution of the Company;
- (3) the consummation of any transaction (including, without limitation, any merger or consolidation) the result of which is that any Person, other than a Permitted Holder or a Related Party of a Permitted Holder, becomes the Beneficial Owner, directly or indirectly, of more than 50% of the Voting Stock of the Company, measured by voting power rather than number of shares; or
- (4) during any consecutive two-year period, the first day on which individuals who constituted the Board of Directors of the Company as of the beginning of such two-year period (together with any new directors who were nominated for election or elected to such Board of Directors with the approval of a majority of the individuals who were members of such Board of Directors, or whose nomination or election was previously so approved at the beginning of such two-year period) cease to constitute a majority of the Board of Directors of the Company.

“*Change of Control Triggering Event*” means the occurrence of both a Change of Control and a Ratings Event.

“*Clearstream*” means Clearstream Banking S.A. and any successor thereto.

“*Code*” means the U.S. Internal Revenue Code of 1986, as amended.

“*Commission*” means the U.S. Securities and Exchange Commission and any successor entity thereto.

“*Company*” means Videotron Ltd. (Vidéotron ltée in its French version) and any successor thereto.

“*Comparable Treasury Issue*” means the United States Treasury security selected by a Quotation Agent as having a maturity comparable to the remaining term of the Notes to be redeemed that would be utilized, at the time of selection and in accordance with customary financial practice, in pricing new issues of corporate debt securities of comparable maturity to the remaining term of such Notes.

“*Comparable Treasury Price*” means, with respect to any redemption date, (1) the average of the Reference Treasury Dealer Quotations for such redemption date, after excluding the highest and lowest such Reference Treasury Dealer Quotations, or (2) if the Trustee obtains fewer than three such Reference Treasury Dealer Quotations, the average of all such quotations.

“*Consolidated Cash Flow*” means, with respect to any specified Person for any period, the Consolidated Net Income of such Person for such period plus:

- (1) provision for taxes based on income or profits of such Person and its Restricted Subsidiaries for such period, to the extent that such provision for taxes was deducted in computing such Consolidated Net Income; plus
- (2) Consolidated Interest Expense of such Person and its Restricted Subsidiaries for such period, including for the purpose of this clause (2) any interest expense on the QMI Subordinated Loan that was otherwise excluded from the definition of Consolidated Interest Expense, in each case to the extent that any such expense was deducted in computing such Consolidated Net Income; plus





(3) depreciation, amortization (including amortization of goodwill and other intangibles, but excluding amortization of prepaid cash expenses that were paid in a prior period to the extent such expense is amortized) and other non-cash expenses (excluding any such non-cash expense to the extent that it represents (i) an accrual of or reserve for cash expenses in any future period, or (ii) amortization of a prepaid cash expense that was paid in a prior period to the extent such expense is amortized) of such Person and its Restricted Subsidiaries for such period, to the extent that such depreciation, amortization and other non-cash expenses were deducted in computing such Consolidated Net Income; minus

(4) any interest and other payments made to Persons other than any Videotron Entity in respect of Back-to-Back Securities to the extent such interest and other payments were not deducted in computing such Consolidated Net Income; minus

(5) non-cash items increasing such Consolidated Net Income for such period, other than the accrual of revenue in the ordinary course of business,

in each case, on a consolidated basis and determined in accordance with GAAP.

Notwithstanding the foregoing, the provision for taxes based on the income or profits of, the Consolidated Interest Expense of and the depreciation and amortization and other non-cash expenses of a Restricted Subsidiary shall be added to Consolidated Net Income to compute Consolidated Cash Flow of the Company only to the extent that a corresponding amount would be permitted at the date of determination to be dividended or distributed to the Company by such Restricted Subsidiary without prior governmental approval (unless such approval has been obtained), and without direct or indirect restriction pursuant to the terms of its charter and all agreements, instruments, judgments, decrees, orders, statutes, rules and governmental regulations applicable to that Restricted Subsidiary or its shareholders.

“*Consolidated Indebtedness*” means, with respect to any Person as of any date of determination, without duplication, the total amount of Indebtedness of such Person and its Restricted Subsidiaries, including (i) the total amount of Indebtedness of any other Person, to the extent that such Indebtedness has been guaranteed by the referent Person or one or more of its Restricted Subsidiaries, and (ii) the aggregate liquidation value of all Disqualified Stock of such Person and all Preferred Shares of Restricted Subsidiaries of such Person, in each case, determined on a consolidated basis in accordance with GAAP.

“*Consolidated Interest Expense*” means, with respect to any Person, for any period, without duplication, the sum of (i) the consolidated interest expense of such Person and its Restricted Subsidiaries for such period, whether paid or accrued (including, without limitation, amortization of original issue discount, non-cash interest payments, the interest component of any deferred payment Obligations, the interest component of all payments associated with Capital Lease Obligations, imputed interest with respect to Attributable Debt, commissions, discounts, and other fees, and charges Incurred in respect of letter of credit or bankers’ acceptance financings), all calculated after taking into account the effect of all Hedging Obligations, (ii) the consolidated interest expense of such Person and its Restricted Subsidiaries that was capitalized during such period, (iii) any interest expense on Indebtedness of another Person that is guaranteed by such Person or any of its Restricted Subsidiaries or secured by a Lien on assets of such Person or any of its Restricted Subsidiaries (whether or not such guarantee or Lien is called upon), (iv) the product of (a) all dividend payments on any series of Preferred Shares of such Person or any of its Restricted Subsidiaries, times (b) a fraction, the numerator of which is one and the denominator of which is one minus the then current combined federal, state, provincial, territorial and local statutory tax rate of such Person, expressed as a decimal, in each case, on a consolidated basis and in accordance with GAAP, and (v) to the extent not included in clause (iv) above for purposes of GAAP, the product of (a) all dividend payments on any series of Disqualified Stock of such Person or any of its Restricted Subsidiaries, times (b) a fraction, the numerator of which is one and the denominator of which is one minus the then current combined federal, state, provincial, territorial and local statutory tax rate of such Person, expressed as a decimal, in each case, on a consolidated basis and in accordance with GAAP. Interest and other payments on Back-to-Back Securities, and any accrual, or payment-in-kind, of interest on the QMI Subordinated Loan to the extent that such interest is not paid in cash, shall not be included as Consolidated Interest Expense.



“*Consolidated Net Income*” means, with respect to any specified Person for any period, the aggregate of the Net Income of such Person and its Restricted Subsidiaries for such period, on a consolidated basis, determined in accordance with GAAP; *provided, however,* that:

(1) the Net Income (but not loss) of any Person that is not a Restricted Subsidiary (other than an Unrestricted Subsidiary) or that is accounted for by the equity method of accounting shall be included; *provided,* that the Net Income shall be included only to the extent of the amount of dividends or distributions paid in cash to the specified Person or a Restricted Subsidiary thereof;

(2) the Net Income of any Restricted Subsidiary shall be excluded to the extent that the declaration or payment of dividends or similar distributions by that Restricted Subsidiary of that Net Income is not at the date of determination permitted without any prior governmental approval (unless such approval has been obtained) or, directly or indirectly, by operation of the terms of its charter or any agreement, instrument, judgment, decree, order, statute, rule or governmental regulation applicable to that Subsidiary or its equityholders;

(3) the Net Income of any Person acquired during the specified period for any period prior to the date of such acquisition shall be excluded;

(4) the cumulative effect of a change in accounting principles shall be excluded;

(5) the Net Income (but not loss) of any Unrestricted Subsidiary shall be excluded, whether or not distributed to the specified Person or one of its Subsidiaries; *provided, however,* that for purposes of Section 4.10 hereof, the Net Income of any Unrestricted Subsidiary shall be included to the extent it would otherwise be included under clause (1) of this definition; and

(6) any non-cash compensation expense realized for grants of performance shares, stock options or other rights to officers, directors and employees of the Company or any Restricted Subsidiary shall be excluded, *provided* that such shares, options or other rights can be redeemed at the option of the holders thereof for Capital Stock of the Company or Quebecor Media Inc. (other than in each case Disqualified Stock of the Company).

“*Consolidated Net Tangible Assets*” means, as of the date of determination, with respect to any Person, on a consolidated basis, the total assets of such Person and its Restricted Subsidiaries after deducting therefrom (a) current liabilities excluding Indebtedness, (b) goodwill, (c) intangible assets, except separately acquired stand-alone intangible assets (such as, without limitation, mobile communication licenses) and internally developed intangible assets (such as, without limitation, software), all as set forth on the most recent consolidated balance sheet of such Person and computed in accordance with GAAP.

“*Consolidated Revenues*” means the gross revenues of the Company and the Restricted Subsidiaries determined on a consolidated basis in accordance with GAAP; *provided* that (1) any portion of gross revenues derived directly or indirectly from Unrestricted Subsidiaries, including dividends or distributions from Unrestricted Subsidiaries, shall be excluded from such calculation, and (2) any portion of gross revenues derived directly or indirectly from a Person (other than a Subsidiary of the Company or a Restricted Subsidiary) accounted for by the equity method of accounting shall be included in such calculation only to the extent of the amount of dividends or distributions actually paid to the Company or a Restricted Subsidiary by such Person.

“*Consolidation Transaction*” means Back-to-Back Transactions and any other transaction that serves a similar purpose as a Back-to-Back Transaction.

“*Corporate Trust Office of the Trustee*” shall be at the address of the Trustee specified in Section 12.02 hereof, or such other address as to which the Trustee may give notice to the Company.



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“*Credit Agreement*” means the amended credit facility between the Company, the guarantor subsidiaries named therein, Royal Bank of Canada, as administrative agent, RBC Dominion Securities Inc. and National Bank of Canada, as co-lead arrangers, and the lenders thereto.

“*Credit Facilities*” means one or more debt facilities (including, without limitation, the Credit Agreement), commercial paper facilities, or other debt arrangements (including, without limitation, under this Indenture), in each case with banks, other institutional lenders or investors, providing for revolving credit loans, term loans, notes, receivables financing (including, to the extent Indebtedness, through the sales of accounts receivables to such lenders or investors or to an Accounts Receivable Entity) or letters of credit, in each case, as amended, restated, modified, renewed, refunded, replaced or refinanced in whole or in part from time to time.

“*Currency Exchange Protection Agreement*” means, in respect of a Person, any foreign exchange contract, currency swap agreement, currency option or other similar agreement or arrangement designed to protect such Person against fluctuations in currency exchange rates entered into with any commercial bank or other financial institutions having capital and surplus in excess of US\$500.0 million.

“*Custodian*” means, with respect to the Notes issuable or issued in whole or in part in global form, the Person specified in Section 2.03(c) hereof as Custodian with respect to the Notes, and any and all successors thereto appointed as custodian hereunder and having become such pursuant to the applicable provisions of this Indenture.

“*DBRS*” means, collectively, DBRS Limited, DBRS, Inc. and DBRS Ratings Limited, or any successor to the rating agency business thereof.

“*Debt to Cash Flow Ratio*” means, as of any date of determination (the “Determination Date”), the ratio of (a) the Consolidated Indebtedness of the Company (excluding the QMI Subordinated Loan) as of such Determination Date to (b) the Consolidated Cash Flow of the Company for the most recently ended fiscal quarter ending immediately prior to such Determination Date for which internal financial statements are available (the “Measurement Period”) multiplied by four, determined on a *pro forma* basis after giving effect to all acquisitions or dispositions of assets made by the Company and the Restricted Subsidiaries from the beginning of such quarters through and including such Determination Date (including any related financing transactions) as if such acquisitions and dispositions had occurred at the beginning of such quarter. For purposes of calculating Consolidated Cash Flow for each Measurement Period immediately prior to the relevant Determination Date, (i) any Person that is a Restricted Subsidiary on the Determination Date (or would become a Restricted Subsidiary on such Determination Date in connection with the transaction that requires the determination of such Consolidated Cash Flow) shall be deemed to have been a Restricted Subsidiary at all times during the applicable Measurement Period; (ii) any Person that is not a Restricted Subsidiary on such Determination Date (or would cease to be a Restricted Subsidiary on such Determination Date in connection with the transaction that requires the determination of such Consolidated Cash Flow) shall be deemed not to have been a Restricted Subsidiary at any time during the applicable Measurement Period; (iii) if the Company or any Restricted Subsidiary shall have in any manner (x) acquired through an Asset Acquisition or (y) disposed of (including by way of an Asset Sale or the termination or discontinuance of activities constituting such operating business) any operating business during the applicable Measurement Period or after the end of such period and on or prior to such Determination Date, such calculation shall be made on a *pro forma* basis in accordance with GAAP, as if, in the case of an Asset Acquisition, all such transactions (including any related financing transactions) had been consummated on the first day of the applicable Measurement Period, and, in the case of an Asset Sale or termination or discontinuance of activities constituting such operating business, all such transactions (including any related financing transactions) had been consummated prior to the first day of the applicable Measurement Period; (iv) if (A) since the beginning of the applicable Measurement Period, the Company or any Restricted Subsidiary has Incurred any Indebtedness that remains outstanding or has repaid any Indebtedness, or (B) the transaction giving rise to the need to calculate the Debt to Cash Flow Ratio is an Incurrence or repayment of Indebtedness, Consolidated Interest Expense for such Measurement Period shall be calculated after giving effect on a *pro forma* basis to such Incurrence or repayment as if such Indebtedness was Incurred or repaid on the first day of such period, *provided* that, in the event of any such repayment of Indebtedness, Consolidated Cash Flow for such period shall be calculated as if the Company or such Restricted Subsidiary had not earned any interest income actually earned during such period in respect of the funds used to repay such Indebtedness; and (v) if any Indebtedness bears a floating rate of interest and is being given *pro forma* effect, the interest expense on such



Indebtedness shall be calculated as if the base interest rate in effect for such floating rate of interest on the Determination Date had been the applicable base interest rate for the entire Measurement Period (taking into account any Interest Rate Agreement applicable to such Indebtedness if such Interest Rate Agreement has a remaining term in excess of twelve months). For purposes of this definition, any *pro forma* calculation shall be made in good faith by a responsible financial or accounting officer of the Company consistent with Article 11 of Regulation S-X of the Securities Act, as such Regulation may be amended.

“*Default*” means any event that is, or with the passage of time or the giving of notice or both would be, an Event of Default.

“*Deferred Management Fees*” means, for any period, any Management Fees that were payable during any prior period, the payment of which was not effected when due.

“*Definitive Note*” means a certificated Note registered in the name of the Holder thereof and issued in accordance with Section 2.06 or 2.10 hereof, in substantially the form of Exhibit A hereto except that such Note shall not bear the Global Note Legend and shall not have the “Schedule of Exchanges of Interests in the Global Note” attached thereto.

“*Depository*” means, with respect to the Notes issuable or issued in whole or in part in global form, the Person specified in Section 2.03(b) hereof as the Depository with respect to the Notes, and any and all successors thereto appointed as depository hereunder and having become such pursuant to the applicable provisions of this Indenture.

“*Disqualified Stock*” means any Capital Stock that, by its terms (or by the terms of any security into which it is convertible, or for which it is exchangeable, in each case at the option of the holder thereof), or upon the happening of any event, matures or is mandatorily redeemable, pursuant to a sinking fund obligation or otherwise, or redeemable at the option of the holder thereof, in whole or in part, on or prior to the date that is 91 days after the date on which the Notes mature. Notwithstanding the preceding sentence, (i) Back-to-Back Preferred Shares shall not constitute Disqualified Stock and (ii) any Capital Stock that would constitute Disqualified Stock solely because the holders thereof have the right to require the Company to repurchase such Capital Stock upon the occurrence of a change of control or an asset sale shall not constitute Disqualified Stock if the terms of such Capital Stock provide that the Company may not repurchase or redeem any such Capital Stock pursuant to such provisions unless such repurchase or redemption complies with the provisions of Section 4.10 hereof. The term “*Disqualified Stock*” shall also include any options, warrants or other rights that are convertible into Disqualified Stock or that are redeemable at the option of the holder, or required to be redeemed, prior to the date that is 91 days after the date on which the Notes mature.

“*Distribution Compliance Period*” means the 40-day distribution compliance period as defined in Regulation S.

“*Equity Interests*” means Capital Stock and all warrants, options or other rights to acquire Capital Stock (but excluding any debt security that is convertible into, or exchangeable for, Capital Stock).

“*Euroclear*” means Euroclear Bank, S.A./N.V., as operator of the Euroclear systems, and any successor thereto.

“*Exchange Act*” means the U.S. Securities Exchange Act of 1934, as amended, and the rules and regulations thereunder, including any successor legislation and rules and regulations.

“*Existing Indebtedness*” means Indebtedness of the Company and the Restricted Subsidiaries (other than Indebtedness under the Credit Agreement) in existence on October 8, 2003, until such amounts are repaid.

“*Existing Notes*” means, collectively, the Company’s issued and outstanding 6 <sup>3</sup>/<sub>8</sub>% Senior Notes due December 15, 2015, the Company’s 9 <sup>1</sup>/<sub>8</sub>% Senior Notes due April 15, 2018, the Company’s 7 <sup>1</sup>/<sub>8</sub>% Senior Notes due January 15, 2020, the Company’s 6 <sup>7</sup>/<sub>8</sub>% Senior Notes due July 15, 2021, the Company’s 5% Senior Notes due July 15, 2022 and the Company’s 5 <sup>5</sup>/<sub>8</sub>% Senior Notes due June 15, 2025.



“*fair market value*” or “*Fair Market Value*” means, with respect to any assets (including securities), the price that could be negotiated in an arm’s-length transaction between a willing seller and a willing buyer, neither of whom is under undue pressure or compulsion to complete the transaction; provided that, where such term is capitalized, if the Fair Market Value exceeds US\$50.0 million, the determination of Fair Market Value shall be made by the Board of Directors of the Company or an authorized committee thereof in good faith.

“*GAAP*” means generally accepted accounting principles, consistently applied, as in effect in Canada from time to time and which, as of the date hereof, is IFRS.

“*Global Note Legend*” means the legend set forth in Section 2.06(g)(ii) hereof, which is required to be placed on all Global Notes issued under this Indenture.

“*Global Notes*” means the global Notes, registered in the name of the Depository or its nominee, in the form of Exhibit A hereto issued in accordance with Article 2 hereof.

“*Government Securities*” means direct obligations of, or obligations guaranteed by, the United States of America (including any agency or instrumentality thereof) and the payment for which the United States of America pledges its full faith and credit, and which are not callable or redeemable at the issuer’s option.

“*guarantee*” means, as to any Person, a guarantee other than by endorsement of negotiable instruments for collection in the ordinary course of business, direct or indirect, in any manner including, without limitation, by way of a pledge of assets or through letters of credit or reimbursement agreements in respect thereof, of all or any part of any Indebtedness of another Person.

“*Hedging Obligations*” means, with respect to any specified Person, the obligations of such Person pursuant to any Interest Rate Agreement or Currency Exchange Protection Agreement.

“*Holder*” means a Person in whose name a Note is registered.

“*IFRS*” means the international financial reporting standards adopted by the International Accounting Standards Board to the extent applicable at that time to the relevant financial statements.

“*Incur*” means, with respect to any Indebtedness or other Obligation of any Person, to create, incur, issue, assume, guarantee or otherwise become indirectly or directly liable, contingently or otherwise, with respect of such Indebtedness or other Obligation.

“*Indebtedness*” means, with respect to any specified Person, any indebtedness of such Person, whether or not contingent:

- (1) representing principal of and premium, if any, in respect of borrowed money;
- (2) representing principal of and premium, if any, evidenced by bonds, notes, debentures or similar instruments or letters of credit (or reimbursement agreements in respect thereof);
- (3) in respect of bankers’ acceptances;
- (4) representing Capital Lease Obligations of such Person and all Attributable Debt in respect of sale and leaseback transactions entered into by such Person;
- (5) representing the balance deferred and unpaid of the purchase price of any property, except any such balance that constitutes an accrued expense or trade payable;



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(6) representing the amount of all obligations of such Person with respect to the repayment of any Disqualified Stock or, with respect to any Subsidiary of such Person, any Preferred Share (in each case, valued at the greater of its voluntary or involuntary maximum fixed repurchase price plus accrued dividends); or

(7) representing any Hedging Obligations,

if and to the extent any of the preceding items (other than letters of credit, Hedging Obligations, Attributable Debt, Disqualified Stock and Preferred Share) would appear as a liability upon a balance sheet of the specified Person prepared in accordance with GAAP. In addition, the term “*Indebtedness*” includes all Indebtedness of others secured by a Lien on any asset of the specified Person (whether or not such Indebtedness is assumed by the specified Person) and, to the extent not otherwise included, the guarantee by the specified Person of any Indebtedness of any other Person. For purposes hereof, the “maximum fixed repurchase price” of any Disqualified Stock or Preferred Share which does not have a fixed repurchase price shall be calculated in accordance with the terms of such Disqualified Stock or Preferred Share as if such Disqualified Stock or Preferred Share were purchased on any date on which Indebtedness shall be required to be determined pursuant to this Indenture, and if such price is based upon, or measured by, the Fair Market Value of such Disqualified Stock or Preferred Share, such Fair Market Value, if above US\$50 million, shall be determined in good faith by the Board of Directors of the issuer of such Disqualified Stock or Preferred Share. The term “*Indebtedness*” shall not include Back-to-Back Securities or Standard Securitization Undertakings.

The amount of any Indebtedness described above in clauses (1) through (7) and in the preceding paragraph outstanding as of any date shall be the outstanding balance at such date of all unconditional obligations as described above and, with respect to contingent obligations, the maximum liability upon the occurrence of the contingency giving rise to the obligation, and shall be:

(1) the accreted value of the Indebtedness, in the case of any Indebtedness issued with original issue discount, and

(2) the principal amount thereof, together with any interest thereon that is more than 30 days past due, in the case of any other Indebtedness;

*provided, however*, that if any Indebtedness denominated in a currency other than Canadian dollars is hedged or swapped through the maturity of such Indebtedness under a Currency Exchange Protection Agreement, the amount of such Indebtedness shall be adjusted to the extent of any positive or negative value (to the extent the Obligation under such Currency Exchange Protection Agreement is not otherwise included as Indebtedness of such Person) of such Currency Exchange Protection Agreement.

“*Indenture*” means this instrument, as originally executed or as it may from time to time be supplemented or amended in accordance with Article 9 hereof.

“*Indirect Participant*” means a Person who holds a beneficial interest in a Global Note through a Participant.

“*Initial Notes*” means US\$600.0 million aggregate principal amount of Notes issued in registered form under this Indenture on the date hereof.

“*Institutional Accredited Investor*” means an institution that is an “accredited investor” as defined in Rule 501(a)(1), (2), (3) or (7) under the Securities Act.

“*Interest Payment Dates*” shall have the meaning set forth in paragraph 1 of each Note.

“*Interest Rate Agreement*” means, for any Person, any interest rate swap agreement, interest rate cap agreement, interest rate collar agreement or other similar agreement or arrangement designed to protect against fluctuations in interest rates entered into with any commercial bank or other financial institution having capital and surplus in excess of US\$500.0 million.



“*Investment Grade Status*” means a rating of the Notes from any two of Moody’s, S&P and DBRS equal to or higher than “Baa3” (or the equivalent) in the case of Moody’s, “BBB-” (or the equivalent) in the case of S&P, and “BBB (low)” (or the equivalent) in the case of DBRS, or, in the event that two or more of the foregoing rating agencies cease to issue ratings in respect of the Notes for reasons outside the control of the Company, the equivalent of such ratings by any other Approved Credit Rating Organizations selected by the Company or Quebecor Inc. to replace one or more of Moody’s, S&P and/or DBRS, as the case may be.

“*Investments*” means, with respect to any Person, all direct or indirect investments by such Person in other Persons (including Affiliates) in the forms of loans or other extensions of credit (including guarantees, but excluding advances to customers or suppliers in the ordinary course of business that are, in conformity with GAAP, recorded as accounts receivable, prepaid expenses or deposits on the balance sheet of the Company or its Restricted Subsidiaries and endorsements for collection or deposit arising in the ordinary course of business), advances (excluding commission, travel and similar advances to officers and employees made consistent with past practices), capital contributions (by means of any transfer of cash or other property to others or any payment for property or services for the account or use of others), purchases or other acquisitions for consideration of Indebtedness, Equity Interests or other securities, together with all items that are or would be classified as investments on a balance sheet prepared in accordance with GAAP and include the designation of a Restricted Subsidiary as an Unrestricted Subsidiary. If the Company or any Restricted Subsidiary sells or otherwise disposes of any Equity Interests of any direct or indirect Restricted Subsidiary such that, after giving effect to any such sale or disposition, such Person is no longer a Restricted Subsidiary of the Company, the Company shall be deemed to have made an Investment on the date of any such sale or disposition equal to the fair market value of the Investment in such Restricted Subsidiary not sold or disposed of in an amount determined as provided in Section 4.10(c) hereof. The acquisition by the Company or any Restricted Subsidiary of a Person that holds an Investment in a third Person shall be deemed to be an Investment by the Company or such Restricted Subsidiary in such third Person in an amount equal to the fair market value of the Investment held by the acquired Person in such third Person in an amount determined as provided in Section 4.10(c) hereof.

“*Issue Date*” means April 9, 2014, the date of the initial issuance of the Notes under this Indenture.

“*Legal Holiday*” means a Saturday, a Sunday or a day on which banking institutions in each of the City of New York, Montréal, Toronto, the city in which the Corporate Trust Office of the Trustee is located or any other place of payment on the Notes are authorized by law, regulation or executive order to remain closed.

“*Lien*” means, with respect to any asset, any mortgage, lien, pledge, charge, security interest, hypothecation, assignment for security or encumbrance of any kind in respect of such asset, whether or not filed, recorded or otherwise perfected or duly published under applicable law, including any conditional sale or capital lease or other title retention agreement, any lease in the nature thereof, any option or other agreement to sell or give a security interest in and any filing of, or agreement to give, any hypothec or any financing statement under the Uniform Commercial Code (or equivalent statutes) of any jurisdiction. Notwithstanding the foregoing, any lease that would have been an operating lease (as determined in accordance with GAAP in effect on December 31, 2012) shall be deemed not to constitute a Lien.

“*Management Fees*” means any amounts payable by the Company or any Restricted Subsidiary in respect of management or similar services.

“*Moody’s*” means, collectively, Moody’s Investors Service, Inc. and/or its licensors and affiliates or any successor to the rating agency business thereof.

“*Net Income*” means, with respect to any specified Person, the net income (loss) of such Person, determined in accordance with GAAP and before any reduction in respect of Preferred Shares dividends, excluding, however:



(1) any gain (or loss), together with any related provision for taxes on such gain (or loss), realized in connection with:  
(a) any Asset Sale (without regard to the US\$25.0 million limitation set forth in the definition thereof) or (b) the disposition of any securities by such Person or any of its Restricted Subsidiaries or the extinguishment of any Indebtedness of such Person or any of its Restricted Subsidiaries; and

(2) any extraordinary gain (or loss), together with any related provision for taxes on such extraordinary gain (or loss).

“*Net Proceeds*” means the aggregate cash proceeds received by the Company or any Restricted Subsidiary in respect of any Asset Sale (including, without limitation, any cash received upon the sale or other disposition of any non-cash consideration received in any Asset Sale), net of (a) the direct costs relating to such Asset Sale, including, without limitation, legal, accounting and investment banking fees, and sales commissions, (b) any relocation expenses Incurred as a result of the Asset Sale, (c) taxes paid or payable as a result of the Asset Sale, in each case, after taking into account any available tax credits or deductions and any tax sharing arrangements, (d) amounts required to be applied to the repayment of Indebtedness or other liabilities, secured by a Lien on the asset or assets that were the subject of such Asset Sale, or required to be paid as a result of such sale, (e) any reserve for adjustment in respect of the sale price of such asset or assets established in accordance with GAAP, and (f) all distributions and other payments required to be made to minority interest holders in Subsidiaries or joint ventures of the Company or such Restricted Subsidiary as a result of such Asset Sale.

“*Non-Recourse Accounts Receivable Entity Indebtedness*” has the meaning ascribed thereto in the definition of “Accounts Receivable Entity”.

“*Non-Recourse Debt*” means Indebtedness:

(1) as to which neither the Company nor any Restricted Subsidiary (a) provides credit support of any kind (including any undertaking, agreement or instrument that would constitute Indebtedness), (b) is directly or indirectly liable as a guarantor or otherwise or (c) constitutes the lender;

(2) no default with respect to which (including any rights that the holders thereof may have to take enforcement action against an Unrestricted Subsidiary) would permit, upon notice, lapse of time or both, any holder of any other Indebtedness (other than the Notes ) of the Company or any Restricted Subsidiary to declare a default on such other Indebtedness or cause the payment thereof to be accelerated or payable prior to its Stated Maturity; and

(3) as to which the lenders have been notified in writing that they will not have any recourse to the stock or assets of the Company or any Restricted Subsidiary.

“*Notes*” means the Initial Notes and the Additional Notes, if any.

“*Obligations*” means any principal, interest, penalties, fees, indemnifications, reimbursements, damages and other liabilities payable under the documentation governing any Indebtedness.

“*Officer*” means the Chairman of the Board, the Chief Executive Officer, the President, the Principal Executive Officer, the Chief Operating Officer, the Chief Financial Officer, the Principal Financial Officer, the Principal Accounting Officer, the Treasurer, any Assistant Treasurer, the Controller, the Secretary or any Vice President of the Company.

“*Officers’ Certificate*” means a certificate signed by two Officers of the Company, at least one of whom shall be the principal executive officer, principal financial officer or the principal accounting officer of the Company, and delivered to the Trustee.





“*Opinion of Counsel*” means a written opinion from legal counsel who is reasonably acceptable to the Trustee. The counsel may be an employee of or counsel to the Company, an Affiliate of the Company or the Trustee.

“*Participant*” means, with respect to the Depository, Euroclear or Clearstream, a Person who has an account with the Depository, Euroclear or Clearstream, respectively, and, with respect to DTC, shall include Euroclear and Clearstream.

“*Permitted Business*” means the businesses conducted by the Company and its Restricted Subsidiaries in the cable and telecommunications industry, including on-line Internet services, telephony and the sale and rental of videocassettes, or anything related or ancillary thereto.

“*Permitted Holders*” means one or more of the following persons or entities:

- (1) Quebecor Inc.;
- (2) Quebecor Media Inc.;
- (3) any issue of the late Pierre Péladeau;
- (4) any trust having as its sole beneficiaries one or more of the persons or entities listed in clause (3) above, in this clause (4), or in clause (5) below;
- (5) any corporation, partnership or other entity controlled by one or more of the persons or entities referred to in clause (3) or (4) above or in this clause (5); and
- (6) CDP Capital d’Amérique Investissements Inc.

“*Permitted Investments*” means:

- (1) any Investment in the Company or in a Restricted Subsidiary;
- (2) any Investment in cash or Cash Equivalents;
- (3) any Investment by the Company or any Restricted Subsidiary in a Person, if as a result of such Investment:
  - (a) such Person becomes a Restricted Subsidiary; or
  - (b) such Person is merged, consolidated or amalgamated with or into, or transfers or conveys substantially all of its assets to, or is liquidated into, the Company or any Restricted Subsidiary; or
  - (c) such Person, which was formed for the sole purpose of acquiring assets of a Permitted Business, is upon acquisition of such assets obligated to convey or otherwise distribute assets to the Company or any Restricted Subsidiary having a Fair Market Value at least equal to the Investment of the Company or such Restricted Subsidiary in such Person (net of transaction expenses);

*provided that*, in each case, such Person’s primary business is, or the assets acquired by the Company or any of its Restricted Subsidiaries are used or useful in, a Permitted Business;

- (4) any Investment made as a result of the receipt of non-cash consideration from an Asset Sale that was made pursuant to and in compliance with the provisions of Section 4.12 hereof;



(5) any acquisition of assets solely in exchange for the issuance of Equity Interests (other than Disqualified Stock or Back-to-Back Securities) of the Company;

(6) Hedging Obligations entered into in the ordinary course of business of the Company or any Restricted Subsidiary and not for speculative purposes, and that do not increase the Indebtedness of the obligor outstanding at any time other than as a result of fluctuations in interest rates or foreign currency exchange rates, commodity prices, or by reason of fees, indemnities and compensation payable thereunder;

(7) payroll, travel and similar advances to officers, directors and employees of the Company and the Restricted Subsidiaries for business-related travel expenses, moving expenses and other similar expenses that are expected at the time of such advances ultimately to be treated as expenses in accordance with GAAP;

(8) any Investment by the Company or any Restricted Subsidiary of the Company in an Accounts Receivable Entity or any Investment by an Accounts Receivable Entity in any other Person in connection with a Qualified Receivables Transaction, so long as any Investment in an Accounts Receivable Entity is in the form of a Purchase Money Note or an Equity Interest;

(9) any Investment in connection with Back-to-Back Transactions;

(10) any Investment existing on October 8, 2003; and

(11) other Investments in any Person that is not an Affiliate of the Company (other than a Restricted Subsidiary) having an aggregate fair market value (measured on the date each such Investment was made and without giving effect to subsequent changes in value), when taken together with all other Investments made pursuant to this clause (11) since October 8, 2003 not to exceed US\$200.0 million.

“Permitted Liens” means:

(1) Liens on the assets of the Company and any Restricted Subsidiaries of the Company securing Indebtedness and other Obligations of the Company and any Restricted Subsidiaries of the Company under Credit Facilities, which Indebtedness was permitted by the terms of this Indenture to be Incurred; *provided*, however, that at the time of Incurrence and after giving effect to the Incurrence of such Indebtedness and the application of the proceeds therefrom on such date, the aggregate principal amount of such Indebtedness secured by such Liens shall not exceed the greater of (i) Cdn\$1.5 billion and (ii) an aggregate amount equal to 2.0 times the Consolidated Cash Flow of the Company for the most recently ended fiscal quarter ending immediately prior to such date of calculation for which internal financial statements are available multiplied by four (such amount to be calculated in a manner consistent with the definition of “Debt to Cash Flow Ratio,” including any pro forma adjustments to Consolidated Cash Flow as set forth in such definition);

(2) Liens in favor of the Company or a Restricted Subsidiary;

(3) Liens on property of a Person existing at the time such Person is merged with or into or consolidated or amalgamated with the Company or any Restricted Subsidiary, *provided* that such Liens were in existence prior to the contemplation of such merger, consolidation or amalgamation and do not extend to any assets other than those of the Person merged into or consolidated or amalgamated with the Company or the Restricted Subsidiary;

(4) Liens on property existing at the time of acquisition thereof by the Company or any Restricted Subsidiary, *provided* that such Liens were in existence prior to the contemplation of such acquisition and do not extend to any assets other than such property;

(5) Liens to secure the performance of statutory obligations, surety or appeal bonds, performance bonds or other obligations of a like nature Incurred in the ordinary course of business;



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- (6) Liens to secure Indebtedness (including Capital Lease Obligations) permitted by Section 4.09(b)(4) hereof covering only the assets acquired with such Indebtedness;
- (7) Liens existing on October 8, 2003;
- (8) Liens for taxes, assessments or governmental charges or claims that are not yet delinquent or that are being contested in good faith by appropriate proceedings promptly instituted and diligently concluded, *provided* that any reserve or other appropriate provision as shall be required in conformity with GAAP shall have been made therefor;
- (9) Liens securing Permitted Refinancing Indebtedness, *provided* that any such Lien does not extend to or cover any property, Capital Stock or Indebtedness other than the property, shares or debt securing the Indebtedness so refunded, refinanced or extended;
- (10) attachment or judgment Liens not giving rise to a Default or an Event of Default;
- (11) Liens Incurred or deposits made in the ordinary course of business in connection with workers' compensation, unemployment insurance and other types of social security;
- (12) Liens Incurred or deposits made to secure the performance of tenders, bids, leases, statutory or regulatory obligations, bankers' acceptance, surety and appeal bonds, government contracts, performance and return-of-money bonds and other obligations of a similar nature Incurred in the ordinary course of business, exclusive of Obligations for the payment of borrowed money;
- (13) licenses, permits, reservations, servitudes, easements, rights-of-way and rights in the nature of easements (including, without limiting the generality of the foregoing, licenses, easements, rights- of-way and rights in the nature of easements for railways, sidewalks, public ways, sewers, drains, gas or oil pipelines, steam, gas and water mains or electric light and power, or telephone and telegraph or cable television conduits, poles, wires and cables, reservations, limitations, provisos and conditions expressed in any original grant from any governmental entity or other grant of real or immovable property, or any interest therein) and zoning land use and building restrictions, by-laws, regulations and ordinances of federal, provincial, regional, state, municipal and other governmental authorities in respect of real (immovable) property not interfering, individually or in the aggregate, in any material respect with the use of the affected real (immovable) property for the ordinary conduct of the business of the Company or any of its Restricted Subsidiaries at such real (immovable) property;
- (14) Liens of franchisors or other regulatory bodies arising in the ordinary course of business;
- (15) Liens securing reimbursement obligations with respect to letters of credit that encumber documents and other property relating to such letters of credit and the products and proceeds thereof;
- (16) Liens encumbering customary initial deposits and margin deposits, and other Liens that are within the general parameters customary in the industry and Incurred in the ordinary course of business, in each case, securing Indebtedness under Hedging Obligations and forward contracts, options, future contracts, future options or similar agreements or arrangements, including mark-to-market transactions designed solely to protect the Company or any Restricted Subsidiary from fluctuations in interest rates, currencies or the price of commodities;
- (17) Liens consisting of any interest or title of licensor in the property subject to a license;
- (18) Liens arising from sales or other transfers of accounts receivable which are past due or otherwise doubtful of collection in the ordinary course of business;
- (19) Liens on accounts receivable and related assets Incurred in connection with a Qualified Receivables Transaction;



(20) any extensions, substitutions, replacements or renewals of the foregoing clauses (2) through (19); and

(21) Liens Incurred in the ordinary course of business of the Company or any Restricted Subsidiary with respect to Obligations that do not exceed US\$100 million at any one time outstanding.

“*Permitted Refinancing Indebtedness*” means any Indebtedness of the Company or any Restricted Subsidiary issued in exchange for, or the net proceeds of which are used to extend, refinance, renew, replace, defease or refund other Indebtedness of the Company or any Subsidiary Guarantor (other than intercompany Indebtedness); *provided, however*, that:

(1) the principal amount (or accreted value, if applicable) of such Permitted Refinancing Indebtedness does not exceed the principal amount (or accreted value, if applicable) of the Indebtedness so extended, refinanced, renewed, replaced, defeased or refunded (plus all accrued interest thereon and the amount of any reasonably determined premium necessary to accomplish such refinancing and such reasonable expenses Incurred in connection therewith);

(2) such Permitted Refinancing Indebtedness has a final maturity date later than the final maturity date of, and has a Weighted Average Life to Maturity equal to or greater than the Weighted Average Life to Maturity of, the Indebtedness being extended, refinanced, renewed, replaced, defeased or refunded;

(3) if the Indebtedness being extended, refinanced, renewed, replaced, defeased or refunded is subordinated in right of payment to the Notes or the Subsidiary Guarantees, such Permitted Refinancing Indebtedness is subordinated in right of payment to, the Notes on terms at least as favorable to the Holders of Notes as those contained in the documentation governing the Indebtedness being extended, refinanced, renewed, replaced, defeased or refunded;

(4) if the Indebtedness being extended, refinanced, renewed, replaced, defeased or refunded is *pari passu* in right of payment with the Notes or any Subsidiary Guarantees, such Permitted Refinancing Indebtedness is *pari passu* with, or subordinated in right of payment to, the Notes or such Subsidiary Guarantees; and

(5) such Indebtedness is Incurred either by the Company, a Subsidiary Guarantor or by the Restricted Subsidiary who is the obligor on the Indebtedness being extended, refinanced, renewed, replaced, defeased or refunded.

“*Person*” means any individual, corporation, partnership, joint venture, association, joint-stock company, trust, unincorporated organization, limited liability company or government or other entity.

“*Predecessor Note*” of any particular Note means every previous Note evidencing all or a portion of the same Indebtedness as that evidenced by such particular Note; and any Note authenticated and delivered under Section 2.07 in lieu of a lost, destroyed or stolen Note shall be deemed to evidence the same Indebtedness as the lost, destroyed or stolen Note.

“*Preferred Shares*” means any Capital Stock of a Person, however designated, which entitles the holder thereof to a preference with respect to the payment of dividends, or as to the distribution of assets upon any voluntary or involuntary liquidation or dissolution of such Person, over shares of any other class of Capital Stock issued by such Person.

“*Private Placement Legend*” means the legend set forth in Section 2.06(g)(i) hereof to be placed on all Notes issued under this Indenture except as otherwise permitted by the provisions of this Indenture.



“*Purchase Money Note*” means a promissory note of an Accounts Receivable Entity to the Company or any Restricted Subsidiary, which note must be repaid from cash available to the Accounts Receivable Entity, other than amounts required to be established as reserves pursuant to agreements, amounts paid to investors in respect of interest, principal and other amounts owing to such investors and amounts paid in connection with the purchase of newly generated receivables.

“*QIB*” or “*qualified institutional buyer*” means a qualified institutional buyer within the meaning of Rule 144A.

“*QMI Subordinated Loan*” means the Indebtedness owed by the Company to Quebecor Media Inc. pursuant to the Subordinated Loan Agreement dated March 24, 2003 between the Company and Quebecor Media Inc., as amended.

“*Qualified Receivables Transaction*” means any transaction or series of transactions entered into by the Company or any Restricted Subsidiary pursuant to which the Company or such Restricted Subsidiary transfers to an Accounts Receivable Entity (in the case of a transfer by the Company or any Restricted Subsidiary) or any other Person other than the Company or any Restricted Subsidiary, or grants a security interest in, any accounts receivable (whether now existing or arising in the future) of the Company or any Restricted Subsidiary, and any assets related thereto, including, without limitation, all collateral securing such accounts receivable, all contracts and all guarantees or other obligations in respect of such accounts receivable, proceeds of such accounts receivable and other assets which are customarily transferred or in respect of which security interests are customarily granted in connection with an accounts receivable financing transaction; provided such transaction is on market terms at the time the Company or such Restricted Subsidiary enters into such transaction.

“*Quotation Agent*” means the Reference Treasury Dealer appointed by the Company.

“*Rating Agency*” means (1) each of Moody’s, S&P and DBRS; or (2) in the event that two or more of the foregoing rating agencies cease to issue ratings in respect of the Notes, as applicable, for reasons outside the control of the Company, any other Approved Credit Rating Organization selected by the Company to replace Moody’s, S&P and/or DBRS.

“*Ratings Decline Period*” means the period that (1) begins on the earlier of (a) the date of the first public announcement of the occurrence of a Change of Control and (b) the occurrence of a Change of Control and (2) ends 90 days following consummation of such Change of Control; provided, that such period shall be extended for so long as the rating of the Notes, as noted by the applicable Rating Agency, is under publicly announced consideration for downgrade by the applicable Rating Agency.

“*Ratings Event*” means (1) a downgrade by one or more gradations (including gradations within ratings categories as well as between rating categories) or withdrawal of the rating of the Notes, as applicable, within the Ratings Decline Period by one or more Rating Agencies (unless the applicable Rating Agency shall have put forth a written statement to the effect that such downgrade is not attributable in whole or in part to the applicable Change of Control) and (2) the Notes, as applicable, do not have Investment Grade Status from any Rating Agency.

“*Reference Treasury Dealer*” means (1) Merrill Lynch, Pierce, Fenner & Smith Incorporated and its successors; provided, however, that if the foregoing shall cease to be a primary U.S. Government securities dealer in New York City (a “Primary Treasury Dealer”), the Company will substitute therefor another Primary Treasury Dealer; and (2) any other Primary Treasury Dealers selected by the Company.

“*Reference Treasury Dealer Quotations*” means, with respect to each Reference Treasury Dealer and any redemption date, the average, as determined by the Quotation Agent, of the bid and ask prices for the Comparable Treasury Issue (expressed in each case as a percentage of its principal amount) quoted in writing to the Trustee by such Reference Treasury Dealer at 11:00 a.m. on the third Business Day preceding such redemption date.

“*Regular Record Date*” for the interest payable on any Interest Payment Date means the applicable date specified as a “Record Date” on the face of the Note.

“*Regulation S*” means Regulation S promulgated under the Securities Act.



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“*Regulation S Global Note*” means a Global Note in the form of Exhibit A hereto bearing the Global Note Legend and the Private Placement Legend and deposited with and registered in the name of the Depository or its nominee that will be issued in a denomination equal to the outstanding principal amount of the Notes sold for initial resale in reliance on Rule 904.

“*Related Party*” means:

- (1) any controlling shareholder, 80% (or more) owned Subsidiary, or immediate family member (in the case of an individual) of any Permitted Holder, or
- (2) any trust, corporation, partnership or other entity, the beneficiaries, shareholders, partners, owners or Persons beneficially holding an 80% or more controlling interest of which consist of any one or more Permitted Holder and/or such other Persons referred to in the immediately preceding clause (1).

“*Responsible Officer*,” shall mean, when used with respect to the Trustee, any officer within the corporate trust department of the Trustee, including any vice president, assistant vice president, assistant secretary, assistant treasurer, trust officer or any other officer of the Trustee who customarily performs functions similar to those performed by the persons who at the time shall be such officers, respectively, or to whom any corporate trust matter is referred because of such person’s knowledge of and familiarity with the particular subject and who shall have direct responsibility for the administration of this Indenture.

“*Restricted Definitive Note*” means one or more Definitive Notes bearing the Private Placement Legend.

“*Restricted Global Notes*” means 144A Global Notes and Regulation S Global Notes.

“*Restricted Investment*” means an Investment other than a Permitted Investment.

“*Restricted Payment*” means:

- (1) the declaration or payment of any dividend or the making of any other payment or distribution on account of the Company’s or any Restricted Subsidiary’s Equity Interests, including, without limitation, any payment in connection with any merger or consolidation involving the Company or any Restricted Subsidiary, or to the direct or indirect holders of the Company’s or any Restricted Subsidiary’s Equity Interests in their capacity as such, other than dividends, payments or distributions payable in Equity Interests (other than Disqualified Stock or Back-to-Back Securities) of the Company or to the Company or a Restricted Subsidiary (and, if such Restricted Subsidiary is not a Wholly Owned Restricted Subsidiary, to the other shareholders of such Restricted Subsidiary on a *pro rata* basis or on a basis that results in the receipt by the Company or a Restricted Subsidiary of dividends or distributions of greater value than it would receive on a *pro rata* basis);
- (2) the purchase, redemption or other acquisition or retirement for value, including, without limitation, in connection with any merger or consolidation involving the Company, of any Equity Interests of the Company, other than such Equity Interests of the Company held by the Company or any Restricted Subsidiary;
- (3) the making of any payment on or with respect to, or the purchase, redemption, defeasance or other acquisition or retirement for value of any Back-to-Back Securities or Indebtedness that is subordinated to the Notes or the Subsidiary Guarantees, except, in the case of Indebtedness that is subordinated to the Notes or Subsidiary Guarantees (other than Back-to-Back Securities and the QMI Subordinated Loan), a payment of interest at, or within one year of, the Stated Maturity of such interest or principal at or within one year of the Stated Maturity of principal of such Indebtedness; *provided* that any accretion or payment-in-kind of interest on the QMI Subordinated Loan, to the extent such accretion or payment is not made in cash, will not be a Restricted Payment;



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(4) any Restricted Investment; or

(5) the payment of any amount of Management Fees (including Deferred Management Fees) to a Person other than the Company or a Restricted Subsidiary.

“*Restricted Subsidiary*” means any Subsidiary of the Company that is not an Unrestricted Subsidiary.

“*Rule 144*” means Rule 144 promulgated under the Securities Act.

“*Rule 144A*” means Rule 144A promulgated under the Securities Act.

“*Rule 903*” means Rule 903 promulgated under the Securities Act.

“*Rule 904*” means Rule 904 promulgated under the Securities Act.

“*S&P*” means, collectively, Standard & Poor’s Financial Services LLC and Standard & Poor’s Ratings Services, a division of the McGraw-Hill Companies, Inc., or any successor to the rating agency business thereof.

“*sale and leaseback transaction*” means, with respect to any Person, any transaction involving any of the assets or properties of such Person whether now owned or hereafter acquired, whereby such Person sells or transfers such assets or properties and then or thereafter leases such assets or properties or any part thereof or any other assets or properties which such Person intends to use for substantially the same purpose or purposes as the assets or properties sold or transferred.

“*Securities Act*” means the U.S. Securities Act of 1933, as amended, and the rules and regulations thereunder, including any successor legislation and rules and regulations.

“*Significant Subsidiary*” means any Subsidiary that would be a “significant subsidiary” as defined in Article 1, Rule 1-02 of Regulation S-X, promulgated pursuant to the Securities Act, as such Regulation was in effect on October 8, 2003.

“*Standard Securitization Undertakings*” means representations, warranties, covenants and indemnities entered into by the Company or any Restricted Subsidiary, which are customary in an accounts receivable securitization transaction.

“*Stated Maturity*” means, with respect to any installment of interest or principal on any series of Indebtedness, the date on which such payment of interest or principal was scheduled to be paid in the original documentation governing such Indebtedness, and shall not include any contingent obligations to repay, redeem or repurchase any such interest or principal prior to the date originally scheduled for the payment thereof.

“*Subordinated Indebtedness*” means any Indebtedness of the Company or any Subsidiary Guarantor (whether outstanding on October 8, 2003 or thereafter Incurred) that is subordinate or junior in right of payment to the Notes or any Subsidiary Guarantee pursuant to a written agreement to that effect.

“*Subsidiary*” means, with respect to any specified Person:

- (1) any corporation, association or other business entity of which more than 50% of the total voting power of shares of Capital Stock entitled (without regard to the occurrence of any contingency) to vote in the election of directors, managers or trustees thereof is at the time owned or controlled, directly or indirectly, by such Person or one or more of the other Subsidiaries of that Person (or a combination thereof); and



(2) any partnership (a) the sole general partner or the managing general partner of which is such Person or a Subsidiary of such Person or (b) the only general partners of which are such Person or one or more Subsidiaries of such Person (or any combination thereof).

“*Subsidiary Guarantee*” means a guarantee on the terms set forth in this Indenture by a Subsidiary Guarantor of the Company’s obligations with respect to the Notes.

“*Subsidiary Guarantor*” means (1) each Restricted Subsidiary on the Issue Date other than SETTE inc. and (2) any other Person that becomes a Subsidiary Guarantor pursuant to the provisions of Section 4.19 hereof or who otherwise executes and delivers a supplemental indenture to the Trustee providing for a Subsidiary Guarantee, and in each case their respective successors and assigns until released from their obligations under their Subsidiary Guarantees and this Indenture in accordance with the terms hereof.

“*Tax*” means any tax, duty, levy, impost, assessment or other governmental charge (including penalties, interest and any other liabilities related thereto).

“*Tax Benefit Transaction*” means, for so long as the Company is a direct or indirect Subsidiary of Quebecor Inc., any transaction between a Videotron Entity and Quebecor Inc. or any of its Affiliates, the primary purpose of which is to create tax benefits for any Videotron Entity or for Quebecor Inc. or any of its Affiliates; *provided, however*, that (1) the Videotron Entity involved in the transaction obtains a favorable tax ruling from a competent tax authority or a favorable tax opinion from a nationally recognized Canadian law or accounting firm having a tax practice of national standing as to the tax efficiency of the transaction for such Videotron Entity (except that such ruling or opinion shall not be required in respect of a transaction with substantially similar tax and transactional attributes as a previous Tax Benefit Transaction in respect of which such a tax ruling or opinion was obtained); (2) in respect of any such Tax Benefit Transaction in an amount exceeding Cdn\$50.0 million, such transaction has been approved by a majority of the disinterested members of such Board of Directors; (3) such transaction is set forth in writing; and (4) the Consolidated Cash Flow of the Company is not reduced after giving *pro forma* effect to the transaction as if the same had occurred at the beginning of the most recently ended full fiscal quarter of the Company for which internal financial statements are available; *provided, however*, that if such transaction shall thereafter cease to satisfy the preceding requirements as a Tax Benefit Transaction, it shall thereafter cease to be a Tax Benefit Transaction for purposes of this Indenture and shall be deemed to have been effected as of such date and, if the transaction is not otherwise permitted by this Indenture as of such date, the Company shall be in default under this Indenture if such transaction does not comply with the preceding requirements or is not otherwise unwound within 30 days of that date.

“*TIA*” means the U.S. Trust Indenture Act of 1939, as amended, and the rules and regulations thereunder, including any successor legislation and rules and regulations.

“*Trustee*” means the Person named as the “Trustee” in the first paragraph of this Indenture until a successor Trustee shall have become such pursuant to the applicable provisions of this Indenture, and thereafter “Trustee” shall mean such successor Trustee.

“*Unrestricted Definitive Notes*” means one or more Definitive Notes that do not and are not required to bear the Private Placement Legend.

“*Unrestricted Global Notes*” means one or more Global Notes that do not and are not required to bear the Private Placement Legend and are deposited with and registered in the name of the Depositary or its nominee.

“*Unrestricted Subsidiary*” means:

(1) any Subsidiary of the Company that is designated after the Issue Date as an Unrestricted Subsidiary as permitted or required pursuant to the provisions of Section 4.17 hereof and is not thereafter redesignated as a Restricted Subsidiary as permitted pursuant thereto; and





(2) any Subsidiary of an Unrestricted Subsidiary.

“Videotron Entity” means any of the Company or any of its Restricted Subsidiaries.

“Voting Stock” of any Person as of any date means the Capital Stock of such Person that is at the time entitled to vote in the election of the Board of Directors of such Person.

“Weighted Average Life to Maturity” means, when applied to any Indebtedness at any date, the number of years obtained by dividing:

(1) the sum of the products obtained by multiplying (a) the amount of each then remaining installment, sinking fund, serial maturity or other required payments of principal, including payment at final maturity, in respect thereof, by (b) the number of years (calculated to the nearest one- twelfth) that will elapse between such date and the making of such payment; by

(2) the then outstanding principal amount of such Indebtedness.

“Wholly Owned Restricted Subsidiary” of any specified Person means a Restricted Subsidiary of such Person all of the outstanding Capital Stock or other ownership interests of which (other than directors’ qualifying shares) will at the time be owned by such Person or by one or more Wholly Owned Restricted Subsidiaries of such Person.

Section 1.02 **Other Definitions.**

Term	Section
“Acceleration Notice”	6.02
“Additional Amounts”	4.20(a)(3)
“Affiliate Transaction”	4.14(a)
“Asset Sale Offer”	4.12(e)
“Authentication Order”	2.02(d)
“Base Currency”	12.13(a)
“Benefited Party”	10.01
“Change of Control Amount”	4.18(a)
“Change of Control Offer”	4.18(a)
“Covenant Defeasance”	8.03
“DTC”	2.03(b)
“Event of Default”	6.01
“Excess Proceeds”	4.12
“Excluded Holder”	4.20(b)
“First Currency”	12.14
“judgment currency”	12.13(a)
“Legal Defeasance”	8.02
“losses”	7.07
“Offer Amount”	3.09(b)(ii)
“Offer Period”	3.09(c)
“Offer to Purchase”	3.09(a)
“Paying Agent”	2.03(a)
“Payment Default”	6.01(vi)(a)
“Permitted Debt”	4.09(b)
“Purchase Date”	3.09(c)
“rate(s) of exchange”	12.13
“Registrar”	2.03(a)
“Security Register”	3.03
“Surviving Company”	5.01(a)(1)
“Surviving Guarantor”	5.01(b)(1)



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*Section 1.03* **Incorporation by Reference of Trust Indenture Act Provisions.**

(a) Whenever this Indenture refers to a provision of the TIA, the provision is incorporated by reference in and made a part of this Indenture.

(b) The following TIA terms used in this Indenture have the following meanings:

“indenture securities” means the Notes;

“indenture security holder” means a Holder of a Note;

“indenture to be qualified” means this Indenture;

“indenture trustee” or “institutional trustee” means the Trustee; and

“obligor” on the Notes means the Company and any successor obligor upon the Notes.

(c) All other terms used in this Indenture that are defined by the TIA, defined by TIA reference to another statute or defined by Commission rule under the TIA and not otherwise defined herein have the meanings so assigned to them.

*Section 1.04* **Rules of Construction.**

(a) Unless the context otherwise requires:

(i) a term has the meaning assigned to it;

(ii) an accounting term not otherwise defined herein has the meaning assigned to it in accordance with GAAP;

(iii) “or” is not exclusive;

(iv) words in the singular include the plural, and in the plural include the singular;

(v) all references in this instrument to “Articles,” “Sections” and other subdivisions are to the designated Articles, Sections and subdivisions of this instrument as originally executed;

(vi) the words “herein,” “hereof” and “hereunder” and other words of similar import refer to this Indenture as a whole and not to any particular Article, Section or other subdivision.

(vii) “including” means “including without limitation;”

(viii) provisions apply to successive events and transactions; and

(ix) references to sections of or rules under the Securities Act, the Exchange Act or the TIA shall be deemed to include substitute, replacement or successor sections or rules adopted by the Commission from time to time thereunder.

**ARTICLE 2.**  
**THE NOTES***Section 2.01* **Form and Dating.**

(a) **General.** The Notes and the Trustee's certificate of authentication shall be substantially in the form included in Exhibit A hereto, which is hereby incorporated in and expressly made part of this Indenture. The Notes may have notations, legends or endorsements required by law, exchange rule or usage in addition to those set forth on Exhibit A. Each Note shall be dated the date of its authentication. The Notes shall be in denominations of US\$2,000 and integral multiples of US\$1,000 in excess thereof. The terms and provisions contained in the Notes shall constitute a part of this Indenture, and the Company, the Subsidiary Guarantors and the Trustee, by their execution and delivery of this Indenture, expressly agree to such terms and provisions and to be bound thereby. To the extent any provision of any Note conflicts with the express provisions of this Indenture, the provisions of this Indenture shall govern and be controlling.

(b) **Form of Notes.** Notes shall be issued initially in global form and shall be substantially in the form of Exhibit A attached hereto (including the Global Note Legend thereon and the "Schedule of Exchanges of Interests in the Global Note" attached thereto). Notes issued in definitive form shall be substantially in the form of Exhibit A attached hereto (but without the Global Note Legend thereon and without the "Schedule of Exchanges of Interests in the Global Note" attached thereto). Each Global Note shall represent such aggregate principal amount of the outstanding Notes as shall be specified therein and each shall provide that it shall represent the aggregate principal amount of outstanding Notes from time to time endorsed thereon and that the aggregate principal amount of outstanding Notes represented thereby may from time to time be reduced or increased, as appropriate, to reflect exchanges and redemptions and transfers of interests therein. Any endorsement of a Global Note to reflect the amount of any increase or decrease in the aggregate principal amount of outstanding Notes represented thereby shall be made by the Trustee or the Custodian, at the direction of the Trustee, in accordance with instructions given by the Holder thereof as required by Section 2.06 hereof.

(c) **Book-Entry Provisions.** This Section 2.01(c) shall apply only to Global Notes deposited with the Trustee, as custodian for the Depository. Participants and Indirect Participants shall have no rights under this Indenture or any Global Note with respect to any Global Note held on their behalf by the Depository or by the Trustee as custodian for the Depository, and the Depository shall be treated by the Company, the Trustee and any agent of the Company or the Trustee as the absolute owner of such Global Note for all purposes whatsoever. Notwithstanding the foregoing, nothing herein shall prevent the Company, the Trustee or any agent of the Company or the Trustee from giving effect to any written certification, proxy or other authorization furnished by the Depository or impair, as between the Depository and its Participants or Indirect Participants, the Applicable Procedures or the operation of customary practices of the Depository governing the exercise of the rights of a holder of a beneficial interest in any Global Note.

(d) **Euroclear and Clearstream Procedures Applicable.** The provisions of the "Operating Procedures of the Euroclear System" and "Terms and Conditions Governing Use of Euroclear" and the "General Terms and Conditions of Clearstream" and "Customer Handbook" of Clearstream shall be applicable to transfers of beneficial interests in Global Notes that are held by Participants through Euroclear or Clearstream.

*Section 2.02* **Execution and Authentication.**

(a) One Officer shall execute the Notes on behalf of the Company by manual or facsimile signature.

(b) If an Officer whose signature is on a Note no longer holds that office at the time a Note is authenticated by the Trustee, the Note shall nevertheless be valid.

(c) A Note shall not be valid until authenticated by the manual signature of the Trustee. The signature shall be conclusive evidence that the Note has been authenticated under this Indenture.



(d) The Trustee shall, upon a written order of the Company signed by an Officer (an “*Authentication Order*”), authenticate Notes for original issue.

(e) The Trustee may appoint an authenticating agent acceptable to the Company to authenticate Notes. Unless otherwise provided in such appointment, an authenticating agent may authenticate Notes whenever the Trustee may do so. Each reference in this Indenture to authentication by the Trustee includes authentication by such agent. An authenticating agent shall have the same rights as an Agent with respect to Holders.

**Section 2.03 Registrar and Paying Agent.**

(a) The Company shall maintain an office or agency where Notes may be presented for registration of transfer or for exchange (“*Registrar*”) and an office or agency where Notes may be presented for payment (“*Paying Agent*”). The Registrar shall keep a register, on behalf of the Company, of the Notes and of their transfer and exchange. The Company may appoint one or more co-registrars and one or more additional paying agents. The term “*Registrar*” includes any co-registrar and the term “*Paying Agent*” includes any additional paying agent. The Company may change any Paying Agent or Registrar without notice to any Holder. The Company shall notify the Trustee in writing of the name and address of any Agent not a party to this Indenture. If the Company fails to appoint or maintain another entity as Registrar or Paying Agent, the Trustee shall act as such. The Company or any of its Subsidiaries may act as Paying Agent or Registrar.

(b) The Company initially appoints The Depository Trust Company (“*DTC*”) to act as Depository with respect to the Global Notes.

(c) The Company initially appoints the Trustee to act as Registrar and Paying Agent and to act as Custodian with respect to the Global Notes, and the Trustee hereby agrees so to initially act.

**Section 2.04 Paying Agent to Hold Money in Trust.**

The Company shall require each Paying Agent other than the Trustee to agree in writing that the Paying Agent shall hold in trust for the benefit of Holders or the Trustee all money held by the Paying Agent for the payment of principal, premium, if any, or interest on the Notes, and shall notify the Trustee of any default by the Company in making any such payment. While any such default continues, the Trustee may require a Paying Agent to pay all funds held by it relating to the Notes to the Trustee. The Company at any time may require a Paying Agent to pay all funds held by it relating to the Notes to the Trustee. Upon payment over to the Trustee, the Paying Agent (if other than the Company or a Subsidiary) shall have no further liability for such funds. If the Company or a Subsidiary acts as Paying Agent, it shall segregate and hold in a separate trust fund for the benefit of the Holders all funds held by it as Paying Agent. Upon any Event of Default under Section 6.01(ix) and (x) hereof relating to the Company, the Trustee shall serve as Paying Agent for the Notes.

**Section 2.05 Holder Lists.**

The Trustee shall preserve in as current a form as is reasonably practicable the most recent list available to it of the names and addresses of all Holders and shall otherwise comply with TIA §312(a). If the Trustee is not the Registrar, the Company shall furnish to the Trustee at least seven Business Days before each Interest Payment Date and at such other times as the Trustee may request in writing, a list in such form and as of such date or such shorter time as the Trustee may allow, as the Trustee may reasonably require of the names and addresses of the Holders and the Company shall otherwise comply with TIA §312(a).

