Q1 2012 Results Conference Call

May 3, 2012

Bell

Safe harbour notice

Certain statements made in the attached presentation, including, but not limited to, statements relating to our 2012 financial guidance (including revenues, EBITDA, capital intensity, Adjusted EPS and free cash flow), BCE Inc.'s (BCE) expected dividend payout ratio, our expected incumbent postpaid market share, the conclusion of agreements with major independent broadcasters, the expected timing and completion of BCE's proposed acquisition of Astral Media Inc. (Astral), the expected contribution of Astral to BCE's EPS and cash flow and to Bell's overall revenue and EBITDA growth mix profile, and other statements that are not historical facts, are forward-looking.

Forward-looking statements, by their very nature, are subject to inherent risks and uncertainties and are based on several assumptions, both general and specific, which give rise to the possibility that actual results or events could differ materially from our expectations expressed in or implied by such forward-looking statements. As a result, we cannot guarantee that any forward-looking statement will materialize and you are cautioned not to place undue reliance on these forward-looking statements. For additional information on such assumptions and risks, please consult BCE's 2011 Annual MD&A dated March 8, 2012, as updated in BCE's 2012 First Quarter MD&A dated May 2, 2012, and BCE's press release dated May 3, 2012 announcing its financial results for the first quarter of 2012, all filed with the Canadian securities regulatory authorities and with the SEC, and which are also available on BCE's website.

The forward-looking statements contained in the attached presentation describe our expectations at May 3, 2012 and, accordingly, are subject to change after such date. Except as may be required by Canadian securities laws, we do not undertake any obligation to update or revise any forward-looking statements contained in the attached presentation, whether as a result of new information, future events or otherwise.

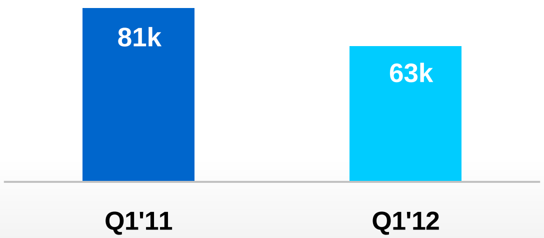
Bell

George Cope

President & Chief Executive Officer

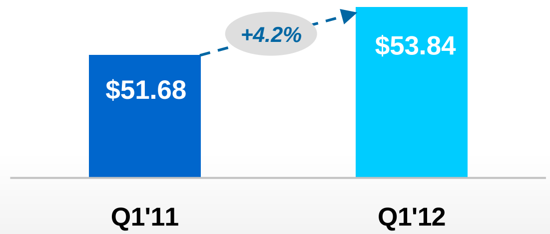
Key wireless metrics moving in right direction

Postpaid net additions



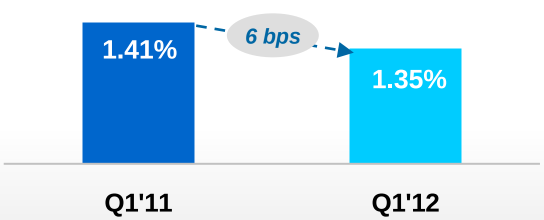
- Targeting to achieve 33%+ incumbent postpaid market share
- Postpaid smartphone mix at 52%, up from 34% in Q1'11
- 523k smartphone net activations and upgrades in Q1'12
- Business net adds up 173% y/y

Blended ARPU



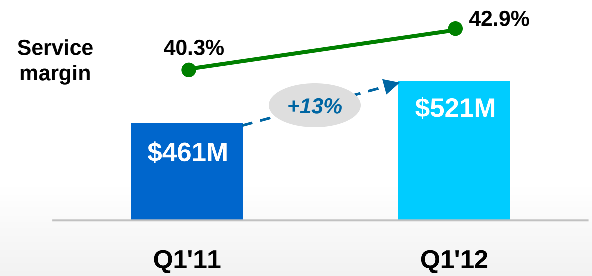
- Postpaid focus driving 31% data revenue growth in Q1'12
- Improved customer mix
  - Business subscriber base up 12% y/y
  - Postpaid subscribers in West 14% higher y/y

