Q3 2019 Results Conference Call

October 31, 2019

Bell

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Certain statements made in this presentation are forward-looking statements. These forward-looking statements include, but are not limited to, statements relating to BCE's financial guidance (including revenues, adjusted EBITDA, capital intensity, adjusted EPS and free cash flow), BCE's common share dividend payout policy and expected dividend growth in 2020, our network deployment and capital investment plans, BCE's business outlook, objectives, plans and strategic priorities, and other statements that are not historical facts. A statement we make is forward-looking when it uses what we know and expect today to make a statement about the future. Forward-looking statements are typically identified by the words *assumption*, *goal*, *guidance*, *objective*, *outlook*, *project*, *strategy*, *target* and other similar expressions or future or conditional verbs such as *aim*, *anticipate*, *believe*, *could*, *expect*, *intend*, *may*, *plan*, *seek*, *should*, *strive* and *will*. All such forward-looking statements are made pursuant to the 'safe harbour' provisions of applicable Canadian securities laws and of the United States *Private Securities Litigation Reform Act of 1995*.

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The forward-looking statements contained in this presentation describe our expectations at October 31, 2019 and, accordingly, are subject to change after such date. Except as may be required by applicable securities laws, we do not undertake any obligation to update or revise any forward-looking statements contained in this presentation, whether as a result of new information, future events or otherwise.

The terms "adjusted EBITDA", "adjusted EBITDA margin", "adjusted EPS", "free cash flow" and "dividend payout ratio" are non-GAAP financial measures and do not have any standardized meaning under IFRS. Therefore, they are unlikely to be comparable to similar measures presented by other issuers. Refer to the section "Notes" in BCE's news release dated October 31, 2019 for more details.

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George Cope

President & Chief Executive Officer

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Q3 highlights

- Record Q3 total wireless net additions of 204k, up 14.8% y/y, combined with approximately 1% ABPU growth and lower postpaid churn of 1.12%, delivered strong revenue growth of 3.5% and 7.9% higher adjusted EBITDA
- 294k total wireless, Internet and IPTV net customer additions, up 8.4% y/y
- 58k net new Internet customers added, up 9.4% y/y
- Positive total retail RGU net additions delivered in wireline footprint
- Continued strong media performance with higher y/y revenue, adjusted EBITDA and cash flow
- 56th consecutive quarter of higher y/y consolidated adjusted EBITDA with growth of 5.6% in Q3

Product leadership and focused execution across all Bell segments together with a declining CI ratio drove 17.3% FCF growth in Q3

Bell

Mirko Bibic

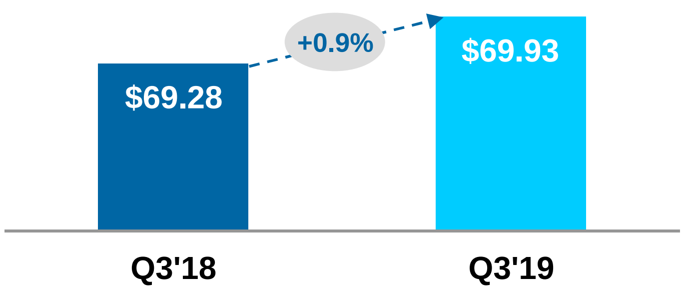
Chief Operating Officer

Bell

Wireless operating metrics

Subscriber metrics	Q3'19	Y/Y
Total gross additions	**594k**	10.8%
Postpaid net additions	**127k**	(6.0%)
Prepaid net additions	**77k**	80.9%
Total net additions	**204k**	14.8%
Postpaid churn rate	**1.12%**	0.02 pts
Blended churn rate	**1.34%**	(0.07 pts)

Blended ABPU

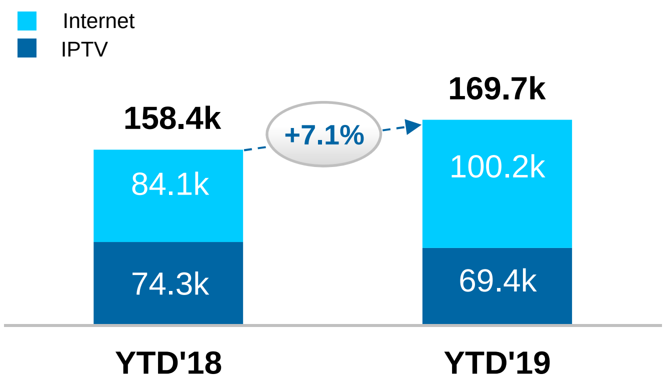


- **Best quarterly performance since Q4'06 with 204k total postpaid and prepaid net additions**
  - 392k net subscribers added in YTD'19, up 16.4% y/y
- **127k postpaid net additions delivered in Q3**
  - Net additions higher y/y excluding GoC contract
- **Reduction in postpaid churn to 1.12% reflects superior network quality and continued focus on subscriber base management**
- **Continued strong prepaid growth driven by Lucky Mobile and Dollarama distribution agreement**
  - 61.2% higher y/y gross additions drove 80.9% increase in net customer additions of 77k in Q3
- **Blended ABPU growth of 0.9% delivered in Q3 despite impact of unlimited data plans**