**Section 2.06 Transfer and Exchange.**

(a) **Transfer and Exchange of Global Notes.** A Global Note may not be transferred as a whole except by the Depository to a nominee of the Depository, by a nominee of the Depository to the Depository or to another nominee of the Depository, or by the Depository or any such nominee to a successor Depository or a nominee of such successor Depository. The Company shall exchange Global Notes for Definitive Notes if: (1) the



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Company delivers to the Trustee a notice from the Depository that the Depository is unwilling or unable to continue to act as Depository for the Global Notes or that it has ceased to be a clearing agency registered under the Exchange Act and, in either case, a successor Depository is not appointed by the Company within 120 days after the date of such notice from the Depository; (2) the Company at its option determines that the Global Notes shall be exchanged for Definitive Notes and delivers a written notice to such effect to the Trustee; or (3) a Default or Event of Default shall have occurred and be continuing. Upon the occurrence of any of the preceding events in clauses (1), (2) or (3) above, Definitive Notes shall be issued in denominations of US\$2,000 or integral multiples of US\$1,000 in excess thereof and in such names as the Depository shall instruct the Trustee in writing. Global Notes also may be exchanged or replaced, in whole or in part, as provided in Sections 2.07 and 2.10 hereof. Except as provided above, every Note authenticated and delivered in exchange for, or in lieu of, a Global Note or any portion thereof, pursuant to this Section 2.06 or Section 2.07 or 2.10 hereof, shall be authenticated and delivered in the form of, and shall be, a Global Note. A Global Note may not be exchanged for another Note other than as provided in this Section 2.06(a), and beneficial interests in a Global Note may not be transferred and exchanged other than as provided in Section 2.06(b), (c) or (f) hereof.

(b) **Transfer and Exchange of Beneficial Interests in the Global Notes.** The transfer and exchange of beneficial interests in the Global Notes shall be effected through the Depository in accordance with the provisions of this Indenture and the Applicable Procedures. Beneficial interests in Restricted Global Notes shall be subject to restrictions on transfer comparable to those set forth herein to the extent required by the Securities Act. Transfers of beneficial interests in Global Notes also shall require compliance with either clause (i) or (ii) below, as applicable, as well as one or more of the other following clauses, as applicable:

(i) **Transfer of Beneficial Interests in the Same Global Note.** Beneficial interests in any Restricted Global Note may be transferred to Persons who take delivery thereof in the form of a beneficial interest in the same Restricted Global Note in accordance with the transfer restrictions set forth in the Private Placement Legend and any Applicable Procedures; *provided, however,* that prior to the expiration of the Distribution Compliance Period, transfers of beneficial interests in Regulation S Global Note may not be made to or for the account or benefit of a “U.S. Person” (as defined in Rule 902(k) of Regulation S) (other than a “distributor” (as defined in Rule 902(d) of Regulation S)). Beneficial interests in any Unrestricted Global Note may be transferred to Persons who take delivery thereof in the form of a beneficial interest in an Unrestricted Global Note. Except as may be required by any Applicable Procedures, no written orders or instructions shall be required to be delivered to the Registrar to effect the transfers described in this Section 2.06(b)(i).

(ii) **All Other Transfers and Exchanges of Beneficial Interests in Global Notes.** In connection with all transfers and exchanges of beneficial interests that are not subject to Section 2.06(b)(i) above, the transferor of such beneficial interest must deliver to the Registrar either (A)(1) a written order from a Participant or an Indirect Participant given to the Depository in accordance with the Applicable Procedures directing the Depository to credit or cause to be credited a beneficial interest in another Global Note in an amount equal to the beneficial interest to be transferred or exchanged and (2) instructions given in accordance with the Applicable Procedures containing information regarding the Participant account to be credited with such increase or (B) if permitted under Section 2.06(a) hereof, (1) a written order from a Participant or an Indirect Participant given to the Depository in accordance with the Applicable Procedures directing the Depository to cause to be issued a Definitive Note in an amount equal to the beneficial interest to be transferred or exchanged and (2) instructions given by the Depository to the Registrar containing information regarding the Person in whose name such Definitive Note shall be registered to effect the transfer or exchange referred to in (B)(1) above. Upon satisfaction of all of the requirements for transfer or exchange of beneficial interests in Global Notes contained in this Indenture and the Notes or otherwise applicable under the Securities Act, the Trustee shall adjust the principal amount of the relevant Global Note(s) pursuant to Section 2.06(h) hereof.

(iii) **Transfer of Beneficial Interests in a Restricted Global Note to Another Restricted Global Note.** A beneficial interest in any Restricted Global Note may be transferred to a Person who takes delivery thereof in the form of a beneficial interest in another Restricted Global Note if the transfer complies with the requirements of Section 2.06(b)(ii) above and the Registrar receives the following:

(A) if the transferee will take delivery in the form of a beneficial interest in a 144A Global Note, then the transferor must deliver a certificate in the form of Exhibit B hereto, including the certifications in item (1) thereof; and



(B) if the transferee will take delivery in the form of a beneficial interest in a Regulation S Global Note, then the transferor must deliver a certificate in the form of Exhibit B hereto, including the certifications in item (2) thereof.

(iv) Transfer and Exchange of Beneficial Interests in a Restricted Global Note for Beneficial Interests in an Unrestricted Global Note. A beneficial interest in any Restricted Global Note may be exchanged by any holder thereof for a beneficial interest in an Unrestricted Global Note or transferred to a Person who takes delivery thereof in the form of a beneficial interest in an Unrestricted Global Note only if the exchange or transfer complies with the requirements of Section 2.06(b)(ii) above and the Registrar receives the following:

(A) if the holder of such beneficial interest in a Restricted Global Note proposes to exchange such beneficial interest for a beneficial interest in an Unrestricted Global Note, a certificate from such holder in the form of Exhibit C hereto, including the certifications in item (1)(a) thereof; or

(B) if the holder of such beneficial interest in a Restricted Global Note proposes to transfer such beneficial interest to a Person who shall take delivery thereof in the form of a beneficial interest in an Unrestricted Global Note, a certificate from such holder in the form of Exhibit B hereto, including the certifications in item (4) thereof;

and, in each such case set forth in this clause (iv), if the Registrar so requests or if the Applicable Procedures so require, an Opinion of Counsel in form reasonably acceptable to the Registrar to the effect that such exchange or transfer shall be effected in compliance with the Securities Act and that the restrictions on transfer contained herein and in the Private Placement Legend shall no longer be required in order to maintain compliance with the Securities Act.

If any such transfer is effected pursuant to clause (B) or (D) above at a time when an Unrestricted Global Note has not yet been issued, the Company shall execute and, upon receipt of an Authentication Order in accordance with Section 2.02 hereof, the Trustee shall authenticate one or more Unrestricted Global Notes in an aggregate principal amount equal to the aggregate principal amount of beneficial interests transferred pursuant to clause (B) or (D) above.

(v) Transfer or Exchange of Beneficial Interests in Unrestricted Global Notes for Beneficial Interests in Restricted Global Notes Prohibited. Beneficial interests in an Unrestricted Global Note may not be exchanged for, or transferred to Persons who take delivery thereof in the form of, beneficial interests in a Restricted Global Note.

(vi) [Reserved].

(c) ***Transfer or Exchange of Beneficial Interests for Definitive Notes.***

(i) Beneficial Interests in Restricted Global Notes to Restricted Definitive Notes. Subject to Section 2.06(a) hereof, if any holder of a beneficial interest in a Restricted Global Note proposes to exchange such beneficial interest for a Restricted Definitive Note or to transfer such beneficial interest to a Person who takes delivery thereof in the form of a Restricted Definitive Note, then, upon receipt by the Registrar of the following documentation:

(A) if the holder of such beneficial interest in a Restricted Global Note proposes to exchange such beneficial interest for a Restricted Definitive Note, a certificate from such holder in the form of Exhibit C hereto, including the certifications in item (2)(a) thereof;



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(B) if such beneficial interest is being transferred to a QIB in accordance with Rule 144A, a certificate to the effect set forth in Exhibit B hereto, including the certifications in item (1) thereof;

(C) if such beneficial interest is being transferred to a “non-U.S. Person” (as defined in Rule 902(k) of Regulation S) in an offshore transaction in accordance with Rule 903 or Rule 904, a certificate to the effect set forth in Exhibit B hereto, including the certifications in item (2) thereof;

(D) if such beneficial interest is being transferred pursuant to an exemption from the registration requirements of the Securities Act in accordance with Rule 144 under the Securities Act, a certificate to the effect set forth in Exhibit B hereto, including the certifications in item (3)(a) thereof;

(E) if such beneficial interest is being transferred to an Institutional Accredited Investor in reliance on an exemption from the registration requirements of the Securities Act other than those listed in clauses (B) through (D) above, a certificate to the effect set forth in Exhibit B hereto, including the certifications, certificates and Opinion of Counsel required by item (3)(d) thereof, as applicable; or

(F) if such beneficial interest is being transferred to the Company or any of its Subsidiaries, a certificate to the effect set forth in Exhibit B hereto, including the certifications in item (3)(b) thereof,

the Trustee shall reduce or cause to be reduced in a corresponding amount pursuant to Section 2.06(h) hereof the aggregate principal amount of the applicable Restricted Global Note, and the Company shall execute and, upon receipt of an Authentication Order in accordance with Section 2.02 hereof, the Trustee shall authenticate and deliver a Restricted Definitive Note in the appropriate principal amount to the Person designated by the holder of such beneficial interest in instructions delivered to the Registrar by the Depository and the applicable Participant or Indirect Participant on behalf of such holder. Any Restricted Definitive Note issued in exchange for a beneficial interest in a Restricted Global Note pursuant to this Section 2.06(c)(i) shall be registered in such name or names and in such authorized denomination or denominations as the holder of such beneficial interest shall designate in such instructions. The Trustee shall deliver such Restricted Definitive Notes to the Persons in whose names such Notes are so registered. Any Restricted Definitive Note issued in exchange for a beneficial interest in a Restricted Global Note pursuant to this Section 2.06(c)(i) shall bear the Private Placement Legend and shall be subject to all restrictions on transfer contained therein.

(ii) Beneficial Interests in Restricted Global Notes to Unrestricted Definitive Notes. Subject to Section 2.06(a) hereof, a holder of a beneficial interest in a Restricted Global Note may exchange such beneficial interest for an Unrestricted Definitive Note or may transfer such beneficial interest to a Person who takes delivery thereof in the form of an Unrestricted Definitive Note only if the Registrar receives the following:

(A) if the holder of such beneficial interest in a Restricted Global Note proposes to exchange such beneficial interest for an Unrestricted Definitive Note, a certificate from such holder in the form of Exhibit C hereto, including the certifications in item (1)(b) thereof; or

(B) if the holder of such beneficial interest in a Restricted Global Note proposes to transfer such beneficial interest to a Person who shall take delivery thereof in the form of an Unrestricted Definitive Note, a certificate from such holder in the form of Exhibit B hereto, including the certifications in item (4) thereof;



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and, in each such case set forth in this clause (ii), if the Registrar so requests or if the Applicable Procedures so require, an Opinion of Counsel in form reasonably acceptable to the Registrar to the effect that such exchange or transfer shall be effected in compliance with the Securities Act and that the restrictions on transfer contained herein and in the Private Placement Legend shall no longer be required in order to maintain compliance with the Securities Act.

Upon satisfaction of the conditions of any of the clauses of this Section 2.06(c)(ii) the Company shall execute, and, upon receipt of an Authentication Order in accordance with Section 2.02 hereof, the Trustee shall authenticate and deliver an Unrestricted Definitive Note in the appropriate principal amount to the Person designated by the holder of such beneficial interest in instructions delivered to the Registrar by the Depository and the applicable Participant or Indirect Participant on behalf of such holder, and the Trustee shall reduce or cause to be reduced in a corresponding amount pursuant to Section 2.06(h) hereof the aggregate principal amount of the applicable Restricted Global Note. Any Restricted Definitive Note issued in exchange for a beneficial interest pursuant to this Section 2.06(c)(ii) shall be registered in such name or names and in such authorized denomination or denominations as the holder of such beneficial interest shall designate in such instructions.

(iii) Beneficial Interests in Unrestricted Global Notes to Unrestricted Definitive Notes. Subject to Section 2.06(a) hereof, if any holder of a beneficial interest in an Unrestricted Global Note proposes to exchange such beneficial interest for an Unrestricted Definitive Note or to transfer such beneficial interest to a Person who takes delivery thereof in the form of an Unrestricted Definitive Note, then, upon satisfaction of the applicable conditions set forth in Section 2.06(b)(ii) hereof, the Trustee shall reduce or cause to be reduced in a corresponding amount pursuant to Section 2.06(h) hereof the aggregate principal amount of the applicable Unrestricted Global Note, and the Company shall execute and, upon receipt of an Authentication Order in accordance with Section 2.02 hereof, the Trustee shall authenticate and deliver an Unrestricted Definitive Note in the appropriate principal amount to the Person designated by the holder of such beneficial interest in instructions delivered to the Registrar by the Depository and the applicable Participant or Indirect Participant on behalf of such holder. Any Unrestricted Definitive Note issued in exchange for a beneficial interest pursuant to this Section 2.06(c)(iii) shall be registered in such name or names and in such authorized denomination or denominations as the holder of such beneficial interest shall designate in such instructions. The Trustee shall deliver such Unrestricted Definitive Notes to the Persons in whose names such Notes are so registered. Any Unrestricted Definitive Note issued in exchange for a beneficial interest pursuant to this Section 2.06(c)(iii) shall not bear the Private Placement Legend.

**(d) *Transfer and Exchange of Definitive Notes for Beneficial Interests.***

(i) Restricted Definitive Notes to Beneficial Interests in Restricted Global Notes. If any holder of a Restricted Definitive Note proposes to exchange such Note for a beneficial interest in a Restricted Global Note or to transfer such Restricted Definitive Notes to a Person who takes delivery thereof in the form of a beneficial interest in a Restricted Global Note, then, upon receipt by the Registrar of the following documentation:

(A) if the holder of such Restricted Definitive Note proposes to exchange such Note for a beneficial interest in a Restricted Global Note, a certificate from such holder in the form of Exhibit C hereto, including the certifications in item (2)(b) thereof;

(B) if such Restricted Definitive Note is being transferred to a QIB in accordance with Rule 144A, a certificate to the effect set forth in Exhibit B hereto, including the certifications in item (1) thereof; or





(C) if such Restricted Definitive Note is being transferred to a “non-U.S. Person” (as defined in Rule 902(k) of Regulation S) in an offshore transaction in accordance with Rule 903 or Rule 904, a certificate to the effect set forth in Exhibit B hereto, including the certifications in item (2) thereof,

the Trustee shall cancel the Restricted Definitive Note, increase or cause to be increased in a corresponding amount pursuant to Section 2.06(h) hereof the aggregate principal amount of, in the case of clause (A) above, the appropriate Restricted Global Note, in the case of clause (B) above, a 144A Global Note, and in the case of clause (C) above, a Regulation S Global Note.

(ii) Restricted Definitive Notes to Beneficial Interests in Unrestricted Global Notes. A holder of a Restricted Definitive Note may exchange such Note for a beneficial interest in an Unrestricted Global Note or transfer such Restricted Definitive Note to a Person who takes delivery thereof in the form of a beneficial interest in an Unrestricted Global Note only if the Registrar receives the following:

(A) if the holder of such Restricted Definitive Note proposes to exchange such Note for a beneficial interest in an Unrestricted Global Note, a certificate from such holder in the form of Exhibit C hereto, including the certifications in item (1)(c) thereof; or

(B) if the holder of such Restricted Definitive Note proposes to transfer such Note to a Person who shall take delivery thereof in the form of a beneficial interest in an Unrestricted Global Note, a certificate from such holder in the form of Exhibit B hereto, including the certifications in item (4) thereof;

and, in each such case set forth in this clause (ii), if the Registrar so requests or if the Applicable Procedures so require, an Opinion of Counsel in form reasonably acceptable to the Registrar to the effect that such exchange or transfer shall be effected in compliance with the Securities Act and that the restrictions on transfer contained herein and in the Private Placement Legend shall no longer be required in order to maintain compliance with the Securities Act.

Upon satisfaction of the conditions of any of the clauses in this Section 2.06(d)(ii), the Trustee shall cancel such Restricted Definitive Note and increase or cause to be increased in a corresponding amount pursuant to Section 2.06(h) hereof the aggregate principal amount of the Unrestricted Global Note.

(iii) Unrestricted Definitive Notes to Beneficial Interests in Unrestricted Global Notes. A holder of an Unrestricted Definitive Note may exchange such Note for a beneficial interest in an Unrestricted Global Note or transfer such Unrestricted Definitive Note to a Person who takes delivery thereof in the form of a beneficial interest in an Unrestricted Global Note at any time. Upon receipt of a request for such an exchange or transfer, the Trustee shall cancel the applicable Unrestricted Definitive Note and increase or cause to be increased in a corresponding amount pursuant to Section 2.06(h) hereof the aggregate principal amount of one of the Unrestricted Global Notes.

(iv) Transfer or Exchange of Unrestricted Definitive Notes to Beneficial Interests in Restricted Global Notes Prohibited. An Unrestricted Definitive Note may not be exchanged for, or transferred to Persons who take delivery thereof in the form of, beneficial interests in a Restricted Global Note.

(v) Issuance of Unrestricted Global Notes. If any such exchange or transfer of a Definitive Note for a beneficial interest in an Unrestricted Global Note is effected pursuant to clause (ii)(B), (ii)(D) or (iii) above at a time when an Unrestricted Global Note has not yet been issued, the Company shall issue and, upon receipt of an Authentication Order in accordance with Section 2.02 hereof, the Trustee shall authenticate one or more Unrestricted Global Notes in an aggregate principal amount equal to the principal amount of Definitive Notes so transferred.



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(e) *Transfer and Exchange of Definitive Notes for Definitive Notes.* Upon request by a holder of Definitive Notes and such holder's compliance with the provisions of this Section 2.06(e), the Registrar shall register the transfer or exchange of Definitive Notes. Prior to such registration of transfer or exchange, the requesting holder shall present or surrender to the Registrar the Definitive Notes duly endorsed or accompanied by a written instruction of transfer in form satisfactory to the Registrar duly executed by such holder. In addition, the requesting holder shall provide any additional certifications, documents and information, as applicable, required pursuant to the following provisions of this Section 2.06(e).

(i) Restricted Definitive Notes to Restricted Definitive Notes. Any Restricted Definitive Note may be transferred to and registered in the name of Persons who take delivery thereof in the form of a Restricted Definitive Note if the Registrar receives the following:

(A) if the transfer will be made pursuant to Rule 144A, a certificate in the form of Exhibit B hereto, including the certifications in item (1) thereof;

(B) if the transfer will be made pursuant to Rule 903 or Rule 904, a certificate in the form of Exhibit B hereto, including the certifications in item (2) thereof; and

(C) if the transfer will be made pursuant to any other exemption from the registration requirements of the Securities Act, a certificate in the form of Exhibit B hereto, including the certifications, certificates and Opinion of Counsel required by item (3) thereof, if applicable.

(ii) Restricted Definitive Notes to Unrestricted Definitive Notes. Any Restricted Definitive Note may be exchanged by the holder and registered in the names of the persons who take delivery thereof for an Unrestricted Definitive Note or transferred to a Person or Persons who take delivery thereof in the form of an Unrestricted Definitive Note only if the Registrar receives the following:

(A) if the holder of such Restricted Definitive Notes proposes to exchange such Notes for an Unrestricted Definitive Note, a certificate from such holder in the form of Exhibit C hereto, including the certifications in item (1)(d) thereof; or

(B) if the holder of such Restricted Definitive Notes proposes to transfer such Notes to a Person who shall take delivery thereof in the form of an Unrestricted Definitive Note, a certificate from such holder in the form of Exhibit B hereto, including the certifications in item (4) thereof;

and, in each such case set forth in this clause (ii), if the Registrar so requests, an Opinion of Counsel in form reasonably acceptable to the Registrar to the effect that such exchange or transfer shall be effected in compliance with the Securities Act and that the restrictions on transfer contained herein and in the Private Placement Legend shall no longer be required in order to maintain compliance with the Securities Act.

Upon satisfaction of the conditions of any of the clauses of Section 2.06(e)(ii) the Trustee shall cancel the prior Restricted Definitive Note and the Company shall execute, and, upon receipt of an Authentication Order in accordance with Section 2.02 hereof, the Trustee shall authenticate and deliver an Unrestricted Definitive Note in the appropriate principal amount to the Person designated by the holder of such prior Restricted Definitive Note in instructions delivered to the Registrar by such holder.

(iii) Unrestricted Definitive Notes to Unrestricted Definitive Notes. A holder of Unrestricted Definitive Notes may transfer such Notes to a Person who takes delivery thereof in the form of an Unrestricted Definitive Note. Upon receipt of a request to register such a transfer, the Registrar shall register the Unrestricted Definitive Notes pursuant to the instructions from the Holders thereof.



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(f) [Reserved].

(g) **Legends.** The following legends shall appear on the face of all Global Notes and Definitive Notes issued under this Indenture unless specifically stated otherwise in the applicable provisions of this Indenture.

(i) Private Placement Legend.

(A) Except as permitted by clause (B) below, each Global Note and each Definitive Note (and all Notes issued in exchange therefor or substitution thereof) shall bear the legend in substantially the following form:

“THIS NOTE AND THE GUARANTEES ENDORSED HEREON (TOGETHER, THIS “SECURITY”) HAVE NOT BEEN AND WILL NOT BE REGISTERED UNDER THE SECURITIES ACT OF 1933, AS AMENDED (THE “SECURITIES ACT”), OR THE SECURITIES LAWS OF ANY STATE OR OTHER JURISDICTION, NEITHER THIS SECURITY NOR ANY INTEREST OR PARTICIPATION HEREIN MAY BE OFFERED, SOLD, ASSIGNED, TRANSFERRED, PLEDGED, ENCUMBERED OR OTHERWISE DISPOSED OF IN THE ABSENCE OF SUCH REGISTRATION OR UNLESS SUCH TRANSACTION IS EXEMPT FROM, OR NOT SUBJECT TO, SUCH REGISTRATION.

THE HOLDER OF THIS SECURITY BY ITS ACCEPTANCE HEREOF AGREES TO OFFER, SELL OR OTHERWISE TRANSFER SUCH SECURITY PRIOR TO THE DATE (THE “RESALE RESTRICTION TERMINATION DATE”) WHICH IS ONE YEAR AFTER THE LATER OF THE ORIGINAL ISSUE DATE HEREOF AND THE LAST DATE ON WHICH VIDEOTRON LTD. (“VIDEOTRON”) OR ANY AFFILIATE OF VIDEOTRON WAS THE OWNER OF THIS SECURITY (OR ANY PREDECESSOR OF THIS SECURITY), ONLY (A) TO VIDEOTRON OR ANY OF ITS SUBSIDIARIES, (B) PURSUANT TO A REGISTRATION STATEMENT THAT HAS BEEN DECLARED EFFECTIVE UNDER THE SECURITIES ACT, (C) FOR SO LONG AS THE SECURITIES ARE ELIGIBLE FOR RESALE PURSUANT TO RULE 144A UNDER THE SECURITIES ACT (“RULE 144A”), TO A PERSON IT REASONABLY BELIEVES IS A “QUALIFIED INSTITUTIONAL BUYER” AS DEFINED IN RULE 144A THAT PURCHASES FOR ITS OWN ACCOUNT OR FOR THE ACCOUNT OF A QUALIFIED INSTITUTIONAL BUYER TO WHOM NOTICE IS GIVEN THAT THE TRANSFER IS BEING MADE IN RELIANCE ON RULE 144A, (D) PURSUANT TO OFFERS AND SALES TO NON-U.S. PERSONS THAT OCCUR OUTSIDE THE UNITED STATES IN OFFSHORE TRANSACTIONS MEETING THE REQUIREMENTS OF REGULATION S UNDER THE SECURITIES ACT, (E) TO AN “ACCREDITED INVESTOR” WITHIN THE MEANING OF RULE 501(A)(1), (2), (3) OR (7) UNDER THE SECURITIES ACT THAT IS ACQUIRING THE SECURITY FOR ITS OWN ACCOUNT AND IN A MINIMUM PRINCIPAL AMOUNT OF THE SECURITIES OF \$250,000 PURSUANT TO AN AVAILABLE EXEMPTION FROM THE REGISTRATION REQUIREMENTS OF THE SECURITIES ACT AND FOR INVESTMENT PURPOSES ONLY AND NOT WITH A VIEW TO OR FOR OFFER OR SALE IN CONNECTION WITH ANY DISTRIBUTION OF THE NOTES IN VIOLATION OF THE SECURITIES ACT OR (F) PURSUANT TO ANY OTHER AVAILABLE EXEMPTION FROM THE REGISTRATION REQUIREMENTS OF THE SECURITIES ACT, SUBJECT TO VIDEOTRON’S AND THE TRUSTEE’S RIGHT (I) PRIOR TO ANY SUCH OFFER, SALE OR TRANSFER PURSUANT TO CLAUSE (D), (E) OR (F) PRIOR TO THE RESALE RESTRICTION TERMINATION DATE TO REQUIRE THE DELIVERY OF AN OPINION OF COUNSEL, CERTIFICATION AND/OR OTHER INFORMATION SATISFACTORY TO EACH OF THEM AND (II) TO REQUIRE THAT A CERTIFICATE OF TRANSFER IN THE FORM APPEARING ON THIS NOTE IS COMPLETED AND DELIVERED BY THE TRANSFEROR TO THE TRUSTEE. THIS LEGEND WILL BE REMOVED UPON REQUEST OF THE HOLDER AFTER THE RESALE RESTRICTION TERMINATION DATE.

UNLESS PERMITTED UNDER SECURITIES LEGISLATION, THE HOLDER OF THIS SECURITY MUST NOT TRADE THIS SECURITY IN CANADA OR WITH A RESIDENT OF CANADA BEFORE THE DATE THAT IS 4 MONTHS AND A DAY AFTER THE LATER OF (I) APRIL 9, 2014, AND (II) THE DATE THAT THE ISSUER BECAME A REPORTING ISSUER IN ANY PROVINCE OR TERRITORY OF CANADA.”



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(B) Notwithstanding the foregoing, any Global Note or Definitive Note issued pursuant to clauses (b)(iv), (b)(vi), (c)(ii), (c)(iii), (d)(ii), (d)(iii), (e)(ii), (e)(iii) or (f) to this Section 2.06 (and all Notes issued in exchange therefor or substitution thereof) shall not bear the Private Placement Legend.

(ii) Global Note Legend. Each Global Note shall bear a legend in substantially the following form:

“THIS GLOBAL NOTE IS HELD BY THE DEPOSITARY (AS DEFINED IN THE INDENTURE GOVERNING THIS NOTE) OR ITS NOMINEE IN CUSTODY FOR THE BENEFIT OF THE BENEFICIAL OWNERS HEREOF, AND IS NOT TRANSFERABLE TO ANY PERSON UNDER ANY CIRCUMSTANCES EXCEPT THAT (I) THE TRUSTEE MAY MAKE SUCH NOTATIONS HEREON AS MAY BE REQUIRED PURSUANT TO SECTION 2.06 OF THE INDENTURE, (II) THIS GLOBAL NOTE MAY BE EXCHANGED IN WHOLE BUT NOT IN PART PURSUANT TO SECTION 2.06(a) OF THE INDENTURE, (III) THIS GLOBAL NOTE MAY BE DELIVERED TO THE TRUSTEE FOR CANCELLATION PURSUANT TO SECTION 2.11 OF THE INDENTURE AND (IV) THIS GLOBAL NOTE MAY BE TRANSFERRED TO A SUCCESSOR DEPOSITARY WITH THE PRIOR WRITTEN CONSENT OF THE COMPANY.

UNLESS AND UNTIL IT IS EXCHANGED IN WHOLE OR IN PART FOR NOTES IN DEFINITIVE FORM, THIS NOTE MAY NOT BE TRANSFERRED EXCEPT AS A WHOLE BY THE DEPOSITARY TO A NOMINEE OF THE DEPOSITARY OR BY A NOMINEE OF THE DEPOSITARY TO THE DEPOSITARY OR ANOTHER NOMINEE OF THE DEPOSITARY OR BY THE DEPOSITARY OR ANY SUCH NOMINEE TO A SUCCESSOR DEPOSITARY OR A NOMINEE OF SUCH SUCCESSOR DEPOSITARY UNLESS THIS NOTE IS PRESENTED BY AN AUTHORIZED REPRESENTATIVE OF THE DEPOSITARY TRUST COMPANY (55 WATER STREET, NEW YORK, NEW YORK) (“DTC”), TO THE COMPANY OR ITS AGENT FOR REGISTRATION OF TRANSFER, EXCHANGE OR PAYMENT, AND ANY NOTE ISSUED IS REGISTERED IN THE NAME OF CEDE & CO. OR IN SUCH OTHER NAME AS MAY BE REQUESTED BY AN AUTHORIZED REPRESENTATIVE OF DTC (AND ANY PAYMENT IS MADE TO CEDE & CO. OR TO SUCH OTHER ENTITY AS MAY BE REQUESTED BY AN AUTHORIZED REPRESENTATIVE OF DTC), ANY TRANSFER, PLEDGE OR OTHER USE HEREOF FOR VALUE OR OTHERWISE BY OR TO ANY PERSON IS WRONGFUL INASMUCH AS THE REGISTERED OWNER HEREOF, CEDE & CO., HAS AN INTEREST HEREIN.”

(h) **Cancellation and/or Adjustment of Global Notes**. At such time as all beneficial interests in a particular Global Note have been exchanged for Definitive Notes or a particular Global Note has been redeemed, repurchased or cancelled in whole and not in part, each such Global Note shall be returned to or retained and cancelled by the Trustee in accordance with Section 2.11 hereof. At any time prior to such cancellation, if any beneficial interest in a Global Note is exchanged for or transferred to a Person who will take delivery thereof in the form of a beneficial interest in another Global Note or for Definitive Notes, the principal amount of Notes represented by such Global Note shall be reduced accordingly and an endorsement shall be made on such Global Note by the Trustee or by the Depositary at the direction of the Trustee to reflect such reduction; and if the beneficial interest is being exchanged for or transferred to a Person who will take delivery thereof in the form of a beneficial interest in another Global Note, such other Global Note shall be increased accordingly and an endorsement shall be made on such Global Note by the Trustee or by the Depositary at the direction of the Trustee to reflect such increase.

(i) **General Provisions Relating to Transfers and Exchanges**.

(i) No service charge shall be made to a Holder of a beneficial interest in a Global Note or to a Holder of a Definitive Note for any registration of transfer or exchange, but the Company may require payment of a sum sufficient to cover any transfer tax or similar governmental charge payable in connection therewith (other than any such transfer taxes or similar governmental charge payable upon exchange or transfer pursuant to Sections 2.10, 3.06, 4.12, 4.18 and 9.05 hereof).



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(ii) All Global Notes and Definitive Notes issued upon any registration of transfer or exchange of Global Notes or Definitive Notes shall be the valid obligations of the Company, evidencing the same Indebtedness, as the Global Notes or Definitive Notes surrendered upon such registration of transfer or exchange and shall be entitled to all of the benefits of this Indenture equally and proportionately with all other Notes duly issued hereunder.

(iii) Neither the Registrar nor the Company shall be required (A) to issue, to register the transfer of or to exchange any Notes during a period beginning at the opening of business 15 days before the day of any selection of Notes for redemption under Section 3.02 hereof and ending at the close of business on the date of selection, (B) to register the transfer of or to exchange any Note so selected for redemption in whole or in part, except the unredeemed portion of any Note being redeemed in part or (C) to register the transfer of or to exchange a Note between a record date (including a Regular Record Date) and the next succeeding Interest Payment Date.

(iv) All transfers of any Notes shall be presented to, and registered by, the Registrar, and prior to due presentment for the registration of a transfer of any Note, the Trustee, any Agent and the Company shall deem and treat the Person in whose name any Note is registered as the absolute owner of such Note for the purpose of receiving payment of principal of and interest on such Note and for all other purposes, in each case regardless of any notice to the contrary.

(v) All certifications, certificates and Opinions of Counsel required to be submitted to the Registrar pursuant to this Section 2.06 to effect a registration of transfer or exchange may be submitted by facsimile.

(vi) The Trustee is hereby authorized and directed to enter into a letter of representation with the Depository in the form provided by the Company and to act in accordance with such letter.

(vii) The registered Holder of the Note shall be treated as the owner of it for all purposes. Notwithstanding the foregoing, it is understood that amounts withheld from the registered Holder of Notes and the determination of obligations hereunder to pay Additional Amounts, if any, on the Notes shall in each case be determined with respect to the ultimate beneficial holder and not the registered Holder.

(viii) The Trustee shall have no obligation or duty to monitor, determine or inquire as to compliance with any restrictions on transfer imposed under this Indenture or under applicable law with respect to any transfer of any interest in any Note (including any transfers between or among depository participants or beneficial owners of interests in any Global Notes) other than to require delivery of such certificates and other documentation or evidence as are expressly required by, and to do so if and when expressly required by the terms of, this Indenture, and to examine the same to determine substantial compliance as to form with the express requirements hereof. Neither the Trustee nor any Agent shall have any responsibility for any actions taken or not taken by the Depository.

*Section 2.07* **Replacement Notes.**

If any mutilated Note is surrendered to the Trustee or the Company and the Trustee receives evidence to its satisfaction of the destruction, loss or theft of any Note, the Company shall issue and the Trustee, upon receipt of an Authentication Order in accordance with Section 2.02 hereof, shall authenticate a replacement Note. The Holder of such Note shall provide indemnity sufficient, in the judgment of the Trustee or the Company, as applicable, to protect the Company, the Trustee, any Agent and any authenticating agent from any loss that any of them may suffer in connection with such replacement. If required by the Company, such Holder shall reimburse the Company for its reasonable expenses in connection with such replacement.

Every replacement Note issued in accordance with this Section 2.07 shall be the valid obligation of the Company evidencing the same Indebtedness as the destroyed, lost or stolen Note and shall be entitled to all of the benefits of this Indenture equally and proportionately with all other Notes duly issued hereunder.



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*Section 2.08* **Outstanding Notes.**

(a) The Notes outstanding at any time shall be the entire principal amount of Notes represented by all the Global Notes and Definitive Notes authenticated by the Trustee except for those cancelled by it, those delivered to it for cancellation, those subject to reductions in beneficial interests effected by the Trustee in accordance with Section 2.06 hereof, and those described in this Section 2.08 as not outstanding. Except as set forth in Section 2.09 hereof, a Note shall not cease to be outstanding because the Company or an Affiliate of the Company holds the Note; *provided, however*, that Notes held by the Company or a Subsidiary of the Company shall be deemed not to be outstanding for purposes of Section 3.07(c) hereof.

(b) If a Note is replaced pursuant to Section 2.07 hereof, it shall cease to be outstanding unless the Trustee receives proof satisfactory to it that the replaced Note is held by a bona fide purchaser.

(c) If the principal amount of any Note is considered paid under Section 4.01 hereof, it shall cease to be outstanding and interest on it shall cease to accrue.

(d) If the Paying Agent (other than the Company, a Subsidiary or an Affiliate of any thereof) holds, on a redemption date, a Purchase Date or maturity date, funds sufficient to pay Notes payable on that date, then on and after that date such Notes shall be deemed to be no longer outstanding and shall cease to accrue interest.

*Section 2.09* **Treasury Notes.**

In determining whether the Holders of the required principal amount of Notes have concurred in any direction, waiver or consent, Notes owned by the Company, or by any Affiliate of the Company, shall be considered as though not outstanding, except that for the purposes of determining whether the Trustee shall be protected in relying on any such direction, waiver or consent, only Notes that the Trustee knows are so owned shall be so disregarded.

*Section 2.10* **Temporary Notes.**

Until certificates representing Notes are ready for delivery, the Company may prepare and the Trustee, upon receipt of an Authentication Order in accordance with Section 2.02 hereof, shall authenticate temporary Notes. Temporary Notes shall be substantially in the form of Definitive Notes but may have variations that the Company considers appropriate for temporary Notes and as shall be reasonably acceptable to the Trustee. Without unreasonable delay, the Company shall prepare and the Trustee shall authenticate Global Notes or Definitive Notes in exchange for temporary Notes, as applicable.

Holders of temporary Notes shall be entitled to all of the benefits of this Indenture equally and proportionately with all other Notes duly issued hereunder.

*Section 2.11* **Cancellation.**

The Company at any time may deliver Notes to the Trustee for cancellation. The Registrar and Paying Agent shall forward to the Trustee any Notes surrendered to them for registration of transfer, exchange or payment. Upon sole direction of the Company, the Trustee shall cancel all Notes surrendered for registration of transfer, exchange, payment, replacement or cancellation and shall dispose of cancelled Notes (subject to the record retention requirements of the Exchange Act or other applicable laws) in accordance with its customary procedures. Evidence of the destruction of all cancelled Notes shall be delivered to the Company from time to time upon its written request. The Company may not issue new Notes to replace Notes that it has paid or that have been delivered to the Trustee for cancellation.



*Section 2.12* **Defaulted Interest.**

If the Company defaults in a payment of interest on the Notes, it shall pay the defaulted interest in any lawful manner plus, to the extent lawful, interest payable on the defaulted interest, to the Persons who are Holders on a subsequent special record date, in each case at the rate provided in the Notes and in Section 4.01 hereof. The Company shall notify the Trustee in writing of the amount of defaulted interest proposed to be paid on each Note and the date of the proposed payment. The Company shall fix or cause to be fixed each such special record date and payment date, *provided* that no such special record date shall be less than 10 days prior to the related payment date for such defaulted interest. At least 15 days before the special record date, the Company (or, upon the written request of the Company, the Trustee in the name and at the expense of the Company) shall mail or cause to be mailed to Holders a notice that states the special record date, the related payment date and the amount of such interest to be paid.

*Section 2.13* **CUSIP or ISIN Numbers.**

The Company in issuing the Notes may use "CUSIP" or "ISIN" numbers (if then generally in use), and, if so, the Trustee shall use "CUSIP" or "ISIN" numbers in notices of redemption as a convenience to Holders; *provided, however*, that any such notice may state that no representation is made as to the correctness of such numbers either as printed on the Notes or as contained in any notice of a redemption or notice of an Offer to Purchase and that reliance may be placed only on the other identification numbers printed on the Notes, and any such redemption or Offer to Purchase shall not be affected by any defect in or omission of such numbers. The Company shall promptly notify the Trustee in writing of any change in the "CUSIP" or "ISIN" numbers.

*Section 2.14* **[Reserved].**

*Section 2.15* **Issuance of Additional Notes.**

The Company shall be entitled, subject to its compliance with Section 4.09 hereof, to issue Additional Notes under this Indenture which shall have identical terms as the Initial Notes issued on the date hereof, other than with respect to the date of issuance and issue price. The Initial Notes issued on the date hereof and any Additional Notes shall be treated as a single class for all purposes under this Indenture, including without limitation, directions, waivers, consents, redemptions and Offers to Purchase.

With respect to any Additional Notes, the Company shall set forth in a Board Resolution and an Officers' Certificate, a copy of each of which shall be delivered to the Trustee, the following information:

- (a) the aggregate principal amount of such Additional Notes to be authenticated and delivered pursuant to this Indenture;
- (b) the issue price, the issue date and the CUSIP and/or ISIN number of such Additional Notes; and
- (c) whether such Additional Notes shall be subject to the restrictions on transfer set forth in Section 2.06 hereof relating to Restricted Global Notes and Restricted Definitive Notes.

**ARTICLE 3.**  
**REDEMPTION AND PREPAYMENT**

*Section 3.01* **Notices to Trustee.**

If the Company elects to redeem Notes pursuant to the optional redemption provisions of Section 3.07 hereof, it shall furnish to the Trustee, at least 30 days but not more than 60 days before a redemption date (or such shorter period as allowed by the Trustee), an Officers' Certificate setting forth (i) the applicable section of this Indenture pursuant to which the redemption shall occur, (ii) the redemption date, (iii) the principal amount of Notes to be redeemed and (iv) the redemption price.

**Section 3.02 Selection of Notes to Be Redeemed.**

If less than all of the Notes are to be redeemed at any time, the Trustee shall select the Notes to be redeemed among the Holders of the Notes in compliance with the requirements of the principal national securities exchange, if any, on which the Notes are listed or, if the Notes are not so listed, on a *pro rata* basis, by lot or in accordance with any other method the Trustee considers fair and appropriate in accordance with the Depository's procedures. In the event of partial redemption by lot, the particular Notes to be redeemed shall be selected, unless otherwise provided herein, not less than 30 days nor more than 60 days prior to the redemption date by the Trustee from the outstanding Notes not previously called for redemption.

The Trustee shall promptly notify the Company in writing of the Notes selected for redemption and, in the case of any Note selected for partial redemption, the principal amount thereof to be redeemed. Notes and portions of Notes selected shall be in amounts of US\$2,000 or integral multiples of US\$1,000 in excess thereof, except that if all of the Notes of a Holder are to be redeemed, the entire outstanding amount of Notes held by such Holder, even if not an integral multiple of US\$1,000 in excess of US\$2,000, shall be redeemed. Except as provided in the preceding sentence, provisions of this Indenture that apply to Notes called for redemption also apply to portions of Notes called for redemption.

**Section 3.03 Notice of Redemption.**

At least 30 days but not more than 60 days prior to a redemption date, the Company shall mail or cause to be mailed, by first class mail, a notice of redemption to each Holder whose Notes are to be redeemed at such Holder's address appearing in the securities register maintained in respect of the Notes by the Registrar (the "*Security Register*").

The notice shall identify the Notes (including CUSIP numbers) to be redeemed and shall state:

- (a) the redemption date;
- (b) the redemption price or if the redemption is made pursuant to Section 3.07(b) hereof a calculation of the redemption price;
- (c) if any Note is being redeemed in part, the portion of the principal amount of such Note to be redeemed and that, after the redemption date upon surrender of such Note, a new Note or Notes in principal amount equal to the unredeemed portion shall be issued upon cancellation of the original Note;
- (d) the name and address of the Paying Agent;
- (e) that Notes called for redemption must be surrendered to the Paying Agent to collect the redemption price;
- (f) that, unless the Company defaults in making such redemption payment, interest on Notes called for redemption ceases to accrue on and after the redemption date;
- (g) the applicable section of this Indenture pursuant to which the Notes called for redemption are being redeemed; and
- (h) that no representation is made as to the correctness of the CUSIP or ISIN numbers, if any, listed in such notice or printed on the Notes.

At the Company's request, the Trustee shall give the notice of redemption in the Company's name and at its expense; *provided, however,* that the Company shall have delivered to the Trustee, at least 45 days (or such shorter period allowed by the Trustee) prior to the redemption date, an Officers' Certificate requesting that the Trustee give such notice (in the name and at the expense of the Company) and setting forth the information to be stated in such notice as provided in this Section 3.03.



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*Section 3.04* **Effect of Notice of Redemption.**

Once notice of redemption is mailed in accordance with Section 3.03 hereof, Notes called for redemption shall become irrevocably due and payable on the redemption date at the redemption price. A notice of redemption may not be conditional.

*Section 3.05* **Deposit of Redemption Price.**

On or prior to 11:00 a.m. Eastern time on the Business Day prior to any redemption date, or on or prior to 10:00 a.m. Eastern time on such redemption date if agreed upon between the Company and the Trustee, the Company shall deposit with the Trustee or with the Paying Agent money sufficient to pay the redemption price of and accrued and unpaid interest on all Notes to be redeemed on that date. The Trustee or the Paying Agent shall promptly return to the Company any money deposited with the Trustee or the Paying Agent by the Company in excess of the amounts necessary to pay the redemption price of, and accrued and unpaid interest on, all Notes to be redeemed.

If the Company complies with the provisions of the preceding paragraph, on and after the redemption date, interest shall cease to accrue on the Notes or the portions of Notes called for redemption in accordance with Section 2.08(d) hereof. If a Note is redeemed on or after a Regular Record Date but on or prior to the related Interest Payment Date, then any accrued and unpaid interest shall be paid to the Person in whose name such Note was registered at the close of business on such Regular Record Date. If any Note called for redemption shall not be so paid upon surrender for redemption because of the failure of the Company to comply with the preceding paragraph, interest shall be paid on the unpaid principal from the redemption date until such principal is paid, and to the extent lawful on any interest not paid on such unpaid principal, in each case at the rate provided in the Notes and in Section 4.01 hereof.

*Section 3.06* **Notes Redeemed in Part.**

Upon surrender of a Note that is redeemed in part, the Company shall issue and, upon the Company's written request, the Trustee shall authenticate for the Holder at the expense of the Company a new Note equal in principal amount to the unredeemed portion of the Note surrendered.

*Section 3.07* **Optional Redemption.**

(a) The Company may redeem the Notes, in whole or in part, on one or more occasions, in accordance with Section 3.03 hereof, at a redemption price equal to the greater of

(i) 100% of the principal amount of the Notes to be redeemed; and

(ii) as determined by a Quotation Agent, the sum of the present values of the remaining scheduled payments of principal and interest thereon (not including any portion of such payments of interest accrued to (but excluding) the date of redemption) discounted to the redemption date on a semiannual basis (assuming a 360-day year consisting of twelve 30-day months) at the Adjusted Treasury Rate plus 100 basis points;

plus, in each case, accrued and unpaid interest to (but excluding) the redemption date.

(b) Beginning on March 15, 2024, the Company may redeem all or a part of the Notes, at once or over time, in accordance with Section 3.03 hereof, at a redemption price of 100.00% of the principal amount of the Notes redeemed, plus accrued and unpaid interest on the Notes redeemed to (but excluding) the redemption date (subject to the right of Holders of record on the relevant record date to receive interest due on the relevant interest payment date).



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(c) If the Company becomes obligated to pay any Additional Amounts because of a change in the laws or regulations of Canada or any Canadian Taxing Authority, or a change in any official position regarding the application or interpretation thereof, in either case that is publicly announced or becomes effective on or after the Issue Date, the Company may, at any time, redeem all, but not part, of the Notes at a price equal to 100% of the principal amount thereof, plus accrued and unpaid interest to (but excluding) the redemption date, *provided* that at any time that the aggregate principal amount of the Notes outstanding is greater than US\$20.0 million, any Holder of the Notes may, to the extent that it does not adversely affect the Company's after-tax position, at its option, waive the Company's compliance with the provisions of Section 4.20 hereof with respect to such Holder's Notes; *provided, further*, that if any Holder waives such compliance, the Company may not redeem that Holder's Notes pursuant to this Section 3.07(c).

(d) Any prepayment pursuant to this Section 3.07 shall be made pursuant to the provisions of Sections 3.01 through 3.06 hereof.

**Section 3.08 Mandatory Redemption.**

Except as set forth in Sections 4.12 and 4.18 hereof, the Company shall not be required to make mandatory redemption or sinking fund payments with respect to, or offers to purchase, the Notes.

**Section 3.09 Offers To Purchase.**

(a) In the event that, pursuant to Section 4.12 or 4.18 hereof, the Company shall be required to commence an Asset Sale Offer or Change of Control Offer (each, an "*Offer to Purchase*"), it shall follow the procedures specified below.

(b) The Company shall commence the Offer to Purchase by sending, by first-class mail, with a copy to the Trustee, to each Holder, at such Holder's address appearing in the Security Register a notice, the terms of which shall govern the Offer to Purchase, stating:

(i) that the Offer to Purchase is being made pursuant to this Section 3.09 and Section 4.12 or 4.18, as the case may be, and, in the case of a Change of Control Offer, that a Change of Control Triggering Event has occurred, the transaction or transactions that constitute the Change of Control Triggering Event, and that a Change of Control Offer is being made pursuant to Section 4.18 hereof;

(ii) the principal amount of Notes required to be purchased pursuant to Section 4.12 or 4.18 hereof (the "*Offer Amount*"), the purchase price, the Offer Period and the Purchase Date (each as defined below);

(iii) except as provided in clause (ix), that all Notes timely tendered and not withdrawn shall be accepted for payment;

(iv) that any Note not tendered or accepted for payment shall continue to accrue interest;

(v) that, unless the Company defaults in making such payment, any Note accepted for payment pursuant to the Offer to Purchase shall cease to accrue interest on or after the Purchase Date;

(vi) that Holders electing to have a Note purchased pursuant to the Offer to Purchase may elect to have Notes purchased in integral multiples of US\$1,000 in excess of US\$2,000 only;

(vii) that Holders electing to have a Note purchased pursuant to the Offer to Purchase shall be required to surrender the Note, with the form entitled "Option of Holder to Elect Purchase" on the reverse of the Note completed, or transfer by book-entry transfer, to the Company, a Depository, if appointed by the Company, or a Paying Agent at the address specified in the notice at least three days before the Purchase Date;



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(viii) that Holders shall be entitled to withdraw their election if the Company, the Depositary or the Paying Agent, as the case may be, receives, not later than the expiration of the Offer Period, a facsimile transmission or letter setting forth the name of the Holder, the principal amount of the Note (or portions thereof) the Holder delivered for purchase and a statement that such Holder is withdrawing his election to have such Note purchased;

(ix) that, in the case of an Asset Sale Offer, if the aggregate principal amount of Notes surrendered by Holders exceeds the Offer Amount, the Company shall select the Notes to be purchased on a pro rata basis (with such adjustments as may be deemed appropriate by the Company so that only Notes in denominations of US\$2,000 or integral multiples of US\$1,000 in excess thereof shall be purchased);

(x) that Holders whose Notes were purchased in part shall be issued new Notes equal in principal amount to the unpurchased portion of the Notes surrendered (or transferred by book-entry transfer)

(xi) any other procedures that Holders must follow in order to tender their Notes (or portions thereof) for payment.

(c) The Offer to Purchase shall remain open for a period of at least 30 days but no more than 60 days following its commencement, except to the extent that a longer period is required by applicable law (the "*Offer Period*"). No later than five Business Days after the termination of the Offer Period (the "*Purchase Date*"), the Company shall purchase the Offer Amount or, if less than the Offer Amount has been tendered, all Notes tendered in response to the Offer to Purchase. Payment for any Notes so purchased shall be made in the same manner as interest payments are made.

(d) On or prior to the Purchase Date, the Company shall, to the extent lawful:

(i) accept for payment (on a *pro rata* basis to the extent necessary in connection with an Asset Sale Offer) the Offer Amount of Notes or portions of Notes properly tendered pursuant to the Offer to Purchase, or if less than the Offer Amount has been tendered, all Notes tendered;

(ii) deposit with the Paying Agent an amount equal to the Offer Amount in respect of all Notes or portions of Notes properly tendered; and

(iii) deliver or cause to be delivered to the Trustee the Notes so accepted together with an Officers' Certificate stating the aggregate principal amount of Notes or portions of Notes being purchased by the Company and that such Notes or portions thereof were accepted for payment by the Company in accordance with the terms of this Section 3.09.

(e) The Company, the Depositary or the Paying Agent, as the case may be, shall promptly (but in any event not later than five Business Days after the Purchase Date) deliver to each tendering Holder of Notes properly tendered and accepted by the Company for purchase the Purchase Amount for such Notes, and the Company shall promptly execute and issue a new Note, and the Trustee, upon receipt of an Authentication Order shall authenticate and deliver (or cause to be transferred by book-entry) such new Note to such Holder, in a principal amount equal to any unpurchased portion of the Note surrendered *provided, however*, that each such new Note shall be in a principal amount of US\$2,000 or an integral multiple of US\$1,000 in excess thereof. Any Note not so accepted shall be promptly mailed or delivered by the Company to the Holder thereof. The Company shall publicly announce the results of the Offer to Purchase on or as soon as practicable after the Purchase Date.

(f) If the Purchase Date is on or after a Regular Record Date and on or before the related Interest Payment Date, any accrued and unpaid interest shall be paid to the Person in whose name a Note is registered at the close of business on such Regular Record Date, and no additional interest shall be payable to Holders who tender Notes pursuant to the Offer to Purchase.



(g) The Company shall comply with the requirements of Rule 14e-1 under the Exchange Act and any other applicable securities laws and regulations to the extent those laws and regulations are applicable in connection with the Offer to Purchase. To the extent that the provisions of any securities laws or regulations conflict with Section 4.12 or 4.18, as applicable, this Section 3.09 or other provisions of this Indenture, the Company shall comply with the applicable securities laws and regulations and shall not be deemed to have breached its obligations under Section 4.12 or 4.18, as applicable, this Section 3.09 or such other provision by virtue of such conflict.

(h) Other than as specifically provided in this Section 3.09, any purchase pursuant to this Section 3.09 shall be made in accordance with the provisions of Section 3.01 through 3.06 hereof.

#### **ARTICLE 4. COVENANTS**

*Section 4.01* **Payment of Notes.**

The Company shall pay or cause to be paid the principal of, premium, if any, and interest on, the Notes on the dates and in the manner provided in the Notes. Principal, premium, if any, and interest shall be considered paid on the date due if the Paying Agent, if other than the Company or a Subsidiary thereof, holds as of 11:00 a.m. Eastern time on the due date money deposited by the Company in immediately available funds and designated for and sufficient to pay all principal, premium, if any, and interest then due. If a payment date is a Legal Holiday at a place of payment, payment may be made at that place on the next succeeding day that is not a Legal Holiday, and no interest shall accrue on such payment for the intervening period.

The Company shall pay interest (including post-petition interest in any proceeding under any Bankruptcy Law) on overdue principal and premium, if any, from time to time on demand at a rate that is 1% per annum in excess of the rate then in effect; it shall pay interest (including post-petition interest in any proceeding under any Bankruptcy Law) on overdue installments of interest (without regard to any applicable grace periods), from time to time on demand at the same rate to the extent lawful.

Interest shall be computed on the basis of a 360-day year of twelve 30-day months. For the purposes of disclosure, whenever interest is computed on a basis of a year (the "deemed year") which contains fewer days than the actual number of days in the calendar year of calculation, such rate of interest shall be expressed as a yearly rate for purposes of the Interest Act (Canada) by multiplying such rate of interest by the actual number of days in the calendar year of calculation and dividing it by the number of days in the deemed year.

*Section 4.02* **Maintenance of Office or Agency.**

(a) The Company shall maintain an office or agency (which may be an office or drop facility of the Trustee or an affiliate of the Trustee, Registrar or co-registrar) where Notes may be presented or surrendered for registration of transfer or for exchange and where notices and demands to or upon the Company in respect of the Notes and this Indenture may be served. The Company shall give prompt written notice to the Trustee of any change in the location of such office or agency. If at any time the Company shall fail to maintain any such required office or agency or shall fail to furnish the Trustee with the address thereof, such presentations, surrenders, notices and demands may be made or served at the Corporate Trust Office of the Trustee, and the Company hereby appoints the Trustee as its agent to receive all such presentations, surrenders, notices and demands.

(b) The Company may also from time to time designate one or more other offices or agencies where the Notes may be presented or surrendered for any or all such purposes and may from time to time rescind such designations. The Company shall give prompt written notice to the Trustee of any such designation or rescission and of any change in the location of any such other office or agency.

(c) The Company hereby designates the Corporate Trust Office of the Trustee, as such office, drop facility or agency of the Company in accordance with Section 2.03 hereof.



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Section 4.03 **Reports.**

(a) Notwithstanding that the Company may not be subject to the reporting requirements of Section 13 or 15(d) of the Exchange Act, so long as the Company is required, pursuant to any of the respective indentures governing any outstanding series of the Existing Notes, to submit reports to the Commission, the Company shall (for so long as any Notes remain outstanding) file (or furnish, as the case may be) with the Commission and furnish to the Holders and the Trustee:

- (1) within 120 days after the end of each fiscal year of the Company, annual reports on the Commission's Form 20-F or Form 40-F, as applicable, or any successor form; and
- (2) (a) within 45 days after the end of each of the first three fiscal quarters of each fiscal year of the Company, reports on the Commission's Form 10-Q or any successor form, or (b) within 60 days after the end of each of the first three fiscal quarters of each fiscal year of the Company, reports on the Commission's Form 6-K, or any successor form, which in each case, regardless of applicable requirements, shall, at a minimum, contain a "Management's Discussion and Analysis of Financial Condition and Results of Operations."

Each such report shall be deemed to be delivered to Holders and the Trustee if the Company either files (or furnishes, as the case may be) such report with the Commission through the Commission's EDGAR database (or successor database thereto), posts such report on its public website or furnishes such report to the Trustee. If the Company is no longer required under any of the respective indentures governing any outstanding series of the Existing Notes, applicable law or otherwise to file or furnish such reports with the Commission and no longer does so, the Company shall instead furnish to Holders and the Trustee: (X) within 120 days after the end of each fiscal year, annual audited financial statements; and (Y) within 60 days after the end of each of the first three fiscal quarters of each fiscal year, unaudited interim financial statements; in each case together with a "Management's Discussion and Analysis of Financial Condition and Results of Operations," which shall be deemed to be delivered to the Holders and the Trustee if the Company furnishes such reports to the Trustee or posts them on its public website.

(b) For so long as any Notes remain outstanding, the Company shall furnish to the Holders, upon their request, the information required to be delivered pursuant to Rule 144A(d)(4) under the Securities Act.

(c) If the Company has designated any of its Subsidiaries as Unrestricted Subsidiaries, then the quarterly and annual financial information required by this Section shall include a reasonably detailed presentation, either on the face of the financial statements or in the footnotes thereto, and in Management's Discussion and Analysis of Financial Condition and Results of Operations, of the financial condition and results of operations of the Company and the Restricted Subsidiaries separate from the financial condition and results of operations of the Unrestricted Subsidiaries of the Company.

(d) Delivery of any reports, information and documents under this Section 4.03, as well as any such reports, information and documents pursuant to this Indenture, to the Trustee is for informational purposes only and the Trustee's receipt of such shall not constitute constructive notice of any information contained therein or determinable from information contained therein, including the Company's compliance with any of its covenants hereunder (as to which the Trustee is entitled to rely exclusively on Officers' Certificates). The Trustee shall have no responsibility or liability for the filing, timeliness or content of any report required under this Section 4.03 or any other reports, information and documents required under this Indenture (aside from any report that is expressly the responsibility of the Trustee subject to the terms hereof).



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**Section 4.04 Compliance Certificate.**

(a) The Company shall deliver to the Trustee, within 120 days after the end of each fiscal year, beginning with the fiscal year ending December 31, 2014, an Officers' Certificate stating that a review of the activities of the Company and its Subsidiaries during the preceding fiscal year has been made under the supervision of the signing Officers with a view to determining whether the Company and its Subsidiaries have kept, observed, performed and fulfilled their obligations under this Indenture, and further stating, as to each such Officer signing such certificate, that to the best of his or her knowledge the Company and its Subsidiaries have kept, observed, performed and fulfilled each and every covenant contained in this Indenture and is not in default in the performance or observance of any of the terms, provisions and conditions of this Indenture (or, if a Default or Event of Default shall have occurred, describing all such Defaults or Events of Default of which he or she may have knowledge and what action the Company is taking or proposes to take with respect thereto) and that to the best of his or her knowledge no event has occurred and remains in existence by reason of which payments on account of the principal of, premium, if any, or interest on the Notes is prohibited or if such event has occurred, a description of the event and what action the Company is taking or proposes to take with respect thereto.

(b) The Company shall otherwise comply with TIA §314(a)(2).

(c) The Company shall deliver to the Trustee, within 30 days after the occurrence thereof, written notice in the form of an Officers' Certificate of any Default or Event of Default, its status and what action the Company is taking or proposes to take with respect thereto.

**Section 4.05 Taxes.**

The Company shall pay, and shall cause each of its Subsidiaries to pay, prior to delinquency, all material taxes, assessments, and governmental levies, except such as are being contested in good faith and by appropriate proceedings or where the failure to effect such payment is not adverse in any material respect to the Holders.

**Section 4.06 Stay, Extension and Usury Laws.**

The Company covenants (to the extent that it may lawfully do so) that it shall not at any time insist upon, plead, or in any manner whatsoever claim or take the benefit or advantage of, any stay, extension or usury law wherever enacted, now or at any time hereafter in force, that may affect the covenants or the performance of this Indenture; and the Company (to the extent that it may lawfully do so) hereby expressly waives all benefit or advantage of any such law, and covenants that it shall not, by resort to any such law, hinder, delay or impede the execution of any power herein granted to the Trustee, but shall suffer and permit the execution of every such power as though no such law has been enacted.

**Section 4.07 Corporate Existence.**

Subject to Article 5 hereof, the Company shall do or cause to be done all things necessary to preserve and keep in full force and effect (i) its corporate existence, and the corporate, partnership or other existence of each Restricted Subsidiary, in accordance with the respective organizational documents (as the same may be amended from time to time) of the Company or any such Restricted Subsidiary and (ii) the rights (charter and statutory), licenses and franchises of the Company and the Restricted Subsidiaries; *provided, however*, that the Company shall not be required to preserve any such right, license or franchise, or the corporate, partnership or other existence of any Restricted Subsidiary, if the Board of Directors of the Company shall determine that the preservation thereof is no longer desirable in the conduct of the business of the Company and the Restricted Subsidiaries, taken as a whole, and that the loss thereof is not adverse in any material respect to the Holders of the Notes, or that such preservation is not necessary in connection with any transaction not prohibited by this Indenture.

**Section 4.08 Payments for Consent.**

The Company shall not, and shall not permit any Restricted Subsidiary to, directly or indirectly, pay or cause to be paid any consideration, to or for the benefit of any Holder for or as an inducement to any consent, waiver or amendment of any of the terms or provisions of this Indenture or the Notes unless such consideration is offered to be paid and is paid to all Holders that consent, waive or agree to amend in the time frame set forth in the solicitation documents relating to such consent, waiver or agreement.

**Section 4.09 Incurrence of Indebtedness and Issuance of Preferred Shares.**

(a) The Company shall not, and shall not permit any of its Restricted Subsidiaries to, Incur, directly or indirectly, any Indebtedness, including Acquired Debt, and the Company shall not issue any Disqualified Stock and shall not permit any of its Restricted Subsidiaries to issue any Preferred Shares; *provided, however*, that the Company may Incur Indebtedness, including Acquired Debt, or issue Disqualified Stock, and the Subsidiary Guarantors may Incur Indebtedness, including Acquired Debt, or issue Preferred Shares if the Company's Debt to Cash Flow Ratio at the time of Incurrence of such Indebtedness or the issuance of such Disqualified Stock or Preferred Shares, after giving *pro forma* effect to such Incurrence or issuance as of such date and to the use of proceeds therefrom, taking into account any substantially concurrent transactions related to such Incurrence, as if the same had occurred at the beginning of the most recently ended full fiscal quarter of the Company for which internal financial statements are available, would have been no greater than 5.5 to 1.0.