Postpaid churn



- Net new entrant ports significantly reduced y/y
- Investment in customer retention starting to show results
  - Retention spending of 9.9% in Q1'12 consistent with FY2011 average of 10%

Wireless EBITDA

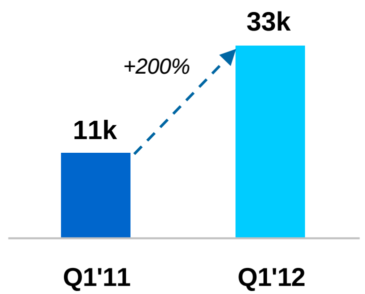


- Best Q1 EBITDA growth in 5 years
- Strong ARPU growth and disciplined cost management driving wireless service margin above 40% level
- COA up 9% on smartphone mix and competitive pricing

Strategic focus on postpaid driving strong wireless EBITDA and margin expansion

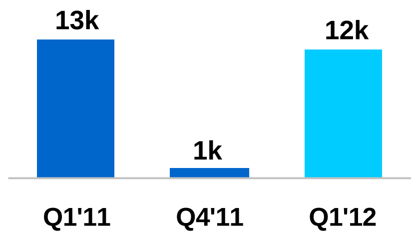
Wireline data

Fibe TV net additions



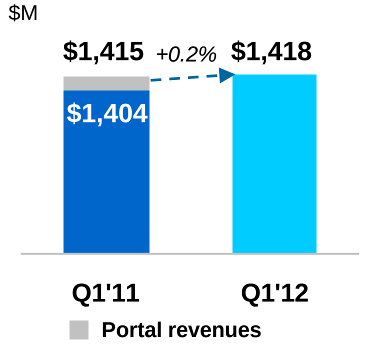
- Total TV net adds up 119% to 18k in Q1’12
- Fibe TV ARPU ~$60, up 21% y/y
- 86% of Fibe TV customers taking three products
- Québec City Fibe launch on Mar. 12th
- IPTV footprint at 2.2M homes
- Satellite results impacted by IPTV roll-outs, cable conversion offers and Bell migrations

Internet net additions



- Net adds essentially stable y/y
- Improving nets adds trajectory reflecting Fibe TV pull-through
- Residential ARPU up 3.1%
- 100% of residential net adds on FTTN in quarter

Data revenue[1]



- Improving revenue trend in Q1’12 as total data revenues increase y/y
- Data now includes TV – in line with industry peers
- Data revenues up ~1% when normalized for portal revenue reclassification to Bell Media

(1) Includes TV revenues as of Q1’12. Prior periods have been restated for comparability.

Fibe TV continues to accelerate, improving attach rates on other residential services

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Wireline voice

NAS line losses	Q1'12	Y/Y
Residential NAS	71k	(7k)
Residential NAS – Adjusted [(1)]	67k	2k
Business NAS	25k	(30k)
Business NAS – Adjusted [(1)]	23k	(4k)
Total NAS	97k	(37k)
Total NAS – Adjusted [(1)]	90k	(2k)

(1) Excluding contribution of wholesale customers via a 3rd party reseller

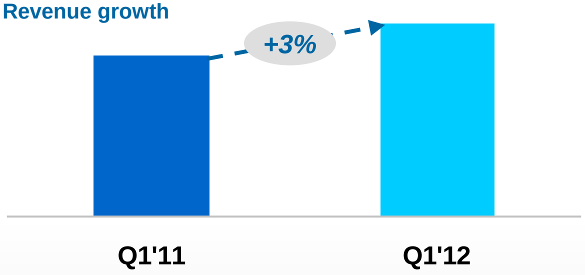
- **Residential NAS losses[(1)] improve 3.4% y/y**
  - Fibe TV pull-through helping with retention and winbacks
- **Business NAS losses[(1)] up slightly y/y**
  - Increased competitive intensity in SMB market and continued soft demand for new installs
- **Voice revenue decline of 7.6% in Q1'12 driven by:**
  - 6.4% reduction in NAS customer base y/y
  - Richer upfront discounts and activation/retention credits on residential bundle offers
  - Re-price and volume pressure in Business Markets
  - Marketing initiative on sale of global LD minutes positively impacted voice decline throughout 2011