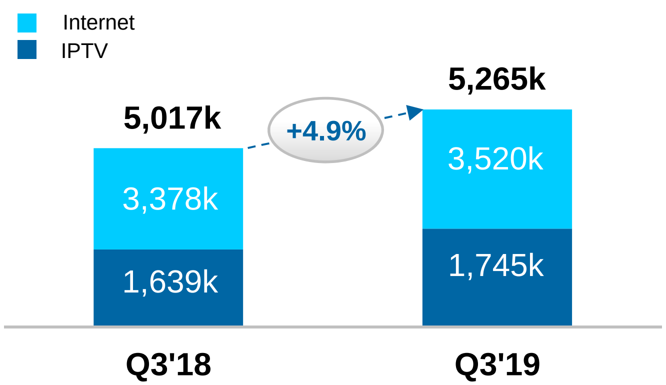
Strong overall wireless metrics with record Q3 total postpaid and prepaid net subscriber additions of 204k, up 14.8% y/y

Wireline operating metrics

Retail Internet and IPTV net additions



Retail Internet and IPTV subscribers



- **58k retail Internet net additions, up 9.4% y/y**
  - Record Q3 gross activations and lower churn
- **78k new FTTH customers added in Q3**
- **32k IPTV net adds driven by continued strong customer uptake of Alt TV and lower churn**
- **Retail satellite TV net losses stable y/y at 27k**
- **Product leadership and innovation in the home**
  - Pause and rewind live TV launched on Fibe TV app
  - Introduced 2nd generation Wi-Fi pods enabling speeds 2x faster than before
- **Retail residential NAS net losses improve 10.4% to 66k as industry shift from 3-product to 2-product bundles now more entrenched**
- **Positive total RGU retail net additions delivered in wireline footprint in Q3**

Fibre investments and TV innovation leadership driving broadband market share growth with 90k retail Internet and IPTV net adds in Q3

Bell Media

- **Leading TV viewership and ratings maintained**
  - 4 of top 10 programs of the summer for CTV, including #1 program The Amazing Race Canada
  - CTV was the most-watched network in premiere week
- **TSN was the top-rated Canadian sports network and specialty TV channel overall in Q3**
  - US Open Women’s Final was most-watched tennis broadcast ever on TSN averaging more than 2.6M viewers
  - Average audiences for US Open grew 71% y/y
  - RDS viewership in Q3 was up 16% y/y
- **Record audience growth for Bell Media’s English entertainment specialty channels in 2018/19 broadcast year**
  - 21% y/y increase in viewership in key A18-49 demo
  - Rebranded four specialty channels (Comedy, Bravo, Space & Gusto) as CTV properties in September
- **Long-term agreement with Warner Bros. International Television to bring HBO Max programming to Crave and CTV**

Market-leading ratings and viewership together with focused operational execution delivered strong media financial results in Q3

Glen LeBlanc

EVP & Chief Financial Officer

Q3 financial review

($M) except per share data	Q3'19	Y/Y	YTD'19	Y/Y
Revenue	**5,984**	**1.8%**	**17,648**	**2.3%**
Service	5,185	1.3%	15,461	1.7%
Product	799	5.1%	2,187	7.0%
Adjusted EBITDA	**2,594**	**5.6%**	**7,598**	**6.4%**
Margin	43.3%	**1.5 pts**	43.1%	**1.7 pts**
Net earnings	**922**	**6.3%**	**2,530**	**8.5%**
Statutory EPS	**0.96**	**6.7%**	**2.63**	**8.7%**
Adjusted EPS(1)	**0.91**	**(5.2%)**	**2.62**	**0.0%**
Capital expenditures (capex)	**1,013**	**(0.3%)**	**2,835**	**5.4%**
Capital Intensity (CI)	16.9%	0.3 pts	**16.1%**	1.3 pts
Cash from operating activities	**2,258**	**10.5%**	**5,867**	**4.8%**
Free cash flow (FCF)(2)	**1,189**	**17.3%**	**2,924**	**14.9%**

* 2019 operating results presented in accordance with IFRS 16 accounting standards

- **Positive top-line growth with higher adjusted EBITDA at all operating segments**
- **Revenue up 1.8% y/y**
- **Adjusted EBITDA grew 5.6% with 1.5-point y/y margin increase to 43.3%**
- **Net earnings 6.3% higher y/y**
- **Adjusted EPS down 5¢ to $0.91, due to lower y/y tax adjustments**
- **17.3% FCF growth driven by higher adjusted EBITDA, lower cash taxes and positive change in working capital**