(b) Paragraph (a) of this Section 4.09 shall not prohibit the Incurrence of any of the following items of Indebtedness or issuances of Preferred Shares or Disqualified Stock (each such item being referred to herein as "*Permitted Debt*"):

- (1) the Incurrence by the Company or a Subsidiary Guarantor of Indebtedness and letters of credit under Credit Facilities in an aggregate principal amount at any one time outstanding under this clause (1) (with letters of credit being deemed to have a principal amount equal to the maximum potential liability of the Company and the Restricted Subsidiaries thereunder) not to exceed an aggregate of Cdn\$1.5 billion, *less* the aggregate amount of all Net Proceeds of Asset Sales applied by the Company or any Restricted Subsidiaries subsequent to October 8, 2003 to permanently repay Indebtedness under a Credit Facility (and, in the case of any revolving credit Indebtedness, to effect a corresponding commitment reduction thereunder) pursuant to the provisions of Section 4.12 hereof;
- (2) the Incurrence by the Company and the Restricted Subsidiaries of the Existing Indebtedness;
- (3) the Incurrence by (a) the Company of Indebtedness represented by the Initial Notes and (b) the Subsidiary Guarantors of Indebtedness represented by the Subsidiary Guarantees relating to the Initial Notes;
- (4) the Incurrence by the Company or a Subsidiary Guarantor of Indebtedness represented by Capital Lease Obligations, mortgage financings or purchase money obligations, in each case, Incurred for the purpose of financing all or any part of the purchase price or cost of construction or improvement of property, plant or equipment used in the business of the Company or such Subsidiary Guarantor, in an aggregate principal amount, including all Permitted Refinancing Indebtedness Incurred to refund, refinance or replace any Indebtedness Incurred pursuant to this clause (4), not to exceed the greater of (i) US\$200.0 million and (ii) 7.5% of the Company's Consolidated Net Tangible Assets at any time outstanding;
- (5) the Incurrence by the Company or any Subsidiary Guarantor of Permitted Refinancing Indebtedness in exchange for, or the net proceeds of which are used to refund, refinance or replace Indebtedness, other than intercompany Indebtedness, that was permitted by this Indenture to be Incurred under paragraph (a) or clauses (b)(2), (b)(3) and (b)(4) of this Section 4.09;



- (6) the Incurrence by the Company or any Restricted Subsidiary of intercompany Indebtedness between or among the Company and any Restricted Subsidiary; *provided, however*, that:
- (i) if the Company or any Subsidiary Guarantor is the obligor on such Indebtedness, such Indebtedness must be unsecured and expressly subordinated to the prior payment in full in cash of all Obligations with respect to the Notes, in the case of the Company, or the Subsidiary Guarantee, in the case of a Subsidiary Guarantor, and
  - (ii) (a) any subsequent issuance or transfer of Equity Interests that results in any such Indebtedness being held by a Person other than the Company or a Restricted Subsidiary and (b) any sale or other transfer of any such Indebtedness to a Person that is not either the Company or a Restricted Subsidiary shall be deemed, in each case, to constitute an Incurrence of such Indebtedness by the Company or such Restricted Subsidiary, as the case may be, that was not permitted by this clause (6);
- (7) the issuance by the Company of Disqualified Stock or by any Restricted Subsidiary of Preferred Shares solely to or among the Company and any Restricted Subsidiaries; *provided, however*, that (a) any subsequent issuance or transfer of Equity Interests that results in any such Disqualified Stock or Preferred Shares being held by a Person other than the Company or a Restricted Subsidiary and (b) any sale or other transfer of any such Disqualified Stock or Preferred Shares to a Person that is not either the Company or a Restricted Subsidiary shall be deemed, in each case, to constitute an issuance of such Disqualified Stock by the Company or Preferred Shares by a Restricted Subsidiary, as the case may be, that was not permitted by this clause (7);
- (8) the Incurrence by the Company or any Restricted Subsidiary of Hedging Obligations that are Incurred in the ordinary course of business of the Company or such Restricted Subsidiary and not for speculative purposes; *provided, however*, that, in the case of:
- (i) any Interest Rate Agreement, the notional principal amount of such Hedging Obligation does not exceed the principal amount of the Indebtedness to which such Hedging Obligation relates; and
  - (ii) any Currency Exchange Protection Agreement, such Hedging Obligation does not increase the principal amount of Indebtedness of the Company or such Restricted Subsidiary outstanding other than as a result of fluctuations in foreign currency exchange rates or by reason of fees, indemnities and compensation payable thereunder;
- (9) the guarantee by the Company or a Subsidiary Guarantor of Indebtedness of the Company or a Subsidiary Guarantor that was permitted to be Incurred by another provision of this Section 4.09;
- (10) the Incurrence by the Company or any Subsidiary Guarantor of Indebtedness in an aggregate principal amount at any time outstanding, including all Permitted Refinancing Indebtedness Incurred to refund, refinance or replace any Indebtedness Incurred pursuant to this clause (10), not to exceed the greater of (i) US\$150.0 million and (ii) 5.0% of the Company's Consolidated Net Tangible Assets;
- (11) the Incurrence by the Company or any Restricted Subsidiary of Indebtedness in an aggregate principal amount at any time outstanding, including all Permitted Refinancing Indebtedness Incurred to refund, refinance or replace any Indebtedness Incurred pursuant to this clause (11), not to exceed US\$150.0 million, less the aggregate amount of all Net Proceeds of Asset Sales applied by





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the Company or any Restricted Subsidiary subsequent to the Issue Date to permanently repay such Indebtedness (and, in the case of any revolving credit Indebtedness, to effect a corresponding commitment reduction thereunder) pursuant to the provisions of Section 4.12 hereof;

- (12) the issuance of Preferred Shares by the Company's Unrestricted Subsidiaries or the Incurrence by the Company's Unrestricted Subsidiaries of Non-Recourse Debt; *provided, however*, that if any such Indebtedness ceases to be Non-Recourse Debt of an Unrestricted Subsidiary, that event shall be deemed to constitute an Incurrence of Indebtedness by a Restricted Subsidiary that was not permitted by this clause (12);
- (13) the Incurrence by the Company or any Restricted Subsidiary of Indebtedness arising from agreements of the Company or any Restricted Subsidiary providing for indemnification, adjustment of purchase price, earn out obligations or other similar obligations, in each case Incurred or assumed in connection with a transaction permitted by this Indenture;
- (14) the issuance of Indebtedness or Preferred Shares or Disqualified Stock in connection with a Tax Benefit Transaction; and
- (15) Non-Recourse Accounts Receivable Entity Indebtedness Incurred by any Accounts Receivable Entity in a Qualified Receivables Transaction.

(c) The accrual of interest, the accretion or amortization of original issue discount, the payment of interest on any Indebtedness in the form of additional Indebtedness with the same terms, and the payment of dividends on Disqualified Stock or Preferred Shares in the form of additional shares of the same class of Disqualified Stock or Preferred Shares (to the extent provided for when the Indebtedness, Disqualified Stock or Preferred Shares on which such interest or dividend is paid was originally issued) shall not be deemed to be an Incurrence of Indebtedness or an issuance of Disqualified Stock or Preferred Shares for purposes of this Section 4.09; *provided* that in each case the amount thereof is for all other purposes included in the Consolidated Interest Expense and Indebtedness of the Company or its Restricted Subsidiary as accrued.

(d) Neither the Company nor any Subsidiary Guarantor shall Incur any Indebtedness, including Permitted Debt, that is contractually subordinated in right of payment to any other Indebtedness of the Company or such Subsidiary Guarantor, as applicable, unless such Indebtedness is also contractually subordinated in right of payment to the Notes or the Subsidiary Guarantee, as applicable, on substantially identical terms; *provided, however*, that no Indebtedness of the Company or a Subsidiary Guarantor shall be deemed to be contractually subordinated in right of payment to any other Indebtedness of the Company or such Subsidiary Guarantor, as applicable, solely by virtue of collateral or lack thereof.

(e) Notwithstanding any other provision of this Section 4.09, the maximum amount of Indebtedness that may be Incurred pursuant to this Section 4.09 will not be deemed to be exceeded with respect to any outstanding Indebtedness due solely to the result of fluctuations in the exchange rate of currencies.

(f) For purposes of determining compliance with this Section 4.09, in the event that an item of proposed Indebtedness meets the criteria of more than one of the categories of Permitted Debt described in clauses (b)(1) through (15) above, or is entitled to be Incurred pursuant to paragraph (a) of this Section 4.09, the Company shall be permitted to classify such item of Indebtedness on the date of its Incurrence or later reclassify all or a portion of such item of Indebtedness, in any manner that complies with this Section. Indebtedness under Credit Facilities outstanding on the date on which Notes are first issued and authenticated under this Indenture shall be deemed to have been Incurred on such date in reliance on the exception provided by clause (1) of paragraph (b) of this Section 4.09.



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Section 4.10 **Restricted Payments.**

(a) The Company shall not make, and shall not permit any Restricted Subsidiary to make, directly or indirectly, any Restricted Payment, unless, at the time of and after giving effect to such Restricted Payment,

- (1) no Default or Event of Default has occurred and is continuing or would occur as a consequence of such Restricted Payment; and
- (2) the Company would, at the time of such Restricted Payment and after giving *pro forma* effect thereto as if such Restricted Payment had been made at the beginning of the applicable fiscal quarter, have been permitted to Incur at least US\$1.00 of additional Indebtedness, other than Permitted Debt, pursuant to the Debt to Cash Flow Ratio test set forth in Section 4.09(a) hereof; and
- (3) such Restricted Payment, together with the aggregate amount of all other Restricted Payments declared or made by the Company and its Restricted Subsidiaries after October 8, 2003, excluding Restricted Payments made pursuant to clauses (2), (3), (4), (6), (7), (8), (9) and (10) of paragraph (b) below, shall not exceed, at the date of determination, the sum, without duplication, of:
  - (A) an amount equal to the Company's Consolidated Cash Flow from October 1, 2003 to the end of the Company's most recently ended full fiscal quarter for which internal financial statements are available, taken as a single accounting period, less 1.5 times the Company's Consolidated Interest Expense from the October 1, 2003 to the end of the Company's most recently ended full fiscal quarter for which internal financial statements are available, taken as a single accounting period (or, if such amount for such period is a deficit, minus 100% of such deficit); plus
  - (B) an amount equal to 100% of Capital Stock Sale Proceeds, less any such Capital Stock Sale Proceeds used in connection with:
    - (i) an Investment made pursuant to clause (6) of the definition of "Permitted Investments;" or
    - (ii) an Incurrence of Indebtedness pursuant to Section 4.09(b)(8) hereof; plus
  - (C) to the extent that any Restricted Investment that was made after October 8, 2003 is sold for cash or otherwise liquidated or repaid for cash (except to the extent any such payment or proceeds are included in the calculation of Consolidated Cash Flow), the lesser of (i) the cash return of capital with respect to such Restricted Investment, less the cost of disposition, if any, and (ii) the initial amount of such Restricted Investment; plus
  - (D) to the extent that the Board of Directors of the Company designates any Unrestricted Subsidiary that was designated as such after October 8, 2003 as a Restricted Subsidiary, the lesser of (i) the aggregate Fair Market Value of all Investments owned by the Company and the Restricted Subsidiaries in such Subsidiary at the time such Subsidiary was designated as an Unrestricted Subsidiary and (ii) the then aggregate Fair Market Value of all Investments owned by the Company and the Restricted Subsidiaries in such Unrestricted Subsidiary.



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(b) The provisions of paragraph (a) above shall not prohibit:

- (1) so long as no Default has occurred and is continuing or would be caused thereby, the payment of any dividend within 60 days after the date the dividend is declared, if at that date of declaration such payment would have complied with the provisions of this Indenture; *provided, however*, that such dividend shall be included in the calculation of the amount of Restricted Payments;
- (2) so long as no Default has occurred and is continuing or would be caused thereby, the redemption, repurchase, retirement, defeasance or other acquisition of any Subordinated Indebtedness of the Company or any Subsidiary Guarantor or of any Equity Interests of the Company in exchange for, or out of the net cash proceeds of the substantially concurrent sale, other than to a Subsidiary of the Company or an employee stock ownership plan or to a trust established by the Company or any Subsidiary of the Company for the benefit of its employees, of, Equity Interests of the Company (other than Disqualified Stock or Back-to-Back Securities); *provided* that the amount of any such net cash proceeds that are utilized for any such redemption, repurchase, retirement, defeasance or other acquisition shall be excluded from clause (a)(3)(B) above;
- (3) so long as no Default has occurred and is continuing or would be caused thereby, the defeasance, redemption, repurchase or other acquisition of Subordinated Indebtedness of the Company or any Subsidiary Guarantor with the net cash proceeds from an Incurrence of Permitted Refinancing Indebtedness;
- (4) any payment by the Company or a Restricted Subsidiary to any one of the other of them;
- (5) so long as no Default has occurred and is continuing or would be caused thereby, the repurchase, redemption or other acquisition or retirement for value by the Company of any Equity Interests of the Company held by any member of the management of the Company or any of its Subsidiaries pursuant to any management equity subscription agreement or stock option agreement in effect as of October 8, 2003; *provided, however*, that the aggregate price paid for all such repurchased, redeemed, acquired or retired Equity Interests shall not exceed US\$5.0 million in any twelve-month period;
- (6) payments of any kind made in connection with or in respect of Back-to-Back Securities; *provided, however*, that to the extent such payments shall be made to Affiliates of the Company (other than its Subsidiaries), all corresponding payments required to be paid by such Affiliates pursuant to the related Back-to-Back Securities shall be received, immediately prior to or concurrently with any such payments, by all applicable Videotron Entities;
- (7) so long as no Default has occurred and is continuing or would be caused thereby, any Tax Benefit Transaction;
- (8) so long as no Default has occurred and is continuing or would be caused thereby, the payment of any Management Fees or other similar expenses by the Company to its direct or indirect parent company for bona fide services (including reimbursement for expenses Incurred in connection with, or allocation of corporate expenses in relation to, providing such services) provided to, and directly related to the operations of, the Company and the Restricted Subsidiaries, in an aggregate amount not to exceed 1.5% of Consolidated Revenues in any twelve-month period;



- (9) so long as no Default has occurred and is continuing or would be caused thereby, other Restricted Payments since October 8, 2003 in an aggregate amount not to exceed US\$100.0 million; and
- (10) so long as no Default has occurred and is continuing or would be caused thereby and the Debt to Cash Flow Ratio is no greater than 5.0 to 1 (calculated on a *pro forma* basis as if such payment, including any related financing transaction, had occurred at the beginning of the applicable fiscal quarter), the payment of dividends or distributions to Quebecor Media Inc. or the repayment of the QMI Subordinated Loan, in an aggregate amount not to exceed Cdn\$200.0 million since October 8, 2003.

(c) The amount of any Restricted Payment, other than those effected in cash, shall be the Fair Market Value on the date of the Restricted Payment of the asset(s) or securities proposed to be transferred or issued to or by the Company or such Restricted Subsidiary, as the case may be, pursuant to the Restricted Payment.

(d) For purposes of this Section 4.10, if (i) any Videotron Entity ceases to be the obligor under or issuer of any Back-to-Back Securities and a Person other than a Videotron Entity becomes the obligor thereunder (or the issuer of any Back-to-Back Preferred Shares) or (ii) any Restricted Subsidiary that is an obligor under or issuer of any Back-to-Back Securities ceases to be a Restricted Subsidiary other than by consolidation or merger with the Company or another Restricted Subsidiary, then the Company or such Restricted Subsidiary shall be deemed to have made a Restricted Payment in an amount equal to the accreted value of such Back-to-Back Debt (or the subscription price of any Back-to-Back Preferred Shares) at the time of the assumption thereof by such other Person or at the time such Restricted Subsidiary ceases to be a Restricted Subsidiary.

**Section 4.11 Liens.**

The Company shall not, and shall not permit any Restricted Subsidiary to, directly or indirectly, create, incur, assume or suffer to exist or become effective any Lien of any kind on any asset owned at October 8, 2003 or thereafter acquired, except Permitted Liens, unless the Company or such Restricted Subsidiary has made or will make effective provision to secure the Notes and any applicable Subsidiary Guarantees equally and ratably with the obligations of the Company or such Restricted Subsidiary secured by such Lien for so long as such obligations are secured by such Lien.

**Section 4.12 Asset Sales.**

- (a) The Company shall not, and shall not permit any Restricted Subsidiary to, consummate an Asset Sale unless:
  - (1) the Company, or the Restricted Subsidiary, as the case may be, receives consideration at the time of the Asset Sale at least equal to the Fair Market Value of the assets or Equity Interests issued or sold or otherwise disposed of; and
  - (2) [Reserved];
  - (3) at least 75% of the consideration received in such Asset Sale by the Company or such Restricted Subsidiary is in the form of cash or Cash Equivalents. For purposes of this clause (3), each of the following shall be deemed to be cash:
    - (a) any Indebtedness or other liabilities, as shown on the Company's or such Restricted Subsidiary's most recent balance sheet, of the Company or any Restricted Subsidiary (other than contingent liabilities and Indebtedness that are by their terms *pari passu* with the Notes or any Subsidiary Guarantee and liabilities to the extent owed to the Company



or any Affiliate of the Company), that are assumed by the transferee of any such assets pursuant to a written agreement that releases the Company or such Restricted Subsidiary from further liability with respect to such Indebtedness or liabilities; and

- (b) any securities, notes or other obligations received by the Company or any such Restricted Subsidiary from such transferee that are converted within 180 days of the applicable Asset Sale by the Company or such Restricted Subsidiary into cash, to the extent of the cash received in such conversion.

(b) [Reserved].

(c) Within 360 days after the receipt of any Net Proceeds from an Asset Sale, the Company may apply those Net Proceeds at its option:

- (1) to permanently repay or reduce (A) Indebtedness, other than Subordinated Indebtedness, of the Company or a Subsidiary Guarantor secured by such assets, (B) Indebtedness of the Company or a Subsidiary Guarantor under Credit Facilities or other Indebtedness of the Company that is by its terms *pari passu* with the Notes or (C) Indebtedness of a Restricted Subsidiary that is not a Subsidiary Guarantor, and, in each case, if the Indebtedness repaid is revolving credit Indebtedness, to correspondingly reduce commitments with respect thereto;
- (2) to acquire, or enter into a binding agreement to acquire, all or substantially all of the assets (other than cash, Cash Equivalents and securities) of any Person engaged in a Permitted Business; *provided, however*, that any such commitment shall be subject only to customary conditions (other than financing), and such acquisition shall be consummated no later than 180 days after the end of such 360-day period;
- (3) to acquire, or enter into a binding agreement to acquire, Voting Stock of a Person engaged in a Permitted Business from a Person that is not an Affiliate of the Company; *provided, however*, that such commitment shall be subject only to customary conditions (other than financing) and such acquisition shall be consummated no later than 180 days after the end of such 360-day period; and *provided, further, however*, that (a) after giving effect thereto, the Person so acquired becomes a Restricted Subsidiary and (b) such acquisition is otherwise made in accordance with this Indenture, including, without limitation, Section 4.10 hereof; or
- (4) to acquire, or enter into a binding agreement to acquire, other long term assets (other than securities) that are used or useful in a Permitted Business; *provided, however*, that such commitment shall be subject only to customary conditions (other than financing) and such acquisition shall be consummated no later than 180 days after the end of such 360 day period.

Pending the final application of any Net Proceeds, the Company may temporarily reduce revolving credit borrowings or otherwise invest the Net Proceeds in any manner that is not prohibited by this Indenture.

(d) Any Net Proceeds from Asset Sales that are not applied, invested or segregated from the general funds of the Company for investment in identified assets pursuant to a binding agreement, in each case as provided in paragraph (c) above shall constitute Excess Proceeds; *provided, however*, that the amount of any Net Proceeds that ceases to be so segregated as contemplated in paragraph (c) above shall also constitute "Excess



Proceeds” at the time any such Net Proceeds cease to be so segregated; *provided further, however*, that the amount of any Net Proceeds that continues to be segregated for investment and that is not actually reinvested within twenty-four months from the date of the receipt of such Net Proceeds shall also constitute “Excess Proceeds.”

(e) When the aggregate amount of Excess Proceeds exceeds US\$100.0 million, the Company shall make an offer (an “*Asset Sale Offer*”) to all Holders of Notes and all holders of other Indebtedness that is *pari passu* in right of payment with the Notes or any Subsidiary Guarantee containing provisions similar to those set forth in this Indenture with respect to offers to purchase or redeem with the proceeds of sales of assets, to purchase the maximum principal amount of Notes and such other *pari passu* Indebtedness that may be purchased out of the Excess Proceeds in accordance with the procedures set forth in Section 3.09 hereof. The offer price in any Asset Sale Offer shall be equal to 100% of principal amount of the Notes and such other *pari passu* Indebtedness, plus accrued and unpaid interest to (but excluding) the date of purchase, and shall be payable in cash. If any Excess Proceeds remain after consummation of an Asset Sale Offer and all Holders of Notes have been given the opportunity to tender their Notes for purchase in accordance with such Asset Sale Offer and this Indenture, the Company may use such Excess Proceeds for any purpose not otherwise prohibited by this Indenture. If the aggregate principal amount of Notes and such other *pari passu* Indebtedness tendered into such Asset Sale Offer exceeds the amount of Excess Proceeds, the Notes and such other *pari passu* Indebtedness shall be purchased on a *pro rata* basis (subject to Notes being in denominations of US\$2,000 or integral multiples of US\$1,000 in excess thereof) based on the principal amount of Notes and such other *pari passu* Indebtedness tendered. Upon completion of each Asset Sale Offer, the amount of Excess Proceeds shall be reset at zero.

The Company shall comply with the requirements of Rule 14e-1 under the Exchange Act and any other applicable securities laws and regulations to the extent such laws and regulations are applicable in connection with each repurchase of Notes pursuant to an Asset Sale Offer. To the extent that the provisions of any securities laws or regulations conflict with the Asset Sales provisions of this Indenture, the Company shall comply with the applicable securities laws and regulations and shall not be deemed to have breached its obligations under the Asset Sale provisions of this Indenture by virtue of such conflict.

**Section 4.13 Dividend and Other Payment Restrictions Affecting Subsidiaries.**

(a) The Company shall not, and shall not permit any Restricted Subsidiary to, directly or indirectly, create or permit to exist or become effective any consensual encumbrance or restriction on the ability of any Restricted Subsidiary to:

- (1) pay dividends or make any other distributions on its Equity Interests to the Company or any other Restricted Subsidiary, or with respect to any other interest or participation in, or measured by, its profits, or pay any liabilities owed to the Company or any other Restricted Subsidiary;
- (2) make loans or advances, or guarantee any such loans or advances, to the Company or any other Restricted Subsidiary; or
- (3) transfer any of its properties or assets to the Company or any other Restricted Subsidiary.

(b) The restrictions set forth in paragraph (a) above shall not apply to encumbrances or restrictions existing under or by reason of:

- (1) agreements governing Existing Indebtedness and Credit Facilities as in effect on October 8, 2003 and any amendments, modifications, restatements, renewals, increases, supplements, refundings, replacements or refinancings thereof; *provided, however*, that such amendments, modifications, restatements, renewals, increases, supplements, refundings, replacement or refinancings are no more restrictive, taken as a whole, with respect to such dividend and other payment restrictions than those contained in such Existing Indebtedness and Credit Facilities, as in effect on October 8, 2003;



- (2) this Indenture and the Notes;
- (3) applicable law or any applicable rule, regulation or order;
- (4) any instrument governing Indebtedness or Capital Stock of a Person acquired by the Company or any Restricted Subsidiary as in effect at the time of such acquisition (except to the extent such Indebtedness or Capital Stock was Incurred or issued in connection with or in contemplation of such acquisition), which encumbrance or restriction is not applicable to any Person, or the properties or assets of any Person, other than the Person, or the property or assets of the Person, so acquired; *provided, however*, that, in the case of Indebtedness, such Indebtedness was permitted by the terms of this Indenture to be Incurred at the time of such acquisition;
- (5) customary non-assignment provisions in leases entered into in the ordinary course of business and consistent with past practices;
- (6) purchase money obligations for property acquired in the ordinary course of business that impose restrictions on the property so acquired of the nature described in clause (3) of paragraph (a) above;
- (7) any agreement for the sale or other disposition of a Restricted Subsidiary that restricts distributions by such Restricted Subsidiary pending its sale or other disposition;
- (8) Permitted Refinancing Indebtedness; *provided, however*, that the restrictions contained in the agreements governing such Permitted Refinancing Indebtedness are no more restrictive, taken as a whole, than those contained in the agreements governing the Indebtedness being refinanced; *provided, further, however*, that if such Permitted Refinancing Indebtedness could not be entered into on commercially reasonable terms without the inclusion of dividend and other payment restrictions that are materially more restrictive than those contained in the existing Indebtedness (as determined in good faith by the Board of Directors of the Company), the Company or its Restricted Subsidiary may enter into such Permitted Refinancing Indebtedness, provided, that the dividend and other payment restrictions contained therein will not materially impair the Company's ability to make payments on the Notes (as determined in good faith by the Board of Directors of the Company);
- (9) Liens securing Indebtedness that is permitted to be secured without also securing the Notes or the applicable Subsidiary Guarantee pursuant to Section 4.11 hereof that limit the right of the debtor to dispose of the assets subject to any such Lien;
- (10) provisions with respect to the disposition or distribution of assets or property in joint venture agreements, asset sale agreements, stock sale agreements and other similar agreements entered into in the ordinary course of business;
- (11) restrictions on cash or other deposits or net worth imposed by customers under contracts entered into in the ordinary course of business;



- (12) any Indebtedness or any agreement pursuant to which such Indebtedness was issued if (A) the encumbrance or restriction applies only upon a payment or financial covenant default or event of default contained in such Indebtedness or agreement, (B) such encumbrance or restriction is not materially more disadvantageous to the Holders than is customary in comparable financings (as determined in good faith by the Board of Directors of the Company) and (C) such encumbrance or restriction will not materially impair the Company's ability to make payments on the Notes (as determined in good faith by the Board of Directors of the Company); and
- (13) Non-Recourse Accounts Receivable Entity Indebtedness or other contractual requirements of an Accounts Receivable Entity in connection with a Qualified Receivables Transaction; *provided that* such restrictions apply only to such Accounts Receivable Entity or the receivables which are subject to the Qualified Receivables Transaction.

**Section 4.14 Transactions with Affiliates.**

(a) The Company shall not, and shall not permit any Restricted Subsidiary to, directly or indirectly, make any payment to, or sell, lease, transfer, exchange or otherwise dispose of any of its properties or assets to, or purchase any property or assets from, or enter into or make or amend any transaction or series of transactions, contract, agreement, understanding, loan, advance or guarantee with, or for the benefit of, any Affiliate, officer or director of the Company (each, an "*Affiliate Transaction*") unless:

- (1) such Affiliate Transaction is on terms that are no less favorable to the Company or the relevant Restricted Subsidiary than those that would have been obtained in a comparable arm's length transaction by the Company or such Restricted Subsidiary with an unrelated Person; and
- (2) with respect to any Affiliate Transaction or series of related Affiliate Transactions with a fair market value in excess of US\$50.0 million, such Affiliate Transaction or series of related Affiliate Transactions has been approved by a majority of the disinterested members of the Board of Directors of the Company; *provided*, that if the fair market value exceeds US \$100 million, the approval of the disinterested members of the Board of Directors of the Company shall be based upon an opinion or appraisal issued by an independent accounting, appraisal or investment banking firm of national standing in the United States or Canada; *provided, further, however*, that no such opinion or appraisal shall be required in respect of Consolidation Transactions.

(b) The following items shall be deemed not to constitute Affiliate Transactions and, therefore, shall not be subject to the provisions of paragraph (a) above:

- (1) any employment agreement entered into by the Company or any Restricted Subsidiary in the ordinary course of business and consistent with the past practice of the Company or such Restricted Subsidiary;
- (2) transactions between or among the Company and/or the Restricted Subsidiaries;
- (3) transactions with a Person that is an Affiliate of the Company solely because the Company owns an Equity Interest in such Person, *provided* such transactions are on terms that are no less favorable to the Company or the relevant Restricted Subsidiary than those that would have been obtained in a comparable arm's length transaction by the Company or such Restricted Subsidiary with an unrelated Person;





- (4) payment of reasonable directors fees to Persons who are not otherwise Affiliates of the Company;
- (5) sales of Equity Interests of the Company, other than Disqualified Stock or Back-to-Back Securities, to Affiliates of the Company;
- (6) any agreement or arrangement as in effect on October 8, 2003 or any amendment thereto or any transaction contemplated thereby, including pursuant to any amendment thereto, in any replacement agreement or arrangement thereto so long as any such amendment or replacement agreement or arrangement is not more disadvantageous to the Company or the Restricted Subsidiaries, as the case may be, in any material respect than the original agreement as in effect on October 8, 2003;
- (7) Restricted Payments that are permitted by the provisions of Section 4.10 hereof;
- (8) Permitted Investments;
- (9) any Tax Benefit Transaction; and
- (10) transactions effected as part of a Qualified Receivables Transaction.

Section 4.15 **[Reserved]**.

Section 4.16 **[Reserved]**.

Section 4.17 **Designation of Restricted and Unrestricted Subsidiaries.**

- (a) The Board of Directors of the Company may designate any Subsidiary to be an Unrestricted Subsidiary if such Subsidiary:
- (1) has no Indebtedness other than Non-Recourse Debt;
  - (2) does not own any Equity Interest of any Restricted Subsidiary, or hold any Liens on any property of the Company or any of its Restricted Subsidiaries;
  - (3) is not party to any agreement, contract, arrangement or understanding with the Company or any Restricted Subsidiary unless the terms of any such agreement, contract, arrangement or understanding are no less favorable to the Company or such Restricted Subsidiary than those that might be obtained at the time from Persons who are not Affiliates of the Company;
  - (4) is a Person with respect to which neither the Company nor any Restricted Subsidiary has any direct or indirect obligation (a) to subscribe for additional Equity Interests or (b) to maintain or preserve such Person's financial condition or to cause such Person to achieve any specified levels of operating results;
  - (5) except in the case of a Subsidiary Guarantor that is designated as an Unrestricted Subsidiary in accordance with this Indenture, has not guaranteed or otherwise directly or indirectly provided credit support for any Indebtedness of the Company or any Restricted Subsidiary;
  - (6) has at least one director on its Board of Directors that is not a director or executive officer of the Company or any Restricted Subsidiary and has at least one executive officer that is not a director or executive officer of the Company or any Restricted Subsidiary; and



(7) such designation would not cause a Default or Event of Default.

(b) Any designation of a Subsidiary of the Company as an Unrestricted Subsidiary shall be evidenced to the Trustee by filing with the Trustee a certified copy of the Board Resolution giving effect to such designation and an Officers' Certificate certifying that such designation complied with the provisions of paragraph (a) above and was permitted by the provisions of Section 4.10 hereof. If, at any time, any Unrestricted Subsidiary would fail to meet the requirements of the provisions of paragraph (a) above, it shall thereafter cease to be an Unrestricted Subsidiary for purposes of this Indenture and any Preferred Shares of such Subsidiary shall be deemed to be issued and any Indebtedness of such Subsidiary shall be deemed to be Incurred by a Restricted Subsidiary as of such date and, if such Preferred Shares are not permitted to be issued or such Indebtedness is not permitted to be Incurred as of such date under the provisions of Section 4.09 hereof, the Company shall be in default of such Section.

(c) If a Restricted Subsidiary is designated as an Unrestricted Subsidiary, the aggregate Fair Market Value of all outstanding Investments owned by the Company and the Restricted Subsidiaries in the Subsidiary so designated shall be deemed to be an Investment made as of the time of such designation and shall either reduce the amount available for Restricted Payments under Section 4.10(a) hereof or reduce the amount available for future Investments under one or more clauses of the definition of Permitted Investments, as the Company shall determine. Such designation shall be permitted only if such Investment would be permitted at such time and if such Restricted Subsidiary otherwise meets the requirements of the provisions of paragraph (a) above. Upon designation of a Restricted Subsidiary as an Unrestricted Subsidiary in compliance with this Section 4.17, such Subsidiary shall be released from any Subsidiary Guarantee previously made by such Subsidiary in accordance with the provisions of Section 10.05 hereof.

(d) The Board of Directors of the Company may at any time designate any Unrestricted Subsidiary to be a Restricted Subsidiary; *provided, however*, that (i) such designation shall be deemed to be an Incurrence of Indebtedness by a Restricted Subsidiary of any outstanding Indebtedness of such Unrestricted Subsidiary and such designation shall only be permitted if such Indebtedness is permitted under the provisions of Section 4.09 hereof, calculated on a *pro forma* basis as if such designation had occurred at the beginning of the most recently ended full fiscal quarter for which internal financial statements are available; (ii) all outstanding Investments owned by such Unrestricted Subsidiary shall be deemed to be made as of the time of such designation and such Investments shall only be permitted if such Investments would be permitted under the provisions of Section 4.10 hereof; (iii) all Liens upon property or assets of such Unrestricted Subsidiary existing at the time of such designation would be permitted under the provisions of Section 4.11 hereof; and (iv) no Default or Event of Default would be in existence immediately following such designation.

**Section 4.18 Repurchase at the Option of Holders Upon a Change of Control Triggering Event.**

(a) Upon the occurrence of a Change of Control Triggering Event, the Company shall, within 30 days of a Change of Control Triggering Event, make an offer (the "*Change of Control Offer*") pursuant to the procedures set forth in Section 3.09 hereof. Each Holder shall have the right to accept such offer and require the Company to repurchase all or any part (equal to US\$2,000 or an integral multiple of US\$1,000 in excess thereof) of such Holder's Notes pursuant to the Change of Control Offer at a purchase price, in cash (the "*Change of Control Amount*"), equal to 101% of the aggregate principal amount of Notes repurchased, plus accrued and unpaid interest on the Notes repurchased to (but excluding) the purchase date.

(b) The Company shall not be required to make a Change of Control Offer upon a Change of Control Triggering Event if a third party makes a Change of Control Offer in the manner, at the times and otherwise in compliance with the requirements set forth in this Indenture applicable to a Change of Control Offer made by the Company and purchases all Notes or portions of Notes properly tendered and not withdrawn under the Change of Control Offer.



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*Section 4.19* **Future Guarantors.**

The Company shall cause each Person that becomes a Wholly Owned Restricted Subsidiary of the Company following the Issue Date to become a Subsidiary Guarantor and to execute a supplemental indenture and deliver an Opinion of Counsel to the Trustee. In addition, the Company shall not permit any of its Restricted Subsidiaries, directly or indirectly, to guarantee any other Indebtedness (including any Back-to-Back Debt) of the Company or any of its Restricted Subsidiaries, unless such Restricted Subsidiary is a Subsidiary Guarantor or simultaneously executes and delivers a supplemental indenture providing for a Subsidiary Guarantee of the payment of the Notes by such Restricted Subsidiary, which Subsidiary Guarantee shall be senior to or *pari passu* with such Subsidiary's guarantee of such other Indebtedness. The form of the Subsidiary Guarantee is attached hereto as Exhibit E.

*Section 4.20* **Additional Amounts.**

(a) All payments made by or on behalf of the Company or the Subsidiary Guarantors on or with respect to the Notes pursuant to this Indenture shall be made without withholding or deduction for any Taxes imposed by any Canadian Taxing Authority, unless required by law or the interpretation or administration thereof by the relevant Canadian Taxing Authority. If the Company or any Subsidiary Guarantor (or any other payor) is required to withhold or deduct any amount on account of Taxes imposed by any Canadian Taxing Authority from any payment made under or with respect to any Notes that are outstanding on the date of the required payment, it shall:

- (1) make such withholding or deduction;
- (2) remit the full amount deducted or withheld to the relevant government authority in accordance with applicable law;
- (3) pay the additional amounts ("*Additional Amounts*") as may be necessary so that the net amount received by each holder (including *Additional Amounts*) after such withholding or deduction will not be less than the amount the holder would have received if such Taxes had not been withheld or deducted;
- (4) furnish to the Holders, within 30 days after the date the payment of any Taxes is due, certified copies of tax receipts evidencing such payment by the Company or such Subsidiary Guarantor;
- (5) indemnify and hold harmless each Holder (other than an Excluded Holder, as defined in paragraph (b) below) for the amount of (a) any Taxes paid by each such Holder as a result of payments made on or with respect to the Notes, (b) any liability (including penalties, interest and expenses) arising from or with respect to such payments and (c) any Taxes imposed with respect to any reimbursement under the foregoing clauses (a) or (b), but excluding any such Taxes that are in the nature of Taxes on net income, taxes on capital, franchise taxes, net worth taxes and similar taxes; and
- (6) at least 30 days prior to each date on which any payment under or with respect to the Notes is due and payable, if the Company or any Subsidiary Guarantor becomes obligated to pay *Additional Amounts* with respect to such payment, deliver to the Trustee an Officers' Certificate stating the amounts so payable and such other information necessary to enable the Trustee to pay such *Additional Amounts* to Holders on the payment date.



(b) Notwithstanding the provisions of paragraph (a) above, no Additional Amounts shall be payable to a Person (an “Excluded Holder”) in respect of a payment made to such Person under or with respect to a Note:

- (1) if such Person is subject to such Taxes by reason of its being connected with Canada or any province or territory thereof otherwise than by the mere acquisition, holding or disposition of Notes or the receipt of payments thereunder;
- (2) if such Person waives its right to receive Additional Amounts;
- (3) if the Company or such Subsidiary Guarantor does not deal at arm’s length, within the meaning of the *Income Tax Act* (Canada), with such Person at the time of such payment;
- (4) if the Company or such Subsidiary Guarantor does not deal at arm’s length, within the meaning of the *Income Tax Act* (Canada), with another Person to whom the Company or such Subsidiary Guarantor has an obligation to pay an amount in respect of the Notes; or
- (5) to the extent that the Taxes giving rise to such Additional Amounts would not have been imposed but for such person being, or not dealing at arm’s length (within the meaning of the *Income Tax Act* (Canada)) with, a “specified shareholder” of the Company for purposes of the thin capitalization rules in the *Income Tax Act* (Canada).

Any reference, in any context in this Indenture, to the payment of principal, premium, if any, redemption price, Change of Control Amount, offer price and interest, or any other amount payable under or with respect to any Note, shall be deemed to include the payment of Additional Amounts to the extent that, in such context, Additional Amounts are, were or would be payable.

The obligations described under this Section 4.20 will survive any termination, defeasance or discharge of this Indenture and will apply *mutatis mutandis* to any jurisdiction in which any successor Person to the Company or any Subsidiary Guarantor, as applicable, is organized or any political subdivision or taxing authority or agency thereof or therein.

It is understood for purposes of this Section 4.20 that the determination of the amount of Additional Amounts shall be made at the beneficial owner level.

**Section 4.21 Business Activities.**

The Company shall not, and shall not permit any Restricted Subsidiary to, engage in any business other than the Permitted Businesses, except to such extent as would not be material to the Company and its Restricted Subsidiaries taken as a whole.

**Section 4.22 Covenant Termination.**

Notwithstanding anything to the contrary set forth in this Indenture, if on any day following the Issue Date, (a) the Notes reach Investment Grade Status and (b) no Default has occurred and is continuing under this Indenture, then, beginning on that date and continuing at all times thereafter regardless of any subsequent changes in the rating of the Notes, the Company will be under no obligation to comply with the terms and conditions described in Sections 4.09, 4.10, 4.12, 4.13, 4.14, 4.17(d)(i), 4.21, 5.01(a)(4) and 5.01(b)(4), and such covenants, terms and conditions shall cease to apply to the Notes.

**Section 4.23 Accounting Changes.**

For the purposes of this Indenture, any failure to comply with any covenant or agreement under the Indenture (other than the covenants described in Section 4.10 and the first paragraph of Section 4.09) that results solely from a change in GAAP, shall, to the extent that the underlying transactions, items or Incurrences (including,



without limitation, Liens and items of Indebtedness) (or portions thereof) cannot be reclassified in a manner that results in compliance with the relevant covenant or agreement, be permitted and shall, solely to the extent of the non-compliance, be deemed not to be a failure to comply with such covenant or agreement.

**ARTICLE 5.  
SUCCESSORS**

*Section 5.01* **Merger, Consolidation and Sale of Assets of the Company and Subsidiary Guarantors.**

(a) The Company may not directly or indirectly, (i) consolidate, merge or amalgamate with or into another Person, whether or not the Company is the surviving corporation, or (ii) sell, assign, transfer, convey or otherwise dispose of all or substantially all of the properties or assets of the Company and the Restricted Subsidiaries, taken as a whole, in one or more related transactions, to another Person, unless, in either case,

- (1) either (a) the Company is the surviving corporation, or (b) the Person formed by or surviving any such consolidation, merger or amalgamation (if other than the Company) or to which such sale, assignment, transfer, conveyance or other disposition shall have been made (the “*Surviving Company*”) is a corporation organized or existing under the laws of the United States, any state of the United States, the District of Columbia, Canada or any province or territory of Canada;
- (2) the Surviving Company expressly assumes all the obligations of the Company under the Notes and this Indenture pursuant to agreements reasonably satisfactory to the Trustee;
- (3) immediately after giving effect to such transaction no Default or Event of Default exists; and
- (4) the Company or the Surviving Company shall, on the date of such transaction after giving *pro forma* effect thereto and any related financing transactions as if the same had occurred at the beginning of the applicable fiscal quarter, (a) be permitted to Incur at least US\$1.00 of additional Indebtedness pursuant to the Debt to Cash Flow Ratio test set forth in Section 4.09(a) hereof or (b) have a Debt to Cash Flow Ratio equal to or less than the Company’s Debt to Cash Flow Ratio immediately prior to such transaction.

(b) Unless in connection with a disposition by the Company or a Subsidiary Guarantor of its entire ownership interest in a Subsidiary Guarantor or all or substantially all the assets of a Subsidiary Guarantor permitted by, and in accordance with the applicable provisions of, this Indenture (including, without limitation, the provisions of Section 4.12 hereof), the Company shall cause each Subsidiary Guarantor not to directly or indirectly, (i) consolidate, merge or amalgamate with or into another Person, whether or not such Subsidiary Guarantor is the surviving corporation, or (ii) sell, assign, transfer, convey or otherwise dispose of all or substantially all of the properties or assets of such Subsidiary Guarantor, in one or more related transactions, to another Person, unless, in either case,

- (1) either (a) such Subsidiary Guarantor is the surviving corporation, or (b) the Person formed by or surviving any such consolidation, merger or amalgamation (if other than such Subsidiary Guarantor) or to which such sale, assignment, transfer, conveyance or other disposition shall have been made (the “*Surviving Guarantor*”) is a corporation, limited liability company or limited partnership organized or existing under the laws of the United States, any state of the United States, the District of Columbia, Canada or any province or territory of Canada;



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- (2) the Surviving Guarantor expressly assumes all the obligations of such Subsidiary Guarantor under its Subsidiary Guarantee and this Indenture pursuant to agreements reasonably satisfactory to the Trustee;
- (3) immediately after giving effect to such transaction no Default or Event of Default exists; and
- (4) either (a) such Subsidiary Guarantor or the Surviving Guarantor shall, on the date of such transaction after giving *pro forma* effect thereto and any related financing transactions as if the same had occurred at the beginning of the applicable fiscal quarter, be permitted to Incur at least US\$1.00 of additional Indebtedness pursuant to the Debt to Cash Flow Ratio test set forth in Section 4.09(a) hereof or (b) the Company will, on the date of such transaction after giving *pro forma* effect thereto and any related financing transactions as if the same had occurred at the beginning of the applicable fiscal quarter, have a Debt to Cash Flow Ratio equal to or less than the Company's Debt to Cash Flow Ratio immediately prior to such transaction.

(c) In addition, the Company shall not, and shall cause each Subsidiary Guarantor not to, directly or indirectly, lease all or substantially all of its properties or assets, in one or more related transactions, to any other Person. Clauses (a)(4) and (b)(4) of this Section 5.01 shall not apply to a merger, consolidation or amalgamation, or a sale, assignment, transfer, conveyance or other disposition of assets, between or among the Company and any Restricted Subsidiary.

**Section 5.02 Successor Corporation Substituted.**

Each Surviving Company and Surviving Guarantor shall succeed to, and be substituted for, and may exercise every right and power of the Company or a Subsidiary Guarantor, as applicable, under this Indenture; *provided, however*, that in the case of:

(a) a sale, transfer, assignment, conveyance or other disposition (unless such sale, transfer, assignment, conveyance or other disposition is of all or substantially all of the assets of the Company and the Restricted Subsidiaries, taken as a whole, or in the case of a Subsidiary Guarantor, such sale, transfer, assignment, conveyance or other disposition is of all or substantially all of the assets of such Subsidiary Guarantor or all of the Capital Stock of such Subsidiary Guarantor to a Person that is not (either before or after giving effect to such transactions) a Subsidiary of the Company), or

(b) a lease,

the predecessor company shall not be released from any of the obligations or covenants under this Indenture, including with respect to the payment of the Notes and obligations under the Subsidiary Guarantees.

**ARTICLE 6.**  
**DEFAULTS AND REMEDIES**

**Section 6.01 Events of Default.**

Each of the following is an "Event of Default:"

(i) default for 30 days in the payment when due of interest on, including Additional Amounts, if any, or with respect to, the Notes;

(ii) default in payment, when due at Stated Maturity, upon acceleration, redemption, required repurchase or otherwise, of the principal of, or premium, if any, on the Notes;



(iii) failure by the Company or any Restricted Subsidiary to comply with the provisions of Section 4.12, 4.18 or 5.01 hereof;

(iv) failure by the Company for 90 days after written notice thereof has been given to the Company by the Trustee, or to the Company and the Trustee by the Holders of at least 25% of the aggregate principal amount of the Notes outstanding, to comply with the provisions of Section 4.03 hereof;

(v) failure by the Company or any Restricted Subsidiary for 60 days after written notice thereof has been given to the Company by the Trustee or to the Company and the Trustee by the Holders of at least 25% of the aggregate principal amount of the Notes outstanding to comply with any of its other covenants or agreements in this Indenture (other than those covenants or agreements in Sections 4.03, 4.12, 4.18 and 5.01 hereof);

(vi) default under any mortgage, hypothec, indenture or instrument under which there may be issued or by which there may be secured or evidenced any Indebtedness for borrowed money by the Company or any Restricted Subsidiary, or the payment of which is guaranteed by the Company or any Restricted Subsidiary, whether such Indebtedness or guarantee now exists, or is created after the Issue Date, if that default:

(a) is caused by a failure to pay principal of, or interest or premium, if any, on, such Indebtedness when due at the final maturity of such Indebtedness (a "Payment Default"); or

(b) results in the acceleration of such Indebtedness prior to its Stated Maturity,

and, in each case, the principal amount of any such Indebtedness, together with the principal amount of any other such Indebtedness under which there has been a Payment Default or the maturity of which has been so accelerated, aggregates US\$25.0 million or more;

(vii) failure by the Company or any Restricted Subsidiary to pay final, non-appealable judgments aggregating in excess of US\$25.0 million, which judgments are not paid, discharged or stayed for a period of 60 days;

(viii) any Subsidiary Guarantee of a Significant Subsidiary ceases, or the Subsidiary Guarantees of any group of Subsidiaries that, when taken together, would constitute a Significant Subsidiary cease, to be in full force and effect (other than in accordance with the terms of any such Subsidiary Guarantee) or any Subsidiary Guarantor that is a Significant Subsidiary denies or disaffirms its obligations under its Subsidiary Guarantee, or a group of Subsidiary Guarantors that, when taken together, would constitute a Significant Subsidiary deny or disaffirm their obligations under their respective Subsidiary Guarantees;

(ix) the Company or any of its Significant Subsidiaries that are Restricted Subsidiaries or any group of Restricted Subsidiaries that, when taken together, would constitute a Significant Subsidiary, pursuant to or within the meaning of any Bankruptcy Law:

(A) commences a voluntary case or gives notice of intention to make a proposal under any Bankruptcy Law;

(B) consents to the entry of an order for relief against it in an involuntary case or consents to its dissolution or winding up;

(C) consents to the appointment of a receiver, interim receiver, receiver and manager, liquidator, Trustee or custodian of it or for all or substantially all of its property;



- (D) makes a general assignment for the benefit of its creditors;
  - (E) admits in writing its inability to pay its debts as they become due or otherwise admits its insolvency; or
  - (F) seeks a stay of proceedings against it or proposes or gives notice or intention to propose a compromise, arrangement or reorganization of any of its debts or obligations under any Bankruptcy Law;
  - (x) a court of competent jurisdiction enters an order or decree under any Bankruptcy Law that:
    - (A) is for relief against the Company or any of its Significant Subsidiaries that are Restricted Subsidiaries or any group of Restricted Subsidiaries that, when taken together, would constitute a Significant Subsidiary, in an involuntary case; or
    - (B) appoints a receiver, interim receiver, receiver and manager, liquidator, trustee or custodian of the Company or any of its Significant Subsidiaries that are Restricted Subsidiaries or any group of Restricted Subsidiaries that, when taken together, would constitute a Significant Subsidiary, or for all or substantially all of the property of the Company or any of its Significant Subsidiaries that are Restricted Subsidiaries or any group of Restricted Subsidiaries that, when taken together, would constitute a Significant Subsidiary;
    - (C) orders the liquidation of the Company or any of its Significant Subsidiaries that are Restricted Subsidiaries or any group of Restricted Subsidiaries that, when taken together, would constitute a Significant Subsidiary; or
    - (D) orders the presentation of any plan or arrangement, compromise or reorganization of the Company or any of its Significant Subsidiaries that are Restricted Subsidiaries or any group of Restricted Subsidiaries that, when taken together, would constitute a Significant Subsidiary;
- and such order or decree remains unstayed and in effect for 60 consecutive days.

**Section 6.02 Acceleration.**

If any Event of Default (other than those of the type described in Section 6.01(ix) or (x)) occurs and is continuing, the Trustee may, and the Trustee upon the request of Holders of 25% in principal amount of the outstanding Notes shall, or the Holders of at least 25% in principal amount of outstanding Notes may, declare the principal of all the Notes, together with all accrued and unpaid interest, premium, if any, to be due and payable by notice in writing to the Company and the Trustee specifying the respective Event of Default and that such notice is a notice of acceleration (the "Acceleration Notice"), and the same shall become immediately due and payable.

In the case of an Event of Default specified in Section 6.01(ix) or (x) hereof, all outstanding Notes shall become due and payable immediately without further action or notice by the Trustee or the Holders. Holders may not enforce this Indenture or the Notes except as provided in this Indenture.

At any time after a declaration of acceleration with respect to the Notes, the Holders of a majority in principal amount of the Notes then outstanding (by notice to the Trustee) may rescind and cancel such declaration and its consequences if:

- (a) the rescission would not conflict with any judgment or decree of a court of competent jurisdiction;





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(b) all existing Defaults and Events of Default have been cured or waived except nonpayment of principal of or interest on the Notes that has become due solely by such declaration of acceleration;

(c) to the extent the payment of such interest is lawful, interest (at the same rate specified in the Notes) on overdue installments of interest and overdue payments of principal which has become due otherwise than by such declaration of acceleration has been paid;

(d) the Company has paid the Trustee its reasonable compensation and reimbursed the Trustee for its reasonable expenses, disbursements and advances; and

(e) in the event of the cure or waiver of an Event of Default of the type described in Section 6.01(ix) or (x), the Trustee has received an Officers' Certificate and Opinion of Counsel that such Event of Default has been cured or waived.

In the case of an Event of Default with respect to the Notes occurring by reason of any willful action or inaction taken or not taken by the Company or on the Company's behalf with the intention of avoiding payment of the premium that the Company would have been required to pay if the Company had then elected to redeem the Notes pursuant to Section 3.07 hereof, an equivalent premium shall also become and be immediately due and payable to the extent permitted by law upon the acceleration of the Notes.

**Section 6.03 Other Remedies.**

If an Event of Default occurs and is continuing, the Trustee may pursue any available remedy to collect the payment of principal, premium, if any, and interest on the Notes or to enforce the performance of any provision of the Notes or this Indenture.

The Trustee may maintain a proceeding even if it does not possess any of the Notes or does not produce any of them in the proceeding. A delay or omission by the Trustee or any Holder in exercising any right or remedy accruing upon an Event of Default shall not impair the right or remedy or constitute a waiver of or acquiescence in the Event of Default. All remedies shall be cumulative to the extent permitted by law.

**Section 6.04 Waiver of Past Defaults.**

The Holders of at least a majority in aggregate principal amount of the Notes then outstanding by notice to the Trustee may on behalf of the Holders of all of the Notes waive any existing Default or Event of Default, and its consequences, except a continuing Default or Event of Default (i) in the payment of the principal of or interest on the Notes and (ii) in respect of a covenant or provision which under this Indenture cannot be modified or amended without the consent of the Holder of each Note affected by such modification or amendment. Upon any waiver of a Default or Event of Default such Default shall cease to exist, and any Event of Default arising therefrom shall be deemed cured for every purpose of this Indenture, but no such waiver shall extend to any subsequent or other Default or Event of Default or impair any right consequent thereon.

**Section 6.05 Control by Majority.**

Subject to Section 7.01, Section 7.02(e) (including the Trustee's receipt of the security or indemnification described therein) and Section 7.07 hereof, in case an Event of Default shall occur and be continuing, the Holders of at least a majority in aggregate principal amount of the Notes then outstanding shall have the right to direct the time, method and place of conducting any proceeding for any remedy available to the Trustee or exercising any trust or power conferred on the Trustee with respect to the Notes; *provided, however*, the Trustee may refuse to follow any direction from the Holders of at least a majority in aggregate principal amount of the Notes then outstanding that conflicts with applicable law or this Indenture, or that the Trustee determines in good faith may be unduly prejudicial to the rights of the Holders not joining in the giving of such direction, and may take any other action it deems proper that is not inconsistent with such direction.



*Section 6.06* **Limitation on Suits.**

No Holder shall have any right to institute any proceeding with respect to this Indenture, or for the appointment of a receiver or trustee, or for any remedy thereunder, unless:

(a) such Holder has previously given to the Trustee written notice of a continuing Event of Default,

(b) Holders of at least 25% in aggregate principal amount of the Notes then outstanding have made written request to the Trustee to pursue the institution of any proceeding with respect to this Indenture, or the appointment of a receiver or trustee, or any remedy,

(c) such Holder or Holders have offered to the Trustee indemnity or security satisfactory to the Trustee against any costs, liability or expense,

(d) the Trustee shall have failed to comply with the request within 60 days after receipt of the request and the offer of indemnity, and

(e) the Trustee shall not have received from the Holders of a majority in aggregate principal amount of the Notes then outstanding a direction inconsistent with such request and shall have failed to institute such proceeding within 60 days.

The preceding limitations shall not apply to a suit instituted by a Holder for enforcement of payment of principal of, and premium, if any, or interest on, a Note on or after the respective due dates for such payments set forth in such Note.

A Holder may not use this Indenture to affect, disturb or prejudice the rights of another Holder or to obtain a preference or priority over another Holder (it being understood that the Trustee does not have an affirmative duty to ascertain whether or not such actions or forbearances are unduly prejudicial to such Holders).

*Section 6.07* **Rights of Holders to Receive Payment.**

Notwithstanding any other provision of this Indenture (including, without limitation, Section 6.06 hereof), the right of any Holder to receive payment of principal, premium, if any, and interest on the Notes held by such Holder, on or after the respective due dates expressed in the Notes (including in connection with an offer to purchase), or to bring suit for the enforcement of any such payment on or after such respective dates, shall not be impaired or affected without the consent of such Holder.

*Section 6.08* **Collection Suit by Trustee.**

If an Event of Default specified in Section 6.01 (i) or (ii) occurs and is continuing, the Trustee is authorized to recover judgment in its own name and as trustee of an express trust against the Company for the whole amount of principal of, premium, if any, and interest then due and owing (together with interest on overdue principal and, to the extent lawful, interest) and such further amount as shall be sufficient to cover the costs and expenses of collection, including the reasonable compensation, expenses, disbursements and advances of the Trustee, its agents and counsel.

*Section 6.09* **Trustee May File Proofs of Claim.**

The Trustee shall be authorized to file such proofs of claim and other papers or documents as may be necessary or advisable in order to have the claims of the Trustee (including any claim for the reasonable compensation, expenses, disbursements and advances of the Trustee, its agents and counsel) and the Holders allowed in any judicial proceedings relative to the Company (or any other obligor upon the Notes), its creditors or its property and shall be entitled and empowered to collect, receive and distribute any money or other property payable or deliverable on any such claims and any custodian in any such judicial proceeding is hereby authorized by each Holder to make such payments to the Trustee, and in the event that the Trustee shall consent to the making of such payments directly to the Holders, to pay to the Trustee any amount due to it for the reasonable compensation,



expenses, disbursements and advances of the Trustee, its agents and counsel, and any other amounts due to the Trustee under Section 7.07 hereof. To the extent that the payment of any such compensation, expenses, disbursements and advances of the Trustee and its agents and counsel, and any other amounts due to the Trustee under Section 7.07 hereof out of the estate in any such proceeding, shall be denied for any reason, payment of the same shall be secured by a Lien on, and shall be paid out of, any and all distributions, moneys, securities and any other properties that the Holders may be entitled to receive in such proceeding whether in liquidation or under any plan of reorganization or arrangement or otherwise. Nothing herein contained shall be deemed to authorize the Trustee to authorize or consent to or accept or adopt on behalf of any Holder any plan of reorganization, arrangement, adjustment or composition affecting the Notes or the rights of any Holder, or to authorize the Trustee to vote in respect of the claim of any Holder in any such proceeding.

**Section 6.10** **Priorities.**

If the Trustee collects any money pursuant to this Article 6, it shall be held in trust by the Trustee and paid out in the following order:

*First:* to the Trustee, its agents and attorneys for amounts due under this Indenture, including payment of all compensation, expenses and liabilities Incurred, and all advances made, by the Trustee and the costs and expenses of collection;

*Second:* to Holders for amounts due and unpaid on the Notes for principal, premium, if any, and interest ratably, without preference or priority of any kind, according to the amounts due and payable on the Notes for principal, premium, if any, and interest, respectively; and

*Third:* to the Company or to such party as a court of competent jurisdiction shall direct.

The Trustee may fix a record date and payment date for any payment to Holders pursuant to this Section 6.10.

**Section 6.11** **Undertaking for Costs.**

In any suit for the enforcement of any right or remedy under this Indenture or in any suit against the Trustee for any action taken or omitted by it as a Trustee, a court in its discretion may require the filing by any party litigant in such suit of an undertaking to pay the costs of such suit, and the court in its discretion may assess reasonable costs, including reasonable attorneys' fees, against any party litigant in such suit, having due regard to the merits and good faith of the claims or defenses made by the party litigant. This Section 6.11 shall not apply to a suit by the Trustee, a suit by a Holder pursuant to Section 6.07 hereof, or a suit by Holders of more than 10% in principal amount of the then outstanding Notes.

**ARTICLE 7.**  
**TRUSTEE**

**Section 7.01** **Duties of Trustee.**

(a) If an Event of Default has occurred and is continuing, the Trustee shall exercise such of the rights and powers vested in it by this Indenture, and use the same degree of care and skill in its exercise, as a prudent Person would exercise or use under the circumstances in the conduct of such Person's own affairs.

(b) Except during the continuance of an Event of Default:

(1) the duties of the Trustee shall be determined solely by the express provisions of this Indenture and the Trustee need perform only those duties that are specifically set forth in this Indenture and no others, and no implied covenants or obligations shall be read into this Indenture against the Trustee; and



(2) in the absence of bad faith on its part, the Trustee may conclusively rely, as to the truth of the statements and the correctness of the opinions expressed therein, upon certificates or opinions furnished to the Trustee and conforming to the requirements of this Indenture. However, the Trustee shall examine the certificates and opinions to determine whether or not they conform to the requirements of this Indenture (but need not confirm or investigate the accuracy of mathematical calculations or other facts stated therein).

(c) The Trustee may not be relieved from liabilities for its own negligent action, its own negligent failure to act, or its own willful misconduct, except that:

(1) this paragraph does not limit the effect of paragraph (b) of this Section;

(2) the Trustee shall not be liable for any error of judgment made in good faith by a Responsible Officer, unless it is proved that the Trustee was negligent in ascertaining the pertinent facts; and

(3) the Trustee shall not be liable with respect to any action it takes or omits to take in good faith in accordance with a direction received by it pursuant to Section 6.05 hereof.

(d) Whether or not therein expressly so provided, every provision of this Indenture that in any way relates to the Trustee is subject to paragraphs (a), (b) and (c) of this Section 7.01.

(e) No provision of this Indenture shall require the Trustee to expend or risk its own funds or incur any financial liability. The Trustee shall be under no obligation to exercise any of its rights and powers under this Indenture at the request of any Holders, unless such Holders shall have offered to the Trustee security and indemnity satisfactory to it against any loss, liability or expense.

(f) The Trustee shall not be liable for interest on any money received by it except as the Trustee may agree in writing with the Company. Money held in trust by the Trustee need not be segregated from other funds except to the extent required by law.

*Section 7.02* **Rights of Trustee.**

(a) The Trustee may conclusively rely upon any document believed by it to be genuine and to have been signed or presented by the proper Person. The Trustee need not investigate any fact or matter stated in any such document.

(b) Before the Trustee acts or refrains from acting, it may require an Officers' Certificate or an Opinion of Counsel or both. The Trustee shall not be liable for any action it takes or omits to take in good faith in reliance on such Officers' Certificate or Opinion of Counsel. The Trustee may consult with counsel of its selection and the written advice of such counsel or any Opinion of Counsel shall be full and complete authorization and protection from liability in respect of any action taken, suffered or omitted by it hereunder in good faith and in reliance thereon.

(c) The Trustee shall not be liable for any action it takes or omits to take in good faith that it believes to be authorized or within the rights or powers conferred upon it by this Indenture.

(d) Unless otherwise specifically provided in this Indenture, any demand, request, direction or notice from the Company shall be sufficient if signed by an Officer of the Company.

(e) The Trustee shall be under no obligation to exercise any of the rights or powers vested in it by this Indenture at the request or direction of any of the Holders unless such Holders shall have offered to the Trustee security or indemnity reasonably acceptable to it against the costs, expenses and liabilities that might be incurred by it in compliance with such request or direction.



(f) The Trustee shall not be deemed to have notice of any Default or Event of Default unless a Responsible Officer of the Trustee has actual knowledge thereof or unless written notice of any event which is in fact such a Default or Event of Default is received by a Responsible Officer of the Trustee at the Corporate Trust Office of the Trustee from the Company or the Holders of 25% in aggregate principal amount of the outstanding Notes, and such notice references the specific Default or Event of Default, the Notes and this Indenture.

(g) The Trustee shall not be required to give any bond or surety in respect of the performance of its power and duties hereunder.

(h) The Trustee shall have no duty to inquire as to the performance of the Company's covenants herein.

(i) The Trustee may execute any of the trusts or powers hereunder or perform any duties hereunder either directly or by or through agents or attorneys and the Trustee shall not be responsible for any misconduct or negligence on the part of any agent or attorney appointed with due care by it hereunder.

(j) In no event shall the Trustee be responsible or liable for special, indirect, punitive or consequential loss or damage of any kind whatsoever (including, but not limited to, loss of profit) irrespective of whether the Trustee has been advised of the likelihood of such loss or damage and regardless of the form of action.

(k) The rights, privileges, protections, immunities and benefits given to the Trustee, including, without limitation, its right to be indemnified, are extended to, and shall be enforceable by, the Trustee in each of its capacities hereunder, and each Agent hereunder.

**Section 7.03 Individual Rights of Trustee.**

The Trustee in its individual or any other capacity may become the owner or pledgee of Notes and may otherwise deal with the Company or any Subsidiary Guarantor or any Affiliate of the Company with the same rights it would have if it were not Trustee. However, in the event that the Trustee acquires any conflicting interest it must eliminate such conflict within 90 days, apply to the Commission for permission to continue as Trustee or resign. Any Agent may do the same with like rights and duties. The Trustee shall also be subject to Sections 7.10 and 7.11 hereof.

**Section 7.04 Trustee's Disclaimer.**

The Trustee shall not be responsible for and makes no representation as to the validity or adequacy of this Indenture or the Notes, it shall not be accountable for the Company's use of the proceeds from the Notes or any money paid to the Company or upon the Company's direction under any provision of this Indenture, it shall not be responsible for the use or application of any money received by any Paying Agent other than the Trustee, and it shall not be responsible for any statement or recital herein or any statement in the Notes or any other document in connection with the sale of the Notes or pursuant to this Indenture other than its certificate of authentication.

