BCE Q3 2025 Results conference call

Thursday, November 6th 2025 at 8:00 a.m

Corporate Participants

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Chief Financial Officer

Kris Somers
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CAUTION REGARDING FORWARD-LOOKING STATEMENTS

Certain statements made by BCE’s President and Chief Executive Officer and Executive Vice President and Chief Financial Officer during BCE’s Q3 2025 Results Conference Call, as reflected in this transcript, are forward-looking statements. These statements include, without limitation, statements relating to: BCE’s 2025 guidance (including revenue, adjusted EBITDA, capital intensity, adjusted EPS, free cash flow and annualized common share dividend); BCE’s three-year strategic plan to deliver sustainable free cash flow growth and enhance shareholder value; the expected accelerated expansion of Ziply Fiber’s fibre build in 2026 and the benefits expected to result therefrom; Ziply Fiber’s target number of fibre locations to be reached by the end of 2028; the potential total number of combined Ziply Fiber-Network FiberCo fibre locations to be reached over the long term; the expected improvement in Bell Canada’s product intensity over the next three years; Bell Canada's planned nationwide deployment of low Earth orbit direct-to-cell service in 2026 and the benefits expected to result therefrom; the expected effect of our three AI-powered solutions businesses on BCE’s revenue and net earnings growth; the revenue expected to be generated in 2025 from AI-powered solutions; the expected adjusted EBITDA growth for our Bell CTS U.S. segment over the coming years; Bell Media’s expected positive revenue and adjusted EBITDA growth for fiscal year 2025; expectations for Bell Media as a driver of annual revenue and adjusted EBITDA growth, as well as a generator of free cash flow for BCE; BCE’s net debt leverage ratio expected by the end of 2027, and net debt leverage policy target expected by 2030; the expected near-term monetization by BCE of non-core assets; Bell Canada’s planned launch of fibre resell services in Western Canada in January 2026; the proposed disposition of Northwestel Inc. (Northwestel); the compound annual growth rate for BCE’s revenue and adjusted EBITDA expected for the 2025-2028 period; BCE’s goal of $1.5B in cost savings by 2028; the expected range of annual adjusted EBITDA to be generated by Bell AI Fabric; BCE’s goal of approximately $1.5B in AI-powered solutions revenue by 2028; BCE’s goal of approximately $400M in cybersecurity revenue by 2028; BCE’s goal of approximately $700M in Ateko revenue by 2028; BCE’s goal of approximately $400M in Bell AI Fabric revenue by 2028; the number of Bell AI Fabric data centres expected to be launched in 2026; the level of capital expenditures (capex) expected in Q4 2025; the level of capex dollars and lease repayments expected for the 2025-2028 period, and their effect on free cash flow over the same period; BCE’s business outlook, objectives, plans and strategic priorities, and other statements that are not historical facts. Forward-looking statements are typically identified by the words “assumption”, “goal”, “guidance”, “objective”, “outlook”, “project”, “strategy”, “target”, “commitment” 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*.

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 and that our business outlook, objectives, plans and strategic priorities may not be achieved. These statements are not guarantees of future performance or events, and we caution you against relying on any of these forward-looking statements. The forward-looking statements contained in this transcript describe our expectations as of November 6, 2025 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 transcript, whether as a result of new information, future events or otherwise. We regularly consider potential acquisitions, dispositions, mergers, business combinations, investments, monetizations, joint ventures and other transactions, some of which may be significant. Except as otherwise indicated by us, forward-looking statements do not reflect the potential impact of any such transactions or of special items that may be announced or that may occur after November 6, 2025. The financial impact of these transactions and special items can be complex and depends on the facts particular to each of them. We therefore cannot describe the expected impact in a meaningful way or in the same way we present known risks affecting our business. Forward-looking statements were made during BCE's Q3 2025 Results Conference Call for the purpose of assisting investors and others in understanding certain key elements of our expected financial results, as well as our objectives, strategic priorities and business outlook, and in obtaining a better understanding of our anticipated operating environment. Readers are cautioned that such information may not be appropriate for other purposes. The forward-looking statements made during BCE's Q3 2025 Results Conference Call for periods beyond 2025 assume, unless otherwise indicated, that the economic, market, operational and financial assumptions as well as the material risk factors described in this transcript will remain substantially unchanged during such periods.