YTD financial results in line with guidance targets for FY2019

(1) Before severance, acquisition and other costs, net mark-to-market (gains) losses on equity derivatives, net (gains) losses on investments, impairment charges and early debt redemption costs
(2) Before BCE common share dividends and voluntary pension contributions

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Wireless financials

($M)	Q3'19	Y/Y	YTD'19	Y/Y
Revenue	**2,348**	**3.5%**	**6,649**	**3.7%**
Service	1,673	2.5%	4,857	2.8%
Product	675	6.0%	1,792	6.2%
Operating costs	**1,335**	**(0.4%)**	**3,751**	**0.5%**
Adjusted EBITDA	**1,013**	**7.9%**	**2,898**	**9.7%**
Margin (total revenue)	43.1%	**1.7 pts**	43.6%	**2.4 pts**
Capex	**167**	**8.7%**	**486**	**8.5%**
Capital intensity (CI)	**7.1%**	1.0 pts	**7.3%**	1.0 pts

* 2019 operating results presented in accordance with IFRS 16 accounting standards

- **Stronger sequential quarterly revenue growth of 3.5% driven by leading postpaid and prepaid subscriber growth, higher product revenue and effective re-price management**
- **Adjusted EBITDA up 7.9% in the seasonally competitive back-to-school quarter**
  - Margin increase to 43.1% reflects high revenue flow-through, promotional spending discipline, and IFRS 16 cost benefit
- **Industry-leading capital efficiency with YTD'19 capital intensity ratio of 7.3%**

Wireless adjusted EBITDA up 7.9% in Q3, while delivering highest-ever quarterly gross additions

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Wireline financials

($M)	Q3'19	Y/Y	YTD'19	Y/Y
Revenue	**3,066**	**0.2%**	**9,218**	**1.0%**
Service	2,941	0.2%	8,819	0.6%
Product	125	0.8%	399	10.8%
Operating costs	**1,711**	**0.8%**	**5,163**	**(0.3%)**
Adjusted EBITDA	**1,355**	**1.4%**	**4,055**	**1.8%**
Margin	44.2%	0.5 pts	44.0%	0.4 pts
Capex	**824**	**(3.4%)**	**2,278**	**4.4%**
Capital intensity (CI)	26.9%	(0.9 pts)	24.7%	1.4 pts

* 2019 operating results presented in accordance with IFRS 16 accounting standards

- **Data service revenue grew 3.3% in Q3 consistent with previous quarters**
- **Voice revenue down 7.1% in Q3 versus 5.1% in first half of 2019**
- **Business markets adjusted EBITDA decline improved y/y**
  - Cost savings offsetting revenue impact of y/y decline in data equipment sales and lapping of Axia acquisition
- **Adjusted EBITDA grew 1.4% in Q3 on 0.2% higher revenue, driving y/y margin increase to 44.2%**
  - Operating costs in Q3 included ~$5M in non-recurring expenses related to impact of Hurricane Dorian in Atlantic Canada

Industry-leading 44% margin fully supports significant broadband fibre investments in 2019

Media financials

($M)	Q3'19	Y/Y	YTD'19	Y/Y
Revenue	**751**	**2.7%**	**2,338**	**3.0%**
Operating costs	**525**	**4.4%**	**1,693**	**3.5%**
Adjusted EBITDA	**226**	**24.2%**	**645**	**24.8%**
Margin	30.1%	**5.2 pts**	27.6%	**4.8 pts**
Capex	**22**	**26.7%**	**71**	**13.4%**
Capital intensity (CI)	2.9%	1.2 pts	3.0%	0.6 pts

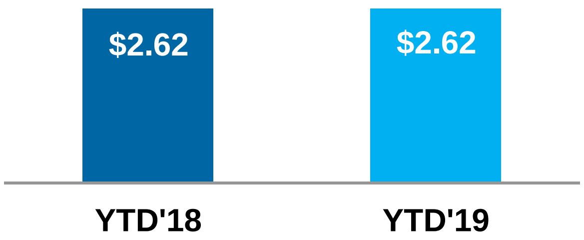
* 2019 operating results presented in accordance with IFRS 16 accounting standards

- **Total revenue up 2.7% y/y, driven by 7.0% increase in subscriber revenue**
- **Advertising up 1.9% y/y, excluding ~$10M in non-recurring revenue generated in Q3'18 from FIFA World Cup Soccer broadcast**
- **4.4% improvement in operating costs reflects IFRS 16 benefit and y/y programming cost savings from 2018 FIFA World Cup**
- **Adjusted EBITDA 24.2% higher y/y**

Strong revenue and adjusted EBITDA growth in 2019 delivering significant cash flow contribution to consolidated BCE results

Adjusted EPS

Adjusted EPS[1]