**Section 7.05 Notice of Defaults.**

If a Default or Event of Default occurs and is continuing and if it is known to a Responsible Officer of the Trustee, the Trustee shall mail to Holders a notice of the Default or Event of Default within 90 days after it occurs. Except in the case of a Default or Event of Default in payment of principal of, premium, if any, or interest on any Note, the Trustee may withhold the notice if and so long as the board of directors, the executive committee, or a trust committee of directors and/or Responsible Officers of the Trustee in good faith determines that withholding the notice is in the interests of the Holders.



**Section 7.06 Reports by Trustee to Holders.**

Within 60 days after each April 15 beginning April 15, 2014, and for so long as Notes remain outstanding, the Trustee shall mail to the Holders a brief report dated as of such reporting date that complies with TIA §313(a) (but if no event described in TIA §313(a) has occurred within the twelve months preceding the reporting date, no report need be transmitted). The Trustee also shall comply with TIA §313(b)(2). The Trustee shall also transmit by mail all reports as required by TIA §313(c).

A copy of each report at the time of its mailing to the Holders shall be mailed to the Company and filed with the Commission and each stock exchange on which the Notes are listed in accordance with TIA §313(d). The Company shall promptly notify the Trustee in writing when the Notes are listed on any stock exchange and any delisting thereof.

**Section 7.07 Compensation and Indemnity.**

The Company shall pay to the Trustee from time to time such compensation for its acceptance of this Indenture and services hereunder as mutually agreed to in writing. The Trustee's compensation shall not be limited by any law on compensation of a trustee of an express trust. The Company shall reimburse the Trustee promptly upon request for all reasonable disbursements, advances and expenses Incurred or made by it in addition to the compensation for its services. Such expenses shall include the reasonable compensation, disbursements and expenses of the Trustee's agents and counsel, except any such disbursement, advance or expense as may be incurred due to the Trustee's gross negligence or fraud.

The Company shall indemnify the Trustee (in its capacity as Trustee) or any predecessor Trustee (in its capacity as Trustee) against any and all losses, claims, damages, penalties, fines, liabilities or expenses, including incidental and out-of-pocket expenses and reasonable attorneys fees (for purposes of this Article 7, "losses") Incurred by it arising out of or in connection with the acceptance or administration of its duties under this Indenture, including the costs and expenses of enforcing this Indenture against the Company (including this Section 7.07) and defending itself against any claim (whether asserted by the Company or any Holder or any other Person) or liability in connection with the exercise or performance of any of its powers or duties hereunder, except to the extent such losses may be attributable to its negligence or bad faith. The Trustee shall notify the Company promptly of any claim for which it may seek indemnity. Failure by the Trustee to so notify the Company shall not relieve the Company of its obligations hereunder. The Company shall defend the claim, and the Trustee shall cooperate in the defense. The Trustee may have separate counsel if the Trustee has been reasonably advised by counsel that there may be one or more legal defenses available to it that are different from or additional to those available to the Company and in the reasonable judgment of such counsel it is advisable for the Trustee to engage separate counsel, and the Company shall pay the reasonable fees and expenses of such counsel. The Company need not pay for any settlement made without its consent, which consent shall not be unreasonably withheld. The Company need not reimburse any expense or indemnify against any loss Incurred by the Trustee through the Trustee's negligence or bad faith.

The obligations of the Company under this Section 7.07 shall survive the satisfaction and discharge of this Indenture, the resignation or removal of the Trustee and payment in full of the Notes.

To secure the Company's payment obligations in this Section, the Trustee shall have a Lien prior to the Notes on all money or property held or collected by the Trustee, except that held in trust to pay principal, premium, if any, and interest on particular Notes. Such Lien shall survive the satisfaction and discharge of this Indenture.

When the Trustee Incurs expenses or renders services after an Event of Default specified in Section 6.01(ix) or (x) hereof occurs, the expenses and the compensation for the services (including the fees and expenses of its agents and counsel) are intended to constitute expenses of administration under any Bankruptcy Law.

**Section 7.08 Replacement of Trustee.**

A resignation or removal of the Trustee and appointment of a successor Trustee shall become effective only upon the successor Trustee's acceptance of appointment as provided in this Section 7.08.



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The Trustee may resign in writing at any time upon 30 days' prior notice to the Company and be discharged from the trust hereby created by so notifying the Company. The Holders of a majority in principal amount of the then outstanding Notes may remove the Trustee by so notifying the Trustee and the Company in writing. The Company may remove the Trustee if:

- (a) the Trustee fails to comply with Section 7.10 hereof;
- (b) the Trustee is adjudged bankrupt or insolvent or an order for relief is entered with respect to the Trustee under any Bankruptcy Law;
- (c) a custodian or public officer takes charge of the Trustee or its property; or
- (d) the Trustee becomes incapable of acting.

If the Trustee resigns or is removed or if a vacancy exists in the office of Trustee for any reason (the Trustee in such event being referred to herein as the retiring Trustee), the Company shall promptly appoint a successor Trustee. Within one year after the successor Trustee takes office, the Holders of a majority in principal amount of the then outstanding Notes may appoint a successor Trustee to replace the successor Trustee appointed by the Company.

If a successor Trustee does not take office within 30 days after the retiring Trustee resigns or is removed, the retiring Trustee, the Company, or the Holders of at least 10% in principal amount of the then outstanding Notes may petition any court of competent jurisdiction at the expense of the Company for the appointment of a successor Trustee.

If the Trustee, after written request by any Holder who has been a Holder for at least six months, fails to comply with Section 7.10 hereof, such Holder may petition any court of competent jurisdiction for the removal of the Trustee and the appointment of a successor Trustee.

A successor Trustee shall deliver a written acceptance of its appointment to the retiring Trustee and to the Company. Thereupon, the resignation or removal of the retiring Trustee shall become effective, and the successor Trustee shall have all the rights, powers and duties of the Trustee under this Indenture. The successor Trustee shall mail a notice of its succession to Holders. Subject to the Lien provided for in Section 7.07 hereof, the retiring Trustee shall promptly transfer all property held by it as Trustee to the successor Trustee *provided, however*; that all sums owing to the Trustee hereunder shall have been paid. Notwithstanding replacement of the Trustee pursuant to this Section 7.08, the Company's obligations under Section 7.07 hereof shall continue for the benefit of the retiring Trustee.

*Section 7.09* **Successor Trustee by Merger, etc.**

If the Trustee consolidates, merges or converts into, or transfers all or substantially all of its corporate trust business to, another corporation or banking association, the successor corporation or banking association without any further act shall, if such successor corporation or banking association is otherwise eligible hereunder, be the successor Trustee.

*Section 7.10* **Eligibility; Disqualification.**

There shall at all times be a Trustee hereunder that is a Person organized and doing business under the laws of the United States of America or of any state thereof that is authorized under such laws to exercise corporate trustee power, that is subject to supervision or examination by federal or state authorities and that has a combined capital and surplus of at least US\$50.0 million (or a wholly-owned subsidiary of a bank or trust company, or of a bank holding company, the principal subsidiary of which is a bank or trust company having a combined capital and surplus of at least US\$50.0 million) as set forth in its most recent published annual report of condition.



This Indenture shall always have a Trustee who satisfies the requirements of TIA §310(a)(1), (2) and (5). The Trustee is subject to TIA §310(b).

**Section 7.11 Preferential Collection of Claims Against Company.**

The Trustee is subject to TIA §311(a), excluding any creditor relationship listed in TIA §311(b). A Trustee who has resigned or been removed shall be subject to TIA §311(a) to the extent indicated therein.

**ARTICLE 8.  
LEGAL DEFEASANCE AND COVENANT DEFEASANCE**

**Section 8.01 Option to Effect Legal Defeasance or Covenant Defeasance.**

The Company may, at its option and at any time, elect to have either Section 8.02 or 8.03 hereof be applied to all outstanding Notes upon compliance with the conditions set forth in this Article 8.

**Section 8.02 Legal Defeasance and Discharge.**

Upon the Company's exercise under Section 8.01 hereof of the option applicable to this Section 8.02, the Company shall, subject to the satisfaction of the conditions set forth in Section 8.04 hereof, be deemed to have been discharged from its obligations with respect to all outstanding Notes on the date the conditions set forth below are satisfied (hereinafter, "*Legal Defeasance*") and each Subsidiary Guarantor shall be released from all of its obligations under its Subsidiary Guarantee. For this purpose, Legal Defeasance means that the Company shall be deemed to have paid and discharged the entire Indebtedness represented by the outstanding Notes, which shall thereafter be deemed to be "outstanding" only for the purposes of Section 8.05 hereof and the other Sections of this Indenture referred to in (a), (b) and (d) below, and to have satisfied all its other obligations under the Notes and this Indenture (and the Trustee, on demand of and at the expense of the Company, shall execute proper instruments acknowledging the same), except for the following provisions which shall survive until otherwise terminated or discharged hereunder: (a) the rights of Holders of outstanding Notes to receive solely from the trust fund described in Section 8.04 hereof, and as more fully set forth in such Section, payments in respect of the principal of, premium, if any, interest and Additional Amounts on such Notes when such payments are due, (b) the Company's obligations with respect to such Notes under Article 2 and Sections 4.01 and 4.02 hereof, (c) the rights, powers, trusts, duties and immunities of the Trustee hereunder and the Company's obligations and the Subsidiary Guarantor's in connection therewith and (d) this Article 8. If the Company exercises under Section 8.01 hereof the option applicable to this Section 8.02, subject to the satisfaction of the conditions set forth in Section 8.04 hereof, payment of the Notes may not be accelerated because of an Event of Default. Subject to compliance with this Article 8, the Company may exercise its option under this Section 8.02 notwithstanding the prior exercise of its option under Section 8.03 hereof.

**Section 8.03 Covenant Defeasance.**

Upon the Company's exercise under Section 8.01 hereof of the option applicable to this Section 8.03, the Company shall, subject to the satisfaction of the conditions set forth in Section 8.04 hereof, be released from its obligations under the covenants contained in Sections 4.05 and 4.06, 4.09 through 4.19, and 4.21 hereof, and the operation of Sections 5.01(a)(4) and (b)(4) hereof, with respect to the outstanding Notes on and after the date the conditions set forth in Section 8.04 hereof are satisfied (hereinafter, "*Covenant Defeasance*") and each Subsidiary Guarantor shall be released from all of its obligations under its Subsidiary Guarantee with respect to such covenants in connection with such outstanding Notes and the Notes shall thereafter be deemed not "outstanding" for the purposes of any direction, waiver, consent or declaration or act of Holders (and the consequences of any thereof) in connection with such covenants, but shall continue to be deemed "outstanding" for all other purposes hereunder (it being understood that such Notes shall not be deemed outstanding for accounting purposes). For this purpose, Covenant Defeasance means that, with respect to the outstanding Notes, the Company may omit to comply with and shall have no liability in respect of any term, condition or limitation set forth in any such covenant, whether directly or indirectly, by reason of any reference elsewhere herein to any such covenant or by reason of any reference in any





such covenant to any other provision herein or in any other document and such omission to comply shall not constitute a Default or an Event of Default under Section 6.01 hereof, but, except as specified above, the remainder of this Indenture and such Notes shall be unaffected thereby. If the Company exercises under Section 8.01 hereof the option applicable to this Section 8.03, subject to the satisfaction of the conditions set forth in Section 8.04 hereof, payment of the Notes may not be accelerated because of an Event of Default specified in clause (iii) (with respect to the covenants contained in Sections 4.12 or 4.18 or Section 5.01(a)(4) or 5.01(b)(4) hereof), (v) (with respect to Sections 4.05, 4.06, 4.09, 4.10, 4.11, 4.13 through 4.17, 4.19 and 4.21 hereof), (vi), (vii), (viii), (ix) and (x) of such Section 6.01 (but in the case of (ix) and (x) of Section 6.01 hereof, with respect to Significant Subsidiaries that are Restricted Subsidiaries or any group of Restricted Subsidiaries that, taken together, would constitute a Significant Subsidiary only) or because of the Company's failure to comply with Section 5.01(a)(4) or 5.01(b)(4) hereof.

*Section 8.04* **Conditions to Legal or Covenant Defeasance.**

The following shall be the conditions to the application of either Section 8.02 or 8.03 hereof to the outstanding Notes.

In order to exercise Legal Defeasance or Covenant Defeasance:

(a) the Company shall irrevocably deposit with the Trustee, in trust, for the benefit of the Holders cash in U.S. dollars, non-callable Government Securities, or a combination thereof, in such amounts as will be sufficient, in the opinion of a nationally recognized firm of independent accountants, to pay the principal of, or interest, premium and Additional Amounts, if any, on the outstanding notes on the Stated Maturity or on the applicable date of redemption, as the case may be, and the Company shall specify whether the Notes are being defeased to maturity or to a particular date of redemption;

(b) in the case of Legal Defeasance, the Company shall deliver to the Trustee an Opinion of Counsel in the United States reasonably acceptable to the Trustee confirming that (i) the Company has received from, or there has been published by, the Internal Revenue Service a ruling or (ii) subsequent to the Issue Date, there has been a change in the applicable federal income tax law, in either case to the effect that, and based thereon such Opinion of Counsel shall confirm that, the Holders of the outstanding Notes will not recognize income, gain or loss for U.S. federal income tax purposes as a result of such Legal Defeasance and will be subject to federal income tax on the same amounts, in the same manner and at the same times as would have been the case if such Legal Defeasance had not occurred and the Company shall have delivered to the Trustee an Opinion of Counsel in Canada reasonably acceptable to the Trustee confirming that the Holders of the outstanding Notes will not recognize income, gain or loss for Canadian federal income tax purposes as a result of such Legal Defeasance and will be subject to Canadian federal income tax (including withholding tax) on the same amounts, in the same manner and at the same times as would have been the case if such Legal Defeasance had not occurred;

(c) in the case of Covenant Defeasance, the Company shall deliver to the Trustee an Opinion of Counsel reasonably acceptable to the Trustee confirming that Holders of the outstanding Notes will not recognize income, gain or loss for U.S. federal income tax purposes as a result of such Covenant Defeasance and will be subject to federal income tax on the same amounts, in the same manner and at the same times as would have been the case if such Covenant Defeasance had not occurred and the Company shall have delivered to the Trustee an Opinion of Counsel in Canada reasonably acceptable to the Trustee confirming that Holders of the outstanding Notes will not recognize income, gain or loss for Canadian federal income tax purposes as a result of such Covenant Defeasance and will be subject to Canadian federal income tax (including withholding tax) on the same amounts, in the same manner and at the same time as would have been the case if such Covenant Defeasance had not occurred;

(d) no Default or Event of Default shall have occurred and be continuing either (a) on the date of such deposit, or (b) insofar as Events of Default from bankruptcy or insolvency events are concerned, at any time in the period ending on the 91st day after the date of deposit, other than, in each case, a Default or Event of Default resulting from the borrowing of funds to be applied to such deposit;



(e) such Legal Defeasance or Covenant Defeasance shall not result in a breach or violation of, or constitute a default under any material agreement or instrument, to which the Company or any of its Subsidiaries is a party or by which the Company or any of its Subsidiaries is bound;

(f) the Company shall deliver to the Trustee an Opinion of Counsel to the effect that, (a) assuming no intervening bankruptcy of the Company or any Subsidiary Guarantor between the date of deposit and the 91st day following such deposit and assuming that no Holder is an "insider" of the Company under applicable Bankruptcy Law, after the 91st day following such deposit, the trust funds will not be subject to the effect of any applicable bankruptcy, insolvency, reorganization or similar laws affecting creditors' rights generally and (b) the creation of the defeasance trust does not violate the Investment Company Act of 1940;

(g) the Company shall deliver to the Trustee an Officers' Certificate stating that such deposit was not made by the Company with the intent of preferring the Holders of Notes over the other creditors of the Company with the intent of defeating, hindering, delaying or defrauding creditors of the Company or others;

(h) if the Notes are to be redeemed prior to their Stated Maturity, the Company must deliver to the Trustee irrevocable instructions to redeem all of the Notes on the specified redemption date; and

(i) the Company shall deliver to the Trustee an Officers' Certificate and an Opinion of Counsel, each stating that all conditions precedent relating to the Legal Defeasance or the Covenant Defeasance have been complied with.

**Section 8.05 Deposited Cash and Government Securities to be Held in Trust; Other Miscellaneous Provisions.**

Subject to Section 8.06 hereof, all cash and non-callable Government Securities (including the proceeds thereof) deposited with the Trustee (or other qualifying trustee, collectively for purposes of this Section 8.05, the "Trustee") pursuant to Section 8.04 hereof in respect of the outstanding Notes shall be held in trust and applied by the Trustee, in accordance with the provisions of such Notes and this Indenture, to the payment, either directly or through any Paying Agent (including the Company acting as Paying Agent) as the Trustee may determine, to the Holders of all sums due and to become due thereon in respect of principal, premium, if any, and interest, but such cash and securities need not be segregated from other funds except to the extent required by law.

The Company shall pay and indemnify the Trustee against any tax, fee or other charge imposed on or assessed against the cash or non-callable Government Securities deposited pursuant to Section 8.04 hereof or the principal and interest received in respect thereof other than any such tax, fee or other charge which by law is for the account of the Holders of the outstanding Notes.

Anything in this Article 8 to the contrary notwithstanding, the Trustee shall deliver or pay to the Company from time to time upon the request of the Company any cash or non-callable Government Securities held by it as provided in Section 8.04 hereof which, in the opinion of a nationally recognized firm of independent certified public accountants of recognized international standing expressed in a written certification thereof delivered to the Trustee (which may be the certification delivered under Section 8.04(a) hereof), are in excess of the amount thereof that would then be required to be deposited to effect an equivalent Legal Defeasance or Covenant Defeasance.

**Section 8.06 Repayment to Company.**

Subject to any applicable laws relating to abandoned property, any cash or non-callable Government Securities deposited with the Trustee or any Paying Agent, or then held by the Company, in trust for the payment of the principal, premium, if any, or interest on any Note and remaining unclaimed for two years after such principal, premium, if any, or interest has become due and payable shall be paid to the Company on its request or (if then held by the Company) shall be discharged from such trust; and the Holder shall thereafter, as an unsecured creditor, look only to the Company for payment thereof, and all liability of the Trustee or such Paying Agent with respect to such cash and securities, and all liability of the Company as trustee thereof, shall thereupon



cease; *provided, however*, that the Trustee or such Paying Agent, before being required to make any such repayment, may at the expense of the Company cause to be published once, in *The New York Times* and *The Wall Street Journal* (national edition), notice that such cash and securities remains unclaimed and that, after a date specified therein, which shall not be less than 30 days from the date of such notification or publication, any unclaimed balance of such cash and securities then remaining shall be repaid to the Company.

**Section 8.07 Reinstatement.**

If the Trustee or Paying Agent is unable to apply any cash or non-callable Government Securities in accordance with Section 8.02 or 8.03 hereof, as the case may be, by reason of any order or judgment of any court or governmental authority enjoining, restraining or otherwise prohibiting such application, then the Company's obligations under this Indenture and the Notes shall be revived and reinstated as though no deposit had occurred pursuant to Section 8.02 or 8.03 hereof until such time as the Trustee or Paying Agent is permitted to apply all such cash and securities in accordance with Section 8.02 or 8.03 hereof, as the case may be; *provided, however*, that, if the Company makes any payment of principal of, premium, if any, or interest on any Note following the reinstatement of its obligations, the Company shall be subrogated to the rights of the Holders to receive such payment from the cash and securities held by the Trustee or Paying Agent.

**ARTICLE 9.  
AMENDMENT, SUPPLEMENT AND WAIVER**

**Section 9.01 Without Consent of Holders of Notes.**

Notwithstanding Section 9.02 of this Indenture, the Company and the Trustee may amend or supplement this Indenture or the Notes without the consent of any Holder to:

- (a) cure any ambiguity, defect or inconsistency;
- (b) provide for uncertificated Notes in addition to or in place of certificated Notes (*provided* that the uncertificated Notes are issued in registered form for purposes of Section 163(f) of the Code;
- (c) provide for the assumption of the obligations of the Company and/or a Subsidiary Guarantor to Holders in the case of a merger, consolidation, or amalgamation or sale of all or substantially all of the assets of the Company and/or a Subsidiary Guarantor; *provided, however*, that the Company shall deliver to the Trustee:
  - (i) an Opinion of Counsel in the United States to the effect that Holders will not recognize income, gain or loss for U.S. Federal income tax purposes as a result of such assumption by a successor corporation and will be subject to U.S. federal income tax on the same amount and in the same manner and at the same times as would have been the case if such assumption had not occurred, and
  - (ii) an Opinion of Counsel in Canada to the effect that Holders will not recognize income, gain or loss for Canadian federal, provincial or territorial tax purposes as a result of such assumption by a successor corporation and will be subject to Canadian federal, provincial or territorial taxes (including withholding taxes) on the same amounts, in the same manner and at the same times as would have been the case if such assumption had not occurred;
- (d) make any change that would provide any additional rights or benefits to the Holders or that does not adversely affect the legal rights under this Indenture of any such Holder;
- (e) add additional guarantees with respect to the Notes or release Subsidiary Guarantors from Subsidiary Guarantees as provided or permitted by the terms of this Indenture;
- (f) provide for the issuance of Additional Notes in accordance with this Indenture;



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(g) comply with requirements of the Commission in order to effect or maintain the qualification of this Indenture under the TIA; or

(h) to conform the text of this Indenture or the Notes to any provision of the "Description of Notes" section of the Offering Memorandum for the Notes dated March 26, 2014 to the extent that such provision in such "Description of Notes" section was intended to be a verbatim recitation of a provision of this Indenture or the Notes, as set forth in an Officer's Certificate.

**Section 9.02 With Consent of Holders of Notes.**

Except as provided below in this Section 9.02, the Company and the Trustee may amend or supplement this Indenture and the Notes with the consent of the Holders of at least a majority in principal amount of the Notes, including Additional Notes, if any, then outstanding voting as a single class (including consents obtained in connection with a purchase of or tender offer or exchange offer for the Notes), and, subject to Sections 6.04 and 6.07 hereof, any existing Default or Event of Default (except a continuing Default or Event of Default (i) in the payment of principal, premium, if any, or interest on the Notes and (ii) in respect of a covenant or provision which under this Indenture cannot be modified or amended without the consent of the Holder of each Note affected by such modification or amendment ) or compliance with any provision of this Indenture or the Notes may be waived with the consent of the Holders of at least a majority in principal amount of the Notes, including Additional Notes, if any, then outstanding voting as a single class (including consents obtained in connection with a purchase of or tender offer or exchange offer for the Notes).

Without the consent of each Holder, an amendment or waiver under this Section 9.02 may not (with respect to any Notes held by a non-consenting Holder):

(a) reduce the principal amount of Notes whose Holders must consent to an amendment, supplement or waiver;

(b) reduce the principal of or change the Stated Maturity of any Note or alter the provisions with respect to the redemption of the Notes;

(c) reduce the rate of or change the time for payment of interest on any Note;

(d) waive a Default or Event of Default in the payment of principal of, or interest or premium, if any, on the Notes, except a rescission of acceleration of the Notes by the Holders of at least a majority in aggregate principal amount of the Notes and a waiver of the payment default that resulted from such acceleration;

(e) make any Note payable in money other than that stated in the Notes;

(f) make any change in the provisions of this Indenture relating to waivers of past Defaults or the rights of Holders of Notes to receive payments of principal of, or interest or premium, if any, on the Notes, or to institute suit for the enforcement of any payment on or with respect to such Holders' Notes or any Subsidiary Guarantee;

(g) amend, change or modify the obligation of the Company to make and consummate an Asset Sale Offer with respect to any Asset Sale in accordance with the provisions of Section 4.12 hereof after the obligation to make and consummate such Asset Sale Offer has arisen or the obligation of the Company to make and consummate a Change of Control Offer in the event of a Change of Control Triggering Event in accordance with the provisions of Section 4.18 hereof after such Change of Control Triggering Event has occurred, including, in each case, amending, changing or modifying any definition relating thereto;

(h) except as otherwise permitted under the provisions of Section 5.01 hereof, consent to the assignment or transfer by the Company or any Subsidiary Guarantor of any of their rights or obligations under this Indenture;



(i) subordinate the Notes or any Subsidiary Guarantee to any other obligation of the Company or the applicable Subsidiary Guarantor;

(j) amend or modify the provisions of Section 4.20 hereof;

(k) amend or modify any Subsidiary Guarantee in a manner that would adversely affect the Holders of the Notes or release any Subsidiary Guarantor from any of its obligations under its Subsidiary Guarantee or this Indenture (except in accordance with the terms of this Indenture); or

(l) make any change in the preceding amendment and waiver provisions.

The Company may, but shall not be obligated to, fix a record date for the purpose of determining the Persons entitled to consent to any supplemental indenture. If a record date is fixed, the Holders on such record date, or their duly designated proxies, and only such Persons, shall be entitled to consent to such supplemental indenture, whether or not such Holders remain Holders after such record date; *provided* that unless such consent shall have become effective by virtue of the requisite percentage having been obtained prior to the date which is 120 days after such record date, any such consent previously given shall automatically and without further action by any Holder be cancelled and of no further effect.

It shall not be necessary for the consent of the Holders under this Section 9.02 to approve the particular form of any proposed amendment or waiver, but it shall be sufficient if such consent approves the substance thereof.

After an amendment, supplement or waiver under this Section 9.02 becomes effective, the Company shall mail to the Holder of each Note affected thereby to such Holder's address appearing in the Security Register a notice briefly describing the amendment, supplement or waiver. Any failure of the Company to mail such notice, or any defect therein, shall not, however, in any way impair or affect the validity of any such amended or supplemental indenture or waiver.

*Section 9.03* **[Reserved].**

*Section 9.04* **Revocation and Effect of Consents.**

Until an amendment, supplement or waiver becomes effective, a consent to it by a Holder is a continuing consent by the Holder of a Note and every subsequent Holder of a Note or portion thereof that evidences the same debt as the consenting Holder's Note, even if notation of the consent is not made on any Note. However, any such Holder or subsequent Holder may revoke the consent as to its Note or portion thereof if the Trustee receives written notice of revocation before the date the waiver, supplement or amendment becomes effective. An amendment, supplement or waiver shall become effective in accordance with its terms and thereafter shall bind every Holder.

*Section 9.05* **Notation on or Exchange of Notes.**

The Trustee may place an appropriate notation about an amendment, supplement or waiver on any Note thereafter authenticated. The Company in exchange for all Notes may issue and the Trustee shall, upon receipt of an Authentication Order, authenticate new Notes that reflect the amendment, supplement or waiver.

Failure to make the appropriate notation or issue a new Note shall not affect the validity and effect of such amendment, supplement or waiver.

*Section 9.06* **Trustee to Sign Amendments, etc.**

The Trustee shall sign any amended or supplemental indenture authorized pursuant to this Article 9 if the amendment or supplement does not adversely affect the rights, duties, liabilities or immunities of the Trustee. The Company may not sign an amendment or supplemental indenture until the Board of Directors



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approves it. In executing any amended or supplemental indenture, the Trustee shall receive and (subject to Section 7.01 hereof) shall be fully protected in conclusively relying upon an Officers' Certificate and an Opinion of Counsel stating that the execution of such amended or supplemental indenture is authorized or permitted by this Indenture and that such amended or supplemental indenture is the legal, valid and binding obligation of the Company (and, if applicable, any guarantor hereunder and thereunder) enforceable against it (and any applicable guarantor) in accordance with its terms, subject to customary exceptions and that such amended or supplemental indenture complies with the provisions hereof.

**ARTICLE 10.**  
**SUBSIDIARY GUARANTEES**

*Section 10.01* **Guarantee.**

Subject to this Article 10, each of the Subsidiary Guarantors hereby unconditionally guarantees to each Holder of a Note authenticated and delivered by the Trustee and to the Trustee and its successors and assigns (a) the due and punctual payment of the principal of, premium, if any, and interest on the Notes, subject to any applicable grace period, whether at maturity, by acceleration, redemption or otherwise, the due and punctual payment of interest on the overdue principal and premium, if any, and to the extent permitted by law, interest, and the due and punctual performance of all other obligations of the Company to the Holders or the Trustee hereunder or thereunder, all in accordance with the terms hereof and thereof; and (b) in case of any extension of time of payment or renewal of any Notes or any of such other obligations, that same shall be promptly paid in full when due or performed in accordance with the terms of the extension or renewal, whether at maturity, by acceleration pursuant to Section 6.02 hereof, redemption or otherwise. Failing payment when due of any amount so guaranteed or any performance so guaranteed for whatever reason, the Subsidiary Guarantors shall be jointly and severally obligated to pay the same immediately. Each Subsidiary Guarantor agrees that this is a guarantee of payment and not a guarantee of collection.

Each Subsidiary Guarantor hereby agrees that its obligations with regard to its Subsidiary Guarantee shall be joint and several, unconditional, irrespective of the validity or enforceability of the Notes or the obligations of the Company under this Indenture, the absence of any action to enforce the same, the recovery of any judgment against the Company or any other obligor with respect to this Indenture, the Notes or the Obligations of the Company under this Indenture or the Notes, any action to enforce the same or any other circumstances (other than complete performance) which might otherwise constitute a legal or equitable discharge or defense of a Subsidiary Guarantor. Each Subsidiary Guarantor further, to the extent permitted by law, waives and relinquishes all claims, rights and remedies accorded by applicable law to guarantors and agrees not to assert or take advantage of any such claims, rights or remedies, including but not limited to: (a) any right to require any of the Trustee, the Holders or the Company (each a "Benefited Party"), as a condition of payment or performance by such Subsidiary Guarantor, to (1) proceed against the Company, any other guarantor (including any other Subsidiary Guarantor) of the Obligations under the Subsidiary Guarantees or any other Person, (2) proceed against or exhaust any security held from the Company, any such other guarantor or any other Person, (3) proceed against or have resort to any balance of any deposit account or credit on the books of any Benefited Party in favor of the Company or any other Person, or (4) pursue any other remedy in the power of any Benefited Party whatsoever; (b) any defense arising by reason of the incapacity, lack of authority or any disability or other defense of the Company including any defense based on or arising out of the lack of validity or the unenforceability of the Obligations under the Subsidiary Guarantees or any agreement or instrument relating thereto or by reason of the cessation of the liability of the Company from any cause other than payment in full of the Obligations under the Subsidiary Guarantees; (c) any defense based upon any statute or rule of law which provides that the obligation of a surety must be neither larger in amount nor in other respects more burdensome than that of the principal; (d) any defense based upon any Benefited Party's errors or omissions in the administration of the Obligations under the Subsidiary Guarantees, except behavior which amounts to bad faith; (e)(1) any principles or provisions of law, statutory or otherwise, which are or might be in conflict with the terms of the Subsidiary Guarantees and any legal or equitable discharge of such Subsidiary Guarantor's obligations hereunder, (2) the benefit of any statute of limitations affecting such Subsidiary Guarantor's liability hereunder or the enforcement hereof, (3) any rights to set-offs, recoupments and counterclaims



and (4) promptness, diligence and any requirement that any Benefited Party protect, secure, perfect or insure any security interest or lien or any property subject thereto; (f) notices, demands, presentations, protests, notices of protest, notices of dishonor and notices of any action or inaction, including acceptance of the Subsidiary Guarantees, notices of default under the Notes or any agreement or instrument related thereto, notices of any renewal, extension or modification of the Obligations under the Subsidiary Guarantees or any agreement related thereto, and notices of any extension of credit to the Company and any right to consent to any thereof; (g) to the extent permitted under applicable law, the benefits of any "One Action" rule and (h) any defenses or benefits that may be derived from or afforded by law which limit the liability of or exonerate guarantors or sureties, or which may conflict with the terms of the Subsidiary Guarantees. Except to the extent expressly provided herein, including Sections 8.02, 8.03 and 10.05 hereof, each Subsidiary Guarantor hereby covenants that its Subsidiary Guarantee shall not be discharged except by complete performance of the obligations contained in its Subsidiary Guarantee and this Indenture.

If any Holder or the Trustee is required by any court or otherwise to return to the Company, the Subsidiary Guarantors or any custodian, trustee, liquidator or other similar official acting in relation to either the Company or the Subsidiary Guarantors, any amount paid by either to the Trustee or such Holder, this Subsidiary Guarantee, to the extent theretofore discharged, shall be reinstated in full force and effect.

Each Subsidiary Guarantor agrees that it shall not be entitled to any right of subrogation in relation to the Holders in respect of any obligations guaranteed hereby until payment in full of all obligations guaranteed hereby. Each Subsidiary Guarantor further agrees that, as between the Subsidiary Guarantors, on the one hand, and the Holders and the Trustee, on the other hand, (x) the maturity of the obligations guaranteed hereby may be accelerated as provided in Section 6.02 hereof for the purposes of this Subsidiary Guarantee, notwithstanding any stay, injunction or other prohibition preventing such acceleration in respect of the obligations guaranteed hereby and (y) in the event of any declaration of acceleration of such obligations as provided in Section 6.02 hereof, such obligations (whether or not due and payable) shall forthwith become due and payable by the Subsidiary Guarantors for the purpose of this Subsidiary Guarantee. The Subsidiary Guarantors shall have the right to seek contribution from any non-paying Subsidiary Guarantor so long as the exercise of such right does not impair the rights of the Holders under the Subsidiary Guarantee.

**Section 10.02 Limitation on Subsidiary Guarantor Liability.**

Each Subsidiary Guarantor, and by its acceptance of Notes, each Holder, hereby confirms that it is the intention of all such parties that the Subsidiary Guarantee of such Subsidiary Guarantor not constitute a fraudulent transfer or conveyance for purposes of Bankruptcy Law, the Uniform Fraudulent Conveyance Act, the Uniform Fraudulent Transfer Act or any similar federal or state law to the extent applicable to any Subsidiary Guarantee. To effectuate the foregoing intention, the Trustee, the Holders and the Subsidiary Guarantors hereby irrevocably agree that the obligations of such Subsidiary Guarantor under this Article 10 shall be limited to the maximum amount as shall, after giving effect to such maximum amount and all other contingent and fixed liabilities of such Subsidiary Guarantor that are relevant under such laws, including, if applicable, its guarantee of all obligations under the Credit Agreement, and after giving effect to any collections from, rights to receive contribution from or payments made by or on behalf of any other Subsidiary Guarantor in respect of the obligations of such other Subsidiary Guarantor under this Article 10, result in the obligations of such Subsidiary Guarantor under its Subsidiary Guarantee not constituting a fraudulent transfer or conveyance. In addition, the liability of each Subsidiary Guarantor governed by the *Companies Act* (Quebec) under its Subsidiary Guarantee shall be limited to the maximum amount permitted under Section 123.66 of the *Companies Act* (Quebec). To that end, but only to the extent such obligations would otherwise be avoidable, the obligations of the Subsidiary Guarantor under this Article shall be limited to the maximum amount that, after giving effect to the Incurrence thereof, would not render the Subsidiary Guarantor insolvent or unable to pay its debts as they mature.

**Section 10.03 Execution and Delivery of Subsidiary Guarantee.**

To evidence its Subsidiary Guarantee set forth in Section 10.01 hereof, each Subsidiary Guarantor hereby agrees that a notation of such Subsidiary Guarantee in substantially the form included in Exhibit E attached hereto shall be endorsed by an Officer of such Subsidiary Guarantor on each Note authenticated and delivered by the Trustee and that this Indenture shall be executed on behalf of such Subsidiary Guarantor by its President or one of its Vice Presidents.



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Each Subsidiary Guarantor hereby agrees that its Subsidiary Guarantee set forth in Section 10.01 hereof shall remain in full force and effect notwithstanding any failure to endorse on each Note a notation of such Subsidiary Guarantee.

If an Officer whose signature is on this Indenture or on the Subsidiary Guarantee no longer holds that office at the time the Trustee authenticates the Note on which a Subsidiary Guarantee is endorsed, the Subsidiary Guarantee shall be valid nevertheless.

The delivery of any Note by the Trustee, after the authentication thereof hereunder, shall constitute due delivery of the Subsidiary Guarantee set forth in this Indenture on behalf of the Subsidiary Guarantors.

**Section 10.04 Subsidiary Guarantors May Consolidate, etc., on Certain Terms.**

Except as otherwise provided in Section 10.05 hereof, no Subsidiary Guarantor may consolidate, merge or amalgamate with or into (whether or not such Subsidiary Guarantor is the Surviving Guarantor) another Person whether or not affiliated with such Subsidiary Guarantor unless:

(a) subject to Section 10.05 hereof, the Person formed by or surviving any such consolidation, merger or amalgamation (if other than a Subsidiary Guarantor or the Company) unconditionally assumes all the obligations of such Subsidiary Guarantor, pursuant to a supplemental indenture in form and substance reasonably satisfactory to the Trustee, under this Indenture and the Subsidiary Guarantee on the terms set forth herein or therein; and

(b) the Subsidiary Guarantor or the Surviving Guarantor, as applicable, complies with the requirements of Article 5 hereof.

In case of any such consolidation, merger, amalgamation, sale or conveyance and upon the assumption by the successor Person, by supplemental indenture, executed and delivered to the Trustee and satisfactory in form to the Trustee, of the Subsidiary Guarantee endorsed upon the Notes and the due and punctual performance of all of the covenants and conditions of this Indenture to be performed by the Subsidiary Guarantor, such successor Person shall succeed to and be substituted for the Subsidiary Guarantor with the same effect as if it had been named herein as a Subsidiary Guarantor. Such successor Person thereupon may cause to be signed any or all of the Subsidiary Guarantees to be endorsed upon all of the Notes issuable hereunder which theretofore shall not have been signed by the Company and delivered to the Trustee. All the Subsidiary Guarantees so issued shall in all respects have the same legal rank and benefit under this Indenture as the Subsidiary Guarantees theretofore and thereafter issued in accordance with the terms of this Indenture as though all of such Subsidiary Guarantees had been issued at the date of the execution hereof.

Except as set forth in Articles 4 and 5 hereof, and notwithstanding clauses (a) and (b) above, nothing contained in this Indenture or in any of the Notes shall prevent any consolidation, merger or amalgamation of a Subsidiary Guarantor with or into the Company or another Subsidiary Guarantor, or shall prevent any sale or conveyance of the property of a Subsidiary Guarantor as an entirety or substantially as an entirety to the Company or another Subsidiary Guarantor.

**Section 10.05 Releases Following Sale of Assets.**

In the event of a sale or other disposition of all of the Capital Stock of any Subsidiary Guarantor (including by way of consolidation, merger or amalgamation), in each case to a Person that is not (either before or after giving effect to such transaction) an Affiliate of the Company, then such Subsidiary Guarantor shall be released and relieved of any obligations under its Subsidiary Guarantee; *provided* that such sale or other disposition shall be subject to all applicable provisions of this Indenture, including without limitation Section 4.12 hereof. If a





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Subsidiary Guarantor is designated as an Unrestricted Subsidiary in accordance with the provisions of Section 4.17 hereof, such Subsidiary Guarantor shall be released and relieved of any obligations under its Subsidiary Guarantee. Upon delivery by the Company to the Trustee of an Officers' Certificate and an Opinion of Counsel to the effect that such sale or other disposition or designation was made by the Company in accordance with the provisions of this Indenture, including without limitation Section 4.12 hereof, the Trustee shall execute any documents reasonably required in order to evidence the release of any Subsidiary Guarantor from its obligations under its Subsidiary Guarantee.

Any Subsidiary Guarantor not released from its obligations under its Subsidiary Guarantee shall remain liable for the full amount of principal of and interest on the Notes and for the other obligations of any Subsidiary Guarantor under this Indenture.

**ARTICLE 11.  
SATISFACTION AND DISCHARGE**

*Section 11.01* **Satisfaction and Discharge.**

This Indenture shall be discharged and shall cease to be of further effect, except as to surviving rights of registration of transfer or exchange of the Notes, as to all Notes issued hereunder, when:

(a) either:

(i) all Notes that have been previously authenticated (except lost, stolen or destroyed Notes that have been replaced or paid and Notes for whose payment money has previously been deposited in trust or segregated and held in trust by the Company and is thereafter repaid to the Company or discharged from the trust) have been delivered to the Trustee for cancellation; or

(ii) all Notes that have not been previously delivered to the Trustee for cancellation (A) have become due and payable by reason of a making of a notice of redemption or otherwise or (B) will become due and payable within one year, and the Company or any Subsidiary Guarantor has irrevocably deposited or caused to be deposited with the Trustee as trust funds in trust solely for the benefit of the Holders, cash in Canadian dollars, non-callable Government Securities, or a combination thereof, in such amounts as will be sufficient without consideration of any reinvestment of interest, to pay and discharge the entire Indebtedness on the Notes not previously delivered to the Trustee for cancellation for principal, premium, if any, Additional Amounts and accrued interest on the Notes to (but excluding) the date of deposit, in the case of Notes that have become due and payable, or to (but excluding) the Stated Maturity or redemption date, as the case may be;

(b) no Default or Event of Default shall have occurred and be continuing on the date of such deposit or shall occur as a result of such deposit and such deposit will not result in a breach or violation of, or constitute a default under, any other instrument to which the Company or any Subsidiary Guarantor is a party or by which the Company or any Subsidiary Guarantor is bound;

(c) the Company or any Subsidiary Guarantor has paid or caused to be paid all other sums payable by it under this Indenture;

(d) the Company shall have delivered irrevocable instructions to the Trustee to apply the deposited money toward the payment of the Notes at maturity or the date of redemption, as the case may be; and

(e) the Company shall have delivered to the Trustee an Officers' Certificate and Opinion of Counsel stating that all conditions precedent under this Indenture relating to the satisfaction and discharge of this Indenture have been satisfied.



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**Section 11.02 Deposited Cash and Government Securities to be Held in Trust; Other Miscellaneous Provisions.**

Subject to Section 11.03 hereof, all cash and non-callable Government Securities (including the proceeds thereof) deposited with the Trustee (or other qualifying trustee, collectively for purposes of this Section 11.02, the "Trustee") pursuant to Section 11.01 hereof in respect of the outstanding Notes shall be held in trust and applied by the Trustee, in accordance with the provisions of such Notes and this Indenture, to the payment, either directly or through any Paying Agent (including the Company acting as Paying Agent) as the Trustee may determine, to the Holders of such Notes of all sums due and to become due thereon in respect of principal, premium, if any, and interest but such cash and securities need not be segregated from other funds except to the extent required by law.

**Section 11.03 Repayment to Company.**

Subject to any applicable laws relating to abandoned property, any cash or non-callable Government Securities deposited with the Trustee or any Paying Agent, or then held by the Company, in trust for the payment of the principal of, premium, if any, or interest on, any Note and remaining unclaimed for two years after such principal, and premium, if any, or interest has become due and payable shall be paid to the Company on its request or (if then held by the Company) shall be discharged from such trust; and the Holder shall thereafter, as an unsecured creditor, look only to the Company for payment thereof, and all liability of the Trustee or such Paying Agent with respect to such cash and securities, and all liability of the Company as trustee thereof, shall thereupon cease; *provided, however*, that the Trustee or such Paying Agent, before being required to make any such repayment, may at the expense of the Company cause to be published once, in *The New York Times* and *The Wall Street Journal* (national edition), notice that such cash and securities remains unclaimed and that, after a date specified therein, which shall not be less than 30 days from the date of such notification or publication, any unclaimed balance of such cash and securities then remaining shall be repaid to the Company.

**ARTICLE 12.  
MISCELLANEOUS**

**Section 12.01 [Reserved].**

**Section 12.02 Notices.**

Any notice or communication by the Company and/or a Subsidiary Guarantor or the Trustee to the other is duly given if in writing and delivered in person or mailed by first class mail (registered or certified, return receipt requested), electronic delivery (PDF format only), facsimile transmission or overnight air courier guaranteeing next-day delivery, to the other's address:

If to the Company or a Subsidiary Guarantor:

Videotron Ltd.  
612 St. Jacques Street  
Montréal, Québec,  
H3C 4M8 Canada  
Attention: Vice President, Legal Affairs  
Facsimile No.: (514) 985-8834

With a copy to:

Norton Rose Fulbright Canada LLP  
1 Place Ville Marie  
Suite 2500  
Montreal, QC H3B 1R1  
Attention: Peter Wiazowski  
Facsimile No.: (514) 286-5474



If to the Trustee:

Wells Fargo Bank, National Association  
150 East 42<sup>nd</sup> Street, 40<sup>th</sup> Floor  
New York, New York 10017  
Attention: Corporate Trust Services – Administrator Videotron Ltd. / Videotron ltée  
Facsimile No.: (917) 260-1593

The Company or the Trustee, by notice to the other, may designate additional or different addresses for subsequent notices or communications.

All notices and communications (other than those sent to the Trustee) shall be deemed to have been duly given: at the time delivered by hand, if personally delivered; five Business Days after being deposited in the mail, postage prepaid, if mailed; when receipt acknowledged, if sent by facsimile transmission; and the next Business Day after timely delivery to the courier, if sent by overnight air courier guaranteeing next-day delivery. All notices and communications to the Trustee shall be deemed duly given and effective only upon receipt.

Any notice or communication to a Holder shall be mailed by first class mail, certified or registered, return receipt requested, or by overnight air courier guaranteeing next-day delivery to its address shown on the Security Register. Any notice or communication shall also be so mailed to any Person described in TIA § 313(c), to the extent required by the TIA. Failure to mail a notice or communication to a Holder or any defect in it shall not affect its sufficiency with respect to other Holders.

If a notice or communication is mailed in the manner provided above within the time prescribed, it is duly given, whether or not the addressee receives it.

If the Company mails a notice or communication to Holders, it shall mail a copy to the Trustee and each Agent at the same time.

**Section 12.03 Communication by Holders of Notes with Other Holders of Notes.**

Holders may communicate pursuant to TIA §312(b) with other Holders with respect to their rights under this Indenture or the Notes. The Company, the Trustee, the Registrar and anyone else shall have the protection of TIA §312(c).

**Section 12.04 Certificate and Opinion as to Conditions Precedent.**

Upon any request or application by the Company to the Trustee to take any action under any provision of this Indenture, the Company shall furnish to the Trustee:

(a) an Officers' Certificate in form and substance reasonably satisfactory to the Trustee (which shall include the statements set forth in Section 12.05 hereof) stating that, in the opinion of the signers, all conditions precedent and covenants, if any, provided for in this Indenture relating to the proposed action have been complied with; and

(b) an Opinion of Counsel (other than in the case of the initial issuance under this Indenture, in which case no such opinion shall be required) in form and substance reasonably satisfactory to the Trustee (which shall include the statements set forth in Section 12.05 hereof) stating that, in the opinion of such counsel, all such conditions precedent and covenants have been complied with.



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*Section 12.05* **Statements Required in Certificate or Opinion.**

Each certificate or opinion with respect to compliance with a condition or covenant provided for in this Indenture (other than a certificate provided pursuant to TIA §314(a)(4)) shall comply with the provisions of TIA §314(e) and shall include:

- (a) a statement that the Person making such certificate or opinion has read such covenant or condition;
- (b) a brief statement as to the nature and scope of the examination or investigation upon which the statements or opinions contained in such certificate or opinion are based;
- (c) a statement that, in the opinion of such Person, he or she has made such examination or investigation as is necessary to enable such Person to express an informed opinion as to whether or not such covenant or condition has been complied with; and
- (d) a statement as to whether or not, in the opinion of such Person, such condition or covenant has been complied with.

With respect to matters of fact, an Opinion of Counsel may rely on an Officers' Certificate, certificates of public officials or reports or opinions of experts.

*Section 12.06* **Rules by Trustee and Agents.**

The Trustee may make reasonable rules for action by or at a meeting of Holders. The Registrar or Paying Agent may make reasonable rules and set reasonable requirements for its functions.

*Section 12.07* **No Personal Liability of Directors, Officers, Employees and Shareholders.**

No past, present or future director, officer, employee, incorporator or stockholder of the Company or any Subsidiary Guarantor, as such, shall have any liability for any obligations of the Company or of the Subsidiary Guarantors under the Notes, this Indenture, the Subsidiary Guarantees or for any claim based on, in respect of, or by reason of, such obligations or their creation. Each Holder of Notes by accepting a Note waives and releases all such liability. The waiver and release are part of the consideration for issuance of the Notes.

*Section 12.08* **Governing Law; Waiver of Jury Trial.**

THE INTERNAL LAW OF THE STATE OF NEW YORK SHALL GOVERN AND BE USED TO CONSTRUE THIS INDENTURE AND THE NOTES. EACH OF THE COMPANY, THE HOLDERS AND THE TRUSTEE HEREBY IRREVOCABLY WAIVES, TO THE FULLEST EXTENT PERMITTED BY APPLICABLE LAW, ANY AND ALL RIGHT TO TRIAL BY JURY IN ANY LEGAL PROCEEDING ARISING OUT OF OR RELATING TO THIS INDENTURE, THE NOTES OR THE TRANSACTION CONTEMPLATED HEREBY.

*Section 12.09* **No Adverse Interpretation of Other Agreements.**

This Indenture may not be used to interpret any other indenture, loan or debt agreement of the Company or its Subsidiaries or of any other Person. Any such indenture, loan or debt agreement may not be used to interpret this Indenture.

*Section 12.10* **Successors.**

All covenants and agreements of the Company in this Indenture and the Notes shall bind its successors. All covenants and agreements of the Trustee in this Indenture shall bind its successors.



**Section 12.11 Severability.**

In case any provision in this Indenture or in the Notes shall be invalid, illegal or unenforceable, the validity, legality and enforceability of the remaining provisions shall not in any way be affected or impaired thereby.

**Section 12.12 Consent to Jurisdiction and Service of Process.**

(a) Each of the Company and each of the Subsidiary Guarantors irrevocably consents to the non-exclusive jurisdiction of the courts of the State of New York and the courts of the United States of America located in the Borough of Manhattan, City and State of New York over any suit, action or proceeding with respect to this Indenture or the transactions contemplated hereby. Each of the Company and each of the Subsidiary Guarantors waives any objection that it may have to the venue of any suit, action or proceeding with respect to this Indenture or the transactions contemplated hereby in the courts of the State of New York or the courts of the United States of America, in each case, located in the Borough of Manhattan, City and State of New York, or that such suit, action or proceeding brought in the courts of the State of New York or the United States of America, in each case, located in the Borough of Manhattan, City and State of New York was brought in an inconvenient court and agrees not to plead or claim the same.

(b) Each of the Company and each of the Subsidiary Guarantors irrevocably appoints CT Corporation System, as its authorized agent in the State of New York upon which process may be served in any such suit or proceedings, and agrees that service of process upon such agent, and written notice of said service to CT Corporation System, by the person serving the same to the address provided in Section 12.02 hereof, shall be deemed in every respect effective service of process upon the Company or any Subsidiary Guarantor in any such suit or proceeding. Each of the Company and each of the Subsidiary Guarantors further agrees to take any and all action as may be necessary to maintain such designation and appointment of such agent in full force and effect for a period of ten years from the date of this Indenture.

**Section 12.13 Conversion of Currency.**

The Company covenants and agrees that the following provisions shall apply to conversion of currency in the case of the Notes and this Indenture.

(a) (i) If, for the purpose of obtaining judgment in, or enforcing the judgment of, any court in any country, it becomes necessary to convert into a currency (the "*judgment currency*") an amount due in any other currency (the "*Base Currency*"), then the conversion shall be made at the rate of exchange prevailing on the Business Day before the day on which the judgment is given or the order of enforcement is made, as the case may be (unless a court shall otherwise determine).

(ii) If there is a change in the rate of exchange prevailing between the Business Day before the day on which the judgment is given or an order of enforcement is made, as the case may be (or such other date as a court shall determine), and the date of receipt of the amount due, the Company shall pay such additional (or, as the case may be, such lesser) amount, if any, as may be necessary so that the amount paid in the judgment currency when converted at the rate of exchange prevailing on the date of receipt will produce the amount in the Base Currency originally due.

(b) In the event of the winding-up of the Company at any time while any amount or damages owing under the Notes and this Indenture, or any judgment or order rendered in respect thereof, shall remain outstanding, the Company shall indemnify and hold the Holders and the Trustee harmless against any deficiency arising or resulting from any variation in rates of exchange between (1) the date as of which the equivalent of the amount in U.S. Dollars or Canadian Dollars, as the case may be, due or contingently due under the Notes and this Indenture (other than under this paragraph (b)) is calculated for the purposes of such winding-up and (2) the final date for the filing of proofs of claim in such winding-up. For the purpose of this paragraph (b), the final date for the filing of proofs of claim in the winding-up of the Company shall be the date fixed by the liquidator or otherwise in accordance with the relevant provisions of applicable law as being the latest practicable date as at which liabilities of the Company may be ascertained for such winding-up prior to payment by the liquidator or otherwise in respect thereto.



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(c) The obligations contained in paragraph (a)(ii) and (b) of this Section 12.13 shall constitute obligations of the Company separate and independent from its other respective obligations under the Notes and this Indenture, shall give rise to separate and independent causes of action against the Company, shall apply irrespective of any waiver or extension granted by any Holder or the Trustee or any of them from time to time and shall continue in full force and effect notwithstanding any judgment or order or the filing of any proof of claim in the winding-up of the Company for a liquidated sum in respect of amounts due hereunder (other than under paragraph (b) above) or under any such judgment or order. Any such deficiency as aforesaid shall be deemed to constitute a loss suffered by the Holders or the Trustee, as the case may be, and no proof or evidence of any actual loss shall be required by the Company or the liquidator or otherwise or any of them. In the case of paragraph (b) above, the amount of such deficiency shall not be deemed to be reduced by any variation in rates of exchange occurring between the said final date and the date of any liquidating distribution.

(d) The term “rate(s) of exchange” shall mean the rate of exchange quoted by Royal Bank of Canada at its central foreign exchange desk in its head office in Montréal at 12:00 noon (Montréal, Québec time) for purchases of the Base Currency with the judgment currency other than the Base Currency referred to in Subsections (a) and (b) above and includes any premiums and costs of exchange payable.

(e) The Trustee shall have no duty or liability with respect to monitoring or enforcing the Section 12.13.

**Section 12.14 Currency Equivalent.**

Except as provided in Section 12.13, for purposes of the construction of the terms of this Indenture or of the Notes, in the event that any amount is stated herein in the currency of one nation (the “*First Currency*”), as of any date such amount shall also be deemed to represent the amount in the currency of any other relevant nation which is required to purchase such amount in the First Currency at the rate of exchange quoted by Royal Bank of Canada at its central foreign exchange desk in its head office in Montréal at 12:00 noon (Montréal, Québec time) on the date of determination.

**Section 12.15 Counterpart Originals.**

The parties may sign any number of copies of this Indenture. Each signed copy shall be an original, but all of them together represent the same agreement. The exchange of copies of this Indenture and of signature pages by facsimile or PDF transmission shall constitute effective execution and delivery of this Indenture as to the parties hereto and may be used in lieu of the original Indenture and signature pages for all purposes.

**Section 12.16 Table of Contents, Headings, etc.**

The Table of Contents, Cross-Reference Table and Headings in this Indenture have been inserted for convenience of reference only, are not to be considered a part of this Indenture and shall in no way modify or restrict any of the terms or provisions hereof.

**Section 12.17 [Reserved].**

**Section 12.18 USA PATRIOT Act.**

The parties hereto acknowledge that in accordance with Section 326 of the U.S.A. PATRIOT Act, the Trustee, like all financial institutions and in order to help fight the funding of terrorism and money laundering, is required to obtain, verify, and record information that identifies each person or legal entity that establishes a relationship or opens an account with the Trustee. The parties to this Indenture agree that they will provide the Trustee with such information as it may request in order for the Trustee to satisfy the requirements of the U.S.A. PATRIOT Act.



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*Section 12.19* **Force Majeure.**

In no event shall the Trustee be responsible or liable for any failure or delay in the performance of its obligations hereunder or other document or agreement entered into in connection herewith arising out of or caused by, directly or indirectly, forces beyond its control, including, without limitation, strikes, accidents, acts of war or terrorism, civil or military disturbances, nuclear or natural catastrophes or acts of God, and interruptions, loss or malfunctions of utilities, communications or computer (software and hardware) services, it being understood that the Trustee shall use the efforts which are consistent with accepted practices in the banking industry to resume performance as soon as practicable under the circumstances.

[Signatures on following page]



SIGNATURES

Dated as of April 9, 2014.

**COMPANY:**

VIDEOTRON LTD.

By: /s/ Chloe Poirier  
Name: Chloe Poirier  
Title: Vice President and Treasurer

**SUBSIDIARY GUARANTORS:**

VIDEOTRON INFRASTRUCTURES INC.

By: /s/ Chloe Poirier  
Name: Chloe Poirier  
Title: Treasurer

VIDEOTRON G.P.

By: /s/ Chloe Poirier  
Name: Chloe Poirier  
Title: Vice President and Treasurer





VIDEOTRON L.P., by its general partner 9230-7677  
QUEBEC INC.

By: /s/ Chloe Poirier  
Name: Chloe Poirier  
Title: Treasurer

8487782 CANADA INC.

By: /s/ Chloe Poirier  
Name: Chloe Poirier  
Title: Treasurer

9230-7677 QUEBEC INC.

By: /s/ Chloe Poirier  
Name: Chloe Poirier  
Title: Treasurer

9227-2590 QUÉBEC INC.

By: /s/ Chloe Poirier  
Name: Chloe Poirier  
Title: Treasurer

9293-6707 QUÉBEC INC.

By: /s/ Chloe Poirier  
Name: Chloe Poirier  
Title: Treasurer



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**QUEBECOR MEDIA INC**  
**QUEBECOR MEDIA FORM**

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Page 1 of 1

**TRUSTEE:**

WELLS FARGO BANK, NATIONAL ASSOCIATION

By: /s/ Yana Kisenko  
Name: Yana Kisenko  
Title: Vice President



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EXHIBIT A

(Face of Note)

5 3/8% SENIOR NOTES DUE JUNE 15, 2024

No. \_\_\_\_\_

CUSIP \_\_\_\_\_  
ISIN \_\_\_\_\_  
US\$ \_\_\_\_\_

VIDEOTRON LTD.

promises to pay to CEDE & CO., or its registered assigns, the principal sum of \_\_\_\_\_ Dollars (US\$ \_\_\_\_\_) on June 15, 2024.

Interest Payment Dates: June 15 and December 15, commencing June 15, 2014.

Record Dates: June 1 and December 1.

IN WITNESS WHEREOF, the Company has caused this Note to be signed by its duly authorized officer.

VIDEOTRON LTD.

By: \_\_\_\_\_  
Name:  
Title:

This is one of the [Global]  
Notes referred to in the  
within-mentioned Indenture:

WELLS FARGO BANK, NATIONAL ASSOCIATION,  
as Trustee

By: \_\_\_\_\_  
Authorized Signatory

Dated \_\_\_\_\_, 2014



(Back of Note)

5 3/8% SENIOR NOTES DUE JUNE 15, 2024

[THIS NOTE AND THE GUARANTEES ENDORSED HEREON (TOGETHER, THIS “SECURITY”) HAVE NOT BEEN AND WILL NOT BE REGISTERED UNDER THE SECURITIES ACT OF 1933, AS AMENDED (THE “SECURITIES ACT”), OR THE SECURITIES LAWS OF ANY STATE OR OTHER JURISDICTION, NEITHER THIS SECURITY NOR ANY INTEREST OR PARTICIPATION HEREIN MAY BE OFFERED, SOLD, ASSIGNED, TRANSFERRED, PLEDGED, ENCUMBERED OR OTHERWISE DISPOSED OF IN THE ABSENCE OF SUCH REGISTRATION OR UNLESS SUCH TRANSACTION IS EXEMPT FROM, OR NOT SUBJECT TO, SUCH REGISTRATION.

THE HOLDER OF THIS SECURITY BY ITS ACCEPTANCE HEREOF AGREES TO OFFER, SELL OR OTHERWISE TRANSFER SUCH SECURITY PRIOR TO THE DATE (THE “RESALE RESTRICTION TERMINATION DATE”) WHICH IS ONE YEAR AFTER THE LATER OF THE ORIGINAL ISSUE DATE HEREOF AND THE LAST DATE ON WHICH VIDEOTRON LTD. (“VIDEOTRON”) OR ANY AFFILIATE OF VIDEOTRON WAS THE OWNER OF THIS SECURITY (OR ANY PREDECESSOR OF THIS SECURITY), ONLY (A) TO VIDEOTRON OR ANY OF ITS SUBSIDIARIES, (B) PURSUANT TO A REGISTRATION STATEMENT THAT HAS BEEN DECLARED EFFECTIVE UNDER THE SECURITIES ACT, (C) FOR SO LONG AS THE SECURITIES ARE ELIGIBLE FOR RESALE PURSUANT TO RULE 144A UNDER THE SECURITIES ACT (“RULE 144A”), TO A PERSON IT REASONABLY BELIEVES IS A “QUALIFIED INSTITUTIONAL BUYER” AS DEFINED IN RULE 144A THAT PURCHASES FOR ITS OWN ACCOUNT OR FOR THE ACCOUNT OF A QUALIFIED INSTITUTIONAL BUYER TO WHOM NOTICE IS GIVEN THAT THE TRANSFER IS BEING MADE IN RELIANCE ON RULE 144A, (D) PURSUANT TO OFFERS AND SALES TO NON-U.S. PERSONS THAT OCCUR OUTSIDE THE UNITED STATES IN OFFSHORE TRANSACTIONS MEETING THE REQUIREMENTS OF REGULATION S UNDER THE SECURITIES ACT, (E) TO AN “ACCREDITED INVESTOR” WITHIN THE MEANING OF RULE 501(A)(1), (2), (3) OR (7) UNDER THE SECURITIES ACT THAT IS ACQUIRING THE SECURITY FOR ITS OWN ACCOUNT AND IN A MINIMUM PRINCIPAL AMOUNT OF THE SECURITIES OF \$250,000 PURSUANT TO AN AVAILABLE EXEMPTION FROM THE REGISTRATION REQUIREMENTS OF THE SECURITIES ACT AND FOR INVESTMENT PURPOSES ONLY AND NOT WITH A VIEW TO OR FOR OFFER OR SALE IN CONNECTION WITH ANY DISTRIBUTION OF THE NOTES IN VIOLATION OF THE SECURITIES ACT OR (F) PURSUANT TO ANY OTHER AVAILABLE EXEMPTION FROM THE REGISTRATION REQUIREMENTS OF THE SECURITIES ACT, SUBJECT TO VIDEOTRON’S AND THE TRUSTEE’S RIGHT (I) PRIOR TO ANY SUCH OFFER, SALE OR TRANSFER PURSUANT TO CLAUSE (D), (E) OR (F) PRIOR TO THE RESALE RESTRICTION TERMINATION DATE TO REQUIRE THE DELIVERY OF AN OPINION OF COUNSEL, CERTIFICATION AND/OR OTHER INFORMATION SATISFACTORY TO EACH OF THEM AND (II) TO REQUIRE THAT A CERTIFICATE OF TRANSFER IN THE FORM APPEARING ON THIS NOTE IS COMPLETED AND DELIVERED BY THE TRANSFEROR TO THE TRUSTEE. THIS LEGEND WILL BE REMOVED UPON REQUEST OF THE HOLDER AFTER THE RESALE RESTRICTION TERMINATION DATE.

UNLESS PERMITTED UNDER SECURITIES LEGISLATION, THE HOLDER OF THIS SECURITY MUST NOT TRADE THIS SECURITY IN CANADA OR WITH A RESIDENT OF CANADA BEFORE THE DATE THAT IS 4 MONTHS AND A DAY AFTER THE LATER OF (I) APRIL 9, 2014, AND (II) THE DATE THAT THE ISSUER BECAME A REPORTING ISSUER IN ANY PROVINCE OR TERRITORY OF CANADA.]