Material Assumptions

A number of economic, market, operational and financial assumptions were made by BCE in preparing its forward-looking statements contained in this transcript, including, but not limited to the following:

Canadian Economic Assumptions

Considerable uncertainty remains around U.S. tariffs and how changes to global trade relationships will affect economic growth and consumer prices in Canada. In particular, we have assumed:

- Slowing economic growth, given the Bank of Canada's most recent estimated growth in Canadian gross domestic product of 1.2% in 2025, representing a decrease from the earlier estimate of 1.8%

- Low population growth driven by government policies designed to reduce the inflow of newcomers
- Modest growth in consumer spending supported by lower interest rates
- Slowing business investment, particularly by businesses in sectors most reliant on U.S. markets
- Easing consumer price index (CPI) inflation
- Ongoing labour market softness
- Interest rates expected to remain at or near current levels
- Canadian dollar expected to remain near current levels. Further movements may be impacted by the degree of strength of the U.S. dollar, interest rates and changes in commodity prices

U.S. Economic Assumptions

- Slowdown in consumer spending, offset by business investment
- Ongoing uncertainty surrounding trade policy
- Stable CPI inflation
- Near-term resolution to the U.S. government shutdown

Canadian Market Assumptions

- A higher level of wireline and wireless competition in consumer, business and wholesale markets
- Higher, but slowing, wireless industry penetration
- A shrinking data and voice connectivity market as business customers migrate to lower-priced telecommunications solutions or alternative over-the-top (OTT) competitors
- The Canadian traditional television (TV) and radio advertising markets are expected to be impacted by audience declines as the advertising market growth continues to shift towards digital
- Declines in broadcasting distribution undertaking (BDU) subscribers driven by increasing competition from the continued rollout of subscription video on demand (SVOD) streaming services together with further scaling of OTT aggregators

U.S. Market Assumptions

- A higher level of wireline pricing competition in consumer, business and wholesale markets
- Increased demand for colocation and datacenter connectivity services
- A shrinking traditional voice services market as customers migrate to wireless or Voice over Internet Protocol (VoIP) offerings

Assumptions Applicable to our Bell CTS Canada Segment

- Stable or slight decrease in our market share of national operators' wireless mobile phone net additions as we manage increased competitive intensity and promotional activity across all regions and market segments
- Ongoing expansion and deployment of Fifth Generation (5G) and 5G+ wireless networks, offering competitive coverage and quality
- Continued diversification of our distribution strategy with a focus on expanding direct-to-consumer (DTC) and online transactions

- Slightly declining mobile phone blended average revenue per user (ARPU) due to competitive pricing pressure
- Continuing business customer adoption of advanced 5G, 5G+ and Internet of Things (IoT) solutions
- Continued scaling of technology services from recent acquisitions made in the enterprise market through leveraging our sales channels with the acquired businesses' technical expertise
- Improving wireless handset device availability in addition to stable device pricing and margins
- Moderating deployment of direct fibre to incremental homes and businesses within our wireline footprint
- Continued growth in retail Internet subscribers
- Increasing wireless and Internet-based technological substitution
- Continued focus on the consumer household and bundled service offers for mobility, Internet and content services
- Continued large business customer migration to Internet protocol (IP)-based systems
- Ongoing competitive repricing pressures in our business and wholesale markets
- Traditional high-margin product categories challenged by large global cloud and OTT providers of business voice and data solutions expanding into Canada with on-demand services, which, in many cases, are also sold as a service by Bell Business Markets (BBM) to ensure continuity of customer relationships and adjacent revenue growth opportunities
- Increasing customer adoption of OTT services resulting in downsizing of TV packages and fewer consumers purchasing BDU subscriptions services
- Realization of cost savings related to operating efficiencies enabled by our direct fibre footprint, changes in consumer behaviour and product innovation, digital and AI adoption, product and service enhancements, expanding self-serve capabilities, new call centre and digital investments, other improvements to the customer service experience, management workforce reductions including attrition and retirements, and lower contracted rates from our suppliers
- No adverse material financial, operational or competitive consequences of changes in or implementation of regulations affecting our communication and technology services business

