# QUEBECOR

## **Supplementary Disclosure**

Quarter / 6-Month Period Ended June 30, 2017

## Supplementary Disclosure June 30, 2017 Net Income Attributable to Shareholders

_	2nd Quarter		YTD				
	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>			
Net income per share (basic)	\$1.09	\$0.08	\$1.09	\$0.65			
Net income per share, before gains and losses on valuation and translation of financial instruments, unusual items and discontinued operations	\$0.69	\$0.57	\$1.27	\$1.12			
Reconciliation of earnings per share							
	2nd Quarter		YTD				
	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>			
Net income per share, before gains and losses on							

Net income per share, before gains and losses on valuation and translation of financial instruments, unusual items and discontinued operations	\$0.69	\$0.57	\$1.27	\$1.12
Other adjusments <sup>1</sup> :				
Unusual items	0.64	(0.02)	0.65	(0.06)
Loss on valuation and translation				
of financial instruments	(0.30)	(0.47)	(0.89)	(0.41)
Discontinued operations	0.06	-	0.06	-
Total	0.40	(0.49)	(0.18)	(0.47)
Reported net income per share (basic)	\$1.09	\$0.08	\$1.09	\$0.65

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

#### Supplementary Disclosure June 30, 2017 Debt

(all amounts in millions of Canadian dollars)

Quebecor Inc.				
Revolving credit facility due in 2019 (availability: \$150)			\$	19.0
Mortgage loan due in 2017				30.4
			\$	49.4
Quebecor Media Inc.				
Revolving credit facility due in 2020 (availability: \$300)			\$	-
Term Loan B due in 2020				435.7
5 3/4% Senior Notes due in 2023				1,102.0
6 5/8% Senior Notes due in 2023			_	500.0
				2,037.7
Videotron Ltd.				
Revolving credit facility due in 2021 (availability: \$965)				-
Export Financing due in 2018				10.7
5% Senior Notes due in 2022				1,037.2
5 3/8% Senior Notes due in 2024				777.8
5 5/8% Senior Notes due in 2025				400.0
5 3/4% Senior Notes due in 2026				375.0
5 1/8% Senior Notes due in 2027			_	777.8
			_	3,378.5
TVA Group Inc.				
Revolving credit facility due in 2019 (availability: \$150)				6.9
Term Loan due in 2019			_	66.7
			_	73.6
Other debt				0.3
Total Quebecor Media Inc.			\$	5,490.1
TOTAL LONG TERM DEBT			\$	5,539.5
Bank indebtedness - QI				-
Bank indebtedness - QMI				7.5
Exchangeable debentures - QI				2.1
Convertible debentures (cost if settled in cash at maturity) - QI <sup>1</sup>				891.8
Liability (asset) related to cross-currency interest rate swaps (FX rate differential) - QI <sup>2</sup>				-
Liability (asset) related to cross-currency interest rate swaps (FX rate differential) - QMI <sup>2</sup>				(704.4)
- Liability (asset) Totaled to cross currency interest rate swaps (i X rate differential)				(704.4)
Cash and cash equivalents :				
Quebecor Inc.				0.3
Quebecor Media Inc.				187.1
Videotron Ltd.	\$	15.4		
Other 100% owned subsidiaries		70.7		
TVA Group Inc.		1.0		
			\$_	187.4

<sup>&</sup>lt;sup>1</sup> Based on the market value of a number of shares obtained by dividing the outstanding principal amount by the market price of a Quebecor Inc. Class B share on June 30, 2017, subject to a floor price of \$19.25 and a ceiling price of \$24.0625.

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

## **TELECOMMUNICATIONS**

#### Supplementary Disclosure June 30, 2017 Operating Results

	201	17		2016			
	Jun 30	Mar 31	_	Dec 31	Sep 30	Jun 30	
Revenue Generating Units ('000) 1	5,795.8	5,795.4		5,765.4	5,703.1	5,648.4	
Mobile Telephony Lines ('000)	953.3	920.9		893.9	867.7	828.9	
Homes Passed ('000)	2,859.2	2,845.7		2,839.3	2,833.0	2,825.3	
Cable Internet Subscribers ('000)	1,627.2	1,628.1		1,612.8	1,596.1	1,571.7	
Penetration of Homes Passed	56.9%	57.2%		56.8%	56.3%	55.6%	
Basic Subscribers ('000)	1,656.7	1,680.6		1,690.9	1,695.7	1,697.5	
Penetration of Homes Passed	57.9%	59.1%		59.6%	59.9%	60.1%	
Digital Set-Top Boxes ('000)	2,837.6	2,810.6		2,765.4	2,718.6	2,696.4	
Digital Subscribers ('000)	1,596.8	1,595.1		1,587.1	1,570.8	1,559.8	
Penetration of Homes Passed	55.8%	56.1%		55.9%	55.4%	55.2%	
Cable Telephony Lines ('000)	1,221.0	1,241.3		1,253.1	1,265.1	1,284.0	
Penetration of Homes Passed	42.7%	43.6%		44.1%	44.7%	45.4%	
Over-the-Top Video Subscribers ('000)	337.6	324.5		314.7	278.5	266.3	
	2	2nd Quarter				YTD	
	2017	2016	VAR	-	2017	2016	VAR
(in millions)	<u> </u>	<u> </u>	<u> </u>		<u> </u>	<u> </u>	<u> </u>
Revenues							
Cable Television	\$252.9	\$255.0	-0.8%		\$504.1	\$515.4	-2.2%
Internet	256.7	242.8	5.7%		507.1	484.5	4.7%
Mobile Telephony	149.6	122.8	21.8%		292.5	239.2	22.3%
Cable Telephony	100.2	106.6	-6.0%		202.8	214.1	-5.3%
Business Solutions	31.5	26.9	17.1%		62.9	52.6	19.6%
Other	27.6	24.6	12.2%		47.4	43.6	8.7%
Videotron	818.5	778.7	5.1%	=	1,616.8	1,549.4	4.4%
Retail and Eliminations	1.6	1.7	-5.9%	_	3.2	3.5	-8.6%
Total Telecommunications Revenues	\$820.1	\$780.4	5.1%	=	\$1,620.0	\$1,552.9	4.3%
EBITDA							
Videotron	\$388.7	\$362.3	7.3%		\$765.1	\$720.3	6.2%
Retail	0.1	0.2	-50.0%		0.8	0.9	-11.1%
Total Telecommunications EBITDA	\$388.8	\$362.5	7.3%	<u>-</u>	\$765.9	\$721.2	6.2%
Additions to PP&E and Intangible Assets (NCT	A Standard Re	eporting Cate	gories)				
Customer Premise Equipment	\$58.6	\$56.5	<b>3</b> -11)		\$121.1	\$115.4	
Scalable Infrastructure	45.4	76.7			111.1	129.1	
Line Extensions	18.4	20.2			27.7	33.2	
Upgrade / Rebuild	13.4	18.0			29.8	34.0	
Support Capital and Other	36.2	50.9			77.7	108.8	
Total Telecommunications	\$172.0	\$222.3	-22.6%	-	\$367.4	\$420.5	-12.6%
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Mobile Telephony ARPU	\$53.32	\$50.51			\$52.99	\$50.09	
Total ARPU	\$153.28	\$143.01			\$151.38	\$142.19	
Mobile Telephony Acquisition Costs	\$402	\$404					