[*If this note is a global note, insert:*] THIS GLOBAL NOTE IS HELD BY THE DEPOSITARY (AS DEFINED IN THE INDENTURE GOVERNING THIS NOTE) OR ITS NOMINEE IN CUSTODY FOR THE BENEFIT OF THE BENEFICIAL OWNERS HEREOF, AND IS NOT TRANSFERABLE TO ANY PERSON UNDER ANY CIRCUMSTANCES EXCEPT THAT (I) THE TRUSTEE MAY MAKE SUCH NOTATIONS HEREON AS MAY BE REQUIRED PURSUANT TO SECTION 2.06 OF THE INDENTURE, (II) THIS GLOBAL NOTE MAY BE EXCHANGED IN WHOLE BUT NOT IN PART PURSUANT TO SECTION 2.06(a) OF THE INDENTURE, (III) THIS GLOBAL NOTE MAY BE DELIVERED TO THE TRUSTEE FOR CANCELLATION PURSUANT TO SECTION 2.11 OF THE INDENTURE AND (IV) THIS GLOBAL NOTE MAY BE TRANSFERRED TO A SUCCESSOR DEPOSITARY WITH THE PRIOR WRITTEN CONSENT OF THE COMPANY.



UNLESS AND UNTIL IT IS EXCHANGED IN WHOLE OR IN PART FOR NOTES IN DEFINITIVE FORM, THIS NOTE MAY NOT BE TRANSFERRED EXCEPT AS A WHOLE BY THE DEPOSITARY TO A NOMINEE OF THE DEPOSITARY OR BY A NOMINEE OF THE DEPOSITARY TO THE DEPOSITARY OR ANOTHER NOMINEE OF THE DEPOSITARY OR BY THE DEPOSITARY OR ANY SUCH NOMINEE TO A SUCCESSOR DEPOSITARY OR A NOMINEE OF SUCH SUCCESSOR DEPOSITARY UNLESS THIS NOTE IS PRESENTED BY AN AUTHORIZED REPRESENTATIVE OF THE DEPOSITARY TRUST COMPANY (55 WATER STREET, NEW YORK, NEW YORK) (“DTC”), TO THE COMPANY OR ITS AGENT FOR REGISTRATION OF TRANSFER, EXCHANGE OR PAYMENT, AND ANY NOTE ISSUED IS REGISTERED IN THE NAME OF CEDE & CO. OR IN SUCH OTHER NAME AS MAY BE REQUESTED BY AN AUTHORIZED REPRESENTATIVE OF DTC (AND ANY PAYMENT IS MADE TO CEDE & CO. OR TO SUCH OTHER ENTITY AS MAY BE REQUESTED BY AN AUTHORIZED REPRESENTATIVE OF DTC), ANY TRANSFER, PLEDGE OR OTHER USE HEREOF FOR VALUE OR OTHERWISE BY OR TO ANY PERSON IS WRONGFUL INASMUCH AS THE REGISTERED OWNER HEREOF, CEDE & CO., HAS AN INTEREST HEREIN.]

Capitalized terms used herein shall have the meanings assigned to them in the Indenture referred to below unless otherwise indicated.

1. **Interest.** Videotron Ltd., a company incorporated under the laws of Québec (the “Company”), promises to pay interest (as defined in the Indenture) on the principal amount of this Note at  $5\frac{3}{8}\%$  per annum until maturity. The Company shall pay interest semi-annually on June 15 and December 15 of each year, or if any such day is not a Business Day, on the next succeeding Business Day (each an “Interest Payment Date”). Interest on the Notes shall accrue from the most recent date to which interest has been paid or, if no interest has been paid, from the date of issuance; *provided, however*, that if there is no existing Default in the payment of interest, and if this Note is authenticated between a record date referred to on the face hereof and the next succeeding Interest Payment Date, interest shall accrue from such next succeeding Interest Payment Date; *provided, further*, that the first Interest Payment Date shall be June 15, 2014. The Company shall pay interest (including post-petition interest in any proceeding under any Bankruptcy Law) on overdue principal and premium, if any, from time to time on demand at a rate that is 1% per annum in excess of the interest rate then in effect under the Indenture and this Note; it shall pay interest (including post-petition interest in any proceeding under any Bankruptcy Law) on overdue installments of interest (without regard to any applicable grace periods), from time to time on demand at the same rate to the extent lawful. Interest shall be computed on the basis of a 360-day year of twelve 30-day months. For the purposes of disclosure, whenever interest is computed on a basis of a year (the “deemed year”) which contains fewer days than the actual number of days in the calendar year of calculation, such rate of interest shall be expressed as a yearly rate for purposes of the *Interest Act* (Canada) by multiplying such rate of interest by the actual number of days in the calendar year of calculation and dividing it by the number of days in the deemed year.

2. **Method of Payment.** The Company shall pay interest on the Notes (except defaulted interest) to the Persons in whose name this Note (or one or more Predecessor Notes) is registered at the close of business on the June 1 or December 1 next preceding the Interest Payment Date, even if such Notes are cancelled after such record date and on or before such Interest Payment Date, except as provided in Section 2.12 of the Indenture with respect to defaulted interest. The Notes shall be payable as to principal, premium, if any, and interest at the office or agency of the Company maintained for such purpose, or, at the option of the Company, payment of interest may be made by cheque mailed to the Holders at their addresses set forth in the Security Register; *provided, however*, that payment by wire transfer of immediately available funds shall be required with respect to principal of and interest and premium, if any, on, all Global Notes and all other Notes the Holders of which shall have provided wire transfer instructions to the Company or the Paying Agent. Such payment shall be in such coin or currency of the United States of America as at the time of payment is legal tender for payment of public and private debts.

3. **Paying Agent and Registrar.** Initially, Wells Fargo Bank, National Association, the Trustee under the Indenture, shall act as Paying Agent and Registrar. The Company may change any Paying Agent or Registrar without notice to any Holder. The Company or any of its Subsidiaries may act in any such capacity.



4. **Indenture.** The Company issued the Notes under an Indenture dated as of April 9, 2014 (“*Indenture*”) among the Company, the guarantors party thereto (the “*Subsidiary Guarantors*”) and the Trustee. The terms of the Notes include those stated in the Indenture and those made part of the Indenture by reference to the Trust Indenture Act of 1939, as amended (15 U.S. Code §§ 77aaa-77bbb). The Notes are subject to all such terms, and Holders are referred to the Indenture and such Act for a statement of such terms. To the extent any provision of this Note conflicts with the express provisions of the Indenture, the provisions of the Indenture shall govern and be controlling.

**5. Optional Redemption.**

(a) The Company may redeem the Notes, in whole or in part, on one or more occasions, in accordance with Section 3.03 of the Indenture, at a redemption price equal to the greater of (i) 100% of the principal amount of the Notes to be redeemed; and (ii) as determined by a Quotation Agent, the sum of the present values of the remaining scheduled payments of principal and interest thereon (not including any portion of such payments of interest accrued to (but excluding) the date of redemption) discounted to the redemption date on a semiannual basis (assuming a 360-day year consisting of twelve 30-day months) at the Adjusted Treasury Rate plus 100 basis points; plus, in each case, accrued and unpaid interest to (but excluding) the redemption date.

(b) Beginning on March 15, 2024, the Company may redeem all or a part of the Notes, at once or over time, in accordance with Section 3.03 of the Indenture, at a redemption price of 100.00% of the principal amount of the Notes redeemed, plus accrued and unpaid interest on the Notes redeemed to (but excluding) the redemption date (subject to the right of Holders of record on the relevant record date to receive interest due on the relevant interest payment date).

(c) If the Company becomes obligated to pay any Additional Amounts because of a change in the laws or regulations of Canada or any Canadian Taxing Authority, or a change in any official position regarding the application or interpretation thereof, in either case that is publicly announced or becomes effective on or after the Issue Date, the Company may, at any time, redeem all, but not part, of the Notes at a price equal to 100% of the principal amount thereof, plus accrued and unpaid interest to (but excluding) the redemption date, *provided* that at any time that the aggregate principal amount of the Notes outstanding is greater than US\$20.0 million, any Holder of the Notes may, to the extent that it does not adversely affect the Company’s after-tax position, at its option, waive the Company’s compliance with the provisions of Section 4.20 of the Indenture with respect to such Holder’s Notes; *provided, further*, that if any Holder waives such compliance, the Company may not redeem that Holder’s Notes pursuant to this clause (c).

(d) Any prepayment pursuant to this paragraph 5 shall be made pursuant to the provisions of Sections 3.01 through 3.06 of the Indenture.

6. **Mandatory Redemption.** Except as set forth in Sections 4.12 and 4.18 of the Indenture, the Company shall not be required to make mandatory redemption or sinking fund payments with respect to the Notes.

**7. Repurchase at Option of Holder.**

(a) Upon the occurrence of a Change of Control Triggering Event, the Company shall make an offer to all Holders to repurchase all (equal to US\$2,000 or an integral multiple of US\$1,000 in excess thereof) of such Holder’s Notes at a purchase price in cash equal to 101% of the aggregate principal amount of the Notes repurchased, plus accrued and unpaid interest on the Notes repurchased to (but excluding) the purchase date in accordance with the procedures set forth in Section 3.09 of the Indenture.

(b) If the Company or a Restricted Subsidiary consummates any Asset Sales, it shall not be required to apply any Net Proceeds in accordance with the Indenture until the aggregate Excess Proceeds from all Asset Sales following the date the Notes are first issued exceeds US\$100.0 million. Thereafter, the Company shall commence an Asset Sale Offer by applying the Excess Proceeds pursuant to Section 3.09 of the Indenture to purchase the maximum principal amount of Notes (including any Additional Notes) that may be purchased out of the Excess Proceeds at an offer price in cash equal to 100% of the principal amount thereof, plus accrued and unpaid



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interest, if any, to (but excluding) the Purchase Date in accordance with the procedures set forth in Section 3.09 of the Indenture. To the extent that the aggregate amount of Notes (including Additional Notes) tendered pursuant to an Asset Sale Offer is less than the Excess Proceeds, the Company (or such Restricted Subsidiary) may apply such deficiency for any purpose not prohibited by the Indenture. If the aggregate principal amount of Notes surrendered by Holders thereof exceeds the amount of Excess Proceeds, the Trustee shall select the Notes to be purchased on a *pro rata* basis.

8. **Notice of Redemption.** Notices of redemption shall be mailed at least 30 days but not more than 60 days before the redemption date to each Holder whose Notes are to be redeemed at its registered address. Notes in denominations larger than US\$2,000 may be redeemed in part but only in integral multiples of US\$1,000 in excess of US\$2,000, unless all of the Notes held by a Holder are to be redeemed. On and after the redemption date interest shall cease to accrue on Notes or portions thereof called for redemption.

9. **Denominations, Transfer, Exchange.** The Notes are in registered form without coupons in denominations of US\$2,000 and integral multiples of US\$1,000 in excess thereof. This Note shall represent the aggregate principal amount of outstanding Notes from time to time endorsed hereon and the aggregate principal amount of Notes represented hereby may from time to time be reduced or increased, as appropriate, to reflect exchanges and redemptions. The transfer of Notes shall be registered and Notes shall be exchanged as provided in the Indenture. The Registrar and the Trustee may require a Holder, among other things, to furnish appropriate endorsements and transfer documents and the Company may require a Holder to pay any taxes and fees required by law or permitted by the Indenture. The Company need not exchange or register the transfer of any Note or portion of a Note selected for redemption, except for the unredeemed portion of any Note being redeemed in part. Also, the Company need not exchange or register the transfer of any Notes for a period of 15 days before a selection of Notes to be redeemed or during the period between a record date and the corresponding Interest Payment Date.

10. **Persons Deemed Owners.** The registered Holder of a Note shall be treated as its owner for all purposes. Notwithstanding the foregoing, it is understood that amounts withheld from the registered Holder of Notes and the determination of obligations hereunder to pay Additional Amounts, if any, on the Notes shall in each case be determined with respect to the ultimate beneficial holder and not the registered Holder.

11. **Amendment, Supplement and Waiver.** Subject to certain exceptions, the Company and the Trustee may amend or supplement the Indenture or the Notes with the consent of the Holders of at least a majority in principal amount of the then outstanding Notes, including Additional Notes, if any, voting as a single class (including consents obtained in connection with a purchase of or tender offer or exchange offer for the Notes), and, subject to Sections 6.04 and 6.07 of the Indenture, any existing Default or Event of Default (except a continuing Default or Event of Default (i) in the payment of principal, premium, if any, interest or Additional Amounts, if any, on the Notes and (ii) in respect of a covenant or provision which under the Indenture cannot be modified or amended without the consent of the Holder of each Note affected by such modification or amendment) or compliance with any provision of the Indenture or the Notes may be waived with the consent of the Holders of at least a majority in principal amount of the then outstanding Notes, including Additional Notes, if any, then outstanding voting as a single class (including consents obtained in connection with a purchase of or tender offer or exchange offer for the Notes). Without the consent of any Holder, the Company and the Trustee may amend or supplement the Indenture or the Notes to (a) cure any ambiguity, defect or inconsistency; (b) provide for uncertificated Notes in addition to or in place of certificated Notes (*provided* that the uncertificated Notes are issued in registered form for purposes of Section 163(f) of the Code; (c) provide for the assumption of the obligations of the Company and/or a Subsidiary Guarantor to Holders in the case of a merger, consolidation, or amalgamation or sale of all or substantially all of the assets of the Company and/or a Subsidiary Guarantor; *provided, however*, that the Company shall deliver to the Trustee (i) an Opinion of Counsel in the United States to the effect that Holders will not recognize income, gain or loss for U.S. Federal income tax purposes as a result of such assumption by a successor corporation and will be subject to U.S. federal income tax on the same amount and in the same manner and at the same times as would have been the case if such assumption had not occurred, and (ii) an Opinion of Counsel in Canada to the effect that Holders will not recognize income, gain or loss for Canadian federal tax purposes as a result of such assumption by a successor corporation and will be subject to Canadian federal taxes (including withholding taxes) on the same amounts, in the same manner and at the same times as would have been the case if such assumption had not occurred; (d) make any change that would provide any additional rights or benefits to the Holders or that does not adversely affect the legal rights under this Indenture of any such Holder; (e) add additional guarantees with respect



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to the Notes or release Subsidiary Guarantors from Subsidiary Guarantees as provided or permitted by the terms of the Indenture; (f) provide for the issuance of Additional Notes in accordance with the Indenture; (g) comply with requirements of the Commission in order to effect or maintain the qualification of this Indenture under the TIA; or (h) to conform the text of the Indenture or the Notes to any provision of the "Description of Notes" section in the Offering Memorandum for the Notes dated March 26, 2014 to the extent that such provision in such "Description of Notes" section was intended to be a verbatim recitation of a provision of the Indenture or the Notes.

**12. Defaults and Remedies.** Each of the following is an Event of Default under the Indenture: (a) default for 30 days in the payment when due of interest on, including Additional Amounts, if any, or with respect to, the Notes; (b) default in payment, when due at Stated Maturity, upon acceleration, redemption, required repurchase or otherwise, of the principal of, or premium, if any, on the Notes; (c) failure by the Company or any Restricted Subsidiary to comply with the provisions of Section 4.12, 4.18 or 5.01 of the Indenture; (d) failure by the Company for 90 days after written notice thereof has been given to the Company by the Trustee, or to the Company and the Trustee by the Holders of at least 25% of the aggregate principal amount of the Notes outstanding, to comply with the provisions of Section 4.03 under the Indenture, (e) failure by the Company or any Restricted Subsidiary for 60 days after written notice thereof has been given to the Company by the Trustee or to the Company and the Trustee by the Holders of at least 25% of the aggregate principal amount of the Notes outstanding to comply with any of its other covenants or agreements in the Indenture; (f) default under any mortgage, hypothec, indenture or instrument under which there may be issued or by which there may be secured or evidenced any Indebtedness for borrowed money by the Company or any Restricted Subsidiary, or the payment of which is guaranteed by the Company or any Restricted Subsidiary, whether such Indebtedness or guarantee now exists, or is created after the Issue Date, if that default: (i) is caused by a failure to pay principal of, or interest or premium, if any, on, such Indebtedness when due at the final maturity of such Indebtedness (a "Payment Default"); or (ii) results in the acceleration of such Indebtedness prior to its Stated Maturity, and, in each case, the principal amount of any such Indebtedness, together with the principal amount of any other such Indebtedness under which there has been a Payment Default or the maturity of which has been so accelerated, aggregates US\$25.0 million or more; (g) failure by the Company or any Restricted Subsidiary to pay final, non-appealable judgments aggregating in excess of US\$25.0 million, which judgments are not paid, discharged or stayed for a period of 60 days; (h) any Subsidiary Guarantee of a Significant Subsidiary ceases, or the Subsidiary Guarantees of any group of Subsidiaries that, when taken together, would constitute a Significant Subsidiary cease, to be in full force and effect (other than in accordance with the terms of any such Subsidiary Guarantee) or any Subsidiary Guarantor that is a Significant Subsidiary denies or disaffirms its obligations under its Subsidiary Guarantee, or a group of Subsidiary Guarantors that, when taken together, would constitute a Significant Subsidiary deny or disaffirm their obligations under their respective Subsidiary Guarantees; and (i) certain events of bankruptcy, insolvency or reorganization affecting the Company or any of its Significant Subsidiaries that are Restricted Subsidiaries or any group of Restricted Subsidiaries that, taken together, would constitute a Significant Subsidiary.

If any Event of Default occurs and is continuing, the Trustee or the Holders of at least 25% in principal amount of the then outstanding Notes may declare all the Notes to be due and payable. Notwithstanding the foregoing, in the case of an Event of Default arising from certain events of bankruptcy or insolvency described in the Indenture, all outstanding Notes shall become due and payable without further action or notice. Holders may not enforce the Indenture or the Notes except as provided in the Indenture. Subject to certain limitations, Holders of at least a majority in aggregate principal amount of the then outstanding Notes may direct the Trustee in its exercise of any trust or power. The Trustee may withhold from Holders notice of any continuing Default or Event of Default (except a Default or Event of Default relating to the payment of principal, premium, if any, or interest or Additional Amounts, if any) if it determines in good faith that withholding notice is in the interests of the Holders. The Holders of at least a majority in aggregate principal amount of the Notes then outstanding by notice to the Trustee may on behalf of the Holders of all of the Notes waive any existing Default or Event of Default and its consequences under the Indenture except a continuing Default or Event of Default in the payment of principal, premium, if any, or interest or Additional Amounts, if any. The Company is required to deliver to the Trustee annually a statement regarding compliance with the Indenture, and the Company is required upon becoming aware of any Default or Event of Default, to deliver to the Trustee a statement specifying such Default or Event of Default.

**13. Trustee Dealings with Company.** Subject to certain limitations, the Trustee in its individual or any other capacity may become the owner or pledgee of Notes and may otherwise deal with the Company or any Subsidiary Guarantor or any Subsidiary Guarantor or any Affiliate of the Company with the same rights it would have if it were not Trustee.





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14. **No Recourse Against Others.** No past, present or future director, officer, employee, incorporator or stockholder of the Company or of any Subsidiary Guarantor, as such, shall have any liability for any obligations of the Company or any Subsidiary Guarantor under the Indenture, the Notes, the Subsidiary Guarantees or for any claim based on, in respect of, or by reason of, such obligations or their creation. Each Holder by accepting a Note waives and releases all such liability.

15. **Authentication.** This Note shall not be valid until authenticated by the manual signature of the Trustee or an authenticating agent.

16. **Abbreviations.** Customary abbreviations may be used in the name of a Holder or an assignee, such as: TEN COM (= tenants in common), TEN ENT (= tenants by the entireties), JT TEN (= joint tenants with right of survivorship and not as tenants in common), CUST (= Custodian), and U/G/M/A (= Uniform Gifts to Minors Act).

17. **[Reserved].**

18. **CUSIP Numbers.** Pursuant to a recommendation promulgated by the Committee on Uniform Security Identification Procedures, the Company has caused CUSIP numbers to be printed on the Notes and has directed the Trustee to use CUSIP numbers in notices of redemption or notices of Offers to Purchase as a convenience to Holders. No representation is made as to the correctness of such numbers either as printed on the Notes or as contained in any notice of redemption or notice of an Offer to Purchase and reliance may be placed only on the other identification numbers printed thereon and any such redemption or Offer to Purchase shall not be affected by any defect in or omission of such numbers.

The Company shall furnish to any Holder upon written request and without charge a copy of the Indenture. Requests may be made to: Videotron Ltd., 612 St. Jacques Street, Montréal, Québec H3C 4M8, Canada, Attention: Vice President, Legal Affairs.

19. **Governing Law.** The internal law of the State of New York shall govern and be used to construe this Note.



Option of Holder to Elect Purchase

If you want to elect to have this Note purchased by the Company pursuant to Section 4.12 or 4.18 of the Indenture, check the box below:

- Section 4.12
- Section 4.18

If you want to elect to have only part of the Note purchased by the Company pursuant to Section 4.12 or Section 4.18 of the Indenture, state the amount you elect to have purchased: US\$ \_\_\_\_\_

Date: \_\_\_\_\_

Your Signature: \_\_\_\_\_  
(Sign exactly as your name appears on the face of this Note)

Tax Identification No.  
\_\_\_\_\_

SIGNATURE GUARANTEE:  
\_\_\_\_\_

Signatures must be guaranteed by an “eligible guarantor institution” meeting the requirements of the Registrar, which requirements include membership or participation in the Security Transfer Agent Medallion Program (“STAMP”) or such other “signature guarantee program” as may be determined by the Registrar in addition to, or in substitution for, STAMP, all in accordance with the Securities Exchange Act of 1934, as amended.



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**Assignment Form**

To assign this Note, fill in the form below:

(I) or (we) assign and transfer this Note to

\_\_\_\_\_

(Insert assignee's social security or other tax I.D. no.)

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

(Print or type assignee's name, address and zip code)

and irrevocably appoint \_\_\_\_\_  
as agent to transfer this Note on the books of the Company. The agent may substitute another to act for him.

Date: \_\_\_\_\_

Your Signature: \_\_\_\_\_  
(Sign exactly as your name appears on the face of this Note)

Signature Guarantee: \_\_\_\_\_

Signatures must be guaranteed by an "eligible guarantor institution" meeting the requirements of the Registrar, which requirements include membership or participation in the Security Transfer Agent Medallion Program ("STAMP") or such other "signature guarantee program" as may be determined by the Registrar in addition to, or in substitution for, STAMP, all in accordance with the Securities Exchange Act of 1934, as amended.



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SCHEDULE OF EXCHANGES OF INTERESTS IN THE GLOBAL NOTE

The following exchanges of a part of this Global Note for an interest in another Global Note or for a Definitive Note, or exchanges of a part of another Global Note or Definitive Note for an interest in this Global Note, have been made:

<u>Date of Exchange</u>	<u>Amount of decrease in Principal Amount of this Global Note</u>	<u>Amount of increase in Principal Amount of this Global Note</u>	<u>Principal Amount of this Global Note following such decrease (or increase)</u>	<u>Signature of authorized signatory of Trustee or Note Custodian</u>
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**EXHIBIT B**

**FORM OF CERTIFICATE OF TRANSFER**

Videotron Ltd.  
 612 St. Jacques Street  
 Montréal, Québec H3C 4M8  
 Canada  
 Attention: Vice President, Legal Affairs

Wells Fargo Bank, National Association  
 as Trustee and Registrar – DAPS Reorg.  
 MAC N9303-121  
 608 2nd Avenue South  
 Minneapolis, MN 55479  
 Telephone No.: (877) 872-4605  
 Fax No.: (866) 969-1290  
 Email: DAPSReorg@wellsfargo.com

Re: 5<sup>3</sup>/<sub>8</sub>% Senior Notes due June 15, 2024

Reference is hereby made to the Indenture, dated as of April 9, 2014 (the “*Indenture*”), among Videotron Ltd., as issuer (the “*Company*”), the Subsidiary Guarantors party thereto and Wells Fargo Bank, National Association, as trustee. Capitalized terms used but not defined herein shall have the meanings given to them in the Indenture.

\_\_\_\_\_, (the “*Transferor*”) owns and proposes to transfer the Note[s] or interest in such Note[s] specified in Annex A hereto, in the principal amount of US\$\_\_\_\_\_ in such Note[s] or interests (the “*Transfer*”), to \_\_\_\_\_ (the “*Transferee*”), as further specified in Annex A hereto. In connection with the Transfer, the Transferor hereby certifies that:

**[CHECK ALL THAT APPLY]**

1.  Check if Transferee will take delivery of a beneficial interest in the 144A Global Note or a Definitive Note Pursuant to Rule 144A. The Transfer is being effected pursuant to and in accordance with Rule 144A under the United States Securities Act of 1933, as amended (the “*Securities Act*”), and, accordingly, the Transferor hereby further certifies that the beneficial interest or Definitive Note is being transferred to a Person that the Transferor reasonably believed and believes is purchasing the beneficial interest or Definitive Note for its own account, or for one or more accounts with respect to which such Person exercises sole investment discretion, and such Person and each such account is a “qualified institutional buyer” within the meaning of Rule 144A in a transaction meeting the requirements of Rule 144A and such Transfer is in compliance with any applicable blue sky securities laws of any state of the United States. Upon consummation of the proposed Transfer in accordance with the terms of the Indenture, the transferred beneficial interest or Definitive Note will be subject to the restrictions on transfer enumerated in the Private Placement Legend printed on the 144A Global Note and/or the Definitive Note and in the Indenture and the Securities Act.

2.  Check if Transferee will take delivery of a beneficial interest in the Regulation S Global Note or a Definitive Note pursuant to Regulation S. The Transfer is being effected pursuant to and in accordance with Rule 903 or Rule 904 under the Securities Act and, accordingly, the Transferor hereby further certifies that (i) the Transfer is not being made to a Person in the United States and (x) at the time the buy order was originated, the Transferee was outside the United States or such Transferor and any Person acting on its behalf reasonably believed and believes that the Transferee was outside the United States or (y) the transaction was executed in, on or through the facilities of a designated offshore securities market and neither such Transferor nor



any Person acting on its behalf knows that the transaction was prearranged with a buyer in the United States, (ii) no directed selling efforts have been made in contravention of the requirements of Rule 903(b) or Rule 904(a) of Regulation S under the Securities Act, (iii) the transaction is not part of a plan or scheme to evade the registration requirements of the Securities Act and (iv) if the proposed transfer is being made prior to the expiration of the Distribution Compliance Period, the transfer is not being made to a U.S. Person or for the account or benefit of a U.S. Person (other than an Initial Purchaser). Upon consummation of the proposed transfer in accordance with the terms of the Indenture, the transferred beneficial interest or Definitive Note will be subject to the restrictions on Transfer enumerated in the Private Placement Legend printed on the Regulation S Global Note, the Temporary Regulation S Global Note and/or the Definitive Note and in the Indenture and the Securities Act.

3.  Check and complete if Transferee will take delivery of a Definitive Note pursuant to any provision of the Securities Act other than Rule 144A or Regulation S. The Transfer is being effected in compliance with the transfer restrictions applicable to beneficial interests in Restricted Global Notes and Restricted Definitive Notes and pursuant to and in accordance with the Securities Act and any applicable blue sky securities laws of any state of the United States, and accordingly the Transferor hereby further certifies that (check one):

- (a)  such Transfer is being effected pursuant to and in accordance with Rule 144 under the Securities Act;  
or
- (b)  such Transfer is being effected to the Company or a Subsidiary thereof;  
or
- (c)  such Transfer is being effected pursuant to an effective registration statement under the Securities Act and in compliance with the prospectus delivery requirements of the Securities Act;  
or
- (d)  such Transfer is being effected to an Institutional Accredited Investor and pursuant to an exemption from the registration requirements of the Securities Act other than Rule 144A, Rule 144 or Rule 904, and the Transferor hereby further certifies that it has not engaged in any general solicitation within the meaning of Regulation D under the Securities Act and the Transfer complies with the transfer restrictions applicable to beneficial interests in a Restricted Global Note or Restricted Definitive Notes and the requirements of the exemption claimed, which certification is supported by (1) a certificate executed by the Transferee in the form of Exhibit D to the Indenture and (2) if such Transfer is in respect of a principal amount of Notes at the time of transfer of less than US\$250,000, an Opinion of Counsel provided by the Transferor or the Transferee (a copy of which the Transferor has attached to this certification), to the effect that such Transfer is in compliance with the Securities Act. Upon consummation of the proposed transfer in accordance with the terms of the Indenture, the transferred beneficial interest or Definitive Note will be subject to the restrictions on transfer enumerated in the Private Placement Legend printed on the Definitive Notes and in the Indenture and the Securities Act.

4.  Check if Transferee will take delivery of a beneficial interest in an Unrestricted Global Note or of an Unrestricted Definitive Note.

(a)  **Check if Transfer is pursuant to Rule 144.** (i) The Transfer is being effected pursuant to and in accordance with Rule 144 under the Securities Act and in compliance with the transfer restrictions contained in the Indenture and any applicable blue sky securities laws of any state of the United States and (ii) the restrictions on transfer contained in the Indenture and the Private Placement Legend are not required in order to maintain compliance with the Securities Act. Upon consummation of the proposed



Transfer in accordance with the terms of the Indenture, the transferred beneficial interest or Definitive Note will no longer be subject to the restrictions on transfer enumerated in the Private Placement Legend printed on the Restricted Global Notes, on Restricted Definitive Notes and in the Indenture.

(b)  **Check if Transfer is Pursuant to Regulation S.** (i) The Transfer is being effected pursuant to and in accordance with Rule 903 or Rule 904 under the Securities Act and in compliance with the transfer restrictions contained in the Indenture and any applicable blue sky securities laws of any state of the United States and (ii) the restrictions on transfer contained in the Indenture and the Private Placement Legend are not required in order to maintain compliance with the Securities Act. Upon consummation of the proposed Transfer in accordance with the terms of the Indenture, the transferred beneficial interest or Definitive Note will no longer be subject to the restrictions on transfer enumerated in the Private Placement Legend printed on the Restricted Global Notes, on Restricted Definitive Notes and in the Indenture.

(c)  **Check if Transfer is Pursuant to Other Exemption.** (i) The Transfer is being effected pursuant to and in compliance with an exemption from the registration requirements of the Securities Act other than Rule 144, Rule 903 or Rule 904 and in compliance with the transfer restrictions contained in the Indenture and any applicable blue sky securities laws of any State of the United States and (ii) the restrictions on transfer contained in the Indenture and the Private Placement Legend are not required in order to maintain compliance with the Securities Act. Upon consummation of the proposed Transfer in accordance with the terms of the Indenture, the transferred beneficial interest or Definitive Note will not be subject to the restrictions on transfer enumerated in the Private Placement Legend printed on the Restricted Global Notes or Restricted Definitive Notes and in the Indenture.

This certificate and the statements contained herein are made for your benefit and the benefit of the Company.

\_\_\_\_\_  
[Insert Name of Transferor]

By: \_\_\_\_\_  
Name:  
Title:

Dated: \_\_\_\_\_



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ANNEX A TO CERTIFICATE OF TRANSFER

1. The Transferor owns and proposes to transfer the following: [CHECK ONE OF (a) OR (b)]

1. The Transferor owns and proposes to transfer the following:

[CHECK ONE OF (a) OR (b)]

- (a)  a beneficial interest in the:
  - (i)  144A Global Note (CUSIP \_\_\_\_\_), or
  - (ii)  Regulation S Global Note (CUSIP \_\_\_\_\_); or
- (b)  a Restricted Definitive Note.

2. After the Transfer the Transferee will hold:

[CHECK ONE OF (a), (b) OR (c)]

- (a)  a beneficial interest in the:
  - (i)  144A Global Note (CUSIP \_\_\_\_\_), or
  - (ii)  Regulation S Global Note (CUSIP \_\_\_\_\_), or
  - (iii)  Unrestricted Global Note (CUSIP \_\_\_\_\_); or
- (b)  a Restricted Definitive Note; or
- (c)  an Unrestricted Definitive Note,

in accordance with the terms of the Indenture.





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## EXHIBIT C

## FORM OF CERTIFICATE OF EXCHANGE

Videotron Ltd.  
 612 St. Jacques Street  
 Montréal, Québec H3C 4M8  
 Canada  
 Attention: Vice President, Legal Affairs

Wells Fargo Bank, National Association  
 as Trustee and Registrar – DAPS Reorg.  
 MAC N9303-121  
 608 2nd Avenue South  
 Minneapolis, MN 55479  
 Telephone No.: (877) 872-4605  
 Fax No.: (866) 969-1290  
 Email: DAPSReorg@wellsfargo.com

Re: 5<sup>3</sup>/<sub>8</sub>% Senior Notes due June 15, 2024

Reference is hereby made to the Indenture, dated as of April 9, 2014 (the “*Indenture*”), among Videotron Ltd., as issuer (the “*Company*”), the Subsidiary Guarantors party thereto and Wells Fargo Bank, National Association, as trustee. Capitalized terms used but not defined herein shall have the meanings given to them in the Indenture.

\_\_\_\_\_, (the “*Owner*”) owns and proposes to exchange the Note[s] or interest in such Note[s] specified herein, in the principal amount of US\$\_\_\_\_\_ in such Note[s] or interests (the “*Exchange*”). In connection with the Exchange, the Owner hereby certifies that:

1. Exchange of Restricted Definitive Notes or Beneficial Interests in a Restricted Global Note for Unrestricted Definitive Notes or Beneficial Interests in an Unrestricted Global Note

(a)  **Check if Exchange is from beneficial interest in a Restricted Global Note to beneficial interest in an Unrestricted Global Note.** In connection with the Exchange of the Owner’s beneficial interest in a Restricted Global Note for a beneficial interest in an Unrestricted Global Note in an equal principal amount, the Owner hereby certifies (i) the beneficial interest is being acquired for the Owner’s own account without transfer, (ii) such Exchange has been effected in compliance with the transfer restrictions applicable to the Restricted Global Note and pursuant to and in accordance with the United States Securities Act of 1933, as amended (the “*Securities Act*”), (iii) the restrictions on transfer contained in the Indenture and the Private Placement Legend are not required in order to maintain compliance with the Securities Act and (iv) the beneficial interest in an Unrestricted Global Note is being acquired in compliance with any applicable blue sky securities laws of any state of the United States.

(b)  **Check if Exchange is from beneficial interest in a Restricted Global Note to Unrestricted Definitive Note.** In connection with the Exchange of the Owner’s beneficial interest in a Restricted Global Note for an Unrestricted Definitive Note, the Owner hereby certifies (i) the Unrestricted Definitive Note is being acquired for the Owner’s own account without transfer, (ii) such Exchange has been effected in compliance with the transfer restrictions applicable to the Restricted Global Note and pursuant to and in accordance with the Securities Act, (iii) the restrictions on transfer contained in the Indenture and the Private Placement Legend are not required in order to maintain compliance with the Securities Act and (iv) the Unrestricted Definitive Note is being acquired in compliance with any applicable blue sky securities laws of any state of the United States.



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(c)  **Check if Exchange is from Restricted Definitive Note to beneficial interest in an Unrestricted Global Note.** In connection with the Owner's Exchange of a Restricted Definitive Note for a beneficial interest in an Unrestricted Global Note, the Owner hereby certifies (i) the beneficial interest is being acquired for the Owner's own account without transfer, (ii) such Exchange has been effected in compliance with the transfer restrictions applicable to Restricted Definitive Notes and pursuant to and in accordance with the Securities Act, (iii) the restrictions on transfer contained in the Indenture and the Private Placement Legend are not required in order to maintain compliance with the Securities Act and (iv) the beneficial interest is being acquired in compliance with any applicable blue sky securities laws of any state of the United States.

(d)  **Check if Exchange is from Restricted Definitive Note to Unrestricted Definitive Note.** In connection with the Owner's Exchange of a Restricted Definitive Note for an Unrestricted Definitive Note, the Owner hereby certifies (i) the Unrestricted Definitive Note is being acquired for the Owner's own account without transfer, (ii) such Exchange has been effected in compliance with the transfer restrictions applicable to Restricted Definitive Notes and pursuant to and in accordance with the Securities Act, (iii) the restrictions on transfer contained in the Indenture and the Private Placement Legend are not required in order to maintain compliance with the Securities Act and (iv) the Unrestricted Definitive Note is being acquired in compliance with any applicable blue sky securities laws of any state of the United States.

2. Exchange of Restricted Definitive Notes or Beneficial Interests in Restricted Global Notes for Restricted Definitive Notes or Beneficial Interests in Restricted Global Notes

(a)  **Check if Exchange is from beneficial interest in a Restricted Global Note to Restricted Definitive Note.** In connection with the Exchange of the Owner's beneficial interest in a Restricted Global Note for a Restricted Definitive Note with an equal principal amount, the Owner hereby certifies that the Restricted Definitive Note is being acquired for the Owner's own account without transfer. Upon consummation of the proposed Exchange in accordance with the terms of the Indenture, the Restricted Definitive Note issued will continue to be subject to the restrictions on transfer enumerated in the Private Placement Legend printed on the Restricted Definitive Note and in the Indenture and the Securities Act.

(b)  **Check if Exchange is from Restricted Definitive Note to beneficial interest in a Restricted Global Note.** In connection with the Exchange of the Owner's Restricted Definitive Note for a beneficial interest in the [CIRCLE ONE] 144A Global Note, Regulation S Global Note, with an equal principal amount, the Owner hereby certifies (i) the beneficial interest is being acquired for the Owner's own account without transfer and (ii) such Exchange has been effected in compliance with the transfer restrictions applicable to the Restricted Definitive Note and pursuant to and in accordance with the Securities Act, and in compliance with any applicable blue sky securities laws of any state of the United States. Upon consummation of the proposed Exchange in accordance with the terms of the Indenture, the beneficial interest issued will be subject to the restrictions on transfer enumerated in the Private Placement Legend printed on the relevant Restricted Global Note and in the Indenture and the Securities Act.

This certificate and the statements contained herein are made for your benefit and the benefit of the Company.

\_\_\_\_\_  
[Insert Name of Transferor]

By \_\_\_\_\_  
Name:  
Title:

Dated: \_\_\_\_\_



**EXHIBIT D**  
**FORM OF CERTIFICATE FROM**  
**ACQUIRING INSTITUTIONAL ACCREDITED INVESTOR**

Videotron Ltd.  
612 St. Jacques Street  
Montréal, Québec H3C 4M8  
Canada  
Attention: Vice President, Legal Affairs

Wells Fargo Bank, National Association  
as Trustee and Registrar – DAPS Reorg.  
MAC N9303-121  
608 2nd Avenue South  
Minneapolis, MN 55479  
Telephone No.: (877) 872-4605  
Fax No.: (866) 969-1290  
Email: DAPSReorg@wellsfargo.com

Re: 5.3/8% Senior Notes due June 15, 2024

Reference is hereby made to the Indenture, dated as of April 9, 2014 (the “*Indenture*”), among Videotron Ltd., as issuer (the “*Company*”), the Subsidiary Guarantors party thereto and Wells Fargo Bank, National Association, as trustee. Capitalized terms used but not defined herein shall have the meanings given to them in the Indenture.

In connection with our proposed purchase of US\$ aggregate principal amount of:

(a)  a beneficial interest in a Global Note, or

(b)  a Definitive Note,

we confirm that:

1. We understand that any subsequent transfer of the Notes or any interest therein is subject to certain restrictions and conditions set forth in the Indenture and the undersigned agrees to be bound by, and not to resell, pledge or otherwise transfer the Notes or any interest therein except in compliance with, such restrictions and conditions and the United States Securities Act of 1933, as amended (the “*Securities Act*”).

2. We understand that the offer and sale of the Notes have not been and will not be registered under the Securities Act, and that the Notes and any interest therein may not be offered or sold except as permitted in the following sentence. We agree, on our own behalf and on behalf of any accounts for which we are acting as hereinafter stated, that if we should sell the Notes or any interest therein, we will do so only (A) to the Company or any subsidiary thereof, (B) in accordance with Rule 144A under the Securities Act to a “qualified institutional buyer” (as defined therein) that purchases for its own account or for the account of a qualified institutional buyer to whom notice is given that the transfer is being made in reliance on Rule 144A under the Securities Act, (C) to an institutional “accredited investor” (as defined below) that, prior to such transfer, furnishes (or has furnished on its behalf by a U.S. broker-dealer) to you and to the Company a signed letter substantially in the form of this letter and, such transfer is in respect of a minimum principal amount of Notes of US\$250,000, (D) pursuant to offers and sales to non-U.S. Persons that occur outside the United States in accordance with Rule 904 of Regulation S under the Securities Act, (E) pursuant to any other available exemption under the Securities Act or (F) pursuant to an effective registration statement under the Securities Act, and we further agree to provide to any Person purchasing the Definitive Note or beneficial interest in a Global Note from us in a transaction meeting the requirements of clauses (A) through (E) of this paragraph a notice advising such purchaser that resales thereof are restricted as stated herein.



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3. We understand that, on any proposed resale of the Notes or beneficial interest therein, we will be required to furnish to you and the Company such certifications, legal opinions and other information as you and the Company may reasonably require to confirm that the proposed sale complies with the foregoing restrictions. We further understand that the Notes purchased by us will bear a legend to the foregoing effect.

4. We are an institutional "accredited investor" (as defined in Rule 501(a)(1), (2), (3) or (7) of Regulation D under the Securities Act) and have such knowledge and experience in financial and business matters as to be capable of evaluating the merits and risks of our investment in the Notes, and we and any accounts for which we are acting are each able to bear the economic risk of our or its investment. We have had access to such financial and other information and have been afforded the opportunity to ask such questions of representatives of the Company and receive answers thereto, as we deem necessary in connection with our decision to purchase the Notes.

5. We are acquiring the Notes or beneficial interest therein purchased by us for our own account, or for one or more accounts (each of which is an institutional "accredited investor") as to each of which we exercise sole investment discretion, for investment purposes only and are not acquiring the Notes with a view to any distribution thereof in a transaction that would violate the Securities Act of the securities laws of any state of the United States or any other applicable jurisdiction.

You and the Company are entitled to rely upon this letter and are irrevocably authorized to produce this letter or a copy hereof to any interested party in any administrative or legal proceedings or official inquiry with respect to the matters covered hereby. This letter shall be governed by, and construed in accordance with, the laws of the State of New York.

\_\_\_\_\_  
[Insert Name of Accredited Investor]

By \_\_\_\_\_  
Name:  
Title:  
  
Dated: \_\_\_\_\_



**EXHIBIT E**  
**FORM OF NOTATION OF GUARANTEE**

For value received, each Subsidiary Guarantor (which term includes any successor Person under the Indenture), jointly and severally, hereby unconditionally guarantees, to the extent set forth in the Indenture and subject to the provisions in the Indenture, dated as of April 9, 2014 (the “*Indenture*”), among Videotron Ltd., as issuer (the “*Company*”), the Subsidiary Guarantors listed on the signature pages thereto and Wells Fargo Bank, National Association, as trustee (the “*Trustee*”), (a) the due and punctual payment of the principal of, premium, if any, and interest and Additional Amounts, if any, on the Notes, whether at maturity, by acceleration, redemption or otherwise, the due and punctual payment of interest on overdue principal and premium, if any, and, to the extent permitted by law, interest and Additional Amounts, if any, and the due and punctual performance of all other obligations of the Company to the Holders or the Trustee under the Notes and the Indenture, all in accordance with the terms of the Notes and the Indenture; and (b) in case of any extension of time of payment or renewal of any Notes or any of such other obligations, that the same shall be promptly paid in full when due or performed in accordance with the terms of the extension or renewal, whether at maturity, by acceleration pursuant to Section 6.02 of the Indenture, redemption or otherwise. The obligations of the Subsidiary Guarantors to the Holders of Notes and to the Trustee pursuant to the Subsidiary Guarantee and the Indenture are expressly set forth in Article 10 of the Indenture and reference is hereby made to the Indenture for the precise terms of the Subsidiary Guarantee. Except to the extent provided in the Indenture, including Sections 8.02, 8.03 and 10.05 thereof, this Subsidiary Guarantee shall not be discharged except by complete performance of the obligations contained herein and in the Indenture. Each Holder of a Note, by accepting the same agrees to and shall be bound by such provisions. Capitalized terms used herein and not defined are used herein as so defined in the Indenture.

[NAME OF GUARANTOR]

By \_\_\_\_\_  
Name:  
Title:



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**EXHIBIT F**  
**FORM OF SUBORDINATION AGREEMENT**

This SUBORDINATION AGREEMENT is dated as of \_\_\_\_\_ (the “Agreement”).

To: Wells Fargo Bank, National Association., for itself and as trustee under the Indenture referred to below for the holders of the Notes (the “Trustee”)

[OBLIGOR] (the “Obligor”), as obligor under the obligation dated as of made or issued by the Obligor in favor of [HOLDER] (the “Subordinated Security”), and [HOLDER], as holder (the “Holder”) of the Subordinated Security, for ten dollars and other good and valuable consideration received by each of the Obligor and the Holder from the Trustee and any other Representative and by each of the Obligor and the Holder from the other, agree as follows:

**1. Interpretation.**

(a) “Cash, Property or Securities”. “Cash, Property or Securities” shall not be deemed to include securities of the Obligor or any other Person provided for by a plan of reorganization or readjustment, the payment of which is subordinated at least to the extent provided herein with respect to the Subordinated Security, to the payment of all Senior Indebtedness which may at the time be outstanding; provided, however, that (i) all Senior Indebtedness is assumed by the new Person, if any, resulting from any such reorganization or readjustment, and (ii) the rights of the registered holders of the Senior Indebtedness are not, without the consent of such registered holders, altered by such reorganization or readjustment.

(b) “payment in full”. “payment in full”, with respect to Senior Indebtedness, means the receipt on an irrevocable basis of cash in an amount equal to the unpaid principal amount of the Senior Indebtedness and premium, if any, and interest thereon to the date of such payment, together with all other amounts owing with respect to such Senior Indebtedness.

(c) “Representative” means the agent (including an administrative agent), trustee or representative of holders of Senior Indebtedness.

(d) “Senior Indebtedness”. “Senior Indebtedness” means, at any date, all indebtedness (including, without limitation, any and all amounts of principal, interest, special interest, additional amounts, premium, fees, penalties, indemnities and “post-petition interest” in bankruptcy and any reimbursement of expenses) under (1) the Indenture, including, without limitation, the “Notes,” the “Subsidiary Guarantees,” the “Additional Notes” and any “guarantee” of the Additional Notes (in each case, as defined in the Indenture), (2) the indenture, dated as of June 17, 2013, as supplemented (the “2013 Indenture”), among Videotron Ltd. (“Videotron”), the guarantors thereto and Computershare Trust Company of Canada, as Trustee, including, without limitation, the “Notes,” the “Subsidiary Guarantees,” the “Additional Notes” and any “guarantee” of the Additional Notes (in each case, as defined in the 2013 Indenture), (3) the indenture, dated as of March 14, 2012, as supplemented (the “2012 Indenture”), among Videotron, the guarantors thereto and Wells Fargo Bank, National Association, as Trustee, including, without limitation, the “Notes,” the “Subsidiary Guarantees,” the “Exchange Notes,” the “Additional Notes” and any “guarantee” of the Exchange Notes or the Additional Notes (in each case, as defined in the 2012 Indenture), (4) the indenture, dated as of July 5, 2011, as supplemented (the “2011 Indenture”), among Videotron, the guarantors thereto and Computershare Trust Company of Canada, as Trustee, including, without limitation, the “Notes,” the “Subsidiary Guarantees,” the “Additional Notes” and any “guarantee” of the Additional Notes (in each case, as defined in the 2011 Indenture), (5) the indenture, dated as of January 13, 2010, as supplemented (the “2010 Indenture”), among Videotron, the guarantors thereto and Computershare Trust Company of Canada, as Trustee, including, without limitation, the “Notes,” the “Subsidiary Guarantees,” the “Additional Notes” and any “guarantee” of the Additional Notes (in each case, as defined in the 2010 Indenture), (6) the indenture, dated as of April 15, 2008, as supplemented (the “2008 Indenture”), among Videotron, the guarantors thereto and Wells Fargo Bank, National Association, as Trustee, including, without limitation, the “Notes,” the “Subsidiary Guarantees,” the “Exchange Notes,” the “Additional Notes” and any “guarantee” of the Exchange Notes or the



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Additional Notes (in each case, as defined in the 2008 Indenture), (7) the indenture, dated as of September 16, 2005, as supplemented (the "2005 Indenture"), among Videotron, the guarantors thereto and Wells Fargo Bank, National Association, as Trustee, including, without limitation, the "Notes," the "Subsidiary Guarantees," the "Exchange Notes," the "Additional Notes" and any "guarantee" of the Exchange Notes or the Additional Notes (in each case, as defined in the 2005 Indenture) and (8) any Credit Facilities (as defined in the Indenture) of Videotron. All references herein to holder of the Senior Indebtedness shall be interpreted as references to the Holders thereof (as defined in the Indenture).

2. **Agreement Entered into Pursuant to Indenture.** The Obligor and the Holder are entering into this Agreement pursuant to the provisions of the Indenture, dated as of April 9, 2014 (the "Indenture"; capitalized terms used herein without definition having the meanings set forth therein) among Videotron, the Subsidiary Guarantors and the Trustee. Pursuant to the Indenture, Videotron has issued and the Subsidiary Guarantors have guaranteed, the 5 <sup>3</sup>/<sub>8</sub>% Senior Notes due June 15, 2024 of Videotron.

3. **Subordination.** The indebtedness or obligation represented by the Subordinated Security shall be subordinated as follows:

(a) **Agreement to Subordinate.** The Obligor, for itself and its successors and assigns, and the Holder agree, that the indebtedness or obligation evidenced by the Subordinated Security (including, without limitation, principal, interest, premium, redemption or retraction amount, dividend, fees, penalties, indemnities and "post-petition interest" in bankruptcy and any reimbursement of expenses) is subordinate and junior in right of payment, to the extent and in the manner provided in this Section 3, to the prior payment in full of all Senior Indebtedness. The provisions of this Section 3 are for the benefit of the Trustee and/or other Representative acting on behalf of the holders from time to time of Senior Indebtedness, and such holders are hereby made obligees hereunder to the same extent as if their names were written herein as such, and they (collectively or singly) may proceed to enforce such provisions.

(b) **Liquidation, Dissolution or Bankruptcy.**

- (i) Upon any distribution of assets of the Obligor to creditors or upon a liquidation or dissolution or winding-up of the Obligor or in a bankruptcy, arrangement, liquidation, reorganization, insolvency, receivership or similar case or proceeding relating to the Obligor or its property or other marshalling of assets of the Obligor:
- (A) the holders of Senior Indebtedness shall be entitled to receive payment in full of all Senior Indebtedness before the Holder shall be entitled to receive any payment of any amount owing in respect of the Subordinated Security (including, without limitation, principal, interest, premium, redemption or retraction amount, or dividend);
  - (B) until payment in full of all Senior Indebtedness, any distribution of assets of the Obligor of any kind or character to which the Holder would be entitled but for this Section 3 is hereby assigned absolutely to the holders of Senior Indebtedness (equally and ratably among the holders of Senior Indebtedness) and shall be paid by the Obligor or by any receiver, trustee in bankruptcy, liquidating trustee, agents or other Persons making such payment or distribution to the Trustee and/or other Representative on behalf of the holders of Senior Indebtedness, as their interests may appear; and
  - (C) in the event that, notwithstanding the foregoing, any payment or distribution of assets of the Obligor of any kind or character, whether in Cash, Property or Securities, shall be received by the Holder before all Senior Indebtedness is paid in full, such payment or distribution shall be held in trust for the benefit of and shall be paid over to the Trustee and/or other Representative on behalf of the holders of Senior Indebtedness (equally and ratably among the holders of Senior Indebtedness), as their interests may appear,



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for application to the payment of all Senior Indebtedness until all Senior Indebtedness shall have been paid in full after giving effect to any concurrent payment or distribution to the holders of Senior Indebtedness in respect of such Senior Indebtedness.

- (ii) If (A) a bankruptcy, reorganization, insolvency, receivership or similar proceeding relating to the Obligor or its property (a "Reorganization Proceeding") is commenced and is continuing and (B) the Holder does not file proper claims or proofs of claim in the form required in a Reorganization Proceeding prior to 45 days before the expiration of the time to file such claims, then (1) upon the request of the Trustee, the Holder shall file such claims and proofs of claim in respect of the Subordinated Security and execute and deliver such powers of attorney, assignments and proofs of claim or proxies as may be directed by the Trustee to enable it to exercise in the sole discretion of the Trustee any and all voting rights attributable to the Subordinated Security which are capable of being voted (whether by meeting, written resolution or otherwise) in a Reorganization Proceeding and enforce any and all claims upon or in respect of the Subordinated Security and to collect and receive any and all payments or distributions which may be payable or deliverable at any time upon or in respect of the Subordinated Security, and (2) whether or not the Trustee shall take the action described in clause (1) above, the Trustee shall nevertheless be deemed to have such powers of attorney as may be necessary to enable the Trustee to exercise such voting rights, file appropriate claims and proofs of claim and otherwise exercise the powers described above for and on behalf of the Holder.

(c) Relative Rights. This Section 3 defines the relative rights of the Holder and the holders of Senior Indebtedness. Nothing in this Section 3 shall:

- (i) impair, as between the Obligor and the Holder, the obligation of the Obligor, which is absolute and unconditional, to make the payments required by the Subordinated Security in accordance with its terms; or
- (ii) affect the relative rights of the Holder and creditors of the Obligor other than the holders of Senior Indebtedness; or
- (iii) affect the relative rights of the holders of Senior Indebtedness among themselves; or
- (iv) prevent the Holder from exercising its available remedies upon a default, subject to the rights of the holders of Senior Indebtedness to receive cash, property or other assets otherwise payable to the Holder.

(d) Subordination May Not Be Impaired.

- (i) No right of any holder of Senior Indebtedness to enforce the subordination of indebtedness or obligation evidenced by the Subordinated Security shall in any way be prejudiced or impaired by any act or failure to act by the Obligor or by any such holder or the Trustee, or by any non-compliance by the Obligor with the terms, provisions or covenants herein, regardless of any knowledge thereof which any such holder or the Trustee may have or be otherwise charged with. Neither the subordination of the Subordinated Security as herein provided nor the rights of the holders of Senior Indebtedness with respect hereto shall be affected by any extension, renewal or modification of the terms, or the granting of any security in respect of, any Senior Indebtedness or any exercise or non-exercise of any right, power or remedy with respect thereto.
- (ii) The Holder agrees that all indebtedness or obligation evidenced by the Subordinated Security will be unsecured by any Lien upon or with respect to any property of the Obligor.





(iii) The Holder agrees not to exercise any offset or counterclaim or similar right in respect of the indebtedness or obligation evidenced by the Subordinated Security except to the extent payment of such indebtedness or obligation is permitted and will not assign or otherwise dispose of the Subordinated Security or the indebtedness or obligation which it evidences unless the assignee or acquiror, as the case may be, agrees to be bound by the terms of this Agreement.

(e) Holder Entitled to Rely. Upon any payment or distribution pursuant to this Section 3, the Holder shall be entitled to rely (i) upon any order or decree of a court of competent jurisdiction in which any proceedings of the nature referred to in Section 3(b) are pending, (ii) upon a certificate of the liquidating trustee or agent or other person in such proceedings making such payment or distribution to the Holder or its representative, if any, or (iii) upon a certificate of the Trustee and/or other Representative (if any) of the holders of Senior Indebtedness for the purpose of ascertaining the persons entitled to participate in such payment or distribution, the holders of the Senior Indebtedness and other indebtedness of the Obligor, the amount thereof or payable thereon, the amount or amounts paid or distributed thereon and all other facts pertinent thereto or to this Section 3.

4. **Enforceability.** Each of the Obligor and the Holder represents and warrants that this Agreement has been duly authorized, executed and delivered by each of the Obligor and the Holder and constitutes a valid and legally binding obligation of each of the Obligor and the Holder, enforceable in accordance with its terms, subject to bankruptcy, insolvency, fraudulent transfer, reorganization, moratorium and similar laws of general applicability relating to or affecting creditors' rights and to general equity principles; and that, in the case of a Subordinated Security made or issued by Videotron or a Subsidiary Guarantor, on the date hereof, the Holder shall deliver an opinion or opinions of counsel to such effect to the Trustee for the benefit of the holders of the Senior Indebtedness under the Indenture.

5. **Miscellaneous.**

(a) Until payment in full of all the Senior Indebtedness, the Obligor and the Holder agree that no amendment shall be made to the Subordinated Security which would affect the rights of the holders of the Senior Indebtedness hereunder.

(b) This Agreement may not be amended or modified in any respect, nor may any of the terms or provisions hereof be waived, except by an instrument signed by the Obligor, the Holder and the Trustee and/or other Representative (if any).

(c) This Agreement shall be binding upon each of the parties hereto and their respective successors and assigns and shall inure to the benefit of the Trustee and/or other Representative (if any) and each and every holder of Senior Indebtedness and their respective successors and assigns.

(d) This Agreement shall be governed by and construed in accordance with the laws of the State of New York.

(e) The Holder and the Obligor each hereby irrevocably agrees that any suits, actions or proceedings arising out of or in connection with this Agreement may be brought in any state or federal court sitting in The City of New York or any court in the Province of Québec and submits and attorns to the non-exclusive jurisdiction of each such court.

(f) The Holder and the Obligor will whenever and as often as reasonably requested to do so by the Trustee and/or other Representative (if any), do, execute, acknowledge and deliver any and all such other and further acts, assignments, transfers and any instruments of further assurance, approvals and consents as are necessary or proper in order to give complete effect to this Agreement.

(g) Each of the Holder and the Obligor irrevocably appoints CT Corporation System, as its authorized agent in the State of New York upon which process may be served in any such suit or proceedings, and agrees that service of process upon such agent, and written notice of said service to CT Corporation System, by the person serving the same to the addresses listed below, shall be deemed in every respect effective service of process upon the Holder or the Obligor, as applicable, in any such suit or proceeding.



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If to the Obligor:

[            ]

If to the Holder:

[            ]

Each of the Holder and the Obligor further agrees to take any and all action as may be necessary to maintain such designation and appointment of such agent in full force and effect so long as any Notes (including any Additional Notes) remain outstanding.

IN WITNESS WHEREOF, the Obligor and the Holder each have caused this Agreement to be duly executed.

[OBLIGOR]

By \_\_\_\_\_  
Name:  
Title:

[HOLDER]

By \_\_\_\_\_  
Name:  
Title:



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**Exhibit 4.9**

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**PURCHASE AGREEMENT**

**dated as of October 6<sup>th</sup>, 2014**

**between**

**POSTMEDIA NETWORK INC.**

**and**

**QUEBECOR MEDIA INC.**

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*Purchase Agreement*



*Execution Copy*

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## PURCHASE AGREEMENT

**PURCHASE AGREEMENT** (this “**Agreement**”), dated as of October 6<sup>th</sup>, 2014 between (i) Postmedia Network Inc., a corporation incorporated under the laws of Canada (the “**Purchaser**”) and (ii) Quebecor Media Inc., a corporation incorporated under the laws of the Province of Québec (the “**Seller**”).

### RECITALS

**WHEREAS**, the Seller owns 100% of the outstanding common shares (the “**Shares**”) of Quebecor Media Printing Inc., a corporation incorporated under the laws of Canada (the “**Company**”); and

**WHEREAS**, upon the terms and subject to the conditions set forth herein, the Seller desires to sell to the Purchaser, and the Purchaser desires to purchase from the Seller, all of the outstanding Shares.

**NOW, THEREFORE**, in consideration of the foregoing and the representations, warranties, covenants and agreements set forth herein, and for other good and valuable consideration the receipt and sufficiency of which are hereby acknowledged, the parties hereto, intending to be legally bound, hereby agree as follows:

### ARTICLE 1 DEFINITIONS

#### Section 1.1 Certain Defined Terms

For purposes of this Agreement, the following terms shall have the following meanings:

“**8869332**” means 8869332 Canada Inc.

“**Action**” means any action, claim, lawsuit, arbitration, order, direction, notice of non-compliance or proceeding of any nature by or before any Governmental Authority.

“**Adjusted Closing Working Capital**” means the Closing Working Capital calculated according to the following principles agreed by the Parties: (1) any amount receivable relating to the Ontario Interactive Digital Media Tax Credit will be excluded from the Current Assets; (2) the sum of all amounts a) which are included in Tax receivables for the purposes of the definition of “Current Assets” and b) which otherwise reduce Taxes payable for the purposes of the definition of “Current Liabilities”, in either case resulting from the application of the loss restriction event rules in section 111 of the Tax Act as a result of the Contemplated Transactions, shall not exceed \$1,614,000, and (3) any amount of Indebtedness (including amounts due beyond the next 12 months) will be added to Current Liabilities.

“**Adjustment Holdback**” means \$10,500,000.

“**Affiliate**” means, with respect to any specified Person, any other Person that directly or indirectly controls, is controlled by or is under common control with such specified Person, including, in the case of any natural Person, any trust maintained for the benefit of such natural Person or such natural Person’s spouse or descendants (whether natural or adopted). For purposes of this

*Purchase Agreement*



definition, the term “control” (including, with correlative meanings, the terms “controlled by” and “under common control with”) means the power to direct or cause the direction of the management and policies of a Person, directly or indirectly, whether through the ownership of voting securities, by contract or otherwise.

“**After-Tax Basis**” means, in respect of any indemnification payment made under this Agreement, the amount of the indemnification payment, taking into account (1) the reasonable cost to the Indemnified Party (or its successor or any Affiliate thereof) of the inclusion of the indemnification payment in the income of the Indemnified Party (or its successor or any Affiliate thereof) for tax purposes, (2) the reasonable cost to the Indemnified Party of the loss of any tax attributes of the Indemnified Party (or its successor or any Affiliate thereof) as a result of the Damages and /or the indemnification payment and (3) the reasonable value to the Indemnified Party (or a successor or Affiliate thereof) of any deduction, credit or additional tax attributes, for tax purposes, reasonably resulting from the Damages to which the indemnification payment relates.

“**Ancillary Agreements**” means the Restructuring Agreements, the Transition Services Agreement, the License Agreement, the Pension Plan and Employee Benefit Plan Agreement, the Sublease and any other agreements, documents or certificates executed and delivered by the Parties in connection with the consummation of the Contemplated Transactions.

“**Applicable Law**” means, with respect to any Person, any law (statutory, common or otherwise), rule, regulation, guideline, ordinance, order, injunction, judgment, award, decree, permit or determination of (or agreement with) any Governmental Authority, in each case binding on that Person or any of its assets or properties.

“**ARC**” means an advance ruling certificate issued by the Commissioner under subsection 102(1) of the Competition Act with respect to the Contemplated Transactions.

“**Buildings**” means the buildings, plants, structures, facilities and equipment erected in or upon any real property, including the Systems comprising part thereof and other fixtures and improvements.

“**Business**” means (1) the printing, publication and distribution of the Publications, including the publication and distribution of digital and online versions thereof, (2) the operation of the Digital Properties, (3) the operation of the printing facilities owned by the ELN Companies, including the Company’s printing facility in Islington, Ontario, and the associated commercial printing business, excluding however, the Company’s printing facility in Mirabel, Quebec and the commercial printing business associated therewith, (4) the distribution of flyers, (5) licensing to third parties of media content and (6) ancillary revenue generating activities from leasing or subleasing real property set forth in Schedule 3.15(c) and to third parties.