Assumptions Applicable to our Bell CTS U.S. Segment

- Continued growth in retail Internet customers with continued deployment of direct fibre to incremental homes and businesses within our footprint
- Increasing retail Internet ARPU through continued migration of customers to higher speed tiers and rate increases
- Ongoing competitive repricing pressures in our business and wholesale markets
- Realization of cost savings related to operational efficiencies enabled by our direct fibre footprint, digital and AI adoption, expanding self service capabilities, and other improvements to the customer service experience

Assumptions Applicable to our Bell Media Segment

- Overall digital revenue expected to reflect scaling of Connected TV, DTC advertising and subscriber growth, as well as digital growth in our out-of-home (OOH) business contributing towards the advancement of our digital-first media strategy

- Leveraging of first-party data to improve targeting, advertisement delivery including personalized viewing experience and attribution
- Strategically managing escalating content acquisition and production costs to secure high-quality, differentiated programming across all screens and platforms
- Continued scaling of Crave, TSN, TSN+ and RDS through expanded distribution, optimized content offering and user experience improvements
- Continued support in original French content with a focus on digital platforms such as Crave, Noovo.ca and iHeartRadio Canada, to better serve our French-language customers through a personalized digital experience
- No adverse material financial, operational or competitive consequences of changes in or implementation of regulations affecting our media business

Financial Assumptions Concerning BCE

- An estimated post-employment benefit plans service cost of approximately $205 million
- An estimated net return on post-employment benefit plans of approximately $100 million
- Depreciation and amortization expense of approximately $5,200 million to $5,250 million
- Interest expense of approximately $1,800 million to $1,850 million
- Interest paid of approximately $1,825 million to $1,875 million
- An average effective tax rate of approximately 17%
- Non-controlling interest of approximately $60 million
- Contributions to post-employment benefit plans of approximately $40 million
- Payments under other post-employment benefit plans of approximately $60 million
- Income taxes paid (net of refunds) of approximately $700 million to $800 million
- Weighted average number of BCE common shares outstanding of approximately 930 million
- An annualized common share dividend of $1.75 per share

Assumptions underlying expected continuing contribution holiday in 2025 in the majority of our pension plans

- At the relevant time, our defined benefit (DB) pension plans will remain in funded positions with going concern surpluses and maintain solvency ratios that exceed the minimum legal requirements for a contribution holiday to be taken for applicable DB and defined contribution (DC) components
- No significant declines in our DB pension plans' financial position due to declines in investment returns or interest rates
- No material experience losses from other events such as through litigation or changes in laws, regulations or actuarial standards

The foregoing assumptions, although considered reasonable by BCE on November 6, 2025, may prove to be inaccurate. Accordingly, our actual results could differ materially from our expectations as set forth in this transcript.