Maintaining NAS line losses[(1)] stable y/y in a tough competitive and pricing environment

Solid media performance

Bell Media

Revenue growth



Advertising

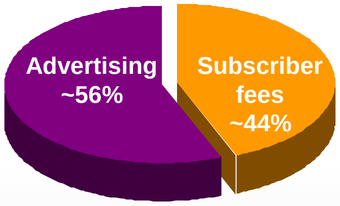
- Softer advertising market in conventional TV, while specialty TV holds steady and radio up y/y
- Strong TV ratings maintained in winter season
- Audience growth in non-sports specialty, offset by decline in sports due to hockey performance

Subscriber fees

- Specialty programming rate increases from deals reached with a number of major BDUs in 2011
- Remaining agreements with major independent broadcasters to be concluded later this year
- Media revenue mix currently composed of ~75% advertising and ~25% subscriber fees

Astral acquisition

Revenue mix
Based on 2011 revenues of ~$1B



- Broadens French content
- Enhances 4-screen strategy
- Content cost certainty
- Astral Special Shareholder Meeting scheduled for May 24
- Regulatory approvals underway
- Closing expected in 2H'12

Media results in line with expectations

Q1 summary

- **Managing Bell operating results on a consolidated EBITDA basis**
- **Strong wireless financials and operating metrics**
  – Profitable postpaid growth and 4.2% higher ARPU drove 13% EBITDA growth and 42.9% service margin
  – Improved postpaid churn
  – Significant advancement in 4G LTE deployment
- **Maintaining wireline EBITDA margin stable in a declining voice revenue environment**
  – Fibe TV continues to gain steady traction and pull-through of other services
  – Improved revenue trend vs. Q4’11
  – Business Markets operating results stabilizing
  – Operating costs down $52M y/y in Q1’12
- **Expanding media leadership**
  – Media continued to provide meaningful contribution to overall EBITDA and cash flow
  – Acquisition of Astral Media announced on March 16th
  – Astral to improve Bell’s overall revenue and EBITDA growth mix profile

Bell

Siim Vanaselja

Chief Financial Officer

Q1 financial review

Bell	Q1'12	Y/Y
Revenue	**$4,333M**	**11.6%**
EBITDA	**$1,605M**	**6.6%**
Margin	*37.0%*	*(1.8 pts)*
Capital expenditures	**$680M**	**(32.0%)**
Capital Intensity	**15.7%**	**(2.4 pts)**

BCE	Q1'12	Y/Y
Statutory EPS	**$0.74**	**10.4%**
Adjusted EPS[(1)]	**$0.75**	**4.2%**
Free Cash Flow[(2)]	**$327M**	**23.4%**

(1) Before severance, acquisition and other costs and net gains on investments

(2) Before BCE common share dividends and including dividends from Bell Aliant

- **Revenue and EBITDA growth of 11.6% and 6.6% includes Bell Media**
- **Excluding Bell Media, revenue flat y/y**
  - Solid wireless growth offset by lower y/y wireline revenue
  - Improving data revenue trend
  - Also reflects ~$11M of portal revenues moved to Media
- **EBITDA up 1.3% excluding Bell Media**
  - Strong wireless EBITDA growth of 13%
  - Margin impact from increased media contribution
- **Capex managed within 16% CI envelope with higher spending on fibre build-out, IPTV and LTE**
- **Adjusted EPS up 4.2% to $0.75 per share on y/y EBITDA improvement**
- **Free cash flow up $62M y/y on higher EBITDA**
- **$250M NCIB program completed on March 12th**

Solid financial execution delivers healthy y/y EBITDA, Adjusted EPS and free cash flow growth