“**Business Day**” means any day other than a Saturday, Sunday or a day on which banks located in Toronto, Ontario or Montreal, Quebec are authorized or required by Applicable Law to be closed.

“**CCC Agreement**” means the Multiple Party Centralized Cash Control Agreement entered into among Canadian Imperial Bank of Commerce, the Seller and certain of its subsidiaries dated November 2, 2000, as amended and replaced from time to time.



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“**Closing Date**” means no later than ten (10) Business Days following the date on which all of the conditions to closing set out in Article 6 have been met or, to the extent permitted by Applicable Law, waived (other than those conditions which by their nature are to be satisfied by actions taken at Closing, but subject to the satisfaction or, to the extent permitted by Applicable Law, waiver of all conditions at the Closing), provided that if the Equity Financing has not closed by such date on which all of the conditions to closing have been met or waived in accordance with the foregoing (the “Original Closing Date”), the Purchaser may, by delivering written notice to the Seller at least two (2) Business Days prior to the Original Closing Date, extend the Closing Date to the date that is the earlier of (i) 20 days following the Original Closing Date and (ii) two Business Days after the Equity Financing closes.

“**Closing Date Balance Sheet**” means the combined balance sheet of the Purchased ELN Companies as of the close of business on the day immediately prior to the Closing Date (and for greater certainty, after giving effect to the Restructuring Transactions) setting out the assets and liabilities of the Business that the Purchaser will indirectly acquire at the Closing as a consequence of its acquisition of the Company calculated in accordance with IFRS applied on a basis consistent with past practice.

“**Closing Working Capital**” means the Working Capital at Closing based on the Closing Date Balance Sheet.

“**Closing Working Capital Statement**” means a statement setting forth in reasonable detail the Purchaser’s good faith calculations of (1) the Adjusted Closing Working Capital and (2) the amount of any proposed adjustment to the Purchase Price pursuant to Section 2.3(e).

“**Collective Agreement**” means any collective bargaining agreement between any of the ELN Companies and a trade union or employee association representing Employees or under which any ELN Company is otherwise bound.

“**Commissioner**” means the Commissioner of Competition appointed pursuant to the Competition Act and includes his staff at the Competition Bureau.

“**Competition Act**” means the *Competition Act* (Canada), as amended, and the regulations thereunder.

“**Competition Act Approval**” means: (1) an ARC shall have been issued by the Commissioner and such ARC shall not have been rescinded or amended prior to Closing; (2) the Purchaser and the Seller shall have given the notice required under section 114 of the Competition Act with respect to the Contemplated Transactions and the applicable waiting period under section 123 of the Competition Act shall have expired or been terminated by the Commissioner; or (3) the obligation to submit a notification shall have been waived under paragraph 113(c) of the *Competition Act*, and in case of (2) and (3), the Commissioner shall have issued a No-Action Letter which shall not have been rescinded or amended prior to Closing.

“**Competition Tribunal**” means the Competition Tribunal established under the *Competition Tribunal Act* (Canada).

“**Confidential Information**” means all trade secrets, know-how and other confidential or proprietary information and data of or relating to the ELN Companies or the Business.



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“**Confidentiality Agreement**” means the Confidentiality Agreement, dated as of July 4, 2013, between the Parties.

“**Contemplated Transactions**” means the sale and purchase of the Shares and the other transactions contemplated by this Agreement and the Ancillary Agreements, including the Restructuring Transactions, Loss Consolidation Unwind Transactions and the Financing.

“**Contract**” means any contract, agreement, lease, commitment, understanding or arrangement, whether written or oral, excluding any Employee Benefit Plan.

“**Current Assets**” means the sum of the current operating assets, each as set forth in the Closing Date Balance Sheet, including cash and cash equivalents, accounts receivable (net of the allowance for doubtful accounts), Inventories, income, sale and other Tax receivables, prepaid expenses and other receivables, in each case calculated in accordance with IFRS applied on a basis consistent with past practice. For the avoidance of doubt, the Parties agree that Current Assets will not include any deferred Tax assets, fixed assets, vehicles or intangibles.

“**Current Liabilities**” means the sum of the current operating liabilities, each as set forth in the Closing Date Balance Sheet, including accounts payable and accrued charges, income, sales and other Taxes payable, and deferred revenue (short and long-term portions), in each case calculated in accordance with IFRS applied on a basis consistent with past practice. For the avoidance of doubt, the Parties agree that Current Liabilities will include any restructuring liabilities (including amounts due beyond the next 12 months and any liability for Taxes payable by a Purchased ELN Company as a result of the Restructuring Transactions) but will exclude any deferred Tax liabilities.

“**Damages**” means any and all damages, losses, Liabilities, costs and expenses (including expenses of investigation and reasonable fees and expenses of counsel and other professionals retained in connection with any Action) paid or payable or incurred by an Indemnified Party.

“**Debt Subscription Agreement**” means the subscription agreement dated as of the date hereof between the Purchaser and Canso Investment Counsel Ltd.

“**Digital Properties**” means autonetdealersolutions.com and the English language versions of the following websites: canoe.ca, Homes-Extra.ca, Autonet.ca, classifiedextra.ca and yourlifemoments.ca, excluding the canoe.ca and Autonet.ca domain names.

“**ELN Companies**” means with respect to the Business only, prior to giving effect to the Restructuring Transactions, collectively, SMC, Seller, 7731558 Canada Inc., 1576626 Ontario Inc. and the Company, and after giving effect to the Restructuring Transactions, collectively, the Purchased ELN Companies.

“**Employees**” means all persons employed by an ELN Company in connection with the Business as set out in Schedule 3.23(c) (as such Schedule will be modified on the Closing Date to account for departures, replacements and reassignments as agreed between the Parties acting reasonably), who are currently employed by, or will be transferred to, a Purchased ELN Company as part of the Restructuring Transactions.



“**Employee Benefit Plan**” means each bonus, profit sharing, deferred compensation, incentive compensation, excess benefit, equity (or equity-like), termination, severance, retention, change in control, disability, medical, dental, vision, fringe benefit, paid time off, vacation, holiday, supplemental unemployment, retirement or other employee benefit, insurance or compensation plans, programs, policies, agreements or arrangements (other than government sponsored health insurance, pension, employment insurance, workers compensation, prescription drugs, parental insurance and similar plans), whether written or oral, insured or uninsured, formal or informal, funded or unfunded, registered or unregistered in each case that is sponsored, maintained, administered, contributed to or required to be contributed to by the Seller or any of its Affiliates for the benefit of any of the Employees or current or former directors, officers, employees of the Company as it relates to the Business or the beneficiaries of such individuals.

“**Environmental Law**” means any Applicable Law relating to or otherwise imposing liability or standards of conduct concerning (1) the environment, (2) pollutants, or (3) the manufacture, processing, generation, labelling, distribution, use, treatment, storage, transport, discharge, release, threatened release or disposal of, or exposure to, Hazardous Materials, noise or odours.

“**Equity Financing**” means the rights offering contemplated by the Standby Purchase Agreement.

“**ETA**” means *Excise Tax Act* (Canada).

“**Final Transfer Amount**” has the meaning set out in the Pension Plan and Employee Benefit Plan Agreement.

“**Fundamental Representations**” means (1) with respect to the Seller, the representations and warranties of the Seller contained in Section 3.1 (Organization), Section 3.2 (Authorization; Enforceability), Section 3.3 (Organizational Documents and Corporate Records), Section 3.5 (Capitalization), Section 3.6 (Subsidiaries and Investments), Section 3.8(b) (Indebtedness and Liens), Section 3.14(a) (Title to Assets) and Section 3.29 (No Broker); and (2) with respect to the Purchaser, the representations and warranties of the Purchaser contained in Section 4.1 (Organization), Section 4.2 (Authorization; Enforceability) and Section 4.6 (No Broker).

“**Governmental Authority**” means any foreign, federal, state, provincial, local or other government, any governmental, regulatory or administrative authority, agency or commission, any self-regulatory organization, or any court, tribunal or judicial or arbitral body.

“**Hazardous Material**” means any material, chemical or substance which alone or in combination is listed, defined, designated, deemed to be or regulated as hazardous or toxic in, or as a pollutant, contaminant or waste under, or otherwise is regulated pursuant to, any Environmental Law, including pesticides, toxic chemicals, petroleum products and by-products, asbestos-containing materials, polychlorinated biphenyls, lead or lead based paint, mould, mildew or fungi, or any other material or substance which may pose a threat to the environment or human health and safety.

“**IFRS**” means International Financial Reporting Standards, as in effect from time to time.

“**Indebtedness**” means: (1) all indebtedness for borrowed money, including all accrued but unpaid interest, penalties, fees and prepayment premiums; (2) all indebtedness owed under any credit agreement or facility or evidenced by any note, debenture, bond or similar instrument; (3) all





capital lease obligations according to IFRS as in effect on April 30, 2014; (4) all obligations issued or assumed as the deferred purchase price of property or services other than such obligations incurred in the Ordinary Course of Business and payable within a period not exceeding 150 days from the date of their incurrence; (5) all obligations (whether fixed or contingent) to reimburse any bank or other Person in respect of amounts paid or payable under a letter of credit or a line of credit; and (6) all guaranties of obligations of another Person of the type described in clauses (1) through (5) of this definition, which for the avoidance of doubt, shall not include any Liens, it being understood that Indebtedness shall not include Indebtedness referenced in (1) to (6) above to the extent it is included as a Current Liability.

**“Indemnified Employee Liabilities”** means: (1) all Liabilities (including severance, salary continuance, pension benefits, vested post-retirement benefits and associated payroll or employment Taxes) arising out of or relating to the termination, resignation or retirement of any current or former director, officer, employee or independent contractor of the Company or the Business (including any Person who has been given notice of termination), in each case prior to the Closing Date, and (2) all Liabilities arising from a change of control of any of the ELN Companies or from the Restructuring Transactions that (i) result in, (ii) accelerate the time of payment, vesting or funding of, or (iii) increase the amount or value of, any payment, or benefit to any current or former director, officer, employee or independent contractor of the ELN Companies.

**“Indemnified Liabilities”** means: (1) all Liabilities arising out of or relating to the Pre-Closing Period Actions; (2) all Indemnified Employee Liabilities; (3) all Indemnified Taxes; (4) all Liabilities arising out of or relating to any of the matters disclosed in Part II of Schedule 3.22 which are specifically identified therein as “Indemnified Liabilities”; (5) all Liabilities arising out of or relating to the Restructuring Transactions; (6) all fees and penalties imposed on the Business by card networks as a result of any non-compliance by the Business with applicable Payment Card Industry Data Security Standards at any time prior to the date that is 18 months after the Closing Date (whether before or after Closing, provided that if such fees and penalties are imposed after the Closing Date, they shall not constitute Indemnified Liabilities to the extent such fees and penalties were imposed as a result of the Purchaser’s breach of its obligations under Section 5.19); and (7) any losses or costs incurred by the Purchaser to replace, with information technology assets of substantially equal quality and functionality, any information technology assets owned or leased by or licensed to, the ELN Companies (including for greater certainty, any software or technology licences) prior to giving effect to the Restructuring Transactions and necessary for the conduct of the Business after the Closing substantially in the same manner as conducted as of the date hereof that, (a) after giving effect to Section 5.21, are listed under the heading “Information Technology Assets” in Schedule 3.14(b) or were not, but should have been, listed under the heading “Information Technology Assets” in Schedule 3.14(b) (collectively, the “Excluded Information Technology Assets”); or (b) do not provide the Purchaser with functionality that is substantially similar to their functionality as of the date hereof due to the Purchased ELN Companies not owning any of the Excluded Information Technology Assets. Notwithstanding the foregoing, Indemnified Liabilities shall not include any of the foregoing Liabilities referenced in clauses (1) to (7) to the extent (and only to the extent) that any such Liabilities are specifically included as a Current Liability in the calculation of the Final Closing Working Capital.

**“Indemnified Party”** means a party claiming a right to indemnification pursuant to Article 8.



**“Indemnified Taxes”** means: (1) Taxes imposed on or payable by the Purchased ELN Companies or which the Purchased ELN Companies otherwise may be liable for any Pre-Closing Period; (2) Taxes resulting from any breach of or inaccuracy in any representation or warranty contained in Section 3.21 or breach by the Seller of any covenant set forth herein relating to Taxes; (3) Taxes imposed on or payable by the Purchased ELN Companies or for which the Purchased ELN Companies otherwise may be liable (i) pursuant to any Contract for any Pre-Closing Period, (ii) by reason of a Tax sharing, indemnity or similar Contract entered into by the Company or any of its past or present Affiliates on or prior to the Closing Date, (iii) by reason of transferee or successor liability (including pursuant to section 160 of the Tax Act) arising in respect of a transaction undertaken by the Company or any of its present or past Affiliates on or prior to the Closing Date or (iv) as a result of the Restructuring Transactions, including Transfer Taxes; and (4) any Taxes as a result of non-compliance with the provisions of the *Retail Sales Tax Act* (Ontario), and any equivalent or corresponding provision under any similar legislation in any other applicable jurisdiction. The amount of the Indemnified Taxes will be computed and determined without regard to any deductions from taxable income allowed to the Purchased ELN Companies under subsections 111(5.1) and 111(5.2) of the Tax Act as a result of the Contemplated Transactions.

**“Indemnifying Party”** means a party claimed by an Indemnified Party to be obligated to provide indemnification pursuant to Article 8.

**“Intellectual Property Rights”** means all Canadian and foreign intellectual property and other similar proprietary rights of any kind or nature, whether owned or held for use under license and whether registered or unregistered, including all of the following: (1) all patents and patent applications; (2) all trademarks, service marks, logos, trade dress, trade names, corporate names, Internet domain names and website content, including all common law rights and goodwill associated therewith and symbolized thereby, and all applications, registrations and renewals in connection therewith; (3) all copyrights and copyrightable works of authorship; (4) all content including all photographs, videos, articles and materials appearing on social media; (5) all rights of publicity, moral rights and rights of attribution and integrity; (6) all trade secrets, know-how, inventions, ideas, methods, processes and other confidential or proprietary information; and (7) all computer software (excluding “shrink-wrap”, “click-wrap” and commercially available “off the shelf” third party software), including all source code and object code, all databases and all related documentation.

**“Interest Adjustment”** has the meaning set out in the Pension Plan and Employee Benefit Plan Agreement.

**“Inventories”** means all inventories of the Business including all finished goods, work in process, raw materials, production and shipping supplies and all other materials and supplies on hand.

**“IT Systems”** means the computer systems (including computers, software, servers, workstations, routers, hubs, switches, networks and data communication lines), information technology systems, telecommunications systems, data processing systems and agency management systems used in the conduct of the Business, excluding such systems operated or managed by third party suppliers that provide information technology, telecommunications, data processing and other related services to the Business.



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“**Knowledge of the Seller**” means the actual knowledge, after reasonable inquiry and investigation, of:

- (i) Jean-François Pruneau, Senior Vice president and Chief Financial Officer of the Seller,
- (ii) Julie Tremblay, President and Chief Executive Officer of SMC, President and Chief Executive Officer, Media Group of the Seller,
- (iii) Piero Menicucci, Vice President, Finance of SMC,
- (iv) Richard Tremblay, Vice President, Industrial Operations of SMC and the Seller and President of the Company,
- (v) Caroline Roy, Vice President, Research and Digital Development of the Seller,
- (vi) Richard Roy, Vice President, Information Technology of SMC,
- (vii) Chris Krygiel, Vice President, Human Resources of SMC,
- (viii) Mike Power, Vice President, Advertising, Ontario of SMC,
- (ix) John Caputo, Vice President, Advertising, Western Canada of SMC, and
- (x) Christian Marcoux, Director Legal Affairs, Financing and M&A of the Seller.

“**Leased Real Property**” means the lands or premises that are leased by any of the ELN Companies for use in the Business as set out in Schedule 3.16.

“**Liability**” means any liability, debt, obligation or commitment of any nature whatsoever (whether direct or indirect, known or unknown, accrued or unaccrued, absolute or contingent, or matured or unmatured), including any arising under any Applicable Law, License, Action or Contract and including any and all liabilities for Taxes.

“**License**” means any license, permit, consent, approval, certification or other authorization of any Governmental Authority.

“**License Agreement**” means a trade-mark and domain name license agreement to be entered at Closing between the Purchaser and the Seller in substantially the form attached as ANNEX I.

“**Lien**” means any lien, mortgage, pledge, hypothecation, charge, security interest, deemed or statutory trust, rights of way, restrictions on the use of real property, encroachments or encumbrance of any kind or nature whatsoever.

“**Loss Consolidation Unwind Transactions**” means the transactions described in ANNEX V.



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“**made available**” means when used with respect to any material or item that, on or before 5:00 p.m. Toronto time on the second Business Day immediately preceding the date of this Agreement, the Seller has posted a true, complete and correct copy of such material or item to the virtual data room entitled “Projet Canada” maintained by or on behalf of the Seller in connection with the Contemplated Transactions.

“**Malicious Code**” means: (a) any virus, worm, code, program, or sub-program or equivalent thereof whose knowing or intended purpose is to damage or interfere with the operation of the computer system containing the code, program or sub-program or to halt, disable or interfere with the operation of the software, code, program, or sub-program, itself; (b) any device, method, or token that permits the circumvention of the normal security of the software or the system containing the code; or (c) any adware, spyware, Internet bots, malware, bugs, web bugs or other surreptitious code.

“**Material Adverse Effect**” means any change, condition, effect, event, fact or occurrence that, individually or in the aggregate has had or would reasonably be expected to have a material adverse effect on the Business or results of operations or condition (financial or otherwise) of the ELN Companies, taken as a whole, provided however, that none of the following shall be deemed to constitute or be taken into account in determining whether there has been a Material Adverse Effect: (i) any act of war, terrorism or armed hostilities, (ii) any changes in Applicable Law or accounting rules or principles, including changes in IFRS, after the date hereof, (iii) any changes affecting the Canadian or global economy (including changes or events in the financial, banking and capital markets) or the newspaper or media industry generally, (iv) any action required by this Agreement or any of the Ancillary Agreements excluding any obligation to act in the Ordinary Course of Business, (v) any actions taken, or failures to take action, or such other changes or events, in each case, to which the Purchaser has consented in writing, (vi) except to the extent caused by any event, condition or change constituting or caused by a Material Adverse Effect, any failure to meet projections, prospects, forecasts, estimates or budgets for the Business or any of the ELN Companies or (vii) the public announcement or pendency of this Agreement and the Contemplated Transactions except, in the case of the foregoing clauses (i), (ii) and (iii), to the extent any of the matters referred to therein has had or would reasonably be expected to have a disproportionate adverse effect on the assets, business, condition (financial or otherwise), liabilities or results of operations of the Business relative to other companies in the same industry.

“**No-Action Letter**” means a letter from the Commissioner advising the Purchaser (directly or through its external counsel) that the Commissioner does not intend, at that time, to apply to the Competition Tribunal under section 92 of the Competition Act with respect to the Contemplated Transactions, and any terms or conditions attached to such advice are acceptable to the Parties, acting reasonably.

“**Ordinary Course of Business**” means the ordinary course of business consistent with past custom and practice of the Person in question.

“**Organizational Document**” means the organizational, constituent or governing documents or instruments by which any Person (other than an individual) establishes its legal existence or which govern its internal affairs.

“**Original Closing Date**” has the meaning given to it in the definition of Closing Date.



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“**Outside Date**” means April 27, 2015 or such later date as the Parties may agree, provided that if on such date Competition Act Approval has not been obtained, the Outside Date shall automatically be extended to the earlier to occur of (1) ten Business Days after Competition Act Approval has been obtained and (2) June 26, 2015.

“**Parties**” means the Purchaser and the Seller.

“**Pension Assignment and Assumption Agreement**” has the meaning set forth in the Pension Plan and Employee Benefit Plan Agreement.

“**Pension Plan**” means any of the Employee Benefit Plans relating to retirement or retirement savings including, without limitation, pension plans, pensions or supplemental pensions, deferred profit sharing, registered retirement savings plan, “registered pension plans” (as defined in the Tax Act and “retirement compensation arrangements” (as defined in the Tax Act), whether written or oral, insured or uninsured, formal or informal, funded or unfunded, registered or unregistered.

“**Pension Plan and Employee Benefit Plan Agreement**” means the pension plan and employee benefit plan agreement to be entered into at Closing between the Purchaser and the Seller in substantially the form attached as ANNEX II.

“**Permitted Liens**” means: (1) inchoate or statutory Liens for current Taxes that are not yet due and payable as of the Closing Date or are or being contested in good faith by the Seller or any of the ELN Companies; (2) Liens imposed by Applicable Law (such as materialmen’s, construction, mechanic’s, workmen’s, carrier’s and repairmen’s Liens) that arise or are incurred in the Ordinary Course of Business to secure amounts that are not yet due and payable as of the Closing Date or are being contested in good faith by appropriate proceedings; (3) security given by the ELN Companies to a public utility or any Governmental Authority when required in the Ordinary Course of Business; (4) any reservations or exceptions contained in the original grants from the Crown; (5) easements, including rights of way for, or reservations or rights of others relating to, sewers, water lines, gas lines, pipelines, electric lines, telegraph and telephone lines and other similar products or services and any registered restrictions or covenants that run with the land, provided that there has been compliance with the provisions thereof and that they do not in the aggregate materially detract from the value of the real property affected by such encumbrances and will not materially and adversely affect the ability of the ELN Companies to carry on the Business as it has been carried on in the past; (6) zoning by laws, ordinances or other restrictions as to the use of real property, and agreements with other Persons registered against title to the Owned Real Property or Leased Real Property, provided that they do not in the aggregate materially detract from the value of the Owned Real Property and will not materially and adversely affect the ability of the ELN Companies to carry on the Business as it has been carried on in the past; and (8) the Liens disclosed in Schedule 1.1.

“**Person**” means any natural person, legal entity or Governmental Authority.

“**Personal Information**” means information about an identifiable individual as defined in Privacy Laws.

“**PNCC**” means Postmedia Network Canada Corp.

“**Pre-Closing Period**” means any taxable period ending on or before the Closing Date.



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**“Pre-Closing Period Actions”** means (1) all Actions relating to the Business or involving an ELN Company pending or threatened as of the Closing Date (including any Actions disclosed or required to be disclosed in Schedule 3.11(a)) and (2) all Actions relating to the Business or involving an ELN Company asserted, threatened or initiated after the Closing Date that arise out of or relate to any action, inaction, error, omission, event or condition that existed or occurred or is alleged to have existed or occurred prior to the Closing Date, regardless of whether any such Action is asserted, threatened or initiated prior to, on or after the Closing.

**“Privacy Laws”** means the *Personal Information Protection and Electronic Documents Act* (Canada), and any comparable Applicable Law of any other province or territory of Canada.

**“Publications”** means the daily newspapers and community newspapers and other publications listed on Schedule 1.1.

**“Purchased ELN Companies”** means 1576626 Ontario Inc., 7731558 Canada Inc., 8869332 and the Company.

**“Purchaser Indemnified Parties”** means (1) the Purchaser, (2) its Affiliates, (3) their respective directors, officers, employees and agents, and (4) their respective heirs, executors, successors and permitted assigns. For the avoidance of doubt, after the Closing, the term Purchaser Indemnified Parties shall include the Purchased ELN Companies.

**“Purchaser’s DB Plans”** has the meaning set out in the Pension Plan and Employee Benefit Plan Agreement.

**“Real Property Leases”** means all leases, subleases and other Contracts pursuant to which any of the ELN Companies leases or has any occupancy rights in respect of any Leased Real Property as set out in Schedule 3.16.

**“Regulatory Representations”** means the representations and warranties of the Seller contained in Section 3.21 (Tax Matters) and Section 3.22 (Environmental Matters).

**“Restructuring Agreements”** means the restructuring agreements to be entered into prior to Closing among the Company, SMC, 8923795 Canada Inc. and 8869332, in connection with the Restructuring Transactions in substantially the forms attached as ANNEX III.

**“Restructuring Transactions”** means the transactions described on ANNEX IV.

**“Seller Benefits Plans”** has the meaning set out in the Pension Plan and Employee Benefit Plan Agreement.

**“Seller DB Plans”** has the meaning set out in the Pension Plan and Employee Benefit Plan Agreement.

**“Seller Indemnified Employee Liabilities”** means: (1) all Liabilities (including severance, salary continuance and associated payroll or employment Taxes) arising out of or relating to the termination of any current or former director, officer, employee or independent contractor of the



ELN Companies (including any Person who has been given notice of termination), in each case on or after the Closing Date and (2) all Liabilities arising out of or relating to the employment of the Employees on or after the Closing Date, including any changes made to any terms or conditions of the employment of any Employee or to any Employee Benefit Plans on or after the Closing Date.

“**Seller Indemnified Parties**” means (1) the Seller, (2) its Affiliates, (3) their respective directors, trustees, officers, employees and agents, and (4) their respective heirs, executors, successors and permitted assigns.

“**SMC**” means Sun Media Corporation.

“**Solicit**” means any direct or indirect communication of any kind whatsoever that invites, advises, encourages or requests any Person, in any manner, to take or refrain from taking any action.

“**Standby Purchase Agreement**” means the standby purchase agreement dated as of the date hereof between PNCC and GoldenTree Asset Management LP.

“**Sublease**” means a sublease to be entered into at Closing between the Company as sublandlord and the Seller, or one of its Affiliates, as subtenant, pursuant to which the Company will sublease to the Seller, or one of its Affiliates, approximately 16.0% of the total square footage of rented space in the premises at 333 King Street East, Toronto, Ontario from the Closing Date until the expiry of the existing term of the existing lease for 333 King Street East between First Gulf King Street Inc., as landlord, and the Seller, or one of its Affiliates,, as tenant, dated April 30, 2010, as amended by an amending agreement dated February 1, 2013, for net rent equal to (i) 16.0% of the net rent owing by the Company in respect of 100% of the total square footage of space rented by the Company; and (ii) 16.0% of all other costs charged to the Company by the landlord in connection with such lease (including additional rent and fees) and otherwise on terms and conditions, and in a form acceptable to the Purchaser and the Seller, each acting reasonably.

“**Systems**” means all mechanical and electrical systems used in connection with the operation and maintenance of any Real Property, including the heating, ventilating, air conditioning, electrical, sprinkler and drainage systems.

“**Target Transfer Amount**” means, in relation to a Seller DB Plan, the Final Transfer Amount plus the Interest Adjustment.

“**Target Working Capital**” means an amount equal to \$18,400,000 plus the Adjustment Holdback.

“**Tax**” (including, with correlative meaning, the terms “**Taxes**” and “**Taxable**”) means: (1) all foreign, federal, commonwealth, state, provincial and local taxes, charges, fees, duties or assessments of any nature whatsoever, including all income, profits, franchise, capital, gross receipts, net receipts, capital stock, business license, recording, stamp, document, transfer, severance, payroll, employment, social security, disability, pension, sales, use, real property, personal property, land transfer, withholding, excise, value-added, ad valorem, occupancy, parental insurance plan premium, workers compensation, and other taxes in each case imposed by any Governmental Authority; and (2) all interest, penalties, fines and additional amounts imposed by any Governmental Authority with respect to such amounts.



“**Tax Act**” means the *Income Tax Act* (Canada), as amended from time to time, including regulations thereunder.

“**Tax Contest**” means any audit, investigation, claim, litigation, assessment, reassessment, dispute or controversy relating to Taxes.

“**Tax Returns**” means all returns, reports and other documents of every nature (including elections, declarations, disclosures, schedules, estimates and information returns) filed or required to be filed with any Governmental Authority relating to Taxes.

“**Transfer Taxes**” means (1) all transfer, documentary, sales, use, excise, land transfer, value added, recording, stamp, gains and similar Taxes imposed in connection with the Restructuring Transactions, and (2) all interest, penalties, fines and additional amounts imposed by any Governmental Authority with respect to such amounts.

“**Transferred DC Plans**” has the meaning set out in the Pension Plan and Employee Benefit Plan Agreement and shall also include, for purposes of this Agreement, the Retirement Plans for Wide Web Printing, Limited Partnership, which is comprised of a deferred profit sharing plan and group registered retirement savings plan.

“**Transition Services Agreement**” means a transition services agreement to be entered into at Closing between the Purchaser and the Seller in a form that will be prepared in accordance with Section 5.22.

“**TSX**” means the Toronto Stock Exchange.

“**TSX Approval**” means the approval of the TSX of the issuance of common shares of PNCC pursuant to the Equity Financing, subject to the satisfaction of customary conditions, which shall not include approval of the shareholders of PNCC.

“**Working Capital**” means, as of a specified date, an amount (which may be positive or negative) equal to the difference of (1) the Current Assets minus (2) the Current Liabilities.

**Section 1.2 Cross References**

Each of the following terms is defined in the Section of this Agreement set forth opposite such term:

<u>Term</u>	<u>Section</u>	<u>Term</u>	<u>Section</u>
Agreed Amount	Section 8.6	Intellectual Property	Section 3.20(a)
Agreement	Preamble	Owned Real Property	Section 3.15(a)
Alternative Financing	Section 5.8(d)	Material Contracts	Section 3.10(a)
Basket	Section 8.4(a)(i)	Permits	Section 3.22(f)
Cap	Section 8.4(a)(i)	Purchase Price	Section 2.2
Claim Notice	Section 8.5(a)	Purchaser	Preamble
Claimed Amount	Section 8.6	Required Information	Section 5.8(c)
Closing	Section 2.5	Required Licenses	Section 3.13
Company	Recitals	Seller	Preamble





Term	Section	Term	Section
Commercial Printing Contracts	Section 5.12	Section 11 Order	Section 5.5(b)
Commercial Printing Customers	Section 5.11(c)	Shares	Recitals
Disclosing Party	Section 5.11(d)	Termination Date	Section 5.1(a)
ELN Companies Securities	Section 3.5(b)	SIR	Section 5.5(b)
Financing	Section 4.5	Third Party Claim	Section 8.5(a)
Final Closing Working Capital	Section 2.3(d)	Transition Services	Section 5.22
Financial Statements	Section 3.7(a)	Transition Services Agreement	Section 5.22
Financing Commitments	Section 4.5	WC Supporting Materials	Section 2.3(a)
Former Properties	Section 3.22(a)	Working Capital Excess	Section 2.3(e)(i)
		Working Capital Shortfall	Section 2.3(e)(ii)

**ARTICLE 2  
PURCHASE AND SALE**

**Section 2.1 Purchase and Sale**

Upon the terms and subject to the conditions set forth in this Agreement, at the Closing, the Purchaser shall purchase and acquire from the Seller, and the Seller shall sell, assign, transfer, convey and deliver to the Purchaser, all of its right, title and interest in and to the Shares, free and clear of any and all Liens other than restrictions on transfer generally imposed by applicable securities laws.

**Section 2.2 Purchase Price**

The aggregate purchase price for the Shares (the “**Purchase Price**”) shall be \$316,000,000 in cash, subject to adjustment pursuant to Section 2.3 and Section 2.4.

**Section 2.3 Purchase Price Adjustment – Working Capital**

- (a) Closing Working Capital Statement. No later than 45 days after the Closing Date, the Purchaser (with the assistance of the Seller to the extent requested by the Purchaser) shall cause to be prepared and delivered to the Seller the Closing Working Capital Statement. Upon completion of the Closing Working Capital Statement, the Purchaser shall deliver to the Seller copies of any supporting documentation and underlying assumptions (the “**WC Supporting Materials**”) that are reasonably requested by the Seller within 15 days of the Seller receiving the Closing Working Capital Statement.
- (b) Dispute Resolution Procedures.
  - (i) If the Seller disagrees in good faith with the Purchaser’s calculation of the Adjusted Closing Working Capital as set forth in the Closing Working Capital Statement, the Seller may, within 30 days following the later of the



Seller's receipt of the Closing Working Capital Statement and the Seller's receipt of the WC Supporting Materials, deliver to the Purchaser a written notice of disagreement setting forth in reasonable detail (A) each specific item or amount included in (or excluded from) the Closing Working Capital Statement as to which the Seller disagrees, (B) the basis for each such disagreement and (C) the Seller's calculation of the Adjusted Closing Working Capital. The Seller shall be deemed to have agreed with all other items and amounts set forth in the Closing Working Capital Statement other than those specified in a notice of disagreement.

- (ii) If the Seller does not duly and timely deliver a notice of disagreement to the Purchaser that complies with Section 2.3(b)(i), or if the Seller delivers a notice to the Purchaser accepting the Closing Working Capital Statement, then the Closing Working Capital Statement delivered pursuant to Section 2.3(a) and the calculations set forth therein shall be final, binding and conclusive on the Parties.
- (iii) If the Seller duly and timely delivers a notice of disagreement to the Purchaser that complies with Section 2.3(b)(i), the Purchaser and the Seller shall, during the 30-day period following the Purchaser's receipt of such notice, negotiate in good faith and use commercially reasonable efforts to resolve promptly all of the disputed items and amounts specified in the notice of disagreement. Any such disputed items and amounts that are resolved by a written agreement between the Purchaser and the Seller within such 30-day dispute resolution period shall be final, binding and conclusive on the Parties and shall become part of the calculation of the Adjusted Closing Working Capital.
- (iv) If the Purchaser and the Seller are unable to resolve all of the disputed items and amounts that were properly included in a notice of disagreement by the end of such 30-day dispute resolution period, then as promptly as practicable and in no event later than ten days thereafter, they shall jointly engage and submit the unresolved disputed items and amounts for resolution to an independent nationally recognized accounting firm mutually acceptable to the Purchaser and the Seller. If the Parties are unable to agree on such an accounting firm within 10 days after the end of such 30-day dispute resolution period, the Purchaser and the Seller shall jointly appoint Deloitte LLP as the independent accounting firm to resolve the unresolved disputed items and amounts, provided that if Deloitte LLP is not, at that time, independent of the Parties and their Affiliates or is otherwise unwilling or unable to act as the independent accounting firm, the Purchaser and the Seller shall each select an independent nationally recognized accounting firm and such two firms shall jointly select a third independent nationally recognized accounting firm to act as the independent accounting firm. Each Party agrees to execute, if requested by the accounting firm, a reasonable engagement letter with such accounting firm.



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- (v) The Purchaser and the Seller shall jointly instruct the accounting firm that: (A) it shall act as an expert in accounting, and not as an arbitrator, to resolve the unresolved disputed items and amounts that were properly included in the notice of disagreement in accordance with IFRS, applied on a basis consistent with past practice of the ELN Companies; (B) it shall base its decision solely on the written submissions of the Purchaser and the Seller and shall not conduct an independent review or audit; (C) it may not assign a dollar value to any disputed item greater than the highest amount or less than the lowest amount claimed by the Purchaser or the Seller, as applicable; and (D) it shall deliver to the Purchaser and the Seller its written decision setting forth its calculations of the Adjusted Closing Working Capital and any adjustment to the Purchase Price as promptly as practicable (but in no event later than 30 days) after the submission of the unresolved disputed items to the accounting firm, which written decision shall be final, binding and conclusive on the Parties. The Closing Working Capital Statement shall be revised as necessary to reflect the accounting firm's written decision, and such decision may be entered as a judgment in any court of competent jurisdiction.
- (vi) The fees and expenses of the accounting firm shall be allocated among the Purchaser, on the one hand, and the Seller, on the other hand, in the same proportion that their respective positions are confirmed or rejected by the accounting firm (which proportionate allocations also shall be determined by the accounting firm and included in its written decision).
- (c) Access to Information. During the period from and after the Purchaser's delivery of the Closing Working Capital Statement pursuant to Section 2.3(a) through the resolution of any matters contemplated by this Section 2.3, the Purchaser shall (and shall cause its representatives to) afford the Seller and its representatives, on a confidential basis, in accordance with Section 5.11(d), reasonable access during normal business hours to the books and records of the ELN Companies to the extent related to the calculation of the Adjusted Closing Working Capital, provided that such access shall not interfere unreasonably with the normal business operations of the Purchaser.
- (d) Final Closing Working Capital. As used herein, the "**Final Closing Working Capital**" means: (i) if the Seller does not duly and timely deliver a notice of disagreement with respect to the Closing Working Capital Statement pursuant to Section 2.3(b)(i) or if the Seller delivers a notice of acceptance with respect to the Closing Working Capital Statement pursuant to Section 2.3(b)(iii), the Adjusted Closing Working Capital as set forth in the Closing Working Capital Statement; or (ii) if a proper notice of disagreement is duly and timely delivered, the Adjusted Closing Working Capital (A) as agreed to in writing by the Purchaser and the Seller pursuant to Section 2.3(b)(ii) or (B) in the absence of such agreement, as determined by an independent nationally recognized accounting firm pursuant to Section 2.3(b)(v).



- (e) Working Capital Adjustment. After the determination of the Final Closing Working Capital, the Purchase Price shall be adjusted as follows:
  - (i) If the Final Closing Working Capital plus the Adjustment Holdback exceeds the Target Working Capital (such excess, the “**Working Capital Excess**”), then the Purchase Price shall either (A) be increased by the amount by which the Final Closing Working Capital exceeds the Target Working Capital, or (B) decreased by the amount by which the Target Working Capital exceeds Final Closing Working Capital, and in either event the Purchaser shall pay or cause to be paid to the Seller, by wire transfer of immediately available funds, an amount equal to the Working Capital Excess and the Adjustment Holdback shall be retained by the Purchaser.
  - (ii) If the Final Closing Working Capital plus the Adjustment Holdback is less than the Target Working Capital (the absolute amount of such shortfall, the “**Working Capital Shortfall**”) then the Purchase Price shall be decreased by the amount by which the Target Working Capital exceeds the Final Closing Working Capital, and the Seller shall pay or cause to be paid to the Purchaser, by wire transfer of immediately available funds, an amount equal to the Working Capital Shortfall and the Adjustment Holdback shall be retained by the Purchaser.
  - (iii) If the Final Closing Working Capital plus the Adjustment Holdback is equal to the Target Working Capital, then the Purchase Price shall be decreased by an amount equal to the Adjustment Holdback, no payment shall be made by the Seller or the Purchaser and the Adjustment Holdback shall be retained by the Purchaser.
  - (iv) The Working Capital Excess or the Working Capital Shortfall shall be paid by the Purchaser or the Seller, as the case may be, by wire transfer of immediately available funds, within five Business Days of the determination of such amount in accordance with the preceding paragraphs (i) and (ii).
- (f) Tax Treatment. Any amount paid pursuant to this Section 2.3 shall be treated as an adjustment to the Purchase Price for Tax purposes, except to the extent otherwise required by Applicable Law.

**Section 2.4 Adjustment for Employee Benefit Plans**

- (a) In respect of each asset transfer from a Seller DB Plan to the Purchaser’s DB Plan, if a Governmental Authority does not approve or permit the Final Transfer Amount to be adjusted by the Interest Adjustment as contemplated in the Pension Plan and Employee Benefit Plan Agreement, the Purchase Price shall be adjusted in accordance with this Section 2.4.



- (b) Within 10 days after the completion of the transfer of assets from a Seller DB Plan to the applicable Purchaser's DB Plan provided for in the Pension Plan and Employee Benefit Plan Agreement:
  - (i) if the Target Transfer Amount is greater than the Final Transfer Amount, then the Purchase Price shall be reduced by the amount of the Interest Adjustment and the Seller shall pay or cause to be paid to the Purchaser, by wire transfer of immediately available funds, an amount equal to the Interest Adjustment; or
  - (ii) if the Target Transfer Amount is less than the Final Transfer Amount, then the Purchase Price shall be increased by the amount of the Interest Adjustment and the Purchaser shall pay or cause to be paid to the Seller, by wire transfer of immediately available funds, an amount equal to the Interest Adjustment.
- (c) Any amount paid pursuant to this Section 2.4 shall be treated as an adjustment to the Purchase Price for Tax purposes, except to the extent otherwise required by Applicable Law.

**Section 2.5 Closing**

Subject to the terms and conditions of this Agreement, the closing of the purchase and sale of the Shares (the "**Closing**") shall take place at the offices of Goodmans LLP, Bay Adelaide Centre, 333 Bay Street, Suite 3400, Toronto, Ontario at 10:00 a.m. Toronto time, on the Closing Date.

**Section 2.6 Closing Deliveries of the Seller**

At the Closing, the Seller shall deliver or cause to be delivered to the Purchaser all of the following:

- (a) share certificates evidencing the Shares, accompanied by duly executed stock transfer powers in form and substance reasonably satisfactory to the Purchaser;
- (b) a certificate of compliance or status for each of the Purchased ELN Companies issued as of a recent date by appropriate government officials of their respective jurisdiction of incorporation;
- (c) a certificate of an officer of each of the Purchased ELN Companies, dated the Closing Date, in form and substance reasonably satisfactory to the Purchaser, certifying to (i) its Organizational Documents in effect as of the Closing Date and (ii) the resolutions of its board of directors, authorizing and approving the execution and delivery of this Agreement and the Ancillary Agreements, as applicable, and the consummation of the Contemplated Transactions, which resolutions shall have been certified as true, correct and in full force and effect without rescission, revocation or amendment as of the Closing Date;
- (d) the minute books, ledgers and registers, corporate seal and other corporate records of each of the Purchased ELN Companies;



- (e) the certificate of the Seller required to be delivered pursuant to Section 6.2(d);
- (f) all consents, waivers or approvals obtained by the Seller with respect to the consummation of the Contemplated Transactions, including the items set forth in Schedule 3.4(b);
- (g) the Restructuring Agreements and all other agreements and instruments required to implement the Restructuring Transactions, each duly executed by the parties thereto and in form and substance satisfactory to the Purchaser, acting reasonably;
- (h) a certificate of an officer of the Seller, dated the Closing Date, in form and substance reasonably satisfactory to the Purchaser, certifying that the Loss Consolidation Unwind Transactions have been duly completed substantially in the manner described on ANNEX V;
- (i) the License Agreement, the Pension Plan and Employee Benefit Plan Agreement, the Pension Assignment and Assumption Agreements, and the Transition Services Agreement, each duly executed by the Seller; and
- (j) the Sublease, duly executed by the Seller or one of its Affiliates.

**Section 2.7 Closing Deliveries of the Purchaser**

- (a) At the Closing, the Purchaser shall deliver or cause to be delivered to the Seller all of the following:
  - (i) a certificate of compliance for the Purchaser issued as of a recent date by Corporations Canada;
  - (ii) a certificate of an officer of the Purchaser, dated the Closing Date, in form and substance reasonably satisfactory to the Seller, certifying to the resolutions adopted by the board of directors of the Purchaser authorizing and approving the execution and delivery of this Agreement and the Ancillary Agreements to which the Purchaser is a party and the consummation of the Contemplated Transactions, which resolutions shall have been certified as true, correct and in full force and effect without rescission, revocation or amendment as of the Closing Date;
  - (iii) the certificate of the Purchaser required to be delivered pursuant to Section 6.1(c);
  - (iv) the License Agreement, the Pension Plan and Employee Benefit Plan Agreement, the Pension Assignment and Assumption Agreements, the Transition Services Agreement and the Sublease, each duly executed by the Purchaser; and
  - (v) written evidence of the Competition Act Approval.



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- (b) At the Closing, the Purchaser shall pay or cause to be paid to the Seller, by wire transfer of immediately available funds, an amount equal to (i) the Purchase Price minus (ii) the Adjustment Holdback.

**ARTICLE 3  
REPRESENTATIONS AND WARRANTIES OF THE SELLER**

As an inducement to the Purchaser to enter into this Agreement and to consummate the Contemplated Transactions, the Seller hereby represents and warrants to the Purchaser as follows:

**Section 3.1 Organization**

Each of the Seller and the ELN Companies: (a) is a corporation duly organized, validly existing and in good standing under the laws of the jurisdiction of its incorporation; (b) has the requisite corporate power and authority and possesses all Licenses necessary to own or lease and to operate and use its assets and properties and to carry on its business as currently conducted, except that in the case of the Seller, where any such failure to have such power and authority would not reasonably be expected to have, individually or in the aggregate, a Material Adverse Effect; and (c) with respect to the ELN Companies only, is duly qualified or licensed to carry on the Business as a foreign, extra-provincial or extra-territorial corporation and is in good standing in each jurisdiction set forth in Schedule 3.1, which are the only jurisdictions where such qualification or licensing to carry on the Business is necessary under Applicable Law, except for those jurisdictions where the failure to be so qualified or licensed and in good standing has not had and would not reasonably be expected to have, individually or in the aggregate, a Material Adverse Effect.

**Section 3.2 Authorization; Enforceability**

- (a) The Seller has the requisite corporate power and authority to execute and deliver this Agreement, and the Seller and each ELN Company has the requisite corporate power and authority to execute and deliver each Ancillary Agreement to which it is a party, to perform its obligations hereunder and thereunder and to consummate the Contemplated Transactions. The execution, delivery and performance by the Seller of this Agreement and the execution, delivery and performance by the Seller, and the ELN Companies of each Ancillary Agreement to which each is a party and the consummation by the Seller and each ELN Company of the Contemplated Transactions have been duly authorized and approved by all necessary corporate or other organizational action on the part of the board of directors of each of the Seller and the ELN Companies.
- (b) This Agreement has been, and each Ancillary Agreement to be executed and delivered by the Seller or an ELN Company at the Closing will be, duly and validly executed and delivered by the Seller or the applicable ELN Company, and (assuming due authorization, execution and delivery by the Purchaser) this Agreement constitutes, and each such Ancillary Agreement, when so executed and delivered (assuming due authorization, execution and delivery by the other parties thereto other than the Seller and the ELN Companies), will constitute, the legal, valid and binding obligation of the Seller or the applicable ELN Company, enforceable against the Seller or the applicable ELN Company, in accordance with their respective terms, except as enforceability may be limited (i) by applicable bankruptcy, insolvency, fraudulent transfer, reorganization, moratorium and other similar laws relating to or affecting creditors' rights generally or (ii) by general principles of equity.



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**Section 3.3 Organizational Documents and Corporate Records**

The Seller has made available to the Purchaser true, complete and correct copies of the Organizational Documents of the Company as amended to date. The Company is not in breach of or default under any provision of any of its Organizational Documents. The Seller has also made available to the Purchaser true, complete and correct copies of the minutes of all meetings of and other corporate actions taken by the shareholders, board of directors and committees of the board of directors of the Company during the past five years.

**Section 3.4 No Conflicts; Required Consents**

- (a) The execution, delivery and performance by the Seller of this Agreement and by the Seller and each ELN Company of each Ancillary Agreement to which it is a party do not, and the consummation by the Seller and the ELN Companies of the Contemplated Transactions will not, (i) conflict with, violate or result in a breach of any provision of the Organizational Documents of the Seller or any of the ELN Companies; (ii) conflict with, violate or result in a breach of in any material respect any Applicable Law; (iii) subject to the matters referred to in Schedule 3.4(b), require any consent of, notice to or other action by any Person under, conflict with, violate, result in a breach of the terms, conditions or provisions of, constitute a default (or an event that with or without notice or lapse of time or both would become a default) under, or give to any Person any rights of acceleration, amendment, termination or cancellation or cause a loss of any rights under, any Material Contract or Required License relating to the Business to which any of the ELN Companies is a party or by which any of the ELN Companies or any of its assets or properties is bound, other than in the case of this clause; (iii) any such items that have not had and would not reasonably be expected to have, individually or in the aggregate, a Material Adverse Effect; or (iv) result in the creation or imposition of any Lien upon the Shares or any assets or properties of any of the ELN Companies, other than Permitted Liens.
- (b) Except for Competition Act Approval or as set forth in Schedule 3.4(b) with respect to any Material Contract or Required License, no consent, approval or authorization of, or registration, declaration or filing with, or notification to, any Governmental Authority or any other Person is required to be obtained, made or given by the Seller as a result of or in connection with the Seller's execution, delivery and performance of this Agreement or the Seller's or any of the ELN Companies' execution, delivery and performance of any Ancillary Agreement or consummation of the Contemplated Transactions, other than any items the failure of which to obtain, make or give has not had and would not reasonably be expected to have, individually or in the aggregate, a Material Adverse Effect.





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**Section 3.5 Capitalization**

- (a) The authorized as well as the issued and outstanding capital of each of the Purchased ELN Companies are as set forth in Schedule 3.5. The issued and outstanding shares of each of the Purchased ELN Companies (i) have been duly authorized, (ii) are validly issued, fully paid and non-assessable, (iii) were not issued in violation of any Applicable Law, (iv) were not issued in violation of and are not subject to any pre-emptive rights, rights of first refusal or rights of first offer and (v) at Closing, will be owned beneficially and of record by the Seller, the Company and 8869332, as applicable, free and clear of all Liens other than restrictions on transfer generally imposed by applicable securities laws.
- (b) Except as set forth in Schedule 3.5, there are no issued, reserved for issuance or outstanding: (i) shares or other voting securities of, or equity interests in, any of the Purchased ELN Companies; (ii) securities of the Purchased ELN Companies convertible into or exercisable or exchangeable for shares or other voting securities of, or equity interests in, any of the Purchased ELN Companies; (iii) subscriptions, options, warrants, rights, agreements, commitments or understandings of any kind to acquire from the Seller or any of the Purchased ELN Companies, or other obligation of the Seller or any of the Purchased ELN Companies to issue, deliver, sell, transfer, repurchase or redeem, any shares or other voting securities of, or equity interests in, any of the Purchased ELN Companies or any securities convertible into or exercisable or exchangeable for shares or other voting securities of, or equity interests in, any of the Purchased ELN Companies; or (iv) stock appreciation rights, contingent value rights, "phantom" stock rights, profit participation rights or other similar rights or securities that are derivative of, or provide economic benefits based directly or indirectly on the value or price of, any shares or other voting securities of or equity interests in any of the Purchased ELN Companies (the items in clauses (i) through (iv) collectively, the "**ELN Companies Securities**").
- (c) There are no outstanding bonds, debentures, notes or other Indebtedness of the Company the holders of which have the right to vote (or convertible into or exercisable or exchangeable for securities having the right to vote) on any matters on which the shareholders of the Company may vote. Except as set forth in Schedule 3.5, there are no accrued or unpaid dividends on any of the Shares.
- (d) There are no shareholder agreements, voting trusts, proxies or other similar agreements or understandings in effect with respect to the voting, transfer or other disposition of the Shares.
- (e) Subject to the terms of this Agreement, at the Closing, the Seller will transfer and deliver to the Purchaser good and valid title to the Shares free and clear of all Liens other than restrictions on transfer generally imposed by applicable securities laws.



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**Section 3.6 Subsidiaries and Investments**

Except as set forth in Schedule 3.6, the Company does not own, as of the date of this Agreement, directly or indirectly, of record or beneficially, any voting securities of or other equity interests, or otherwise has any investment, in any other Person or is a member of or participant in any partnership, joint venture or similar arrangement. Except as set forth in Schedule 3.6, as at the Closing, after giving effect to the Restructuring Transactions, the Purchased ELN Companies will not own, directly or indirectly, of record or beneficially, any voting securities of or other equity interests, or otherwise have any investment, in any other Person or be a member of or participant in any partnership, joint venture or similar arrangement.

**Section 3.7 Financial Statements; Books and Records**

- (a) The Seller has made available to the Purchaser, and attached as Schedule 3.7 are, true, complete and correct copies of the following financial statements (collectively, the “**Financial Statements**”): (i) the audited combined financial statements of the Business for the fiscal year ended as of December 31, 2013 and the unaudited combined financial statements for the fiscal year ended December 31, 2012; and (ii) the unaudited condensed combined financial statements of the Business for the interim periods ended June 30, 2014 and June 30, 2013, including, in each case, the notes with respect thereto.
- (b) The Financial Statements: (i) have been prepared from, and are in accordance with, the books and records of the ELN Companies; (ii) have been prepared in accordance with IFRS consistently applied during the periods covered thereby (subject to, in the case of any interim financial statements, to normal and recurring year-end adjustments that are not expected to be material in amount or effect); and (iii) present fairly and accurately, in all material respects, the financial condition and results of operations of the Business as of the dates thereof or for the periods covered thereby.
- (c) The books and records of the ELN Companies that were used as source documentation for the preparation of the Financial Statements are and will be, as applicable, true and correct in all material respects, reflect or will reflect, as applicable, only actual, *bona fide* transactions and have been maintained in accordance with sound business practices and Applicable Law. The ELN Companies maintain a system of internal accounting controls sufficient to provide reasonable assurance that transactions are executed in accordance with management’s general or specific authorizations and recorded accurately in all material respects. The Seller has not received any notice of fraud that involves any Employee or that calls into question the effectiveness of the design and operation of the ELN Companies’ internal controls over accounting or financial reporting in any material way.
- (d) All accounts receivable reflected on the books and records of the Business have arisen from *bona fide* transactions in the Ordinary Course of Business, and are valid, genuine and fully collectible in the Ordinary Course of Business, subject only to any reserve that are included in the Financial Statements or that may be included in the calculation of the Final Closing Working Capital.



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**Section 3.8 No Undisclosed Liabilities; Indebtedness and Liens**

- (a) The Purchased ELN Companies do not have any Liabilities, other than (i) Liabilities disclosed in Schedule 3.8, (ii) Liabilities disclosed in or accrued for on the Financial Statements or (iii) Liabilities that (1) have been incurred since April 30, 2014 in the Ordinary Course of Business and not in violation of this Agreement, (2) are not, individually or in the aggregate, material to the Business and (3) will be disclosed in or accrued for on the Final Closing Working Capital Statement.
- (b) Except as set forth in Schedule 3.8: (i) the Purchased ELN Companies do not have any Indebtedness; (ii) the Purchased ELN Companies do not guarantee any Indebtedness of any Person; (iii) there are no Liens on the Shares (other than restrictions on transfer generally imposed by applicable securities laws); and (iv) there are no, and as at the Closing Date, after giving effect to the Restructuring Transactions, there will not be any Liens (other than Permitted Liens) on the assets and properties of the Company.

**Section 3.9 Absence of Certain Changes**

Except as set forth in Schedule 3.9, since April 30, 2014, the ELN Companies have conducted the Business only in the Ordinary Course of Business, and without limiting the generality of the foregoing there has not been any:

- (a) Material Adverse Effect;
- (b) material damage, destruction or other loss affecting the Business or its assets or properties;
- (c) capital expenditures by the ELN Companies relating to the Business in excess of \$500,000 individually or \$7,500,000 in the aggregate;
- (d) material change in the practices, policies and procedures of the Business with respect to cash management, collection of receivables, establishment of reserves for uncollectible receivables, prepayment of expenses, payment of payables and accrual of other expenses;
- (e) increase in the base salary, wages, commissions, bonuses, incentive compensation, severance or termination pay of any Employee, except (i) as required under existing agreements (including any Employee Benefit Plan) that have been made available to the Purchaser, (ii) in the Ordinary Course of Business, or (iii) by Applicable Law;
- (f) incurrence, assumption or guarantee of any Indebtedness by any of the Purchased ELN Companies;
- (g) creation of any Lien on the Shares or the assets or properties of the Business, other than Permitted Liens;



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- (h) action authorized or taken that, if authorized or taken after the date hereof, would require the consent of the Purchaser under Section 5.1(b); or
- (i) agreement or commitment to do any of the foregoing or any action or omission that would result in any of the foregoing.

**Section 3.10 Material Contracts**

- (a) Except as set forth in Schedule 3.10 and after giving effect to the Restructuring Transactions, none of the ELN Companies is a party to or otherwise bound by any of the following Contracts relating to the Business (collectively, the “**Material Contracts**”), other than the CCC Agreement, which shall be of no further effect with regards to the Purchased ELN Companies as of the Closing:
  - (i) any lease or sublease of real property;
  - (ii) any lease or sublease of personal property providing for annual payments in excess of \$50,000;
  - (iii) any Contract for the purchase of goods, services, materials, supplies or equipment providing for either (A) annual payments in excess of \$100,000 or (B) aggregate payments in excess of \$250,000;
  - (iv) any distribution, sales, advertising or agency Contract providing for either (A) annual payments to or by an ELN Company in excess of \$100,000 or (B) aggregate payments to or by an ELN Company in excess of \$250,000;
  - (v) any Contract granting any Person “most favoured nation” status or “exclusivity” or similar rights;
  - (vi) any Contract with any Governmental Authority providing for either (A) annual payments in excess of \$100,000 or (B) aggregate payments in excess of \$250,000;
  - (vii) any Contract for any partnership, joint venture, strategic alliance or other similar arrangement;
  - (viii) any Contract providing for the settlement of any material claim against any ELN Company or relating to the Business;
  - (ix) any Contract relating to the acquisition or divestiture of any business or assets (whether by merger, sale of equity, sale of assets or otherwise) (1) that have obligations remaining to be performed or liabilities continuing after the date of this Agreement other than in the Ordinary Course of Business, or (2) that took place during the one year period prior to the Closing Date;



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- (x) any Contract granting any Person a right of first refusal, right of first offer or similar right to purchase or acquire any material assets, properties or business of an ELN Company;
  - (xi) any Contract requiring an ELN Company to make any advance, loan, extension of credit or capital contribution to, or other investment in, any Person;
  - (xii) any Contract (A) evidencing or guaranteeing any Indebtedness (including all loan agreements, notes, bonds, debentures, indentures or guarantees), or (B) creating or granting a Lien on the Shares or any assets or properties of an ELN Company, other than Permitted Liens;
  - (xiii) any Contract between an ELN Company, on the one hand, and the Seller, any Affiliate of the Seller or any director, manager or officer of an ELN Company, on the other hand;
  - (xiv) any license, sublicense or royalty agreement relating to any Intellectual Property, other than standard end-user license agreements relating to any "shrink wrap," "click wrap" or "off the shelf" software that is generally commercially available;
  - (xv) any Contract that limits or purports to limit the ability of an ELN Company (or would limit the ability of the Purchaser after the Closing) (A) to engage in any line of business, (B) to compete with any Person, (C) to operate in any geographic area, (D) to Solicit or accept business from the customers of any Person or (E) to Solicit for employment or hire any Person; or
  - (xvi) any other Contract of a type that is not covered by the other clauses of this Section 3.10(a) that (A) is not terminable on not more than 60 days' notice and without the payment of any penalty by, or any other material consequence to, applicable ELN Company or (B) is material to the operation of the Business.
- (b) The Seller has made available to the Purchaser a true, complete and correct copy of each Material Contract made in writing, along with accurate written descriptions in all material respects of each Material Contract made orally, including all amendments thereto, other than the Material Contracts listed in Schedule 3.10 which are subject to confidentiality agreements but for which the Seller has provided written summaries that accurately describe all material terms of such Material Contracts.
- (c) Each Material Contract (i) is a legal, valid and binding obligation of the applicable ELN Company and, to the Knowledge of the Seller, the other parties thereto, (ii) is in full force and effect in accordance with its terms and (iii) upon consummation of the Contemplated Transactions, will continue in full force and effect without penalty or other adverse consequence, subject to obtaining the consents and approvals, giving the notices or taking the other actions referred to in Schedule 3.4(b). None of the ELN Companies, the Seller or, to the Knowledge of



the Seller, any other party to any Material Contract is in breach of or default under, in any material respect, or has provided or received any written notice alleging any breach of or default under, in any material respect, any Material Contract. No event has occurred that (with or without notice lapse of time or both) would constitute a material breach of or material default under any Material Contract in any material respect by the applicable ELN Company or to the Knowledge of the Seller, by any other party thereto.

**Section 3.11 Legal Proceedings**

- (a) Schedule 3.11(a) sets forth in reasonable detail all pending Actions involving an ELN Company that relate to the Business (including, for greater certainty, all Actions involving the Company) and all such Actions that are, to the Knowledge of the Seller, threatened against or affecting an ELN Company. There is no Action pending or, to the Knowledge of the Seller, threatened against the Seller or an ELN Company that (i) individually or in the aggregate, if determined or resolved adversely to the Seller or the applicable ELN Company would reasonably be expected to have a Material Adverse Effect or (ii) in any manner challenges the validity of this Agreement or seeks to prevent, enjoin, alter or materially delay the consummation of the Contemplated Transactions. Except as otherwise set forth on Schedule 3.11(a), all obligations of the ELN Companies with respect to any amounts payable upon the resolution or settlement of all Actions listed, or required to be listed, on Schedule 3.11(a) will be paid by the insurers of the ELN Companies, subject to the applicable deductibles under the relevant insurance policies, which are set forth on Schedule 3.11(a).
- (b) No ELN Company is subject to or otherwise bound by any order, injunction, judgment, settlement or decree that prohibits or limits in any material respect the conduct of the Business or the ownership or use of any of the assets or properties of the applicable ELN Company.

**Section 3.12 Compliance with Applicable Laws**

- (a) Except as set forth in Schedule 3.22, the ELN Companies currently conduct, and have conducted for the past five years, the Business in compliance in all material respects with all Applicable Laws.
- (b) Without limiting the generality of Section 3.12(a), the ELN Companies currently conduct, and have conducted for the past five years, the Business in compliance in all material respects with all applicable anti-corruption or anti-bribery laws, including the *Corruption of Foreign Public Officials Act* (Canada). None of the ELN Companies or, to the Knowledge of the Seller, any director, officer, employee, agent or other person acting on behalf of an ELN Company, in the course of its, his or her actions for or on behalf of an ELN Company, has made or is making any payments of either cash or other consideration that were or are unlawful under Applicable Law, including directly or indirectly (i) using any funds of an ELN Company for any unlawful contribution, gift, entertainment or other payment relating to political activity, (ii) using any funds of an ELN Company to make any unlawful payment to any foreign or domestic government official or Employee or



former Employee, (iii) making any unlawful bribe, rebate, payoff, influence payment, kickback or other unlawful payment to any foreign or domestic government official or employee, (iv) making a payment to induce an individual to use such individual's influence to assist an ELN Company in obtaining or retaining business with any Person, or (v) making a payment to secure an improper advantage for an ELN Company.

- (c) The operations of the ELN Companies have been conducted, in all material respects, in compliance with financial record-keeping and reporting requirements of Applicable Laws relating to money laundering including the *Proceeds of Crime (Money Laundering and Terrorism Financing) Act* (Canada).
- (d) No ELN Company has received any written notice or other written communication from any Person alleging or relating to any material violation of any Applicable Law in respect of the operation of the Business. To the Knowledge of the Seller, no ELN Company is under investigation or review by any Governmental Authority with respect to, or has been threatened to be charged with, any material violation of any Applicable Law.

### Section 3.13 Licenses

The ELN Companies hold or possess and are in compliance with and have timely sought the renewal of, all material Licenses required for the lawful conduct of the Business as currently conducted (the "**Required Licenses**"), except for any failure to hold or possess any License or any non-compliance or non-renewal that has not had and would not reasonably be expected to have, individually or in the aggregate, a Material Adverse Effect. Schedule 3.13 sets forth a true, complete and correct list of each Required License, including the type of license, the license number, the jurisdiction issuing such license and the license expiration date. Except as set forth in Schedule 3.13: (a) each Required License is valid and in full force and effect; (b) no ELN Company has received any written notice or other written communication alleging, or is in, any material breach of or default under any Required License; (c) no Required License will be terminated or impaired solely as a result of the Contemplated Transactions; and (d) no Actions are pending or, to the Knowledge of the Seller, threatened that if determined or resolved adversely would result in the revocation, cancellation, suspension or adverse modification of any Required License.

### Section 3.14 Title to and Sufficiency of Assets

- (a) The ELN Companies have good, valid and marketable title to, or in the case of leased assets and properties a valid leasehold interest in, all of the assets and properties owned or leased by the ELN Companies that are used or held for use in the Business, free and clear of any and all Liens other than Permitted Liens. Except as set forth in Schedule 3.14(a), there is no Contract granting any Person or recognizing with respect to any Person any ownership or vesting right in, or any right of first refusal, right of first offer or other preferential right to purchase, any assets or properties of the ELN Companies used in the conduct of the Business or any portion thereof or interest therein.