Material Risks

Important risk factors that could cause our assumptions and estimates to be inaccurate and actual results or events to differ materially from those expressed in, or implied by, our forward-looking statements, including our 2025 guidance, are listed below. The realization of our forward-looking statements, including our ability to meet our 2025 guidance targets, essentially depends on our business performance, which, in turn, is subject to many risks. Accordingly, readers are cautioned that any of the following risks could have a material adverse effect on our forward-looking statements. These risks include, but are not limited to: the negative effect of adverse economic conditions, including from trade tariffs and other protective government measures, including the imposition of U.S. tariffs on imports from Canada and retaliatory tariffs by the Canadian government on goods coming from the U.S., recessions, inflation, reductions in immigration levels, high housing support costs relative to income, and financial and capital market volatility, and the resulting negative impact on customer spending and the demand for our products and services, higher costs and supply chain disruptions; the negative effect of adverse conditions associated with geopolitical events; the intensity of competitive activity and the failure to effectively respond to evolving competitive dynamics; the level of technological substitution and the presence of alternative service providers contributing to disruptions and disintermediation in each of our business segments; changing customer behaviour and the expansion of cloud-based, OTT and other alternative solutions; advertising market pressures from economic conditions, fragmentation and non-traditional/global digital services; rising content costs and challenges in our ability to acquire or develop key content; high Canadian Internet and smartphone penetration; regulatory initiatives, proceedings and decisions, government consultations and government positions that negatively affect us and influence our business including, without limitation, concerning mandatory access to networks, spectrum auctions, the imposition of consumer-related codes of conduct, approval of acquisitions, broadcast and spectrum licensing, foreign ownership requirements, privacy and cybersecurity obligations and control of copyright piracy; the inability to implement enhanced compliance frameworks and to comply with legal and regulatory obligations; unfavourable resolution of legal proceedings; the failure to evolve and transform our networks, systems and operations using next-generation technologies while lowering our cost structure, including the failure to meet customer expectations of product and service experience; the inability to drive a positive customer experience; the inability to protect our physical and non-physical assets from events such as information security attacks, unauthorized access or entry, fire and natural disasters; the failure to implement an effective security and data governance framework; the risk that we may need to incur significant capital expenditures to provide additional capacity and reduce network congestion; service interruptions or outages due to network failures or slowdowns; events affecting the functionality of, and our ability to protect, test, maintain, replace and upgrade, our networks, information technology (IT) systems, equipment and other facilities; the failure by other telecommunications carriers on which we rely to provide services to complete planned and sufficient testing, maintenance, replacement or upgrade of their networks, equipment and other facilities, which could disrupt our operations including through network or other infrastructure failures; the complexity of our operations and IT systems and the failure to implement, maintain or manage highly effective processes and IT systems; in-orbit and other operational risks to which the satellites used to provide our satellite TV services are subject; the failure to attract, develop and retain a talented team capable of furthering our strategic imperatives and operational transformation; the potential deterioration in employee morale and engagement resulting from staff reductions, cost reductions or reorganizations and the de-prioritization of transformation initiatives due to staff reductions, cost reductions or reorganizations; the failure to adequately manage health and safety concerns; labour disruptions and shortages; the inability to access adequate sources of capital and generate sufficient cash flows from operating activities to meet our cash requirements, fund capital expenditures and provide for planned growth; uncertainty as to whether our dividend payout policy will be maintained or achieved, or that the dividend on common shares will be maintained or dividends on any of BCE's outstanding shares will be declared by BCE's board of directors; the failure to reduce costs and adequately assess investment priorities, as well as unexpected increases in costs; the inability to manage various credit, liquidity and market risks; the failure to evolve practices to effectively monitor and control fraudulent activities; new or higher taxes due to new tax laws or changes thereto or in the interpretation thereof, and the inability to predict the outcome of government audits; the impact on our financial statements and estimates from a number of factors; pension obligation volatility and increased contributions to post-employment benefit plans; the expected timing and completion of the proposed disposition of Northwestel are subject to closing conditions, termination rights and other risks and uncertainties, including, without limitation, the purchaser securing financing, which may affect its completion, terms or timing and, as such, there can be no assurance that the proposed disposition will occur, or that it will occur on the terms and conditions, or at the time, currently contemplated, or that the potential benefits expected to result from the proposed disposition will be realized; there can be no assurance that the potential benefits expected to result from the formation of Network FiberCo will be realized; reputational risks and the inability to meaningfully integrate environmental, social and governance (ESG) considerations into our business strategy, operations and governance; the adverse impact of various internal and external factors on our ability to achieve our ESG targets including, without limitation, those related to greenhouse gas reduction and supplier engagement; the failure to take appropriate actions to adapt to current and emerging environmental impacts, including climate change; the failure to develop and implement sufficient corporate governance practices; the inability to adequately manage social issues; health risks, including pandemics, epidemics and other health concerns, such as radio frequency emissions from wireless communications devices and equipment; our dependence on third-party suppliers, outsourcers and consultants to provide an uninterrupted supply of the products and services we need; the failure of our vendor selection, governance and oversight processes, including our management of supplier risk in the areas of security, data governance and responsible procurement; the quality of our products and services and the extent to which they may be subject to defects or fail to comply with applicable government regulations and standards; the failure to successfully expand Ziply Fiber's fibre network and optimize its existing copper network; the inability of Ziply Fiber's current and future initiatives or programs to generate the level of returns, or to occur on the timeline, we anticipate; the intensity of competitive activity in Ziply Fiber's services market in the U.S., and the failure to effectively respond to fragmented and rapidly evolving competitive dynamics; the failure to successfully integrate Ziply Fiber as a subsidiary of BCE, and to generate the anticipated benefits from the acquisition of Ziply Fiber; the failure to accurately anticipate fluctuations in the exchange rate between the Canadian dollar and U.S. dollar and our inability to successfully implement currency hedging strategies; Ziply Fiber is subject to significant regulation in the U.S. which may reduce the amount of subsidies or revenues it receives, increase its compliance burdens or constrain its ability to compete; the failure to comply with the non-U.S. ownership rules and our regulatory obligations imposed by the Federal Communications Commission; changes to tax legislation in the U.S., Canada, or other relevant jurisdictions, or to its interpretation or enforcement, may affect Ziply Fiber's income tax position, as well as our effective tax rate and the after-tax returns we derive from Ziply Fiber's U.S. operations.