Strong wireless financial results

($M)	Q1'12	Y/Y
Revenue	**1,320**	**5.5%**
Service	*1,214*	*6.0%*
Product	*94*	*(5.1%)*
Operating costs	**799**	**(1.1%)**
EBITDA	**521**	**13.0%**
Margin (service revenue)	*42.9%*	*2.6 pts*
Capex	**136**	**(20.4%)**
EBITDA-Capex	**385**	**10.6%**

- **Service revenue up 6.0% y/y on improved postpaid mix and 4.2% ARPU increase**
  - Increased smartphone penetration contributes to 31% data revenue growth in Q1'12
- **Product revenues down 5.1% even with higher smartphone mix due to competitive pricing**
- **Strong EBITDA growth of 13% drives 42.9% service revenue margin**
  - 2.6 point margin increase reflects disciplined postpaid acquisition and retention spending and higher ARPU
- **Significant wireless cash flow contribution, while investing in LTE**

Profitable postpaid subscriber growth, while maintaining our competitive market position

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Wireline financials

($M)	Q1'12	Y/Y
Revenues[1]	**2,579**	**(3.5%)**
Voice	*890*	*(7.6%)*
Data	*1,418*	*0.2%*
Equipment & other	*192*	*(12.3%)*
Operating costs	**1,576**	**3.2%**
EBITDA	**1,003**	**(3.9%)**
EBITDA margin	**38.9%**	**(0.2 pts)**
Capex	**532**	**(32.3%)**
Capital Intensity	**20.6%**	**(5.6 pts)**

(1) Wireline data includes TV revenues as of Q1'12 to better align with Canadian and U.S. industry practices. Prior periods have been restated for comparability.

- **Improved y/y revenue decline vs. Q4'11**
- **Residential ARPUs impacted by matching of rich competitive offers and upfront discounts**
- **Voice revenue decline higher due to increased LD erosion**
- **Business Markets performance stabilizing**
  - Stronger IP broadband connectivity growth
  - However, ongoing economic and re-price pressures moderating y/y improvement
- **Wireline EBITDA margin essentially stable y/y on 3.2% reduction in operating costs**

Cost reductions supporting stable y/y wireline EBITDA margin

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Media results in line with expectations

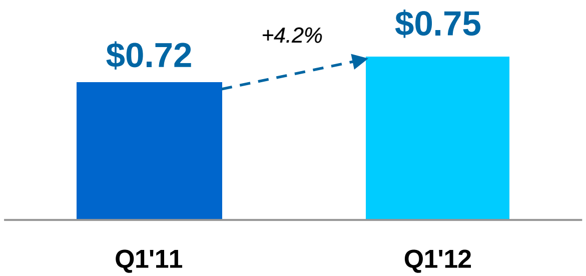
Bell Media	Q1’12
($M)	
Revenues	**512**
EBITDA (reported)	**81**
Purchase Price Allocation (PPA)	(23)
EBITDA (excl. PPA)	**104**
EBITDA margin (excl. PPA)	**20.3%**
Capex	**12**
EBITDA-Capex (excl. PPA)	**92**

- **Strong subscriber revenue growth of ~30% y/y**
  - Benefit of specialty TV programming rate increases from new deals concluded in 2011
- **Advertising revenue down ~4% y/y**
  - Softness in conventional TV, while specialty TV stable
  - Radio ad sales up y/y due to new stations, hockey rights and gains in key markets
  - Strong TV ratings support overall advertising revenues
- **Bell Media provides additional quarter of EBITDA and cash flow contribution in Q1’12**
  - EBITDA for Q1’12 includes non-cash PPA amortization of $23M
  - EBITDA (excl. PPA) up ~13% y/y
  - EBITDA-Capex (excl. PPA) up ~37% y/y

Significant contribution from Bell Media to EBITDA and cash flow

Adjusted EPS

Adjusted EPS[1]



(1) Before severance, acquisition and other costs and net gains on investments

Earnings walkdown (per share)