Adjusted EPS walk down ($)	Q3'18	Q3'19
Adjusted EBITDA	**2.00**	**2.11**
Depreciation & amortization	(0.82)	(0.89)
Net interest expense	(0.20)	(0.22)
Net pension financing cost	(0.01)	(0.01)
Tax adjustments	0.08	0.02
Other expense	(0.03)	(0.04)
Preferred share dividends & NCI	(0.06)	(0.06)
Adjusted EPS	**0.96**	**0.91**

* **Q3'19 and YTD'19 results presented in accordance with IFRS 16 accounting standards**

(1) Before severance, acquisition and other costs, net mark-to-market (gains) losses on equity derivatives, net (gains) losses on investments, impairment charges and early debt redemption costs

- **Adjusted EBITDA growth, including IFRS 16, contributed 11¢ increase to adjusted EPS in Q3**
- **Higher y/y depreciation and amortization expense reflects adoption of IFRS 16 and higher capital asset base**
- **Net interest expense up y/y, due to impact of IFRS 16 and higher average debt outstanding**
- **Lower y/y tax adjustments**
  – Q3'18 benefit resulted from resolution of uncertain tax positions related to MTS
- **Other expense reflects the typical pick-up of equity losses from MLSE in seasonally low Q3**
- **IFRS 16 drove ~1¢ adjusted EPS pressure in Q3**
  – IFRS 16 expected to have ~5¢ negative impact on adjusted EPS in 2019

YTD adjusted EPS of $2.62 on track with FY2019 guidance

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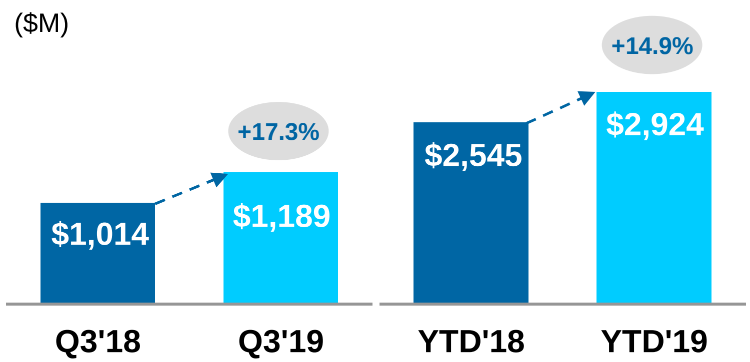
Free cash flow

FCF



FCF walk down ($M)	Q3'18	Q3'19
Adjusted EBITDA[(1)]	2,522	2,654
Capex	(1,010)	(1,013)
Interest paid	(207)	(286)
Cash pension	(89)	(79)
Cash taxes	(161)	(88)
Severance and other costs	(27)	(46)
Working capital & other	24	106
Preferred share & NCI dividends	(38)	(59)
FCF[(2)]	**1,014**	**1,189**

(1) Before post-employment benefit plans service cost

(2) Before BCE common share dividends and voluntary pension contributions

- **Q3 FCF up 17.3% y/y on strong adjusted EBITDA growth, lower cash taxes and increase in working capital**
- **Higher interest paid mainly reflects imputed interest on IFRS 16-designated leases**
- **Completed 10-year C$550M 2.9% public debt offering in September 2019**
  - Lowest-ever financing rate on any MTN issuance
  - Maintained after-tax cost of public debt at 3.1%, while lowering average term to maturity to 11.5 years
  - No refinancing requirements until April 2021
- **Cash pension funding consistent with FY2019 guidance assumption**
- **Bell Canada DB pension plan solvency ratio now at ~102% despite unfavourable impact of lower discount rate in 2019**

14.9% FCF growth YTD together with favourable financial outlook well positions BCE to deliver 12th straight year of dividend growth in 2020

Outlook

2019 guidance[1]	February 7	October 31
Revenue growth	**1% to 3%**	**On track**
Adjusted EBITDA growth	**5% to 7%**	**On track**
Capital intensity	**~16.5%**	**On track**
Adjusted EPS[2]	**$3.48 to $3.58**	**On track**
Free cash flow (FCF)[3] Growth y/y	**$3,800M to $4,000M** 7% to 12%	**On track**
Dividend payout policy	**65% to 75%** of free cash flow	**On track**

(1) 2019 guidance targets have been prepared in accordance with IFRS 16 accounting standards. Excluding the impact of IFRS 16, adjusted EBITDA growth for 2019 is projected to be 2% to 4%; adjusted EPS $3.53 to $3.63; and free cash flow growth 3% to 7%

(2) Before severance, acquisition and other costs, net mark-to-market (gains) losses on equity derivatives, net (gains) losses on investments, impairment charges and early debt redemption costs

(3) Before BCE common share dividends and voluntary pension contributions

Reconfirming all 2019 financial guidance targets