We caution that the foregoing list of risk factors is not exhaustive and other factors could also adversely affect our results. We encourage investors to also read BCE's 2024 Annual MD&A dated March 6, 2025 and BCE's 2025 First, Second and Third Quarter MD&As dated May 7, 2025, August 6, 2025 and November 5, 2025, respectively, and BCE's news release dated November 6, 2025 announcing its financial results for the third quarter of 2025 for additional information with respect to certain of these and other assumptions and risks, filed by BCE with the Canadian provincial securities regulatory authorities (available at sedarplus.ca) and with the U.S. Securities and Exchange Commission (available at SEC.gov). These documents are also available at BCE.ca.

Operator: Good morning, ladies and gentlemen. Welcome to the BCE Q3 2025 Results conference call. I would now like to turn the meeting over to Kris Somers. Please go ahead, Mr. Somers. Thank you.

Kris Somers – Senior Vice President - IR: Good morning, everyone and thank you for joining our call. With me here today are Mirko Bibic, BCE's President and CEO, and our CFO, Curtis Millen. You can find all our Q3 disclosure documents on the investor relations page in the BCE website. And this was posted earlier this morning. Now, before we begin, I'd like to draw your attention to our safe harbour statement on slide two, reminding you that today's slide presentation and remarks made during the call will include forward-looking information and therefore are subject to risks and uncertainties. Results could differ materially. We disclaim any obligation to update forward-looking statements except as required by law. Please refer to our publicly filed documents for more details on assumptions and risks. Now with that out of the way, I'll turn the call over to Mirko.

Mirko Bibic – President and CEO: Thank you, Kris and good morning, everyone. Last month at our Investor Day, we unveiled an ambitious and exciting three-year strategic plan which positions Bell for the future. This includes clear and transparent financial targets to drive long-term shareholder value and a refreshed brand that better reflects the full breadth of our customer segments. We also took the opportunity to introduce our investors to several members of the executive team and conducted deep dives into each of our operating businesses. As we execute against this plan, we're leveraging our proven ability to drive efficiencies in order to generate strong, sustainable, free cash flow growth and total shareholder return. And that's supported by a disciplined capital allocation strategy.

Earlier this year, I shared our intent to focus on four strategic priorities, all underpinned by our unique and highly differentiated assets in Fibre, in wireless, in media, and enterprise, and in Q3, we continue to execute diligently against all four of those strategic priorities. And you can see this in our results. I'll start first with the customer. We have a reenergized focus on customer service, and it's really paying off.

Thanks to the investments we've made, we reported a second straight quarter of significant postpaid churn reduction. And this is the direct result of customer service improvements, increased product intensity, and effective real-time retention offers.

A few weeks ago, we launched new wireless plan tiers, each offering distinct value propositions. This innovative approach moves beyond traditional data bucket sizes, introducing differentiation based on network speeds and video quality, roaming and long-distance features, varying levels of device discounts, and content offerings. The response from our customers has been very positive. This construct gives customers more choice, and it reduces churn, all while leveraging our owner economics and content.