	Q1'11	Q1'12
EBITDA	1.57	1.66
Depreciation & amortization	(0.69)	(0.71)
Net interest expense	(0.15)	(0.17)
Net pension finance costs	0.01	0.02
Tax adjustments	0.03	0.03
Reduction in federal tax rate	-	0.02
Preferred share & NCI dividends	(0.03)	(0.05)
Share issuance for CTV acquisition	-	(0.02)
Other	(0.02)	(0.03)
Adjusted EPS	**0.72**	**0.75**

- **Adjusted EPS up 4.2% y/y, or $0.03 per share**
- **Higher y/y EBITDA drives $0.09 of EPS growth**
- **Increased depreciation reflects additional quarter of Bell Media and higher depreciable asset base**
- **Higher y/y net interest expense reflects CTV acquisition financing**
- **Effective tax rate of 23.4% for Q1'12**
  - Lower statutory rate of 26.4% in 2012 vs. 28.2% in 2011
  - Favourable tax adjustments of $0.03 per share in Q1'12 equal to Q1'11
  - No change to FY2012 expectation of ~23%
- **Higher average shares y/y due to shares issued on April 1, 2011 related to CTV acquisition**

Adjusted EPS in Q1'12 on track with guidance, supporting 2012 increased dividend

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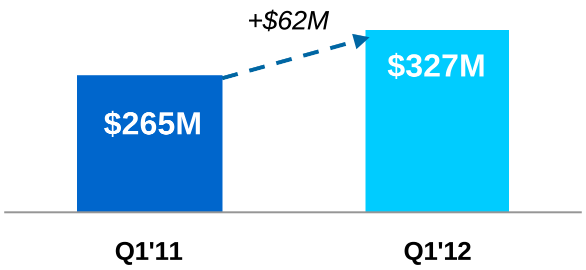
Free cash flow

Free cash flow



Free cash flow walkdown ($M)

	Q1'11	Q1'12
EBITDA[1]	1,549	1,657
Capex	(515)	(680)
Net interest paid	(92)	(116)
Cash pension	(147)	(94)
Cash taxes (net of ITCs)	(28)	(116)
Severance and other	(35)	(70)
Deferral account	(226)	(12)
Working capital & other	(284)	(243)
Preferred share & NCI dividends	(28)	(47)
Bell Aliant dividend	71	48
Free cash flow[2]	**265**	**327**

[1] EBITDA before pension current service cost
[2] Available to BCE common shareholders

- **FCF of $327M up 23.4% y/y on higher EBITDA**
- **Higher capex y/y, while maintaining CI below 16%**
  - Accelerated spending in Q1'12 on broadband fibre deployment, IPTV, LTE wireless network build-out
- **Net interest paid reflects higher average long-term debt y/y as a result of CTV acquisition**
- **Increased cash taxes due to higher final instalment payment for 2011 and Bell Media**
- **Severance paid higher y/y due to Q4'11 workforce reductions**
- **One-time customer rebates paid in Q1'11 from Bell's CRTC deferral account obligation**

Healthy free cash flow generation on track with guidance

Bell

Outlook

- **No fundamental changes in outlook for core businesses**
- **Consolidated EBITDA guidance on track**
  - Bell EBITDA margin (excluding media) expected to be stable y/y
- **Strong, reliable dividend with attractive yield supported by healthy free cash flow and earnings**
  - Dividend payout ratio of ~69% ratio at mid-point of Adjusted EPS guidance for FY2012
- **Astral acquisition expected to close in second half of year**
  - EPS and cash flow accretive in 2013

	February 9th Guidance(1)	FY2012 Expectation
Revenue growth	3%-5%	On track
EBITDA growth	2%-4%	On track
Capital intensity	≤16%	On track
Adjusted EPS(2)	\$3.13-\$3.18	On track
Free cash flow(3)	\$2,350M-\$2,500M	On track

(1) Revenue, EBITDA and capital intensity guidance targets for Bell excluding Bell Aliant
(2) EPS before severance, acquisition and other costs and net gains/losses on investments
(3) Free cash flow before BCE common share dividends and including dividends from Bell Aliant

Reconfirming all 2012 financial guidance targets

Bell