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- (b) Except as set forth in Schedule 3.14(b) and subject to the terms of the License Agreement, at the Closing, the assets and properties of the Company will constitute all of the assets and properties necessary for the conduct of the Business after the Closing substantially in the same manner as currently conducted. All material tangible personal property used or held for use in the conduct of the Business as currently conducted has been reasonably maintained in accordance with good business practice, is in reasonable operating condition and repair (ordinary wear and tear excepted) and is substantially suitable for its present uses.

**Section 3.15 Owned Real Property**

- (a) Schedule 3.15(a) sets out the municipal address and a complete and accurate legal description of all the real property used in the Business and owned by an ELN Company (“**Owned Real Property**”).
- (b) The applicable ELN Company has the exclusive right to possess, use and occupy, and has good and marketable legal and beneficial title in fee simple to, all of the Owned Real Property, free and clear of all Liens except Permitted Liens.
- (c) Except as set forth in Schedule 3.15(c), none of the ELN Companies have granted to any Person any right of first refusal, right of first opportunity, option or similar rights to purchase any of the Owned Real Property or any interest therein or any part thereof. Except as set forth in Schedule 3.15(c), no ELN Company has leased (as landlord) any portion of the Owned Real Property to any Person.
- (d) Except as set forth in Schedule 3.22, none of the ELN Companies has received any notice of non-compliance of the existing uses of the Owned Real Property with any Applicable Laws that would, in the aggregate, materially adversely affect the ability to carry on the Business upon the Owned Real Property substantially as it has been carried on in the past.
- (e) To the Knowledge of the Seller, the current uses of the Owned Real Property are permitted under current zoning regulations. Neither the Seller nor any ELN Company has a current application for a re-zoning of any of the Owned Real Property that would materially adversely affect the ability to carry on the Business upon the relevant Owned Real Property substantially as it has been carried on in the past.
- (f) There are no pending or to the Knowledge of the Seller, threatened expropriation or condemnation proceedings relating to any of the Owned Real Property.
- (g) To the Knowledge of the Seller, there are no pending or proposed assessments, capital charges or levies assessed or to be assessed against any of the Owned Real Property by a Governmental Authority.
- (h) To the Knowledge of the Seller, there are no outstanding judgments, writs of execution, seizures, injunctions or directives with respect to the Owned Real Property.





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- (i) Neither the Company nor the Seller has received notices from any Governmental Authority of any work orders or directives or notices of deficiency capable of resulting in work orders or directives with respect to the Owned Real Property that would individually or in the aggregate materially adversely affect the ability to carry on the Business upon the relevant Owned Real Property substantially as it has been carried on in the past.
- (j) Except as set forth in Schedule 3.15(j), neither the Seller nor any ELN Company has received notice of any claims for construction liens with respect to work or services performed or materials supplied in connection with any of the Owned Real Property.

**Section 3.16 Leased Real Property**

- (a) Schedule 3.16 lists (i) all of the Leased Real Property, including the municipal address thereof and (ii) all of the Real Property Leases. Except as set forth in Schedule 3.16, no ELN Company leases or subleases any real property for use in the Business.
- (b) The applicable ELN Company has the exclusive right to possess, use and occupy, and has good and marketable legal and beneficial leasehold title in and to, all of the Leased Real Property, free and clear of all Liens except Permitted Liens.
- (c) Neither the Seller nor any of the ELN Companies has granted to any Person any right of first refusal, right of first opportunity, option or similar rights to sub-lease the Leased Real Property or to otherwise acquire any of the ELN Companies' rights in and to the Leased Real Property or any interest therein or any part thereof. Except as set forth in Schedule 3.16, neither the Seller nor any of the ELN Companies has sublet or granted any rights to occupancy in any portion of the Leased Real Property to any Person.
- (d) To the Knowledge of the Seller, (i) each of the landlords under each Real Property Lease is in compliance in all material respects with its obligations thereunder, except for such breaches, defaults and events as to which requisite waivers or consents have been obtained or which would not, individually or in the aggregate, reasonably be expected to have a Material Adverse Effect, (ii) except as set forth in Schedule 3.16, all of the Real Property Leases are in full force and effect, and (iii) no ELN Company has received any subsisting notice of default or termination under any of the Real Property Leases.

**Section 3.17 Buildings and Systems**

- (a) All Buildings and Systems located on the Owned Real Property and the Leased Real Property are, to the Knowledge of the Seller, (i) structurally sound with no material defects, (ii) adequate and suitable for the purposes for which they are currently being used, and (iii) in reasonable operating condition and repair (subject to normal wear and tear provided that such wear and tear has not resulted in a state of disrepair) so as to permit the operation by the ELN Companies of the Business as currently conducted.



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- (b) To the Knowledge of the Seller, (i) none of the Buildings or material Systems located on the Owned Real Property or the Leased Real Property is in need of material maintenance or material repairs except for ordinary and routine maintenance, repair and replacements, reasonable wear and tear excepted, (ii) except as set forth in Schedule 3.17(b), no notice from any Governmental Authority has been received by the Seller or any ELN Company requiring or calling attention to the need for any material work, repair, construction, alteration or installation on, or in connection with, any of the Owned Real Property, Leased Premises or any of the Buildings or Systems located on the Owned Real Property and Leased Premises and, to the Knowledge of the Seller, there are no existing or prior facts, circumstances or conditions that would reasonably be expected to form the basis for such notice.
- (c) The Owned Real Property, the Leased Real Property and each Building and System located thereon is, to the Knowledge of the Seller, in compliance in all material respects with all applicable deed restrictions or covenants and all building, zoning, subdivision, health, safety or other Applicable Laws, and neither the Seller nor any ELN Company has received any notification that any alleged violation exists that would reasonably be expected to have a Material Adverse Effect.

**Section 3.18 Inventories**

The Inventories are in good condition, are merchantable, are of a quality and quantity usable or saleable in the Ordinary Course of Business of the ELN Companies, are fit for the purposes for which they are intended and are carried on the books of the ELN Companies at the lower of cost and net realizable value. The Inventories are labelled and stored in compliance in all material respects with all Applicable Laws.

**Section 3.19 Customers and Suppliers**

The Seller has provided the Purchaser with a list of the ten largest customers and suppliers of the Business for the last two fiscal years (determined on the basis of the total dollar amount of net sales) showing the total dollar amount of net sales to each such customer and payments to each such supplier during each such year. Except as set forth in Schedule 3.19, to the Knowledge of the Seller, there is no reason to believe, that any of the ten largest customers and suppliers of the Business on the list provided by the Seller will not continue to be customers or suppliers of the Business after the Closing.

**Section 3.20 Intellectual Property; Confidential Information**

- (a) The ELN Companies own all right, title and interest in and to, or the ELN Companies are licensed or otherwise possess legally enforceable rights to use, all material Intellectual Property Rights used in the Business as currently conducted (collectively, the “**Intellectual Property**”), in each case free and clear of all Liens other than Permitted Liens. The Intellectual Property is sufficient for the ELN Companies to carry on the Business in all material respects as currently conducted. Schedule 3.20(a) sets forth a true, complete and correct list of all owned or licensed Intellectual Property that is necessary to carry on the Business as currently conducted. Except as set forth in Schedule 3.20(a), none of the owned Intellectual Property has been registered or is the subject of an application for registration with any Governmental Authority.



- (b) All material registrations and pending applications used in connection with the Business for any of the Intellectual Property owned by an ELN Company are valid and in good standing and there are no pending or, to the Knowledge of the Seller, threatened rejections, oppositions, expungement proceedings, cancellation proceedings or litigation with respect thereto. All such registrations and pending applications are disclosed in Schedule 3.20(a).
- (c) To the Knowledge of the Seller, the conduct of the Business and the use of the Intellectual Property do not infringe, misappropriate or otherwise violate any Intellectual Property Rights of any third party in any material way. There are no Actions pending or, to the Knowledge of the Seller, threatened alleging that the conduct of the Business or the use of any Intellectual Property infringes, misappropriates or otherwise violates the Intellectual Property Rights of any third party in any material way. To the Knowledge of the Seller, no third party (including any current or former Employee) infringes, misappropriates or otherwise violates any owned Intellectual Property.
- (d) Any Intellectual Property that is purported to be owned by an ELN Company is owned by the applicable ELN Company (i) by operation of the law or, (ii) by a valid and enforceable agreement sufficient to irrevocably assign all ownership interest in such Intellectual Property that is purported to be owned by an ELN Company to the applicable ELN Company.
- (e) The IT Systems: (i) are sufficient for the conduct of the Business as currently conducted; (ii) are in good working condition, ordinary wear and tear excepted, to effectively perform all computing, information technology and data processing operations necessary for the conduct of the Business; and (iii) are substantially free of any material defects, bugs, errors and Malicious Code. To the Knowledge of the Seller, no unauthorized Person has breached or accessed the IT Systems.
- (f) The Seller and the ELN Companies have taken commercially reasonable steps and maintain reasonable precautions to protect and maintain the confidentiality of, and to enforce their rights in, the Confidential Information. To the Knowledge of the Seller, there has not been any breach of confidentiality or unauthorized use or disclosure of the Confidential Information.

**Section 3.21 Tax Matters**

- (a) The Purchased ELN Companies have complied in all material respects with all Applicable Laws relating to Taxes. The Company has duly and timely filed in prescribed manner with the appropriate Governmental Authorities all Tax Returns required to be filed by it on or before the Closing Date. All such Tax Returns are true, complete and correct in all material respects and disclose all Taxes required to be paid by the Company.



- (b) All Taxes and instalments of Taxes of the Purchased ELN Companies due and payable with respect to Pre-Closing Periods (whether or not reflected on any Tax Returns) have been timely paid, other than Taxes that are being contested in good faith and by appropriate proceedings for which adequate reserves have been recorded (in accordance with IFRS) on the Financial Statements. All Taxes of the Purchased ELN Companies not yet due and payable have been fully accrued on the books of the relevant Purchased ELN Companies.
- (c) The Purchased ELN Companies have timely collected or withheld, and timely paid to the appropriate Governmental Authorities, all Taxes required to have been collected or withheld from payments to Employees or former employees of the Business, creditors, shareholders, directors, officers, non-residents and other Persons for all periods under Applicable Laws and such amounts have been duly and timely paid to the relevant taxing authority.
- (d) There is no Tax Contest pending or, to the Knowledge of the Seller, threatened against the Purchased ELN Companies. The Purchased ELN Companies have not received any indication or notification from any Governmental Authority that any assessment or reassessment is proposed. There are no Liens for Taxes on any of the assets or properties of the Purchased ELN Companies.
- (e) The Purchased ELN Companies (i) do not have any liability for the Taxes of any other Person, (ii) do not or have not been a member of an affiliated group and (iii) are not or have not been a party to or otherwise bound by any Tax sharing, allocation or indemnification agreement.
- (f) There has not been any waiver or extension of any statute of limitations with respect to the assessment or collection of any Taxes due from or with respect to the Purchased ELN Companies, which waiver or extension is currently in effect.
- (g) No power of attorney with respect to any Taxes has been executed or filed with any Governmental Authority by or on behalf of the Purchased ELN Companies and which will be in effect immediately after the Closing Date.
- (h) The Purchased ELN Companies have not received any notice or inquiry from any Governmental Authority in any jurisdiction where such Person does not currently file Tax Returns to the effect that such Person is or may be subject to taxation in such jurisdiction. The Purchased ELN Companies do not engage in (nor has they ever engaged in) a trade or business in any country outside Canada.
- (i) The Seller has made available to the Purchaser true, complete and correct copies of (i) all Tax Returns and amendments thereto of the Company relating to Taxes and (ii) all rulings, revenue agent reports, notices of assessment, notices of reassessment, notifications, information documents requests, notices of proposed deficiencies, deficiency notices, protests, petitions, closing agreements, settlement agreements, pending ruling requests, and any similar documents, submitted by, received by or agreed by or on behalf of any of the Company relating to Taxes.



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- (j) The Purchased ELN Companies do not have any contractual obligation to pay the amount of any Tax benefits or Tax refunds (or an amount determined by reference thereto) realized or received by them to any former shareholder(s) or other Person(s).
- (k) Except as set forth in Schedule 3.21(k), since December 31, 2013, the Purchased ELN Companies have not (i) incurred any Taxes outside the Ordinary Course of Business, (ii) changed a method of accounting, (iii) entered into any agreement with any Governmental Authority with respect to Taxes, (iv) surrendered any right to a Tax refund, or (v) made, changed or revoked any election with respect to Taxes.
- (l) None of the Purchased ELN Companies have made a request for an advance tax ruling, request for technical advice, request for a change of any method of accounting, or any other similar request that is in progress or pending with any Governmental Authority with respect to Taxes.
- (m) The Purchased ELN Companies are not subject to a Tax holiday or Tax incentive or grant in any jurisdiction that will terminate (or be subject to a clawback or recapture) as a result of any of the Contemplated Transactions.
- (n) The Purchased ELN Companies will not be required to include in any taxable period ending after the Closing Date any taxable income attributable to income that accrued (or cash that was received), but was not recognized, in a Pre-Closing Period as a result of a reserve, deduction, prepaid amount, election, federal investment tax credit or similar provincial tax credit.
- (o) The Seller is not a non-resident of Canada for the purposes of the Tax Act.
- (p) None of the Purchased ELN Companies is a “financial institution” or “specified financial institution” for the purposes of the Tax Act.
- (q) The Purchased ELN Companies have not made an “excessive eligible dividend designation” as defined in subsection 89(1) of the Tax Act. The “low rate income pool” of the Purchased ELN Companies on the Closing Date will be nil.
- (r) None of sections 79, 79.1 or 80 to 80.04, inclusive, of the Tax Act have applied or will apply to the Purchased ELN Companies at any time on or before the Closing Date. The Purchased ELN Companies do not have any unpaid amounts that may be required to be included in income under section 78 of the Tax Act.
- (s) The Purchased ELN Companies are residents of Canada and registrants for purposes of the ETA.
- (t) Each of the Publications qualifies, and has qualified for as long as they have been owned, directly or indirectly by the Seller, as a “Canadian newspaper” for the purposes of Section 19 of the Tax Act.



**Section 3.22 Environmental Matters**

- (a) Except as set forth in Schedule 3.22, the ELN Companies have conducted and currently conduct the Business, use the Owned Real Property and the Leased Real Property and used any property formerly owned or occupied by the ELN Companies (“**Former Properties**”) in compliance in all material respects with all applicable Environmental Laws. To the Knowledge of the Seller, no condition exists or event has occurred with respect to the Business which, with or without notice or the passage of time or both, would reasonably be expected to constitute a material violation of or give rise to material liability under applicable Environmental Laws in connection with the Business, the Owned Real Property, the Leased Real Property or the Former Properties.
- (b) Except as set forth in Schedule 3.22, to the Knowledge of the Seller, other than as permitted pursuant to Environmental Laws, no Hazardous Materials are present on, in, under or adjacent to the Real Property, the Leased Real Property or the Former Properties in concentrations that are in excess of those permitted under Environmental Laws (having regard to current use) and, to the Knowledge of the Seller, no Hazardous Materials are migrating to or from any of the Real Property, the Leased Real Property or the Former Properties in contravention of Environmental Laws. The ELN Companies have not used or permitted the Business to generate, manufacture, process, distribute, use, treat, store, dispose of, transport or handle any Hazardous Material except in compliance with applicable Environmental Laws.
- (c) Except as set forth in Schedule 3.22, no investigations have been or are being conducted, taken or threatened by any Governmental Authority under or pursuant to Environmental Laws or in relation to Hazardous Materials with respect to the Business, the Owned Real Property, the Leased Real Property or the Former Properties.
- (d) Except as set forth in Schedule 3.22, there are no outstanding material Actions, investigations or inquiries made or commenced, or to the Knowledge of the Seller, threatened, relating to Environmental Laws or Hazardous Materials in respect of the Business, the Owned Real Property, the Leased Real Property or the Former Properties, nor to the Knowledge of the Seller, has the Seller received written notice of any of the same.
- (e) Except as set forth in Schedule 3.22, to the Knowledge of the Seller, none of the Owned Real Property, the Leased Real Property or the Former Properties contain any: (i) active or abandoned underground storage tanks, above ground storage tanks, asbestos, (ii) polychlorinated biphenyls, toluene, lead-based paint, mould, mildew or fungi; (iii) underground injection wells; (iv) radioactive materials; (v) septic tanks or waste disposal pits.
- (f) The ELN Companies have filed all reports and other information and obtained all permits, programs and other approvals (collectively, “**Permits**”) to enable the Business, as now conducted, to carry on business in compliance in all material respects with Environmental Laws. All of the Permits are valid and in good



standing, there has been no material violation of any Permit and no proceeding is pending, or to the Knowledge of the Seller, threatened to revoke or limit any Permit. To Knowledge of the Seller, the consummation of the Contemplated Transactions will not require the Purchaser to obtain consent, approval, or authorizations from any Governmental Authority in order to enable the ELN Companies to hold all Permits and to remain in compliance in all material respects with the terms and conditions of the Permits and Environmental Laws.

- (g) All information provided to the Purchaser or its environmental consultants or similar representatives in connection with any environmental audit or other investigation is true and complete in all material respects. Except as set forth in Schedule 3.22, neither the Seller nor any of the ELN Companies conducted any environmental audit in the past five years (including any evaluation, assessment, review or study) of any of the Real Property or the Leased Real Property or the Former Properties except those in respect of which copies have been provided to the Purchaser.
- (h) None of the ELN Companies have received any written request for information, complaint, demand, administrative enquiry, notice of claim, notice of responsibility, notice of violation, notice of intent to bring a "citizen suit" under any Environmental Laws, or any other information indicating that it is or may be liable or held responsible under Environmental Laws, and there are no civil, administrative or criminal proceedings pending or to the Knowledge of the Seller, threatened against the ELN Companies.
- (i) To the Knowledge of the Seller, the ELN Companies do not have any liability, nor are there required or expected compliance costs, under any Environmental Laws. None of the ELN Companies have received any written notice or other written communication that remains outstanding that it is or may be a potentially responsible party or otherwise liable for any environmental costs.
- (j) Notwithstanding anything else in the Section 3.22, all representations in this Section 3.22 apply to the Former Properties only in respect of the ownership, occupancy or use of the Former Properties by an ELN Company.

**Section 3.23 Labour and Employment Matters**

- (a) The ELN Companies are in compliance in all material respects with all Applicable Laws relating to employment and employment practices, including the terms and conditions of employment (including the calculation and payment of overtime compensation and worker classification), termination of employment, hiring practices and procedures, immigration and employment verification matters, pay equity, privacy, collective bargaining and labour relations requirements, occupational health and safety, human rights, and workplace safety and insurance. Without limiting the generality of the foregoing, except as included in the Final Closing Working Capital, the ELN Companies have paid to each Employee and current or former director, officer, employee or independent contractor of the Company or the Business all salaries, wages, commissions, bonuses, deferred compensation, overtime pay, public holiday pay, vacation pay, paid time off and



other employee benefits of any nature arising or incurred prior to the Closing Date (including any post-retirement benefits, workers' compensation, sickness, or disability benefits) that are payable or owed in respect of services rendered prior to the Closing Date.

- (b) Schedule 3.23(b) sets forth a true, complete and correct list of all Collective Agreements. To the Knowledge of the Seller none of the ELN Companies are in material breach of any of the terms of such Collective Agreements. Neither the Seller nor any of its Affiliates have made any commitment to or conducted negotiations with the union in respect of a future Collective Agreement except as set out in Schedule 3.23(b). There is no organizational campaign or to the Knowledge of the Seller, other effort to cause a labour union or organization to be recognized voluntary or otherwise or certified as a representative on behalf of Employees. There is no pending or, to the Knowledge of the Seller, threatened labour strike, dispute or work stoppage involving Employees. Neither the Seller nor any of its Affiliates have engaged in any unfair labour practice and, except as set out in Schedule 3.23(b), no unfair labour practice complaint, grievance or arbitration proceeding is pending or to the Knowledge of the Seller, threatened against any of ELN Companies.
- (c) Schedule 3.23(c) sets forth a true, complete and correct list of (i) all union Employees and non-union Employees setting out each Employee's identification number, position, length of service, location of employment, full-time or part-time status, salary, bonus or commission, vacation entitlement and indicating which Pension Plan the Employee participates in as well as whether such Employee is covered by a Collective Agreement, or is an inactive Employee and (ii) all written employment Contracts between any ELN Company and a non-union Employee with an annual base salary of at least \$100,000.
- (d) Except as set forth on Schedule 3.23(d), there are no Contracts of employment, or consulting agreements with any non-union Employees or consultants of the Business that (i) are not terminable on the giving of reasonable notice in accordance with Applicable Laws or (ii) pursuant to which any severance, termination, bonus or other amount or benefit may be required to be paid, enhanced, accelerated, waived or renounced as a result of the completion of the Contemplated Transactions.
- (e) The Seller has provided the Purchaser with a copy of all policies applicable to the Employees. Where a policy exists and is unwritten, the Seller has provided a description of such policy.
- (f) There are no outstanding assessments, penalties, fines or other amounts due or owing pursuant to any workplace safety and insurance legislation and, to the Knowledge of the Seller, no audit of any of the ELN Companies is currently being performed pursuant to any applicable workplace safety and insurance legislation. There are no claims or, to the Knowledge of the Seller, anticipated claims which are reasonably expected to materially adversely affect the ELN Companies' accident cost experience in respect of the Business.





- (g) To the Knowledge of the Seller, there are no outstanding charges or open complaints against the ELN Companies relating to any unfair labour practices, human rights, privacy, employment standards, pay equity or occupational health and safety issues or under any Applicable Law relating to the Employees or former Employees.
- (h) The Seller has provided the Purchaser with copies of all notices, orders and inspections reports prepared or rendered within the past two years under applicable occupational health and safety legislation or employment standards legislation relating to the Employees.
- (i) The ELN Companies have collected or withheld all contributions or premiums required to have been collected or withheld from payments to Employees or former employees, under Applicable Laws, including the *Canada Pension Plan* and the *Employment Insurance Act*, and such amounts, together with any corresponding contribution or premium required to be paid by the ELN Companies as the employer of the Employees or former employees, have been paid to the appropriate Governmental Authorities on a timely basis.
- (j) All vacation pay, bonuses, commissions and other emoluments relating to the Employees are accurately reflected in all material respects in the books and records of the ELN Companies.

**Section 3.24 Employee Benefit Matters**

- (a) Schedule 3.24(a) sets forth a true, complete and correct list of each Employee Benefit Plan. The Seller has made available to the Purchaser true, complete and correct copies of the following documents with respect to each Employee Benefit Plan, unless otherwise specified, to the extent applicable: (i) the current plan document, including all amendments thereto, or in the case of unwritten Employee Benefit Plans written descriptions thereof; (ii) with respect to the Transferred DC Plans and the Seller DB Plans only, any trust agreements or other funding arrangements, custodial agreements, insurance policies and contracts; (iii) with respect to Transferred DC Plans only, investment management or advisory agreements currently in effect and any applicable plan administration manuals; (iv) the most recent summary plan description and summary of material modifications thereto, and material employee communications; (v) with respect to the Transferred DC Plans and the Seller DB Plans only, the most recent financial statements required to be filed with a Governmental Authority; (vi) with respect to the Seller DB Plans only, the two most recent actuarial reports (whether or not such reports were filed with a Governmental Authority) and any supplementary cost certificates filed with any Governmental Authority; (vii) with respect to the Transferred DC Plans and the Seller DB Plans only, the most recent annual information return filed with a Governmental Authority; (viii) with respect to the Transferred DC Plans only, the statement of investment policies and procedures; and (ix) all material correspondence within the past five years with any Governmental Authority regarding the operation or administration of any Transferred DC Plan or any Seller DB Plan in respect of Employees subject to a Collective Agreement.



- (b) Each Transferred DC Plan, Seller DB Plan and Seller Benefit Plan has been established, maintained, administered and funded in compliance with, and currently complies with, its terms and all Applicable Laws in all material respects, and there has not been any written notice issued by any Governmental Authority questioning or challenging such compliance within the past two years. The Seller or an ELN Company, as applicable, has timely made all required contributions, distributions, reimbursements and premium payments on account of each such plan.
- (c) All data necessary to administer each Transferred DC Plan, Seller DB Plan and Seller Benefit Plan is in the possession of the Seller, its Affiliates or the ELN Companies or their agents and is in a form which is sufficient for the proper administration of such plans in accordance in all material respects with their terms and all Applicable Laws and such data is true, complete and accurate in all material respects.
- (d) There are no Actions (including any audit or to the Knowledge of the Seller, investigation by any Governmental Authority) pending or, to the Knowledge of the Seller, threatened involving any Transferred DC Plan, Seller DB Plan or the assets thereof, or any Seller Benefit Plan, other than routine claims for benefits payable in the Ordinary Course of Business.
- (e) No Employee Benefit Plan is operated, or subject to the laws of any jurisdiction, outside Canada.
- (f) Except as set out in Schedule 3.24(f) and as required under Applicable Law, no Employee Benefit Plan (other than Pension Plans) provides benefits or coverage following retirement or other termination of employment and except with respect to those Employees listed in Schedule 3.24(f) no Employee is entitled to benefits under an Employee Benefit Plan (other than a Pension Plan) following retirement.
- (g) Except as set forth in Schedule 3.24(f), neither the execution and delivery of this Agreement nor the consummation of the Contemplated Transactions will: (i) result in, (ii) accelerate the time of payment, vesting or funding of, or (iii) increase the amount or value of, any payment, or benefit to any Employee or independent contractor or officer or director of the Company.
- (h) All required contributions or premiums to be paid under the Transferred DC Plans and the Seller DB Plans covering Employees covered by a Collective Agreement have been fully paid to the date hereof in a timely fashion in accordance in all material respects with Applicable Laws and the terms of the applicable Employee Benefit Plan.
- (i) Neither the Seller nor any of the ELN Companies has withdrawn assets from a Transferred DC Plan or Seller DB Plan, or has caused any transfer of assets from a Transferred DC Plan or a Seller DB Plan to another registered pension plan, except in accordance with the terms thereof or in accordance with approval granted by a



Governmental Authority and no application has been made by the Seller or the ELN Companies but not yet approved with respect to any withdrawal or transfer of assets from any of the Transferred DC Plans or Seller DB Plans. No actuarial surplus has been paid to the Seller or any of the ELN Companies from a Seller DB Plan and no application has been made by the Seller or any of the ELN Companies requesting the withdrawal of any surplus. In respect of each Seller DB Plan, neither the Seller nor any of the ELN Companies has taken any contribution holidays in respect of such Seller DB Plan, paid any administration expenses from the fund of such Seller DB Plan or received a transfer from or been merged with another plan, in each case except in accordance with the terms of such Seller DB Plan, the trusts and other funding criteria which govern such Seller DB Plan and Applicable Law. For the avoidance of doubt, the representations made under this Section 3.24(i) in respect of the Transferred DC Plans and Seller DB Plans apply exclusively to the period commencing on the date the Seller or any of the ELN Companies assumed each such plan.

- (j) The Seller, its Affiliates or the applicable ELN Company has made or shall make provision for full and timely contribution of all amounts which are required under Applicable Law to be paid as a contribution to the Seller DB Plans and Transferred DC Plans with respect to the period ending on the Closing Date.
- (k) The Seller or its Affiliates including the ELN Companies have not committed or otherwise promised, whether orally or in writing and whether made legally binding or not, commitments to establish another Employee Benefit Plan or to make any future amendments, modifications or improvements to the Employee Benefit Plans.
- (l) Schedule 3.24(l) sets out the Employee Benefit Plans in which an ELN Company participates that is a multi-employer Pension Plan, for which the obligation to make contributions is set out in a Collective Agreement. The Seller and its Affiliates, including the ELN Companies, have not entered into any contractual arrangements that would require any of them to make contributions to any multi-employer Pension Plan in addition to the amounts set forth in the Collective Agreements.
- (m) No condition exists that would prevent the Seller or the applicable ELN Company from amending or terminating any Transferred DC Plan other than any limitations imposed by Applicable Law or by a Collective Agreement.
- (n) Only Employees participate in the Transferred DC Plans.
- (o) No independent contractors who provide services to ELN Companies participate in Employee Benefit Plans.

### Section 3.25 Related Party Transactions

Except as set out in Schedule 3.25, none of the ELN Companies leases any assets or properties from the Seller or any of its Affiliates. Except as set forth in Schedule 3.25, none of the ELN Companies owes any amounts to, or uses or holds for use in the Business any assets or properties of, the Seller or any of its Affiliates.



**Section 3.26 Bank Accounts; Powers of Attorney; Directors and Officers**

Schedule 3.26 sets forth a true, complete and correct list of (a) all bank accounts and safe deposit boxes of the Purchased ELN Companies and all persons authorized to sign or otherwise act with respect thereto as of the date hereof; (b) all persons holding a general or special power of attorney granted by the Purchased ELN Companies and a true, complete and correct copy thereof; and (c) all directors and officers of the Purchased ELN Companies.

**Section 3.27 Privacy Laws**

The ELN Companies comply in all material respects with applicable Privacy Laws in connection with the operation of the Business. To the Knowledge of the Seller, the ELN Companies have not been the subject of any complaints, received any notice or are otherwise aware of any pending claim from any Person concerning the ELN Companies collection, use and disclosure of Personal Information in connection with the operation of the Business.

**Section 3.28 Insurance**

Schedule 3.28 sets out a list, as at the date hereof, of insurance policies which are maintained by the Seller or the ELN Companies with respect to the Business. Neither the Seller nor any ELN Company is in material default with respect to any of the provisions contained in such insurance policies or the payment of any premiums under any insurance policy, nor has the Seller or any ELN Company, as applicable, failed to give any notice of or to present any material claim under any insurance policy in a due and timely fashion. Since January 1, 2014, there has not been any material adverse change in the relationship of the Seller or any of the ELN Companies with the insurers of the Business, the availability of coverage, or in the premiums payable pursuant to such policies. Schedule 3.28 sets forth a list of all material claims made under any policies of insurance maintained by or for the benefit of the Business over the past three years prior to the date hereof.

**Section 3.29 No Broker**

Except for TD Securities Inc., the fees and expenses of which will be paid by the Seller at or before the Closing, no broker, finder, investment banker or other intermediary is entitled or has claimed to be entitled to any fee or commission in connection with the Contemplated Transactions based upon arrangements made by or on behalf of the ELN Companies or the Seller.

**Section 3.30 Disclaimer of Warranties**

Notwithstanding any provision of this Agreement to the contrary, the Seller makes no representations or warranties to the Purchaser or any other Person in connection with the Contemplated Transactions, except as specifically set forth in this Agreement. All other representations and warranties, whether express or implied, are disclaimed by the Seller.



**ARTICLE 4**  
**REPRESENTATIONS AND WARRANTIES OF THE PURCHASER**

As an inducement to the Seller to enter into this Agreement and to consummate the Contemplated Transactions, the Purchaser hereby represents and warrants to the Seller as follows:

**Section 4.1 Organization**

The Purchaser: (a) is a corporation duly organized, validly existing and in good standing under the laws of Canada; and (b) has the requisite corporate power and authority to own or lease and to operate and use its assets and properties and to carry on its business as currently conducted, except where any such failure to have such power and authority would not reasonably be expected to have, individually or in the aggregate, a material adverse effect on the Purchaser's ability to perform its obligations hereunder or to timely consummate the Contemplated Transactions.

**Section 4.2 Authorization; Enforceability**

- (a) The execution, delivery and performance by the Purchaser of this Agreement, each Ancillary Agreement to which the Purchaser is a party and each of the Financing Commitments and the consummation by the Purchaser of the Contemplated Transactions are within the Purchaser's corporate powers and have been duly and validly authorized and approved by all necessary corporate action on the part of the Purchaser.
- (b) This Agreement and each of the Financing Commitments have been, and each Ancillary Agreement to be executed and delivered by the Purchaser at the Closing will be, duly and validly executed and delivered by the Purchaser and (assuming due authorization, execution and delivery by the Seller in the case of this Agreement and the other parties thereto in the case of each of the Financing Commitments) each of this Agreement and each of the Financing Commitments constitutes, and each such Ancillary Agreement when so executed and delivered (assuming due authorization, execution and delivery by the other parties thereto) will constitute, the legal, valid and binding obligation of the Purchaser, enforceable against the Purchaser in accordance with their respective terms, except as enforceability may be limited by (i) applicable bankruptcy, insolvency, fraudulent transfer, reorganization, moratorium and other similar laws relating to or affecting creditors' rights generally or (ii) general principles of equity.

**Section 4.3 No Conflicts; Required Consents**

- (a) Subject to the receipt of Competition Act Approval and TSX Approval, the execution, delivery and performance by the Purchaser of this Agreement and each of the Financing Commitments and each Ancillary Agreement to which the Purchaser is a party do not, and the consummation by the Purchaser of the Contemplated Transactions and the transactions contemplated under each of the Financing Commitments will not, (i) conflict with, violate or result in a breach of any provision of the Purchaser's Organizational Documents, (ii) conflict with, violate or result in a breach of any Applicable Law binding upon or applicable to the Purchaser, or (iii) require any consent of, notice to or other action by any Person under, conflict with, violate, result in a breach of the terms, conditions or provisions of, constitute a default (or an event that with or without notice or lapse of time or both would become a default) under, or give rise to any Person any rights of acceleration, amendment, termination or cancellation or to cause a loss of any rights under, any material Contract to which the Purchaser is a party or by which the Purchaser or any of its material assets or properties is bound, other than, in the case



of clause (i), (ii) or (iii) above, any such items that have not had and would not reasonably be expected to have, individually or in the aggregate, a material adverse effect on the Purchaser's ability to perform its obligations hereunder or the Purchaser's ability to timely consummate the Contemplated Transactions and the transactions contemplated under each of the Financing Commitments.

- (b) Except for Competition Act Approval and TSX Approval, no consent, approval or authorization of, or registration, declaration or filing with, or notification to, any Governmental Authority or any other Person is required to be obtained, made or given by the Purchaser as a result of or in connection with their execution, delivery and performance of this Agreement and each of the Financing Commitments or the Ancillary Agreements to which either is a party or its consummation of the Contemplated Transactions and the transactions contemplated under each of the Financing Commitments, other than any items the failure of which to obtain, make or give would not reasonably be expected to have, individually or in the aggregate, a material adverse effect on the Purchaser's ability to timely perform its obligations hereunder or the Purchaser's ability to timely consummate the Contemplated Transactions and the transactions contemplated under each of the Financing Commitments.

#### **Section 4.4 Legal Proceedings**

There is no Action pending or, to the knowledge of the Purchaser, threatened against or affecting the Purchaser that, if determined or resolved adversely to the Purchaser, would have a material adverse effect on the Purchaser's ability to perform its obligations hereunder or to timely consummate the Contemplated Transactions.

#### **Section 4.5 Purchaser's Financing**

The Purchaser has delivered to the Seller true, complete and correct copies of executed copies of the Standby Purchase Agreement and the Debt Subscription Agreement (the "**Financing Commitments**"), pursuant to which the investor party or parties thereto has or have committed, subject to the terms and conditions set forth therein, to invest in the Purchaser or PNCC the cash amounts set forth therein (the "**Financing**"). Assuming the Financing is funded in accordance with the Financing Commitments, the Purchaser will have at Closing funds sufficient to pay the Purchase Price in accordance with the terms set forth in this Agreement and the fees and expenses payable by the Purchaser in connection with the Contemplated Transactions. As of the date of this Agreement, neither of the Financing Commitments has been amended or modified and the respective obligations and commitments contained in the Financing Commitments have not been withdrawn or rescinded in any respect. The Purchaser has fully paid any and all commitment fees or other fees in connection with the Financing Commitments that are payable on or prior to the date hereof and it will pay any and all such commitment fees or other fees as they become due and payable at any time thereafter in accordance with the terms of the Financing Commitments. The Financing Commitments are in full force and effect as of the date hereof. As of the date of this Agreement, no event has occurred which, with or without notice, lapse of time or both, would or would reasonably be expected to constitute a default or breach on the part of the Purchaser or, to the knowledge of Purchaser, any other parties thereto, under either of the Financing Commitments; provided that Purchaser is not making any representation or warranty regarding the accuracy of the



representations and warranties in Article 3 or compliance by the Seller with its obligations hereunder. As of the date of this Agreement, the Purchaser does not have any reason to believe that any of the conditions to the Financing will not be satisfied or that the Financing will not be available to the Purchaser on the Closing Date; provided that the Purchaser is not making any representation regarding the accuracy of the representations and warranties in Article 3 or compliance by the Seller with its obligations hereunder. The Financing Commitments, together with the Subscription Receipt Indenture (as defined in the Debt Subscription Agreement) and the Subscription Receipt Agreement (as defined in the Standby Purchase Agreement) contain all of the conditions precedent to the obligations of the parties thereunder to make Financing available to Purchaser on the terms therein. As of the date hereof, there are no side letters or other agreements, contracts or arrangements to which Purchaser or any of its Affiliates is a party related to the funding of the full amount of the Financing other than as expressly set forth in the Financing Commitments.

**Section 4.6 No Broker**

Except for Canaccord Genuity Corp., the fees and expenses of which will be paid by the Purchaser at or before the Closing, and except for fees and commissions payable in connection with the Financing, no broker, finder, investment banker or other intermediary is entitled or has claimed to be entitled to any fee or commission in connection with the Contemplated Transactions based upon arrangements made by or on behalf of the Purchaser.

**Section 4.7 No Reliance**

The Purchaser acknowledges that it has conducted to its satisfaction an independent investigation of the financial condition, liabilities, results of operations and projected operations of the ELN Companies and the nature and condition of their respective properties and assets and the Business and, in making the determination to proceed with the Contemplated Transactions, has relied solely on the results of its own independent investigation and the representations and warranties set forth in Article 3. The Purchaser further acknowledges that none of the Seller, the ELN Companies or any other Person has made any representation or warranty, express or implied, as to the accuracy or completeness of any information regarding the ELN Companies, the Business or other matters that are not included in this Agreement. Without limiting the generality of the foregoing, none of the Seller, the ELN Companies or any other Person has made a representation or warranty to the Purchaser with respect to (a) any projections, estimates or budgets for the Business or any of the ELN Companies or (b) any material, documents or information relating to any of the ELN Companies or the Business made available to the Purchaser or its representatives in any information memorandum, management presentation, data room or otherwise, except as expressly covered by a representation or warranty set forth in Article 3.

**Section 4.8 Disclaimer of Warranties**

Notwithstanding any provision of this Agreement to the contrary, the Purchaser makes no representations or warranties to the Seller or any other Person in connection with the Contemplated Transactions, except as specifically set forth in this Agreement. All other representations and warranties, whether express or implied, are disclaimed by the Purchaser.



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**ARTICLE 5  
COVENANTS**

**Section 5.1 Conduct of the Business**

- (a) Except as expressly provided in this Agreement or with the prior written consent of the Purchaser, which consent shall not be unreasonably withheld, conditioned or delayed, from the date hereof until the earlier of the Closing Date or the date, if any, on which this Agreement is terminated in accordance with Section 7.1 (the “**Termination Date**”), the Seller shall cause the ELN Companies to (i) conduct the Business only in the Ordinary Course of Business and in compliance in all material respects with all Applicable Laws, (ii) continue to make all necessary capital investments in the Business that is required to ensure the continued operation of the Business consistent with past practice and standards, and (iii) use commercially reasonable efforts, consistent with the financial and commercial circumstances of the Business and the Canadian newspaper industry but without regard to the Contemplated Transactions and assuming that the Seller would continue to own and operate the Business, to preserve intact in all material respects, the Business as it exists on the date hereto.
- (b) In furtherance of, and without limiting the generality of Section 5.1(a), or as approved in writing by the Purchaser (which approval, except in the case of Section 5.1(b)(iii), Section 5.1(b)(iv), Section 5.1(b)(vi), Section 5.1(b)(viii) and Section 5.1(b)(ix), shall not be unreasonably withheld, conditioned or delayed), from the date hereof until the earlier of the Closing Date or the Termination Date, the Seller shall not permit any of the ELN Companies to do any of the following except as expressly provided in this Agreement or in the Restructuring Agreements or as set out on Schedule 5.1(b) and provided that clauses (ii), (iv), (v), (ix) and (x) below shall apply only in respect of the Company:
  - (i) take or omit to take any action that results or would reasonably be expected to result in any of the representations and warranties of the Seller set forth herein being or becoming untrue in any material respect or in any of the conditions precedent set forth in Section 6.2 not being satisfied;
  - (ii) amend or otherwise change its Organizational Documents;
  - (iii) (A) authorize the issuance of, issue, sell or transfer any Shares or any other ELN Companies Securities (B) adjust, split, combine, reclassify, repurchase or redeem any Shares or any other ELN Companies Securities, or (C) declare, authorize, set aside or pay any dividend or other distribution (whether in cash, shares or other property) in respect of any Shares or any other ELN Companies Securities;
  - (iv) merge or consolidate with any other Person, acquire (whether by merger, share purchase, asset purchase or other business combination) any business or assets of any other Person or form any subsidiary;





- (v) adopt a plan of complete or partial liquidation, dissolution, restructuring, arrangement, recapitalization or other reorganization;
- (vi) make any material change in the operation of the Business (including by discontinuing the operations of any of the Publications or the Digital Properties) or enter into any new line of business;
- (vii) amend in any material respect, terminate (other than in accordance with its terms), or renew or otherwise agree to extend the term of, any Material Contract, enter into any new Contract that would have been a Material Contract if in effect as of the date hereof, or waive, release or assign any rights or claims under any Material Contract, provided however, that the ELN Companies shall be permitted to amend the existing, or terminate and enter into new, software license agreements, on terms and conditions substantially similar to the terms and conditions in effect as of the date hereof, in order to provide the Purchaser at Closing with the software licenses necessary for the conduct of the Business after the Closing substantially in the same manner as conducted prior to the date hereof;
- (viii) sell, assign, transfer, lease (as lessor) or otherwise dispose of, or create or incur any Lien on, any assets or properties of the Business, other than dispositions of immaterial assets or properties in the Ordinary Course of Business for fair value;
- (ix) create, incur, assume or guarantee any Indebtedness, or extend or modify any existing Indebtedness, except for the Seller;
- (x) make any loans, advances or capital contributions to, or investments in, any other Person;
- (xi) forgive, cancel or compromise any debts relating to the Business owed to, or waive any claims or rights relating to the Business held by, any ELN Company, except for the forgiveness, cancellation or compromise of immaterial debts, claims or rights in the Ordinary Course of Business;
- (xii) make any capital expenditures relating to the Business in excess of \$2,000,000 in the aggregate;
- (xiii) commence, settle or compromise any Action relating to the Business by or against any ELN Company, other than settlements entered into in the Ordinary Course of Business that require only the payment of monetary damages in an aggregate amount not to exceed \$100,000;
- (xiv) except as may be required under an existing Contract or Employee Benefit Plan made available to the Purchaser or by Applicable Law or Collective Agreement, (A) institute or announce any change in the compensation, commissions, bonuses, severance or other benefits payable to any Employee or consultant of the Business whose total annual compensation exceeds (or would exceed) \$150,000, (B) enter into, amend or terminate any



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employment, consulting, deferred compensation, severance or change of control agreement with any employee or consultant of the Business whose total annual compensation exceeds (or would exceed) \$150,000, (C) pay any severance, termination payment or retention payment to any employee or consultant of the Business whose total annual compensation exceeds (or would exceed) \$150,000, (D) establish, adopt, amend or terminate any Employee Benefit Plan, or (E) terminate more than 25 full time Employees without cause;

- (xv) enter into, renew or amend any Collective Agreement except for negotiations disclosed on Schedule 3.23(b) that have been initiated prior to the date hereof and disclosed;
- (xvi) engage in any transaction with any Affiliates, except transactions that are at prices and on terms and conditions not less favourable to the applicable ELN Company than could be obtained on an arm's-length basis from unrelated third parties;
- (xvii) rescind, revoke or change any election with respect to Taxes, change any Tax accounting period, adopt or change any accounting method with respect to Taxes, file any amended Tax Return, enter into an agreement with respect to Taxes with any Governmental Authority, surrender any right to claim a refund for Taxes, consent to an extension or waiver of the statute of limitations applicable to any Tax claim or assessment, or take any other similar action;
- (xviii) change any accounting principles, practices or methods, including the working capital principles applicable to the Business, other than any change required by Applicable Law or IFRS;
- (xix) delay or postpone the payment of any accounts payable relating to the Business when due (other than amounts being contested in good faith), or accelerate the collection of or fail to use commercially reasonable efforts to collect any accounts receivable relating to the Business when due; or
- (xx) enter into any agreement, commitment or understanding (whether written or oral) with respect to any of the foregoing.

**Section 5.2 Access to Information**

Subject to the terms of the Confidentiality Agreement and Applicable Law, from the date hereof until the earlier of the Closing Date or the Termination Date, the Seller shall, and shall cause the ELN Companies to: (a) afford to the Purchaser and its accountants, counsel and other authorized representatives full and free access, upon reasonable advance notice and during regular business hours, to the personnel, properties, books and records of the Business; and (b) furnish to such parties such additional information relating to the Business as the Purchaser may reasonably request; provided, however, that such access does not interfere unreasonably with the normal operations of the Business. No investigation conducted by or on behalf of, or information furnished to, the Purchaser or its representatives, whether prior to or after the date of this Agreement, shall



operate as a waiver of or otherwise affect any of the representations, warranties, covenants or agreements of the Seller contained in this Agreement or the indemnification rights of the Purchaser Indemnified Parties contained in this Agreement. On or before the Closing Date the Seller will provide to the Purchaser all passwords, codes, comments, keys, documentation and the locations of any such files and other materials equipment and software keys and such information as to format, encryption (if any) and any other specification or information necessary for the Purchaser to retrieve, read, revise and/or maintain such files and information as are related to the Business, including the IT Systems.

**Section 5.3 Confidentiality**

All non-public documents, materials and other information furnished in connection with the Contemplated Transactions shall be subject to, and shall be kept confidential in accordance with, the terms of the Confidentiality Agreement. Effective upon the Closing: (a) the obligations of the Purchaser and its Affiliates under the Confidentiality Agreement shall terminate; and (b) the obligations of the Seller with respect to the confidentiality of the Confidential Information shall be governed by Section 5.11(d).

**Section 5.4 Notifications**

- (a) From the date hereof until the earlier of the Closing Date or the Termination Date, the Seller shall promptly notify the Purchaser in writing of: (i) any material adverse change in the Business; (ii) any material breach of or default under this Agreement by the Seller; (iii) any notice or other communication from any other Person (including any Governmental Authority) alleging that the consent of such Person (or Governmental Authority) is or may be required in connection with the Contemplated Transactions; and (iv) any Actions commenced or, to the Knowledge of the Seller, threatened against the Seller or any of the ELN Companies that, if pending on the date hereof, would have been required to have been disclosed pursuant to Section 3.11 or that relate to the consummation of the Contemplated Transactions.
- (b) From the date hereof until the earlier of the Closing Date or the Termination Date, the Purchaser shall promptly notify the Seller in writing of: (i) any material breach of or default under this Agreement by the Purchaser or event that would reasonably be expected to become such a breach or default on or prior to the Closing; (ii) any notice or other communication from any other Person (including any Governmental Authority) alleging that the consent of such Person (or Governmental Authority) is or may be required in connection with the Contemplated Transactions; and (iii) any Actions commenced or, to the knowledge of the Purchaser, threatened against the Purchaser that, if pending on the date hereof, would have been required to have been disclosed pursuant to Section 4.4 or that relate to the consummation of the Contemplated Transactions.
- (c) No notification given by a party pursuant to this Section 5.4 shall change, limit or otherwise affect any of the representations, warranties, covenants or agreements of such party contained in this Agreement.

**Section 5.5 Filings and Authorizations**

- (a) The Parties will, as promptly as practicable but in any event within 20 days of the date of this Agreement (unless otherwise mutually agreed), make, or cause to be made, all filings and applications with, and give all notices and submissions to, Governmental Authorities that are necessary for the lawful completion of the Contemplated Transactions contemplated by this Agreement, including (i) the Purchaser and the Seller filing with the Commissioner a notification under Part IX of the Competition Act; (ii) the Purchaser filing an application for TSX Approval with the TSX; and (iii) the Purchaser filing a written submission concerning the competitive effects of the Contemplated Transactions and requesting that the Commissioner issue an ARC.
- (b) The Purchaser will use its commercially reasonable efforts to obtain TSX Approval and the Purchaser and the Seller will use their commercially reasonable efforts to obtain the Competition Act Approval and each Party will promptly co-operate with and assist the other Party in preparing the submissions referenced in Section 5.5(a) and all other filings or responses to questions or requests from the Commissioner, Governmental Authorities or the TSX. Without limiting the generality of the foregoing, in the event that either, or both, of the Purchaser and the Seller receive a supplementary information request pursuant to subsection 114(2) of the Competition Act (a “**SIR**”), or an order to produce records, make a written return of information, and/or have one or more employees attend an oral examination conducted by the Commissioner (collectively, a “**Section 11 Order**”), in connection with the Contemplated Transactions, the Purchaser and/or the Seller, as applicable, shall use its respective commercially reasonable efforts to respond to the SIR or Section 11 Order at the earliest practicable date. For purposes of this provision, the Purchaser and/or the Seller, as applicable, shall be deemed to have responded to any such SIR or Section 11 Order by providing a response that it in good faith believes to be in compliance with the terms of the SIR or Section 11 Order and by certifying such compliance pursuant to section 118 of the Competition Act or in accordance with the SIR or Section 11 Order. In the event that the Commissioner disputes the adequacy of compliance by the Purchaser and/or the Seller, as applicable, with respect to a SIR or Section 11 Order, the Purchaser and/or the Seller, as applicable, shall endeavour to satisfy the Commissioner as soon as possible so as to minimize any delay in the conduct or resolution of the Commissioner’s review of the Contemplated Transactions.
- (c) Neither Party will provide any substantive oral nor written representations, statements, information, remedy proposals or other filings to the Commissioner without first giving the other a reasonable opportunity to provide its comments, and each Party will consider such comments in good faith before providing any such representations, statements, information or other filings to the Commissioner.
- (d) Subject to compliance at all times with Applicable Law and the other provisions of this Agreement and to information being competitively sensitive, the Purchaser and Seller will coordinate and cooperate in exchanging information and supplying assistance that is reasonably requested by the other in connection with this



Section 5.5 and will promptly provide each other with draft copies for review and comment and final copies of all notifications, applications, requests, submissions, undertakings, responses, substantive communications and filings filed or provided to Governmental Authorities in connection with the Contemplated Transactions. Each Party will also supply the other with copies of all notices or other correspondence received from or the details of any substantive communications with a Governmental Authority in connection with the Contemplated Transactions promptly after receipt of such notices or exchange of other correspondence or the occurrence of such communications. Where a Party seeks not to provide the other Party with any information under this Section 5.5(d) on grounds that such information is competitively sensitive, such Party will be required to provide the information to the other Party's external counsel and such external counsel will not provide the information to its client, provided that nothing in this Agreement requires either Party to share with the other Party or its external legal counsel any information or documents related to their valuation of the Contemplated Transaction.

- (e) Each Party shall provide the Commissioner at the earliest practicable date any and all information, documents or other materials that may be requested by the Commissioner in connection with his review of the Contemplated Transactions, and neither Party will take any action that would have the effect of delaying, impairing or impeding the receipt of Competition Act Approval.
- (f) Neither Purchaser nor Seller shall participate in any substantive meeting, telephone call, negotiation or discussion with the Commissioner regarding any matters related to the Competition Act Approval, including proposed remedies if applicable, without giving the other (or its external counsel) prior notice of such substantive meeting, telephone call, negotiation or discussion and the opportunity to attend and participate. For the avoidance of doubt, the Seller shall not engage in any discussions with or make any proposals to the Commissioner, whether written or oral, in relation to divestitures or remedies without the express consent of the Purchaser.
- (g) The Parties will each pay 50% of all filing fees incurred in connection with the Competition Act Approval as well as 50% of the fees and expenses of all third party experts retained by either Party in connection with the Competition Act Approval (provided that the retention of such third party expert was approved by both Parties).

#### **Section 5.6 Request for Consents**

The Seller will use its commercially reasonable efforts to obtain or cause to be obtained, prior to Closing, all consents, approvals and waivers that are required in connection with the Contemplated Transactions by the terms of any Contract relating to the Business, any Real Property Lease or any License, including the consents described in Schedule 3.4(b). Such consents, approvals and waivers will be upon such terms as are acceptable to Purchaser, acting reasonably. Purchaser will co-operate in obtaining such consents, approvals and waivers.



**Section 5.7 Cooperation to Secure Licences**

The Seller will use its commercially reasonable efforts to cooperate with and assist the Purchaser in obtaining rights to all third party licences to Intellectual Property Rights that are required by the Purchaser, at its discretion, to continue to operate the Business substantially in the same manner in which the Business was operated by the ELN Companies prior to Closing. The Seller's cooperation may include initiating discussions with third party vendors and assisting with the negotiations of any applicable licencing agreements.

**Section 5.8 Financing**

- (a) The Purchaser shall use its best efforts to obtain the Financing on the terms and conditions described in or contemplated by the Financing Commitments and shall not agree to any amendment or modification to, or any waiver of any provision or remedy under, the Financing Commitments without the prior written consent of the Seller if such amendments, modifications or waivers would or would reasonably be expected to (i) reduce the aggregate amount of the Financing below the amount required to consummate the Contemplated Transactions or amend or modify any conditions in a manner adverse to the Seller, (ii) impose new or additional conditions to the receipt of the Financing, (iii) prevent or materially delay the Closing Date, or (iv) adversely impact in any material respect the ability of Purchaser to enforce its rights against the other parties to any of the Financing Commitments or (v) adversely impact the Contemplated Transactions in any manner.
- (b) Without limiting the generality of Section 5.8(a), the Purchaser shall use best efforts to (i) maintain in effect each of the Financing Commitments, (ii) satisfy all conditions and covenants applicable to the Purchaser in the Financing Commitments on or prior to the Closing and otherwise comply with its obligations thereunder, (iii) enforce its rights under the Financing Commitments and (iv) in the event that all conditions in the Financing Commitments, the Subscription Receipt Agreement (as defined in the Standby Purchase Agreement) and the Subscription Receipt Indenture (as defined in the Debt Subscription Agreement) have been satisfied, cause the persons providing the Financing to fund on the Closing Date the Financing required to consummate the transactions contemplated by this Agreement.
- (c) The Purchaser shall keep the Seller promptly informed of the status of its efforts to consummate the Financing and shall give Seller prompt written notice: (i) of any material breach or material default (or any event or circumstance that, with or without notice, lapse or time or both, would reasonably be expected to give rise to any material breach or material default) by any party to the Financing Commitments or definitive document related to the Financing of which Purchaser becomes aware; (ii) of the receipt of any written notice or other written communication from any party to the Financing Commitments with respect to any breach, default, termination or repudiation by any party to the Financing Commitments or any definitive document related to the Financing; and (iii) if the Purchaser becomes aware that it will not be able to obtain all or any portion of the



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Financing on the terms, in the manner or from the sources contemplated by the Financing Commitments or the definitive documents related to the Financing; provided that Purchaser need not provide any information that is privileged.

- (d) In the event any portion of the Financing becomes unavailable on the terms and conditions described in or contemplated by the Financing Commitments for any reason whatsoever, as promptly as reasonably practicable following the occurrence of such event, the Purchaser shall use best efforts to obtain alternative financing from alternative sources on terms and conditions substantially not less favourable, taken as a whole, to Purchaser (in the reasonable judgment of Purchaser) than those in the unavailable Financing Commitments and that is sufficient, when taken together with the Purchaser's cash on hand and each of the Financing Commitments that remains available at the time to pay the Purchase Price and the fees and expenses payable by the Purchaser in connection with the Contemplated Transactions (the "**Alternative Financing**"). The Purchaser shall keep Seller promptly informed on a reasonably current basis of the status of its efforts to arrange any Alternative Financing. For the purposes of this Agreement, "Financing Commitments" shall be deemed to include any commitment letter (or similar agreement) with respect to any Alternative Financing arranged in compliance herewith.
- (e) Prior to the Closing, the Seller shall use commercially reasonable efforts and shall cause the ELN Companies to use commercially reasonable efforts, and shall use its commercially reasonable efforts to cause its respective representatives to, provide to the Purchaser, at the Purchaser's sole expense in respect of the Seller's out-of-pocket costs, all reasonable cooperation requested by the Purchaser that is required in connection with the Financing and any Alternative Financing, including (i) furnishing the Purchaser and its financing sources with (1) copies of the Financial Statements, together with, to the extent applicable, the report of the Seller's auditors with respect thereto, and (2) all information relating to the ELN Companies and the Business, including the financial statements required by Applicable Laws for inclusion in any prospectus filed by PNCC with securities regulatory authorities in Canada in connection with the Financing, it being understood and agreed by the Parties that if any financial statements, other than the financial statements prepared by the Seller prior to the date hereof, are required to be prepared pursuant to Applicable Laws or otherwise in connection with the Financing, all out-of-pocket fees, costs and expenses relating to the preparation and delivery of such financial statements shall be borne exclusively by the Purchaser (information required to be delivered pursuant to this clause (i) being referred to as the "**Required Information**"); (ii) participating in a reasonable number of meetings (including customary one-on-one meetings with the parties acting as lead arrangers, agents or underwriters for, and prospective lenders and investors of or in, the Financing and senior management and representatives, with appropriate seniority and expertise, of the Business, including the chief executive officer, chief financial officer and other senior executive officers of each of the ELN Companies), due diligence sessions, (iii) providing monthly income statements down to the EBITDA level (internal flash statement of income) for the Business and monthly accounts receivable balance of the Business, (iv) assisting with the



preparation of customary materials for bank information memoranda, offering documents, prospectuses, private placement memoranda and similar documents required in connection with the Financing (including the delivery of any consents of accountants for use of their reports in any materials relating to the Financing and the delivery of one or more customary representation letters), (v) using commercially reasonable effort to facilitate the pledging of collateral in connection with the Financing, including executing and delivering any documents as may be reasonably requested by the Purchaser, (vi) providing access and information reasonably requested by the Purchaser to allow the Purchaser to undertake inventory appraisals, field audits, environmental assessments and obtain surveys and title insurance, (vii) providing to the sources of the Financing all documentation and other information required by regulatory authorities with respect to the Company under applicable “know your customer” and anti-money laundering rules and regulations, including the *Proceeds of Crime (Money Laundering) and Terrorist Financing Act* (Canada)), (viii) causing the taking of corporate actions (subject to the occurrence of the Closing) by the ELN Companies reasonably necessary to permit the completion of the Financing, (ix) facilitating the execution and delivery at the Closing (subject to the occurrence of the Closing) of definitive documents related to the Financing on the terms contemplated by the Financing Commitments, and (x) using commercially reasonable efforts to cause accountants and legal counsel to provide their reasonable cooperation and assistance, including participating in a reasonable number of due diligence sessions and drafting sessions; provided, however, that nothing herein shall require such cooperation to the extent it would interfere unreasonably with the operation of the Business; provided, further, that the Seller and the ELN Companies shall not be required to take any action described in this Section 5.8 that would become legally binding on any of them prior to the Closing. Neither the Seller nor any of the ELN Companies shall be required to take any action that would subject any of them to any liability, to bear any third-party cost or expense or to pay any commitment or other similar fee or make any other payment (other than reasonable out-of-pocket costs or any such costs, expenses, fees or payments to be reimbursed by the Purchaser) or incur any other liability or provide or agree to provide any indemnity in connection with the Financing or any of the foregoing, which is effective prior to the Closing. The Seller will ensure that none of the Required Information contains any misrepresentations (as defined in the *Securities Act* (Ontario)) regarding the Seller, the ELN Companies or the Business. The Purchaser shall indemnify and hold harmless the Seller and the ELN Companies and their representatives from and against any and all liabilities, losses, damages, claims, costs, expenses, interest, awards, judgments and penalties suffered or incurred by them in connection with the arrangement or completion of the Financing (including any action taken in accordance with this Section 5.8) and any information utilized in connection therewith (other than the Required Information) except in the event such liabilities, losses, damages, claims, costs, expenses, interest, awards, judgments or penalties arose out of or result from the wilful misconduct, intentional misrepresentation or gross negligence of the Seller, its Affiliates or any of their respective officers, employees or representatives. The Purchaser shall, promptly upon request by the Seller, reimburse the Seller and the ELN Companies for all documented and reasonable out-of-pocket costs incurred by the Seller and the ELN Companies in





connection with this Section 5.8(e). The Seller hereby consents to the reasonable use of the ELN Companies' logos in connection with the Financing, provided that such logos are used solely in a manner that is not intended or reasonably likely to harm or disparage the ELN Companies in any respect.

**Section 5.9 Exclusivity**

From the date hereof until the earlier of the Closing Date or the Termination Date, the Seller shall not, and it shall not permit the ELN Companies, any of their directors, officers or employees, or any of its respective Affiliates, agents or representatives acting on their behalf to, directly or indirectly, (a) solicit, initiate, seek or encourage any inquiry, offer or proposal from, (b) initiate or participate in any discussions or negotiations with, (c) furnish any information or documentation to, or (d) accept any offer from or enter into any agreement or understanding with, any Person (other than the Purchaser and its Affiliates and representatives) relating to any direct or indirect sale or business combination of any of the ELN Companies or any direct or indirect sale of the Business or any of the Publications or Digital Properties.

**Section 5.10 Public Announcements**

The initial press release with respect to this Agreement and the Contemplated Transactions shall be a release mutually acceptable to the Purchaser and the Seller. Thereafter, neither Party nor any of their respective Affiliates, agents or representatives shall, without the prior written consent of the other Party, issue any press release or make any other public announcement concerning this Agreement or the Contemplated Transactions except (i) as required by Applicable Law or the rules or regulations of any applicable stock exchange or (ii) for press releases or other public announcements that are substantially similar to previous press releases or public announcements made by either Party in compliance with this Section 5.10.

**Section 5.11 Restrictive Covenants of the Seller**

In furtherance of the sale of the Shares hereunder, and to protect more effectively the value and goodwill of the Business, the Seller hereby covenants and agrees as follows:

- (a) Non-Competition. For a period commencing on the Closing Date and ending on the third anniversary of the Closing Date, the Seller shall not, and shall cause its Affiliates not to, directly or indirectly own, control, manage, operate, conduct, engage in, participate in, consult with, perform services for, guarantee the debts or obligations of, permit its name to be used by or in connection with, or otherwise carry on, (i) English language newspaper operations or (ii) websites or other digital content relating to English language news, anywhere in Canada provided, however, that this Section 5.11(a) shall in no way apply to, or restrict the operations of (A) Sun TV or websites or other digital content related thereto, or (B) any and all English language magazine operations or websites or other digital content related thereto.
- (b) Non-Solicitation of Employees of the Business. For a period commencing on the Closing Date and ending on the third anniversary of the Closing Date, the Seller shall not, and shall cause its Affiliates not to, directly or indirectly, Solicit the employment or engagement of or hire (whether as an employee, freelance or



independent contractor or otherwise) any Employee, freelance or independent contractor who has been employed by or rendering services on a regular basis to the Business at any time during the most recent 12 months preceding the date hereof; provided however that the non-solicitation obligations set forth herein shall not apply in any way to:

- (i) any Employee, freelance or independent contractor (A) who responds to a general advertisement, (B) whose employment or engagement with the Business has been terminated, with or without cause, by the Purchaser or any of its Affiliates, or (C) who, at the time of solicitation, has not worked for or been engaged by the Purchaser or any of its Affiliates in relation to the Business for a period of at least six months; or
- (ii) any freelance or independent contractor (including for avoidance of doubt, journalists and media personalities, or information technology contractors and consultants) who:
  - (A) on or prior to the Closing Date, renders or has rendered services or provides or has provided content to the Seller, its Affiliates or the ELN Companies in relation to the Business on a non-exclusive basis; or
  - (B) after the Closing Date, renders or will render services or provides or will provide content to the Purchaser, its Affiliates or the ELN Companies in relation to the Business on a non-exclusive basis;

provided that the Seller shall not, and shall cause its Affiliates not to, directly or indirectly, Solicit any freelance or independent contractor to terminate its employment or engagement with the Purchaser, its Affiliates or the ELN Companies.

