BCE Investor Fact Sheet



About our business

BCE Inc. is Canada's largest communications company, providing the broadest range of broadband communication services from Bell Canada, Bell Aliant and Bell MTS to residential, business and government customers.

BCE's services include Bell Mobility and Virgin Mobile wireless, high-speed Internet, IPTV and Satellite TV, Home Phone local and long distance, as well as IP-broadband connectivity services and business service solutions. Bell Media is Canada's premier multimedia company with leading assets in television, radio, out of home advertising and digital media.

BCE shares are listed in Canada and the United States. For BCE corporate information, please visit <u>BCE.ca</u>. For Bell Canada and Bell Aliant product and service information, please visit <u>Bell.ca</u>. For Bell MTS, please visit <u>BellMTS.ca</u>. For Bell Media, please visit <u>BellMedia.ca</u>.

At December 31, 2017, our operations were organized into three segments: Bell Wireless, Bell Wireline and Bell Media.

Financial and operational highlights

12 months ending December 31, 2017

| Financial highlights (\$ millions, except per share amounts) | 2017 | 2016 | y/y |
|--|--------|--------|-----------|
| Revenue | 22,719 | 21,719 | 4.6% |
| Adjusted EBITDA* | 9,178 | 8,788 | 4.4% |
| Net earnings | 2,970 | 3,087 | (3.8%) |
| Adjusted EPS ^{(1)*} | \$3.39 | \$3.46 | (2.0%) |
| Capital expenditures | 4,034 | 3,771 | (7.0%) |
| Capital intensity | 17.8% | 17.4% | (0.4) pts |
| Cash flows from operating activities | 7,358 | 6,643 | 10.8% |
| Free cash flow ^{(2)*} | 3,418 | 3,226 | 6.0% |

| Subscribers (in thousands) | 2017 | 2016 | y/y |
|-------------------------------|-------|-------|------|
| Wireless | 9,167 | 8,469 | 8.2% |
| High-speed Internet | 3,790 | 3,477 | 9.0% |
| TV | 2,832 | 2,745 | 3.2% |
| Local telephone | 6,320 | 6,258 | 1.0% |

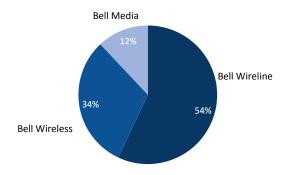
Our goal

Our goal is to be recognized by customers as Canada's leading communications company. Our primary business objectives are to grow our subscribers profitably and to maximize revenues, operating profit, free cash flow and return on invested capital by further enhancing our position as the foremost provider in Canada of comprehensive communications services to residential, business and wholesale customers and as Canada's premier content creation company.

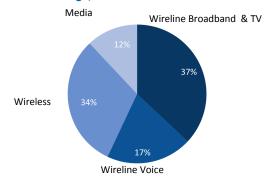
Our strategy is centred on our disciplined focus and execution of six strategic imperatives:

- 1. Accelerate wireless
- 2. Leverage wireline momentum
- 3. Invest in broadband networks and services
- 4. Expand media leadership
- 5. Improve customer service
- 6. Achieve a competitive cost structure

Revenues by segment **



Revenues by product **



** 12 months ending December 31, 2017

Why invest in BCE?

- Strategically well positioned in all segments
- Market leader in Internet, TV and data
- Strong wireless momentum with attractive growth opportunities
- Canada's leading vertically integrated media company
- Investment grade balance sheet with significant available liquidity
- Strong free cash flow generation to fund capital investments and return capital to shareholders
- Target dividend payout ratio of 65% 75% of free cash flow^{(2)*}
- One of the top dividend yield stocks in Canada with strong total shareholder returns

Share facts (as at February 7, 2018)

- Dividend: \$3.02 per year or \$0.755 per quarter
- Dividend yield: 5.3%
- 901.0 million common shares outstanding
- Market capitalization: \$51.0 billion

Footnotes

- (1) Net earnings attributable to common shareholders before severance, acquisition and other costs, net losses (gains) on investments, impairment charges and early debt redemption costs per BCE Inc. common share.
- (2) Cash flows from operating activities, excluding acquisition and other costs paid (which include significant litigation costs) and voluntary pension funding, less capital expenditures, preferred share dividends and dividends paid by subsidiaries to non-controlling interest.

* Non-GAAP Financial Measures

Our business segments

12 months ending December 31, 2017

| Bell Wireless (\$ millions) | 2017 | 2016 | y/y |
|-----------------------------|-------|-------|-------|
| Revenue | 7,883 | 7,159 | 10.1% |
| Adjusted EBITDA | 3,276 | 3,003 | 9.1% |
| Capital expenditures | 731 | 733 | 0.3% |

• One of the largest wireless operators in Canada

| Bell Wireline (\$ millions) | 2017 | 2016 | у/у |
|-----------------------------|--------|--------|--------|
| Revenue | 12,415 | 12,104 | 2.6% |
| Adjusted EBITDA | 5,186 | 5,042 | 2.9% |
| Capital expenditures | 3,174 | 2,936 | (8.1%) |

- Largest Internet service provider in Canada
- Largest TV provider in Canada
- Largest local exchange carrier in Canada

| Bell Media (\$ millions) | 2017 | 2016 | у/у |
|--------------------------|-------|-------|---------|
| Revenue | 3,104 | 3,081 | 0.7% |
| Adjusted EBITDA | 716 | 743 | (3.6%) |
| Capital expenditures | 129 | 102 | (26.5%) |

 Canada's premier multimedia company with leading assets in television, radio, out of home advertising and digital media

Analyst Coverage

2018 Financial guidance

| Revenue growth | 2% - 4% |
|------------------------|---------------------|
| Adjusted EBITDA growth | 2% - 4% |
| Capital intensity | Approx. 17% |
| Adjusted EPS (1) | \$3.42 - \$3.52 |
| Free cash flow (2) | \$3,525M - \$3,650M |

⁽¹⁾ Net earnings attributable to common shareholders before severance, acquisition and other costs, net losses (gains) on investments, impairment charges and early debt redemption costs per BCE Inc. common share.

| Dividend schedule* | |
|--------------------|------------------|
| Record date | Payment date |
| March 15, 2018 | April 15, 2018 |
| June 15, 2018 | July 15, 2018 |
| September 14, 2018 | October 15, 2018 |
| December 14, 2018 | January 15, 2019 |

^{*} Subject to dividends being declared by the Board of Directors. If the payment date falls on a weekend or on a holiday, the dividend will be paid the next business day.

| Earnings release | e calendar |
|------------------|------------------|
| Q1 2018 | May 3, 2018 |
| Q2 2018 | August 2, 2018 |
| Q3 2018 | November 1, 2018 |
| Q4 2018 | February 7, 2019 |
| | |

Where can you get more information?

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Caution about forward-looking statements

Certain statements made in this Fact Sheet are forward-looking statements. These include, without limitation, the statements appearing under "2018 financial guidance", statements relating to our target dividend payout ratio, and BCE's business objectives and strategies. Forward-looking statements are subject to important risks, uncertainties and assumptions. The results or events predicted in these forward-looking statements may differ materially from actual results or events. For a description of assumptions underlying forward-looking statements provided in this Fact Sheet and risks that could cause actual results or events to differ materially from current expectations, please refer to BCE Inc.'s Safe Harbour Notice Concerning Forward-Looking Statements dated February 8, 2018, which is available at www.bce.ca.



⁽²⁾ Cash flows from operating activities, excluding acquisition and other costs paid (which include significant litigation costs) and voluntary pension funding, less capital expenditures, preferred share dividends and dividends paid by subsidiaries to non-controlling interest.