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

## **MEDIA**

## Supplementary Disclosure June 30, 2017 Operating Results

	2	nd Quarter				YTD	
	<u>2017</u>	<u>2016</u>	<u>VAR</u>		<u>2017</u>	<u>2016</u>	<u>VAR</u>
Lineage ('000)							
Paid Urban Dailies	6,076	7,039	-13.7%		11,565	13,694	-15.5%
(in millions)							
Revenues							
Advertising	\$22.0	\$25.7	-14.4%		\$43.0	\$50.9	-15.5%
Circulation	10.0	10.8	-7.4%		19.8	21.2	-6.6%
Digital	3.5	3.5	0.0%		6.4	6.7	-4.5%
Other	11.6	11.4	1.8%		23.2	22.6	2.7%
Newspaper Publishing Revenues	47.1	51.4	-8.4%		92.4	101.4	-8.9%
Advertising	74.2	64.8	14.5%		141.4	128.6	10.0%
Subscription	32.2	28.8	11.8%		64.4	57.9	11.2%
Other	10.9	11.5	-5.2%		22.2	24.5	-9.4%
Broadcasting Revenues	117.3	105.1	11.6%	<u> </u>	228.0	211.0	8.1%
Other <sup>1</sup>	66.6	72.7	-8.4%	·	121.4	137.9	-12.0%
Total Media Revenues	\$231.0	\$229.2	0.8%	_	\$441.8	\$450.3	-1.9%
Urban Dailies	\$35.6	\$39.6	-10.1%		\$69.4	\$77.8	-10.8%
Portals	0.5	1.2	-58.3%		1.1	2.4	-54.2%
Other	11.0	10.6	3.8%		21.9	21.2	3.3%
Newspaper Publishing Revenues	\$47.1	\$51.4	-8.4%	=	\$92.4	\$101.4	-8.9%
EBITDA							
Newspaper Publishing	\$1.3	\$3.8	-65.8%		\$1.5	\$3.8	-60.5%
Broadcasting	5.1	(2.4)	n.m.		5.7	(6.3)	n.m.
Other	8.9	5.5	61.8%		5.2	6.7	-22.4%
Total Media EBITDA	\$15.3	\$6.9	121.7%	_	\$12.4	\$4.2	195.2%

<sup>&</sup>lt;sup>1</sup> Includes the publishing and distribution of books and magazines, the distribution and production of music, the operation of an out-of-home advertising business and the operation of studio, soundstage and equipment leasing and post-production services for the film and television industries.

#### Supplementary Disclosure June 30, 2017 Shares Held in Subsidiaries

	Number			
<del></del>	of shares	Equity (%)	Voting (%)	
Shares held by Quebecor Inc.				
Quebecor Media Inc.	77,812,366	81.5% <sup>1</sup>	81.5%	
Shares held by Quebecor Media Inc.				
TVA Group Inc.	29,539,364	68.4%	99.9%	

<sup>&</sup>lt;sup>1</sup> Pro forma the purchase and cancellation of 541,899 common shares held by the Caisse de dépôt et placement du Québec on July 6, 2017.

#### Supplementary Disclosure June 30, 2017 Note to Investors

#### Note to Investors

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

#### **Detailed Financial Information**

For a detailed analysis of Quebecor Inc.'s results for the second quarter of 2017, please refer to the Management Discussion and Analysis and Condensed Consolidated Financial Statements of Quebecor Inc., available on the Company's website at http://www.quebecor.com/en/quarterly\_doc\_quebecor\_inc or from the SEDAR filing service at http://www.sedar.com.

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

The non-IFRS financial measures used by the Corporation to assess its financial performance, such as adjusted operating income, adjusted income from continuing operating activities, cash flows from segment operations and free cash flows from continuing operating activities of the Quebecor Media subsidiary are not calculated in accordance with or recognized by IFRS. 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. We refer investors to our Management Discussion and Analysis for the second quarter of 2017 under "Non-IFRS Financial Measures" for a complete description of these measures as well as a reconciliation to the most directly comparable measure calculated in accordance with IFRS.