- (c) Non-Solicitation of Certain Customers of the Business. For a period commencing on the Closing Date and ending on the third anniversary of the Closing Date, the Seller shall not, and shall cause its Affiliates not to, directly or indirectly, solicit the business of any Person that has, or had within the most recent 12 months preceding the date hereof, an active business relationship or is seeking to have an active business relationship with any of the ELN Companies with respect to the commercial printing operations of the Business (a "Commercial Printing Customer") provided that this Section 5.11(c) shall not prohibit the Seller or its Affiliates from soliciting business from a Commercial Printing Customer to the extent that (i) during the 12 months ended June 30, 2014 orders from such Commercial Printing Customer were satisfied at both the Islington and Mirabel commercial printing facilities of the Seller and (ii) any orders that the Seller secures from such Commercial Printing Customer during such three year period are allocated to the Islington and Mirabel commercial printing facilities in a manner that is generally consistent with the manner in which orders were allocated between such facilities during the 12 months ended June 30, 2014.



- (d) Confidentiality. From and after the Closing Date, the Seller shall, and shall cause its Affiliates, agents and representatives to, keep confidential and not disclose or use any Confidential Information, other than to disclose Confidential Information to the Purchaser. Notwithstanding the foregoing, if the Seller or any of its Affiliates, agents or representatives (collectively, the “**Disclosing Party**”) is requested or required by Applicable Law to disclose any Confidential Information, the Disclosing Party will provide the Purchaser with notice of such request or requirement as promptly as practicable (unless not permitted by Applicable Law) so that the Purchaser may seek a protective order or other appropriate remedy and/or waive compliance with the foregoing provisions of this Section 5.11(d). The Disclosing Party will use commercially reasonable efforts to cooperate with the Purchaser in connection with the Purchaser’s efforts to seek such an order or remedy. If the Purchaser does not obtain such an order or other remedy, or waives compliance with the provisions of this Section 5.11(d), the Disclosing Party will furnish only that portion of the applicable Confidential Information that is legally required, and will exercise reasonable efforts to obtain reliable assurance that confidential treatment will be accorded such disclosed information.
- (e) Equitable Remedies. The Seller acknowledges and agrees that: (i) the Purchaser and its Affiliates would suffer irreparable and ongoing damages (including a significant loss of the goodwill of the Business purchased by the Purchaser pursuant to this Agreement) in the event that any provision of this Section 5.11 were not performed in accordance with its terms or otherwise were breached; and (ii) monetary damages, even if available, alone would not be an adequate remedy for any such non-performance or breach. Accordingly, the Seller agrees that, in the event of any actual or threatened breach of any provision of this Section 5.11, the Purchaser shall be entitled, in addition to all other rights and remedies that it may have existing in its favour at law, in equity or otherwise, to obtain injunctive or other equitable relief (including a temporary restraining order, a preliminary injunction and a final injunction) to prevent any actual or threatened breach of any of such provisions and to enforce such provisions specifically, without the necessity of posting a bond or other security or of proving actual damages.
- (f) Severability; Reformation. Each of the covenants set forth in this Section 5.11 is a severable and independent covenant. The invalidity or unenforceability of any covenant as written in any jurisdiction shall not invalidate or render unenforceable the remaining covenants in this Section 5.11, or such covenant in any other jurisdiction. The existence of any claim or cause of action against one party by any other party, whether predicated on the breach of this Agreement or otherwise, shall not constitute a defense to the enforcement of the covenants set forth in this Section 5.11. If, at the time of enforcement of any provision of this Section 5.11, a final determination is made by a court of competent jurisdiction that any of the covenants contained in this Section 5.11 is unreasonable or otherwise unenforceable under Applicable Law, the parties hereby authorize and instruct such court to revise and reform the scope, geographic area and/or duration of the provisions of this Section 5.11 so as to produce the maximum legally enforceable restrictions (not greater than those contained herein) permitted by Applicable Law. If such court refuses to do so, the parties agree that the provisions of this Section 5.11 shall not be rendered null and void, but rather shall be deemed amended to provide for such maximum legally enforceable restrictions.



- (g) Acknowledgements. The Seller acknowledges and agrees that: (i) the covenants set forth in this Section 5.11 are a material inducement to the Purchaser to enter into this Agreement and consummate the Contemplated Transactions; (ii) but for these covenants, the Purchaser would not have entered into this Agreement or agreed to acquire the Shares; and (iii) in view of the nature of the Business, the business objectives of the Purchaser in acquiring the Shares, and the consideration paid for the Shares, the restrictive covenants set forth in this Section 5.11 are reasonable with respect to their scope, duration and geographic area and duration and are necessary in order to protect the Purchaser's legitimate business interests (including the goodwill of the Business).
- (h) No Consideration for Covenants. The Parties agree that the undertakings set forth in Section 5.11(a) and Section 5.11(b) form an integral part of this Agreement and are granted to maintain or preserve the fair market value of the Shares. The Parties further acknowledge and confirm that no portion of the Purchase Price is allocated, considered or regarded as a consideration for the undertakings contained in this Agreement or any other covenant of the Seller contained in this Agreement.

### Section 5.12 Covenants regarding Commercial Printing Customers

For a period commencing on the Closing Date and ending on the third anniversary of the Closing Date, the Parties agree to continue providing services to the Commercial Printing Customers currently served under the same Contract by the Mirabel and Islington commercial printing facilities (the "**Commercial Printing Contracts**"), including the Contracts listed in Schedule 5.12, in a manner that is generally consistent with the manner in which they have been served during the 12 months ended June 30, 2014. For a period of up to three years after the Closing Date, the Parties undertake to negotiate in good faith and use commercially reasonable efforts to renew the Commercial Printing Contracts such that the Commercial Printing Customers continue to be served jointly by the Mirabel and Islington commercial printing facilities, to the extent reasonably possible, in a manner consistent with the manner in which they have been served during the 12 months ended June 30, 2014.

### Section 5.13 Tax Matters

- (a) Filing of Tax Returns for Pre-Closing Periods. The Purchaser will cause each of the Purchased ELN Companies to prepare and file all Tax Returns for the Purchased ELN Companies that are due after the Closing Date in respect of periods ending on or before the Closing Date, which Tax Returns shall be prepared and filed on a timely basis consistent with the Purchased ELN Companies' existing procedures for preparing Tax Returns and in a manner consistent with prior practice (unless otherwise required by Applicable Law). The Purchaser shall provide the Seller with a draft of such Tax Returns and any relevant working papers at least 35 days prior to the due date for filing the Tax Returns with the appropriate taxing authorities. The Seller shall have the right to review the draft of the Tax Returns provided to it by the Purchaser and make any comments that it deems appropriate. The Purchaser shall incorporate all reasonable comments that the Seller may have



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on such Tax Returns. If the Seller notifies the Purchaser that the Seller agrees with the filing of such Tax Returns or fails to deliver notice to the Purchaser of its disagreement therewith within 20 days of receipt of the draft Tax Returns, the Purchaser shall file the Tax Returns, but in no event shall such filing take place after its due date. If the Seller, acting in good faith, believes that such Tax Returns are not prepared in accordance with this Section 5.13(a), the Seller shall notify in writing the Purchaser of its disagreement within 20 days after receipt of the draft Tax Returns, together with reasonable particulars of the basis of such disagreement. The Purchaser and the Seller shall attempt, in good faith, to resolve their differences with respect thereto within 10 days after the Seller's notice of disagreement. To the extent that the Purchaser and the Seller are unable to agree, the disagreement may be referred by either Party for determination by an independent accounting firm in a similar manner as contemplated by Section 2.3 (b) provided that the independent accounting firm must complete its determination no later than on the filing due date of the Tax Returns and if such determination cannot be completed prior to the filing due date, the Purchased ELN Companies shall be entitled to file the Tax Returns, subject to amended Tax Returns being filed if the independent accounting firm so determines. While the independent accounting firm is making its determination hereunder, the Parties shall not communicate with the independent accounting firm on the subject matter of its review, except by joint conference call, joint meeting or letter with copy simultaneously delivered to the other Party. In the case of a disagreement and the hiring of an independent accounting firm in accordance with this Section 5.13(a), the fees and expenses of the independent accounting firm shall be borne equally by the Purchaser and the Seller. Once the disagreement is settled amongst the Purchaser and the Seller or the Tax Returns are determined by the independent accounting firm hired pursuant to this Section 5.13(a), the Purchaser shall file the Tax Returns. The Seller shall promptly pay to the applicable Governmental Authority on behalf of the relevant Purchased ELN Company(ies), when due, all Taxes (other than Taxes which were taken into account in the calculation of the Final Closing Working Capital) payable by the relevant Purchased ELN Company(ies) in respect of periods ending on or before the Closing Date as indicated on such Tax Returns, and any such payment will be treated by the Parties as an adjustment to the Purchase Price for tax purposes. The Seller shall cooperate fully with the Purchaser and make available to the Purchaser on a timely basis all information as may reasonably be required for the preparation of any Tax Return for a period.

- (b) Assistance and Cooperation. After the Closing Date, the Seller and the Purchaser shall (and, if requested to do so, shall cause their respective Affiliates, including the ELN Companies, to), at no cost to the other Party: (i) assist each other in preparing any Tax Returns that any other Party is responsible for preparing and filing; (ii) cooperate fully in preparing for or defending against any Tax Contests with taxing authorities regarding any Tax Returns of the Purchased ELN Companies; (iii) make available to the other Party and to any taxing authority as reasonably requested all information, records and documents relating to Taxes of the Company; and (iv) furnish the other Party with timely written notice of, and copies of all correspondence received from any taxing authority in connection with, any Tax Contest relating to Taxes of the Purchased ELN Companies for the Pre-Closing



Period. The Seller and the Purchaser further agree, upon request, to use reasonable efforts to obtain any certificate or other document from any Governmental Authority or any other Person as may be necessary to mitigate, reduce or eliminate any Tax that could be imposed on the Purchased ELN Companies.

- (c) Changes to Tax Positions. Except as required by Applicable Law, the Purchaser covenants that it will not, and it will not cause or permit the Purchased ELN Companies to take any action on or after the Closing, make any election or deemed election or make or change any Tax election, amend any Tax Return or take any position on any Tax Return that results in any increased Tax liability or reduction of any deduction, credit or loss carry-over of any such entity in respect of any period ending on or before or which includes the Closing Date. The Purchaser agrees that the Seller is to have no liability for any Tax (including any related interest and penalties) resulting from any action referred to in the preceding sentence.
- (d) If (i) the aggregate of all amounts (a) which are included in Tax receivables for the purposes of the definition of "Current Assets" and (b) which otherwise reduce Taxes payable for the purposes of the definition of "Current Liabilities", in each case resulting from the application of the loss restriction event rules in section 111 of the Tax Act as a result of the Contemplated Transactions, for the purposes of the Final Closing Working Capital, exceeds (ii) 26.9% of the aggregate deductions from taxable income with respect to the Purchased ELN Companies under subsections 111(5.1) and 111(5.2) of the Tax Act as a result of the Contemplated Transactions, then the Seller shall pay to the Purchaser, as an adjustment to the Purchase Price, such excess amount. For greater certainty, the amount at (i) in the preceding sentence cannot exceed \$1,614,000, and therefore the amount of the adjustment to Purchase Price payable by the Seller to the Purchaser under this Section 5.13(d) cannot exceed \$1,614,000.
- (e) Survival. For the avoidance of doubt, this Section 5.13 shall survive the Closing.

#### Section 5.14 Expenses

Except as otherwise expressly set forth in this Agreement, regardless of whether or not the Closing occurs, each Party shall be responsible for and shall pay all of its own costs and expenses (including the fees and expenses of its lawyers, accountants, investment bankers and other advisors) incurred in connection with this Agreement and the Contemplated Transactions.

#### Section 5.15 Further Assurances

At any time and from time to time following the Closing each Party shall, without any further consideration, execute and deliver, or cause to be executed and delivered, such other documents and instruments and shall take, or cause to be taken, such further or other actions as the other Party may reasonably request or as otherwise may be necessary or desirable to evidence and make effective the Contemplated Transactions.



**Section 5.16 Preservation of Records**

Subject to the requirements of Applicable Law, the Confidentiality Agreement and each Party's confidentiality obligations to its clients or other third parties by any Governmental Authority or third party, in order to facilitate the resolution of any claims made by or against any of the parties relating to the Company or in respect of the Business, for a period of six years after the Closing Date (or such longer period as may be required by Applicable Law), each of the Purchaser and the Seller shall (a) retain the books and records relating to the Company and the Business (including those of the ELN Companies to the extent they have been transferred by the Seller to the Purchaser) over which it has control, to the extent such books and records relate to periods prior to the Closing Date, and (b) upon reasonable advance written notice and during normal business hours, afford the other party and its officers, managers, employees, agents and representatives reasonable access (including the right to make photocopies, at such other party's expense) to such books and records for any proper, non-competitive purpose; provided, however, that any such access shall not unreasonably disrupt the normal operations of either Party. Notwithstanding the foregoing, if the Purchaser, on the one hand, or the Seller, on the other hand, shall desire to dispose of any such books and records prior to the expiration of the six-year anniversary of the Closing Date, such party shall, prior to such disposition, give the other Party a reasonable opportunity, at such other party's expense, to copy such books and records in accordance with this Section 5.16.

**Section 5.17 Post-Closing Remittances**

- (a) From and after the Closing Date, if the Seller or any of its Affiliates receives any payment from a third party that is owed to a Purchased ELN Company, the Seller shall hold, or cause the applicable Affiliate to hold, such payment in trust and promptly (and in no event later than 30 days following receipt) remit such amounts to the Purchaser or the Purchased ELN Company.
- (b) From and after the Closing Date, if the Purchaser or any of its Affiliates (including the Purchased ELN Companies) receives any payment from a third party that is owed to the Seller or any of its Affiliates, the Purchaser shall hold, or cause the applicable Affiliate to hold, such payment in trust and promptly (and in no event later than 30 days following receipt) remit such amounts to the Seller.

**Section 5.18 Litigation Cooperation**

With respect to any Pre-Closing Actions, the Purchaser agrees to cooperate with the Seller after Closing and make available to the Seller or its representatives, upon the reasonable request of the Seller, all documents, records and other materials in the possession of the Purchaser or any of the ELN Companies and to grant the Seller reasonable access to those employees, officers, directors, contractors and consultants having knowledge regarding such Actions, in each case that are reasonably required by the Seller for its use in defending any such Action.

**Section 5.19 PCI Compliance**

The Purchaser will use its commercially reasonable efforts to ensure that, within 18 months of the Closing Date, the Business will, at the cost of the Purchaser, comply with all applicable Payment Card Industry Data Security Standards. After the Closing Date, the Purchaser will not take any action, or omit to take any action, which would reasonably be expected to have an adverse effect on the Business' compliance, or current or future efforts to become compliant, with Payment Card Industry Data Security Standards.



**Section 5.20 Change of Name**

No later than 180 days after the Closing Date and subject to the terms of the License Agreement, the Seller shall (i) cause any Affiliate that has a corporate name that is included in the Intellectual Property (including “Sun Media”) to file the appropriate documentation with the appropriate Governmental Authorities to change their respective corporate names to a name that does not include any name that is included in the Intellectual Property and (ii) cease using any business or trade names associated with the foregoing corporate names, except as otherwise contemplated in the License Agreement.

**Section 5.21 Information Technology Assets and Licences**

The Seller shall promptly and in any event not less than 30 days prior to Closing deliver to the Purchaser a list, certified in writing as accurate by the Seller’s Chief Financial Officer, that identifies all information technology assets, including all hardware and other equipment and software or other technology, that are owned or leased by, or licensed to, an ELN Company and are necessary for the conduct of the Business after the Closing substantially in the same manner as conducted prior to the date hereof. The Seller shall either (i) ensure, at its own cost, that all such assets are owned or leased by, or licensed to, one of the Purchased ELN Companies as of the Closing or (ii) deliver to the Purchaser an updated version of Schedule 3.14(b) that includes any such assets that will not be owned or leased by, or licensed to, one of the Purchased ELN Companies as of the Closing.

**Section 5.22 Transition Services Agreement**

The Purchaser and the Seller shall, as promptly as reasonably practicable following the date hereof, negotiate in good faith the form of Transition Services Agreement, which form shall include the terms and conditions set out in ANNEX VI and otherwise be mutually acceptable to the Purchaser and Seller, each acting reasonably. In anticipation of the performance of the Transition Services Agreement, the Seller agrees to cause Videotron s.e.n.c. or its applicable Affiliate (collectively, “Videotron”) to enter into, prior to the Closing Date, a three year hosting agreement with the Purchaser on the same terms and conditions applicable to hosting services provided by Videotron to the Seller that were in effect in the 12 month period prior to the date hereof and will include rights for Purchaser to (i) terminate any portion of the services offered thereunder, including but not limited to with respect to any reduction of server racks, without penalty or other additional fee or (ii) terminate the entire hosting agreement without penalty or other additional fee on 60 days notice.

**Section 5.23 Waiver of Conflicts**

Recognizing that Fasken Martineau DuMoulin LLP has acted as legal counsel to the Seller and the ELN Companies and certain of their respective Affiliates prior to date hereof, and that Fasken Martineau DuMoulin LLP intends to act as legal counsel to certain of the Seller and its Affiliates (which will no longer include the ELN Companies) after the Closing, each of the Purchaser and the ELN Companies hereby waives, on its own behalf and agrees to cause its Affiliates and the ELN Companies to waive, any conflicts that may arise in connection with Fasken Martineau DuMoulin





LLP representing the Seller or its Affiliates after the Closing as such representation may relate to the Purchaser or the ELN Companies in connection with the Contemplated Transactions. In addition, all communications involving attorney-client confidences between the Seller, the ELN Companies and their respective Affiliates, on the one hand, and Fasken Martineau DuMoulin LLP, on the other hand, relating to the negotiation, documentation and consummation of the Contemplated Transactions shall be deemed to be attorney-client confidences that belong solely to the Seller and its Affiliates (and not the ELN Companies). Accordingly, the ELN Companies shall not have access to any such communications or to the files of Fasken Martineau DuMoulin LLP relating to such engagement from and after the Closing. Without limiting the generality of the foregoing, from and after the Closing, (a) the Seller and its Affiliates (and not the ELN Companies) shall be the sole holders of the attorney-client privilege with respect to such engagement, and none of the ELN Companies shall be a holder thereof, (b) to the extent that files of Fasken Martineau DuMoulin LLP in respect of such engagement constitute property of the client, only the Seller and its Affiliates (and not the ELN Companies) shall hold such property rights and (c) Fasken Martineau DuMoulin LLP shall have no duty whatsoever to reveal or disclose any such attorney-client communications or files to the ELN Companies by reason of any attorney-client relationship between Fasken Martineau DuMoulin LLP and the ELN Companies or otherwise. Notwithstanding the foregoing, none of the ELN Companies is waiving any attorney-client privilege (including relating to the negotiation, documentation and consummation of the Contemplated Transactions) in connection with any third party litigation.

## ARTICLE 6 CONDITIONS PRECEDENT

### Section 6.1 Conditions to the Obligations of the Seller

The obligations of the Seller to consummate the Contemplated Transactions are subject to the satisfaction or (to the extent permitted by Applicable Law) waiver by the Seller, at or prior to the Closing, of each of the following conditions:

- (a) Accuracy of Representations and Warranties. Each of the representations and warranties of the Purchaser set forth in this Agreement (i) that is qualified by materiality or material adverse effect shall be true and correct in all respects and (ii) that is not so qualified shall be true and correct in all material respects, in each case at and as of the Closing Date as if made on and as of the Closing Date (except to the extent that any such representations and warranties speak expressly as of an earlier date, in which case they shall be true and correct, or true and correct in all material respects, as the case may be, as of such earlier date).
- (b) Performance of Covenants. The Purchaser shall have performed or complied in all material respects with all covenants, agreements and obligations required by this Agreement to be performed or complied with by the Purchaser on or prior to the Closing Date.
- (c) Compliance Certificate. The Purchaser shall have delivered to the Seller a certificate dated the Closing Date, signed by an authorized officer of the Purchaser, certifying to the satisfaction of the conditions set forth in Section 6.1(a) and Section 6.1(b).



- (d) Receipt of Closing Deliveries. The Purchaser shall have executed and delivered, or caused to be executed and delivered, all of the agreements, certificates and other documents specified in Section 2.7, all in form and substance reasonably satisfactory to the Seller.
- (e) No Legal Action. Except for frivolous or vexatious actions or proceedings by a Person other than a Governmental Authority, no Action shall be pending or threatened by any Person (other than the Seller or any of its Affiliates) in any jurisdiction, to enjoin, restrict or prohibit any of the Contemplated Transactions.
- (f) No Legal Prohibition. No injunction, order, ruling, decree, judgment or similar order by any Governmental Authority of competent jurisdiction shall have been entered and continue to be in effect that makes illegal or prohibits the consummation of the Contemplated Transactions, and no Law shall have been enacted, entered, promulgated, enforced or deemed applicable by any Governmental Authority that makes illegal or prohibits the consummation of the Contemplated Transactions.
- (g) Regulatory Approval. Competition Act Approval shall have been obtained.

**Section 6.2 Conditions to the Obligations of the Purchaser**

The obligations of the Purchaser to consummate the Contemplated Transactions are subject to the satisfaction or (to the extent permitted by Applicable Law) waiver by the Purchaser, at or prior to the Closing, of each of the following conditions:

- (a) Accuracy of Representations and Warranties. Each of the representations and warranties of the Seller set forth in this Agreement (i) that is qualified by materiality, material adverse effect or Material Adverse Effect shall be true and correct in all respects and (ii) that is not so qualified shall be true and correct in all material respects, in each case at and as of the Original Closing Date as if made on and as of the Original Closing Date (except to the extent that any such representations and warranties speak expressly as of an earlier date, in which case they shall be true and correct, or true and correct in all material respects, as the case may be, as of such earlier date).
- (b) Performance of Covenants. The Seller shall have performed or complied in all material respects with all covenants, agreements and obligations required by this Agreement to be performed or complied with by the Seller on or prior to the Closing Date.
- (c) No Material Adverse Effect. Between the date hereof and the Original Closing Date, there shall not have occurred a Material Adverse Effect.
- (d) Compliance Certificate. The Seller shall have delivered to the Purchaser a certificate dated the Closing Date certifying to the satisfaction of the conditions set forth in Section 6.2(a), Section 6.2(b) and Section 6.2(c).



- (e) Third Party Consents. The Seller shall have obtained the written consents of, or given notifications (to the extent only notification is required) to, each of the third parties set forth in Schedule 3.4(b), as appropriate, in form and substance reasonably satisfactory to the Purchaser, and all such consents shall remain in full force and effect as at the Original Closing Date.
- (f) Regulatory Approvals. Competition Act Approval and TSX Approval shall have been obtained.
- (g) Restructuring Transactions. The Restructuring Transactions shall be completed on, but not before, the day that is immediately prior to the Closing Date and no later than the close of business on such day, substantially in the manner described on ANNEX IV and in accordance with the Restructuring Agreements.
- (h) Loss Consolidation Unwind Transactions. The Loss Consolidation Unwind Transactions shall have been completed no later than the close of business on the day immediately prior to the Closing Date, substantially in the manner described on ANNEX V.
- (i) No Legal Action. At and as of the Original Closing Date, except for frivolous or vexatious actions or proceedings by a Person other than a Governmental Authority, no action or proceeding shall be pending or threatened by any Person (other than Purchaser or any of its Affiliates) in any jurisdiction to enjoin, restrict or prohibit any of the Contemplated Transactions or the right of Purchaser to conduct the Business after Closing on substantially the same basis as heretofore operated.
- (j) No Legal Prohibition. No injunction, order, ruling, decree, judgment or similar order by any Governmental Authority of competent jurisdiction shall have been entered and continue to be in effect that makes illegal or prohibits the consummation of the Contemplated Transactions, and no Law shall have been enacted, entered, promulgated, enforced or deemed applicable by any Governmental Authority that makes illegal or prohibits the consummation of the Contemplated Transactions.
- (k) Receipt of Closing Deliveries. The Seller shall have executed and delivered, or caused to be executed and delivered, all of the agreements, certificates and other documents specified in Section 2.6, all in form and substance reasonably satisfactory to the Purchaser.

## ARTICLE 7 TERMINATION

### Section 7.1 Grounds for Termination

Notwithstanding anything contained in this Agreement to the contrary, this Agreement may be terminated and the Contemplated Transactions may be abandoned at any time prior to the Closing:

- (a) by the mutual written agreement of the Purchaser and the Seller;



- (b) by either the Purchaser or the Seller if any Governmental Authority shall have issued a final and non-appealable order, decree or judgment permanently restraining, enjoining or otherwise prohibiting the consummation of the Contemplated Transactions;
- (c) by either the Purchaser or the Seller if the Closing shall not have occurred on or before the Outside Date; provided, however, that the right to terminate this Agreement pursuant to this Section 7.1(c) shall not be available to any Party whose failure to fulfill any obligation under, or breach of any provision of, this Agreement shall have been the proximate cause of, or shall have resulted in, the failure of the Closing to occur on or before the Outside Date;
- (d) by the Purchaser in the event of a breach of any representation, warranty, covenant or agreement of the Seller contained herein such that it would be impossible to satisfy one or more of the conditions set forth in Section 6.2(a) or Section 6.2(b) by the Outside Date and the Seller fails to cure such breach (if curable) within 30 days after receipt of written notice from the Purchaser requesting such breach to be cured; provided, however, that the right to terminate this Agreement pursuant to this Section 7.1(d) shall not be available to the Purchaser if the Purchaser is then in breach of this Agreement so as to cause any of the conditions set forth in Section 6.1(a) or Section 6.1(b) not to be capable of being satisfied by the Outside Date; or
- (e) by the Seller in the event of a breach of any representation, warranty, covenant or agreement of the Purchaser contained herein such that it would be impossible to satisfy one or more of the conditions set forth in Section 6.1(a) or Section 6.1(b) by the Outside Date and the Purchaser fails to cure such breach (if curable) within 30 days after receipt of written notice from the Seller requesting such breach to be cured; provided, however, that the right to terminate this Agreement pursuant to this Section 7.1(e) shall not be available to the Seller if the Seller is then in breach of this Agreement so as to cause any of the conditions set forth in Section 6.2(a) or Section 6.2(b) not to be capable of being satisfied by the Outside Date.

**Section 7.2 Notice of Termination**

The Party desiring to terminate this Agreement pursuant to Section 7.1 shall give written notice of such termination to the other Party to this Agreement in accordance with Section 9.1, specifying the provision(s) pursuant to which such termination is effective.

**Section 7.3 Effect of Termination**

If this Agreement is terminated pursuant to this Article 7, this Agreement shall forthwith become void and of no further force and effect and all rights and obligations of the Parties hereunder shall be terminated without further liability of any Party to any other Party; provided, however, that (a) the provisions of the Confidentiality Agreement, Section 5.3 (Confidentiality), Section 5.10 (Public Announcements), Section 5.14 (Expenses), this Section 7.3 (Effect of Termination) and Article 9 (General Provisions), and the rights and obligations of the Parties thereunder, shall survive any such termination and remain in full force and effect; and (b) nothing herein shall relieve any Party from liability for any fraud, wilful misconduct or intentional misrepresentation under, or any breach of, this Agreement prior to the date of termination.



**ARTICLE 8  
INDEMNIFICATION**

**Section 8.1 Survival**

- (a) The representations and warranties of the Parties contained in or made pursuant to this Agreement or in any certificate or other instrument delivered pursuant hereto or in connection herewith shall survive the Closing and continue in full force and effect until the 24 month anniversary of the Closing Date; provided, however, that: (i) the Regulatory Representations shall survive the Closing and continue in full force and effect until ninety (90) days after the expiration of the statute of limitations applicable to the matters covered thereby (giving effect to any tolling, waiver, mitigation or extension thereof); and (ii) the Fundamental Representations and any claim involving fraud or fraudulent or wilful misrepresentation shall survive the Closing and continue in full force and effect indefinitely or until the latest date permitted by Applicable Law.
- (b) Except as set forth in Section 8.1(c), the covenants and agreements of the parties contained in or made pursuant to this Agreement, the Restructuring Agreements, the Pension Plan and Employee Benefit Plan Agreement, the License Agreement or in any certificate or other instrument delivered pursuant hereto or thereto, as applicable, (including the Seller's obligation to indemnify, defend and hold harmless the Purchaser Indemnified Parties from and against all Indemnified Liabilities, and the Purchaser's obligation to indemnify, defend and hold harmless the Seller from and against all Seller Indemnified Employee Liabilities) shall survive the Closing and continue in full force and effect indefinitely or for the shorter period explicitly specified therein.
- (c) Notwithstanding the preceding paragraphs (a) and (b), if written notice of a claim for indemnification is given in accordance with Section 8.5(a) or Section 8.6 on or prior to the expiration of the applicable survival period, the representations, warranties, covenants and agreements that are the subject of such claim shall survive until such time as such claim has been fully and finally resolved, provided, however, that for purposes of this Section 8.1(c), the failure or delay of the Indemnified Party to give a Claim Notice prior to the expiration of the applicable survival period shall relieve the Indemnifying Party of its obligations to provide indemnification pursuant to this Agreement, notwithstanding anything to the contrary in Section 8.5(a) or Section 8.6.



**Section 8.2 Indemnification by the Seller**

From and after the Closing and subject to the terms and limitations of this Article 8, the Seller shall indemnify, defend and hold harmless the Purchaser Indemnified Parties from and against, and reimburse the Purchaser Indemnified Parties for, any and all Damages incurred or suffered by the Purchaser Indemnified Parties (whether involving a Third Party Claim or a claim solely among the parties) arising out of, resulting from, or in connection with:

- (a) any breach of, or inaccuracy in, any representation or warranty of the Seller contained in or made pursuant to Article 3 of this Agreement or in any certificate or other instrument delivered pursuant hereto;
- (b) any breach of, or failure to timely perform, any covenant or agreement of the Seller contained in or made pursuant to this Agreement, the Restructuring Agreements, the Pension Plan and Employee Benefit Plan Agreement, the License Agreement or in any certificate or other instrument delivered pursuant hereto or thereto, as applicable; or
- (c) subject to Section 8.2(c) of the Pension Plan and Employee Benefit Plan Agreement, any of the Indemnified Liabilities.

**Section 8.3 Indemnification by the Purchaser**

From and after the Closing and subject to the terms and limitations of this Article 8, the Purchaser shall indemnify, defend and hold harmless the Seller Indemnified Parties from and against, and reimburse the Seller Indemnified Parties for, any and all Damages incurred or suffered by the Seller Indemnified Parties (whether involving a Third Party Claim or a claim solely among the parties) arising out of, resulting from, or in connection with:

- (a) any breach of, or inaccuracy in, any representation or warranty of the Purchaser contained in or made pursuant to Article 4 of this Agreement or in any certificate or other instrument delivered pursuant hereto; or
- (b) any breach of, or failure to timely perform, any covenant or agreement of the Purchaser contained in or made pursuant to in this Agreement, the Pension Plan and Employee Benefit Plan Agreement, the License Agreement or in any certificate or other instrument delivered pursuant hereto; or
- (c) subject to Section 8.2(c) of the Pension Plan and Employee Benefit Plan Agreement, any Seller Indemnified Employee Liabilities.



#### Section 8.4 Limitations on Indemnification

The rights of the Indemnified Parties to indemnification pursuant to the provisions of this Article 8 are subject to the following limitations:

(a) Basket and Caps.

- (i) The Seller shall not be required to indemnify, defend or hold harmless the Purchaser Indemnified Parties against, or reimburse the Purchaser Indemnified Parties for, any Damages pursuant to Section 8.2(a) unless and until the aggregate amount of the Damages with respect to the matters contemplated thereby exceeds \$2,750,000 (the “**Basket**”), in which case all such Damages including the Basket may be recovered up to a maximum aggregate amount of Damages of \$45,000,000 (the “**Cap**”); provided, however, that the Basket and Cap shall not apply with respect to any indemnification claims to the extent arising out of, resulting from, or in connection with or arising out of (1) any breach of or inaccuracy in the Seller’s Fundamental Representations, (2) any fraud or fraudulent or intentional misrepresentation by the Seller. For the avoidance of doubt, the limitations on indemnification set forth in this Section 8.4(a)(i) shall not apply to any indemnification claims pursuant to Section 8.2(b) and Section 8.2(c).
- (ii) The Purchaser shall not be required to indemnify, defend or hold harmless the Seller Indemnified Parties against, or reimburse the Seller Indemnified Parties for, any Damages pursuant to Section 8.3(a) unless and until the aggregate amount of Damages with respect to the matters contemplated thereby exceeds the Basket, in which case all such Damages including the Basket may be recovered up to a maximum aggregate amount of Damages equal to the Cap; provided, however, that the Basket and the Cap shall not apply with respect to any indemnification claims arising out of, resulting from or in connection with (A) any breach of or inaccuracy in any of the Purchaser’s Fundamental Representations or (B) any fraud or fraudulent or intentional misrepresentation by the Purchaser. For the avoidance of doubt, the limitation on indemnification set forth in this Section 8.4(a)(ii) shall not apply to any indemnification claims pursuant to Section 8.3(b) and Section 8.3(c).

(b) Calculation of Damages.

- (i) For the purposes of this Article 8, the amount of Damages incurred or suffered by any Indemnified Party shall be calculated (A) net of any amount actually recovered by such Indemnified Party from a third party alleged to be responsible for such Damages, less the costs and expenses incurred to obtain such recovery; and (B) net of any third party insurance proceeds actually received by such Indemnified Party for such Damages under any insurance policy, (excluding self-insurance arrangements) less the costs and expenses incurred by such Indemnified Party to collect any such insurance proceeds (including reasonable attorneys’ fees, any deductibles or self-insured retentions, any increases in premium or any retroactive premium adjustments directly related to obtaining such insurance proceeds).



- (ii) Any Indemnified Party shall not be entitled to double recovery for any Damages even though the Damages may have resulted from the breach of more than one of the representations, warranties, agreements and covenants made by the Indemnifying Party in this Agreement.
  - (iii) The Purchaser Indemnified Parties shall not be entitled to indemnification for any Damages relating to any matter to the extent (but only to the extent) that the amount of such Damages is specifically and identifiably reflected as a Current Liability in the calculation of the Final Closing Working Capital pursuant to Section 2.3.
  - (iv) In no event shall an Indemnified Party be entitled to make an indemnification claim for any punitive, special, incidental, indirect or consequential damages of any kind or nature, regardless of the form of action through which such damages are sought, except to the extent such damages are awarded to a third party in connection with a Third Party Claim or except in connection with any fraud, or fraudulent or intentional misrepresentation. In no event shall the Seller be liable for lost profits resulting from an alleged breach of this Agreement, even if under Applicable Law, such lost profits would not be considered consequential or special damages, except to the extent damages for such lost profits are awarded to a third party in connection with a Third Party Claim or except in connection with any fraud, or fraudulent or intentional misrepresentation.
- (c) Mitigation. Each Indemnified Party agrees to use commercially reasonable efforts to mitigate any Damages that such Indemnified Party asserts under this Article 8 to the extent required by Applicable Law; provided, however, that an Indemnified Party's obligation to mitigate any Damages shall not require any such Indemnified Party to (i) initiate any Action, (ii) assume or incur any material liability or (iii) take any other action that would reasonably be expected to materially disrupt or otherwise materially affect such Indemnified Party's business or operations. Any reasonable out-of-pocket costs and expenses incurred by an Indemnified Party in connection with such mitigation shall constitute Damages that may be recovered hereunder.

### Section 8.5 Third Party Claim Procedures

- (a) Notice. If any Indemnified Party receives notice of the assertion of any claim or the commencement of any Action by a third party (including a Governmental Authority) in respect of which indemnification shall be sought hereunder (a "**Third Party Claim**"), the Indemnified Party shall give the Indemnifying Party prompt written notice (a "**Claim Notice**") thereof describing in reasonable detail (based on the information then available to the Indemnified Party) the basis for the Third Party Claim. Notwithstanding the foregoing, (i) an Indemnified Party shall not be required to give a Claim Notice in respect of any matters listed on Schedule 3.11(a) and (ii) the failure or delay of the Indemnified Party to give a Claim Notice shall





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not relieve the Indemnifying Party of its obligations to provide indemnification obligations hereunder except to the extent (and only to the extent) that the Indemnifying Party shall have been materially and adversely prejudiced by such failure.

- (b) Defense. Subject to the limitations set forth in this Section 8.5 and, except with respect to the matters listed on Schedule 3.11(a), provided always that any Claim Notice is provided prior to the expiration of the applicable survival period provided herein, the Indemnifying Party shall have the right to elect to conduct and control the defense, compromise or settlement of any Third Party Claim, with counsel of its choice reasonably acceptable to the Indemnified Party and at the Indemnifying Party's sole cost and expense; provided, however, that the Indemnified Party may participate therein through separate counsel chosen by it and at its sole cost and expense. Notwithstanding the foregoing, the Indemnified Party shall have the right to conduct and control the defense, compromise or settlement of any Third Party Claim with counsel of its choice and at the Indemnifying Party's sole cost and expense if: (A) the Indemnifying Party shall not have acknowledged in writing its indemnification obligations hereunder and given notice of its election to conduct and control the defense of the Third Party Claim within fifteen days after the Indemnifying Party's receipt of a Claim Notice; (B) the Indemnifying Party shall fail to conduct such defense diligently and in good faith; (C) the Indemnified Party shall reasonably determine that use of counsel selected by the Indemnifying Party to represent the Indemnified Party would present such counsel with an actual conflict of interest; (D) the Third Party Claim seeks injunctive, equitable or other non-monetary relief against the Indemnified Party or monetary damages in excess of 125% of the Cap; or (E) the Third Party Claim relates to or arises in connection with any criminal or regulatory proceeding.
- (c) Defense of Pre-Closing Period Action. Seller shall conduct and control the defense, compromise or settlement of any Pre-Closing Period Action, with counsel of its choice and at the Seller's sole cost and expense.
- (d) Cooperation. The Indemnifying Party and the Indemnified Party shall, and shall cause their respective Affiliates and representatives to, cooperate with the defense or prosecution of each Third Party Claim, including furnishing such records, information and testimony and attending such conferences, discovery proceedings, hearings, trials and appeals as may be reasonably requested by the Indemnifying Party or the Indemnified Party in connection therewith. In connection with any Third Party Claim, the Indemnifying Party and the Indemnified Party shall use commercially reasonable efforts to avoid production of confidential information to the extent permitted by Applicable Law and to cause all communications among employees, counsel and other third parties representing any party to a Third Party Claim to be made so as to preserve any applicable attorney-client or work-product privileges. The party controlling the defense of any Third Party Claim shall keep the non-controlling party advised of the status thereof and shall consider in good faith any recommendations made by the non-controlling party with respect thereto.



- (e) Settlement Limitations. Except with regard to Pre-Closing Period Actions and as set forth below, no Third Party Claim may be settled or compromised (i) by the Indemnified Party without the prior written consent of the Indemnifying Party or (ii) by the Indemnifying Party without the prior written consent of the Indemnified Party, in each case which consent shall not be unreasonably withheld, conditioned or delayed. Notwithstanding the foregoing: (A) the Indemnified Party shall have the right to pay, settle or compromise any Third Party Claim, provided that in such event the Indemnified Party shall waive all rights against the Indemnifying Party to indemnification under this Article 8 with respect to such Third Party Claim unless the Indemnified Party shall have sought the consent of the Indemnifying Party to such payment, settlement or compromise and such consent shall have been unreasonably withheld, conditions or delayed; and (B) the Indemnifying Party shall have the right to enter into a settlement with respect to any Third Party Claim without the prior written consent of the Indemnified Party if the judgment or settlement (1) involves only the payment of money damages (all of which will be paid in full by the Indemnifying Party concurrently with the effectiveness thereof), (2) will not encumber any of the assets of the Indemnified Party and will not contain any restriction or condition that would apply to or adversely affect the Indemnified Party or the conduct of its business, (3) does not include an admission of wrong doing and (4) includes, as a condition to any settlement or other resolution, a complete and irrevocable release of the Indemnified Party from all liability in respect of such Third Party Claim.
- (f) Settlement of Pre-Closing Period Actions. Seller shall be permitted to settle or compromise any and all Pre-Closing Period Actions unless the judgment or settlement related thereto (1) will encumber any of the assets of any of the Purchaser Indemnified Parties or will contain any restriction or condition that would apply to or adversely affect the Purchaser Indemnified Parties or the conduct of its business, or (2) includes an admission of wrong doing on the part any of the Purchaser Indemnified Parties, or (3) includes, as a condition to any settlement or other resolution, a complete and irrevocable release of a Purchaser Indemnified Party from all liability in respect of such Pre-Closing Period Action.
- (g) Payments. The Indemnifying Party(ies) shall pay to the applicable Indemnified Party, by wire transfer of immediately available funds to an account designated in writing by such Indemnified Party, all amounts payable pursuant to this Article 8 promptly (and in no event later than 30 days) following receipt from such Indemnified Party of a bill or invoice, together with reasonable supporting documentation, for a Damage that is the subject of indemnification hereunder, unless the Indemnifying Party in good faith disputes the Damage, in which event it shall so notify the Indemnified Party. In any event, the Indemnifying Party shall pay to the applicable Indemnified Party, by wire transfer of immediately available funds to an account designated in writing by such Indemnified Party, the amount of any Damages for which it is liable hereunder no later than three days following any final determination of such Damages and the Indemnifying Party's liability therefor. A "final determination" with respect to a dispute shall exist when (i) the parties to such dispute have reached an agreement in writing resolving such dispute, (ii) a court of competent jurisdiction shall have entered a final and non-appealable



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order or judgment resolving such dispute or (iii) an arbitration or like panel to which the parties have submitted such dispute shall have rendered a final and non-appealable determination with respect to such dispute. Any amounts due hereunder that are not paid when due shall bear interest from such due date until the payment date at the prime rate as published by the Bank of Nova Scotia on the due date.

- (h) Tax Contest. Notwithstanding anything to the contrary in this Section 8.5, the Seller shall have the right to represent the ELN Companies' interests in any Tax Contest relating to Tax liabilities for which the Seller would be required to indemnify the Purchaser Indemnified Parties pursuant to this Article 8 and which relate to any Pre-Closing Period; provided, however, that the Seller shall have no right to represent the ELN Companies' interests in any Tax Contest unless (i) the Seller shall have first notified the Purchaser in writing of their intention to do so within thirty days of receipt of notice of the Third Party Claim for Taxes, (ii) shall have agreed with the Purchaser in writing that, as between the Purchaser and the Seller, the Seller shall be liable for any Taxes that result from such Tax Contest and (iii) shall have paid to the Purchaser an amount equal to the amount of such Taxes required to be paid by the Company as and when required under Applicable Law, notwithstanding that such Tax Contest may not have been finally determined. Notwithstanding the foregoing, if (A) the Seller shall not have given notice of their election to represent the Company's interests in the Tax Contest within such 30-day period, (B) the Seller shall fail to conduct such defense diligently and in good faith or (C) the Purchaser shall reasonably determine that use of counsel selected by the Seller to represent the Purchaser would present such counsel with an actual or potential conflict of interest, then in each such case the Purchaser shall have the right to control the defense, compromise or settlement of the Tax Contest with counsel of its choice at the Seller's sole cost and expense. Notwithstanding the foregoing, the Seller shall not be entitled to settle, either administratively or after the commencement of litigation, any Tax Contest without the prior written consent of the Purchaser, which consent may not be unreasonably withheld, conditioned or delayed by the Purchaser, and may not be withheld, conditioned and delayed if the Seller has indemnified the Purchaser in a manner reasonably acceptable to the Purchaser against the effects of any such settlement.

**Section 8.6 Direct Claim Procedures**

If any Indemnified Party has a claim for indemnification hereunder that does not involve a Third Party Claim, the Indemnified Party shall give the Indemnifying Party written notice thereof describing in reasonable detail (based on the information then available to the Indemnified Party) the basis for such claim and the amount of the Damages claimed by the Indemnified Party (the "**Claimed Amount**") in respect thereof. Notwithstanding the foregoing, the failure or delay of the Indemnified Party to give such notice shall not relieve the Indemnifying Party of its indemnification obligations hereunder except to the extent (and only to the extent) that the Indemnifying Party shall have been materially and adversely prejudiced by such failure and provided always that any such notice is provided prior to the expiration of the applicable survival period provided herein. Within thirty days after delivery of such notice, the Indemnifying Party shall deliver to the Indemnified Party a written response in which the Indemnifying Party shall (i) agree that the Indemnified Party is entitled to receive all of the Claimed Amount (in which case



such response shall be accompanied by a payment by the Indemnifying Party of the Claimed Amount), (ii) agree that the Indemnified Party is entitled to receive part, but not all, of the Claimed Amount (the “**Agreed Amount**”) (in which case such response shall be accompanied by payment by the Indemnifying Party of the Agreed Amount), or (iii) in good faith dispute that the Indemnified Party is entitled to receive any of the Claimed Amount. If the Indemnifying Party timely disputes the payment of all or part of the Claimed Amount, the Indemnifying Party and the Indemnified Party shall negotiate in good faith to resolve such dispute as promptly as practicable. If such dispute is not resolved within fifteen days following the delivery by the Indemnifying Party of such response, the Indemnified Party and the Indemnifying Party shall each have the right to submit such dispute for resolution to a court of competent jurisdiction in accordance with the provisions of Section 9.8.

**Section 8.7 Tax Treatment of Indemnification Payments**

All indemnification payments made under this Agreement shall be made on an After-Tax Basis and , to the extent permitted by Applicable Law, shall be treated by the Parties as an adjustment to the Purchase Price for Tax purposes. If an indemnification payment would otherwise be included in the Indemnified Party’s income, the Indemnified Party covenants and agrees to make all such elections and take all such actions that are available, acting reasonably, to minimize or eliminate Taxes with respect to the indemnification payment, provided that such elections and actions are not otherwise prejudicial to the Indemnified Party.

**Section 8.8 Effect of Waiver**

The right to indemnification and payment of Damages under this Article 8 based on a breach of any of the representations, warranties, covenants or agreements set forth in this Agreement or any Ancillary Agreement shall not be affected by any investigation conducted at any time, or any knowledge acquired (or capable of being acquired) at any time, whether before or after the execution and delivery of this Agreement or the Closing Date, by or on behalf of any of the parties or their respective representatives with respect to the accuracy or inaccuracy of or compliance with any such representations, warranties, covenants or agreements. The waiver of any condition based on the accuracy of any such representation or warranty, or on the performance of or compliance with any such covenant or agreement, shall not affect any party’s right to indemnification, payment of Damages or any other remedy based on a breach of any such representation, warranty, covenant or agreement.

**Section 8.9 No Contribution**

The Seller acknowledges and agrees that its obligation to indemnify, defend and hold harmless the Purchaser Indemnified Parties pursuant to this Article 8 is an obligation solely of the Seller and that from and after the Closing, the Seller shall not be entitled to contribution from, subrogation to or recovery against the Purchaser, the Company or their Affiliates with respect to any Damages imposed on or incurred by the Seller in connection with this Agreement or the Contemplated Transactions arising out of, relating to or in respect of the Closing, any period prior to the Closing or any breach by the Seller of any of their representations, warranties, covenants or agreements set forth in this Agreement.



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**Section 8.10 Exclusive Remedy**

Except for (a) the remedies of specific performance or injunctive or other equitable relief, (b) claims for fraud or fraudulent or intentional misrepresentation or (c) other remedies expressly provided in this Agreement (including Section 2.3 with respect to the calculation of the Final Closing Working Capital, Section 5.11 with respect to the enforcement of the restrictive covenants set forth therein and Section 5.13(a) with respect to the filing of Tax Returns of Pre-Closing Periods), if the Closing occurs, the indemnification rights set forth in this Article 8 shall be the sole and exclusive monetary remedy for any claim arising out of this Agreement or the Contemplated Transactions.

**ARTICLE 9  
GENERAL PROVISIONS**

**Section 9.1 Notices**

All notices, requests and other communications to any party hereunder: (i) shall be in writing signed by or on behalf of the party making the same; (ii) shall be deemed to have been duly given (A) on the date of delivery when delivered personally, (B) on the third Business Day after being deposited in the mail if sent by registered or certified mail, postage prepaid, return receipt requested, or (C) on the first Business Day after being deposited with a reputable national overnight courier service; and (iii) shall be addressed to each party at the following addresses (or at such other address for a party as shall be specified in a notice given in accordance with this Section 9.1):

- (a) If to the Purchaser, to:  
Postmedia Network Inc.  
365 Bloor Street East  
12th Floor  
Toronto, Ontario M4W 3L4

Attention: Doug Lamb, Executive Vice President and Chief Financial Officer and  
Jeffrey Haar, Executive Vice President, Legal and General Counsel  
Fax: 416-383-2463  
E-mail: dlamb@postmedia.com; jhaar@postmedia.com

With a copy to:

Goodmans LLP  
333 Bay Street, Suite 3400  
Toronto, Ontario M5H 2S7

Attention: Dale Lastman and Michael Partridge  
Fax: 416-979-1234  
E-mail: dlastman@goodmans.ca; mpartridge@goodmans.ca



(b) If to the Seller, to:

Quebecor Media Inc.  
612 Saint-Jacques Street, 17th Floor  
Montreal, Québec H3C 4M8

Attention: Senior Vice President, Chief Legal Officer and Public Affairs  
Fax: 514-985-8834  
E-mail: marc.tremblay@quebecor.com

With a copy to:

Fasken Martineau DuMoulin LLP  
Stock Exchange Tower  
800 Square Victoria  
Suite 3700, P.O. Box 242  
Montréal, Québec H4Z 1E9

Attention: Niko Veilleux  
Fax: 514-397-7600  
E-mail: nveilleux@fasken.com

**Section 9.2 Counterparts**

This Agreement and the Ancillary Agreements may be executed and delivered (including by facsimile, "pdf" or other electronic transmission) in any number of counterparts, each of which shall be deemed to be an original, but all of which together shall constitute one and the same instrument.

**Section 9.3 Amendments and Waivers**

This Agreement may not be amended or waived except by an instrument in writing signed, in the case of an amendment, by an authorized representative of each party to this Agreement or, in the case of a waiver, by the party against whom such waiver is to be effective. No course of conduct or failure or delay by any party in exercising any right, power or privilege hereunder shall operate as a waiver thereof, nor shall any single or partial exercise thereof preclude any other or further exercise thereof or the exercise of any other right, power or privilege. The rights and remedies provided herein shall be cumulative and not exclusive of any rights or remedies provided by law.

**Section 9.4 Severability**

Wherever possible, each provision hereof shall be interpreted in such manner as to be effective and valid under Applicable Law, but if any one or more of the provisions contained herein shall, for any reason, be held to be invalid, illegal or unenforceable in any respect by a court of competent jurisdiction or other authority, such provision shall be ineffective to the extent, but only to the extent, of such invalidity, illegality or unenforceability without invalidating the remainder of such invalid, illegal or unenforceable provision or provisions or any other provisions hereof. Upon such a determination, the parties shall negotiate in good faith to modify this Agreement so as to effect the original intent of the parties as closely as possible in a mutually acceptable manner in order that the Contemplated Transactions be consummated as originally contemplated to the fullest extent possible.



**Section 9.5 Assignment; Successors and Assigns**

Neither this Agreement nor any of the rights, interests or obligations of any party hereunder may be assigned, delegated or otherwise transferred by such party, in whole or in part (whether by operation of law or otherwise), without the prior written consent of each other party, and any attempted assignment, delegation or other transfer without such consent shall be null and void. Notwithstanding the foregoing, the Purchaser may assign any or all of its rights and interests and obligations under this Agreement and the Ancillary Agreements, without the consent of the other parties, (a) to any Affiliate of the Purchaser, subject to the assumption in writing by such Affiliate of the Purchaser's obligations hereunder; (b) to any Person who acquires all or substantially all of the assets or business of the Purchaser or as a matter of law to the surviving entity in any merger, consolidation or reorganization involving the Purchaser; and (c) to any lender(s) (including any agent for any lender(s)) as collateral security for any indebtedness of the Purchaser and its Affiliates, provided that no such assignment shall relieve the Purchaser from any of its obligations hereunder. Subject to the preceding sentences, this Agreement shall be binding upon, inure to the benefit of and be enforceable by the parties and their respective successors and permitted assigns.

**Section 9.6 No Third Party Beneficiaries**

Nothing in this Agreement, express or implied, is intended or shall be construed to confer upon any third party other than any Indemnified Party, the Parties and their respective successors and permitted assigns any right, remedy or claim under or by reason of this Agreement.

**Section 9.7 Governing Law**

This Agreement shall be governed by, and construed in accordance with, the substantive laws of the Province of Ontario, without giving effect to any choice of law or conflict of law provision or rule that would cause the application of the law of any jurisdiction other than the Province of Ontario.

**Section 9.8 Jurisdiction and Consent to Service**

Each party hereby irrevocably and unconditionally: (a) agrees that any action, suit or proceeding arising out of or related to this Agreement or any of the Contemplated Transactions, whether based in contract, tort or any other legal theory, shall be brought exclusively in any court located in the Province of Ontario (and in the appropriate appellate courts therefrom); (b) consents and submits to the exclusive jurisdiction of such courts in any such action, suit or proceeding; (c) waives, to the fullest extent permitted by law, and agrees not to assert any claim, defense or objection to the venue of such courts (whether on the basis of *forum non conveniens* or otherwise); (d) agrees that it will not attempt the removal or transfer of any such action, suit or proceeding to any other court; and (e) consents to service of process on such party in the manner provided in Section 9.1 (provided that nothing in this Section 9.8(e) shall affect the right of any party to serve legal process in any other manner permitted by Applicable Law).



**Section 9.9 Specific Performance**

The parties agree that irreparable and ongoing damages, for which monetary damages (even if available) would not be an adequate remedy, would occur in the event that any provision of this Agreement were not performed in accordance with its specific terms or otherwise were breached. Accordingly, each party agrees that in the event of any actual or threatened breach of this Agreement by the other party, the non-breaching party shall be entitled, in addition to all other rights and remedies that it may have, to obtain injunctive or other equitable relief (including a temporary restraining order, a preliminary injunction and a final injunction) to prevent any actual or threatened breach of any of such provisions and to enforce such provisions specifically, without the necessity of posting a bond or other security or of proving actual damages.

**Section 9.10 Headings; Interpretation; Absence of Presumption**

- (a) The table of contents, table of defined terms and headings in this Agreement are included for convenience of reference only and shall not affect in any way the meaning or interpretation of this Agreement.
- (b) In this Agreement, except to the extent otherwise provided herein or the context otherwise requires: (i) the definition of terms herein shall apply equally to the singular and the plural; (ii) any pronoun shall include the corresponding masculine, feminine and neuter forms; (iii) the words “include,” “includes” or “including” shall be deemed to be followed by the words “without limitation”; (iv) the words “herein,” “hereof,” “hereto,” “hereunder” and words of similar import shall be deemed references to this Agreement as a whole and not to any particular Section or other provision of this Agreement; (v) the use of the word “or” is not intended to be exclusive unless expressly indicated otherwise; (vi) the words “will” and “shall” have equal force and effect; (vii) reference to any Article, Section, Annex or Schedule shall mean such Article or Section of, or such Annex or Schedule to, this Agreement, as the case may be, and references in any Section or definition to any clause means such clause of such Section or definition; (viii) reference to any Applicable Law shall mean such Applicable Law (including all rules and regulations promulgated thereunder) as amended, modified, codified or re-enacted, in whole or in part, and in effect at the time of determining compliance or applicability; and (ix) reference to “\$” or “dollars” shall mean, and all payments hereunder shall be made in, the lawful currency of Canada.
- (c) Each party acknowledges and agrees that the parties have participated jointly in the negotiation and drafting of this Agreement. In the event that an ambiguity or a question of intent or interpretation arises, this Agreement shall be construed as if drafted jointly by the parties, and no presumption or burden of proof shall arise favouring or disfavouring any party by virtue of the authorship of any provision of this Agreement.

**Section 9.11 Entire Agreement**

This Agreement (including the Schedules and Annexes hereto), the Ancillary Agreements and the Confidentiality Agreement constitute the entire agreement and understanding, and supersede any and all prior and/or contemporaneous agreements and understandings, both written and oral, among the parties with respect to the subject matter hereof.

[Signature Page Follows]





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IN WITNESS WHEREOF, each party has duly executed and delivered this Purchase Agreement effective as of the date first written above.

PURCHASER:

**POSTMEDIA NETWORK INC.**

Per: /s/ Doug Lamb  
 Name: Doug Lamb  
 Title: Executive Vice President and Chief Financial Officer

Per: /s/ Jeffrey Haar  
 Name: Jeffrey Haar  
 Title: Executive Vice President, Legal and General Counsel

SELLER:

**QUEBECOR MEDIA INC.**

Per: /s/ Jean-François Pruneau  
 Name: Jean-François Pruneau  
 Title: Senior Vice-President and Chief Financial Officer

Per: /s/ Pierre Dion  
 Name: Pierre Dion  
 Title: President and Chief Executive Officer

*Purchase Agreement*



**Exhibit 7.1**

**Quebecor Media Inc.**

**Statement Regarding Calculation of Ratio of Earnings to Fixed Charges as Disclosed in Quebecor Media Inc.'s Annual Report on Form 20-F for the Year Ended December 31, 2014**

For the purpose of calculating the ratio of earnings to fixed charges disclosed in Quebecor Media Inc.'s Annual Report on Form 20-F for the year ended December 31, 2014 under IFRS, (i) earnings consist of net income plus income taxes, fixed charges, amortized capitalized interest, less interest capitalized and (ii) fixed charges consist of interest expensed and capitalized, plus amortized premiums, discounts and financing fees amortization and an estimate of the interest within rental expense.



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**Exhibit 8.1****Main Subsidiaries of Quebecor Media Inc.**

<b>Name of Subsidiary</b>	<b>Jurisdiction of Incorporation or Organization</b>	<b>Equity Interest/Voting Interest</b>
Videotron Ltd. / Vidéotron ltée	Québec	100% / 100%
Videotron G.P.	Québec	100% / 100%
Le SuperClub Vidéotron ltée	Québec	100% / 100%
Sun Media Corporation / Corporation Sun Media	British Columbia	100% / 100%
Imprimerie Quebecor Media Inc.	Canada	100% / 100%
Groupe TVA Inc. / TVA Group Inc.	Québec	68.37% / 99.97%
TVA Publications Inc.	Canada	100% / 100% <sup>(1)</sup>
Groupe Archambault Inc. / Archambault Group Inc.	Canada	100% / 100%
Les Éditions CEC inc.	Québec	100% / 100%
Groupe Sogides Inc.	Canada	100% / 100%
Event Management Gestev inc.	Canada	100% / 100%
Québecor Sports et divertissement inc.	Canada	100% / 100%
Les Publications Charron & Cie inc.	Canada	100% / 100% <sup>(1)</sup>
Montréal Studios et Équipements s.e.n.c.	Québec	100% / 100% <sup>(1)</sup>

(1) TVA Publications Inc., Les Publications Charron & Cie inc. and Montréal Studios and Équipements s.e.n.c. are wholly-owned subsidiaries of TVA Group Inc.



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**Exhibit 12.1**

**Certification of the Principal Executive Officer of  
Quebecor Media Inc.  
pursuant to Section 302 of the Sarbanes-Oxley Act of 2002**

I, Pierre Dion, President and Chief Executive Officer of Quebecor Media Inc. (the "Company"), certify that:

1. I have reviewed this annual report on Form 20-F of the Company;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the Company as of, and for, the periods presented in this report;
4. The Company's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the Company and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the Company, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the Company's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) Disclosed in this report any change in the Company's internal control over financial reporting that occurred during the period covered by the annual report that has materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting; and
5. The Company's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the Company's auditors and the audit committee of the Company's board of directors (or persons performing the equivalent functions):
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the Company's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the Company's internal control over financial reporting.

Date: March 20, 2015

/s/ Pierre Dion  
 Name: Pierre Dion  
 Title: President and Chief Executive Officer



**Exhibit 12.2**

**Certification of the Principal Financial Officer of  
Quebecor Media Inc.  
pursuant to Section 302 of the Sarbanes-Oxley Act of 2002**

I, Jean-François Pruneau, Senior Vice President and Chief Financial Officer of Quebecor Media Inc. (the "Company"), certify that:

1. I have reviewed this annual report on Form 20-F of the Company;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the Company as of, and for, the periods presented in this report;
4. The Company's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the Company and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the Company, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the Company's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) Disclosed in this report any change in the Company's internal control over financial reporting that occurred during the period covered by the annual report that has materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting; and
5. The Company's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the company's auditors and the audit committee of the Company's board of directors (or persons performing the equivalent functions):
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the Company's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the Company's internal control over financial reporting.

Date: March 20, 2015

/s/ Jean-François Pruneau  
Name: Jean-François Pruneau  
Title: Senior Vice President and Chief Financial Officer



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**Exhibit 13.1**

**Certification of the Principal Executive Officer of  
Quebecor Media Inc.  
pursuant to 18 U.S.C. Section 1350,  
as adopted pursuant to  
Section 906 of the Sarbanes-Oxley Act of 2002**

In connection with the Annual Report of Quebecor Media Inc. (the "Company") on Form 20-F for the year ending December 31, 2014, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Pierre Dion, President and Chief Executive Officer of the Company, hereby certify, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that, to my knowledge:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Date: March 20, 2015

/s/ Pierre Dion

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Name: Pierre Dion

Title: President and Chief Executive Officer

*The foregoing certification is being furnished solely pursuant to section 906 of the Sarbanes-Oxley Act of 2002 (subsections (a) and (b) of section 1350, chapter 63 of title 18, United States Code) and is not being filed as part of the Report or as a separate disclosure document.*



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**Exhibit 13.2**

**Certification of the Principal Financial Officer of  
Quebecor Media Inc.  
pursuant to 18 U.S.C. Section 1350,  
as adopted pursuant to  
Section 906 of the Sarbanes-Oxley Act of 2002**

In connection with the Annual Report of Quebecor Media Inc. (the "Company") on Form 20-F for the year ending December 31, 2014, as filed with the Securities and Exchange Commission on the date hereof (the "Report"), I, Jean-Francois Pruneau, Senior Vice President and Chief Financial Officer of the Company, hereby certify, pursuant to 18 U.S.C. § 1350, as adopted pursuant to § 906 of the Sarbanes-Oxley Act of 2002, that, to my knowledge:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934, as amended; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Date: March 20, 2015

/s/ Jean-François Pruneau

Name: Jean-François Pruneau

Title: Senior Vice President and Chief Financial Officer

*The foregoing certification is being furnished solely pursuant to section 906 of the Sarbanes-Oxley Act of 2002 (subsections (a) and (b) of section 1350, chapter 63 of title 18, United States Code) and is not being filed as part of the Report or as a separate disclosure document.*