Our premium Bell-branded postpaid wireless loadings are significantly higher than our consolidated reported postpaid net adds, with Bell-branded postpaid year-over-year growth exceeding 100%. This is a clear indicator of strong customer demand and the strength of the Bell brand in the market, and it's completely on strategy. We're also continuing to make meaningful progress on transforming the customer experience with initiatives like the AI-powered virtual assistant that we showcased on October 14th. This, as well as other AI-driven applications, serves as a technological foundation for a next-gen app customer experience.

I'll move now to delivering the best Fibre and wireless networks. As you know, for well over a hundred years, Bell has built and operated the best networks in the country, and now we also have one of the best network growth engines in the US with Ziply Fiber. This was our first quarter of operating this asset, and its results are reported in our new Bell CTS US segment. We're very pleased that Ziply Fiber's financial results continue to exceed our original investment case. Again, as you saw on October 14, Harold and his team are engaged and excited by the tremendous opportunity ahead. With the formation of the Network Fibre Co Partnership now complete, Ziply is well-positioned to accelerate its Fibre build and expand beyond its current four-state footprint. Construction is set to ramp through 2026.

Currently, Ziply's Fibre network passes 1.4 million homes in the US, and we expect to reach approximately 3 million locations by the end of '28. Over time, we intend to leverage the Network Fibre Co Partnership to expand our US Fibre footprint to 8 million locations and will do that in a cost-efficient manner. Including our US operations, we added 65,000 net new Fibre subscribers this quarter. In Canada, Fibre continues to be a key driver of multi-product penetration through mobility and Internet and content cross-sell opportunities. We're focused on increasing the number of subscription services per household, with content bundling playing a central role in that strategy.

In Q3, product intensity was up approximately 7% year-over-year, fuelled by growth in content subscriptions, and as we shared at Investor Day, we plan to increase product intensity in the next three years by approximately 25%. So we're off to a good start. Our Fibre advantage will grow with the availability of Wi-Fi 7, and Wi Fi 7 works best on Fibre, and again, it's going to improve the product intensity momentum. Turning to Wireless, the environment has stabilized, and we expect this trend to continue. Wireless service revenue and ARPU both declined by less than half a percentage point, while postpaid churn improved by 15 basis points. We also recently announced a partnership with AST Space Mobile to deliver direct-to-cell satellite service. This breakthrough technology will expand our network reach, bridging the gap between the terrestrial 4G and 5G networks and Canada's most geographically challenging areas using powerful and reliable low-band spectrum.

Initial launch of our service is scheduled for late 2026. The service will include voice, video, text and broadband data capabilities using base stations owned and operated by Bell within Canadian borders, and it will be accessible with an ordinary smartphone. The partnership with AST will enhance network reliability, resiliency and security for all those choosing Bell.

Turning now to Enterprise and leading with AI-Powered Solutions. We all know that the Canadian economy is changing, our industry is changing and technology is advancing at an unprecedented pace. The AI revolution is in full swing, and it has the potential to change how we work, how we live and how we connect. At the same time, global instability is rising, and Canada and other countries are reassessing long-standing relationships that in some cases seem far less solid than they once were. Against this backdrop, as we've been sharing, we've reshaped our strategy and we're well-positioned for growth in this new environment. In just the past year, we've launched the three game-changing AI-Powered Solutions businesses, and they're all foundational to our long-term growth strategy and that's Ateko, BellCyber, and Bell AI Fabric. Each of these businesses is expected to deliver significant top-line and bottom-line growth as we execute against our three-year strategic plan. I'm pleased to report that revenue from AI-Powered solutions grew 34% year-over-year. Most of that's organic growth, and it's a strong validation of our strategy.

Canada is having its AI moment, and it will be distinctly sovereign. According to a recent survey by the Harris poll commissioned by Bell, 75% of large Canadian businesses consider AI to be a strategic enterprise-wide priority, with 91% of them prioritizing data sovereignty. This is where Bell holds a clear advantage. Bell's AI Fabric is precisely engineered to meet these exact needs. Our purpose-built AI data centre business and the full-stack AI alliance we've assembled with other Canadian tech leaders continues to have a deep pipeline of interest, and we expect to announce more growth in this space in the coming months. The public and private sectors share a fundamental role in building Canada's sovereign AI ecosystem, and the renewed commitment to AI that we saw this week in Budget 2025 is an important step forward that will support adoption, strengthen the economy and help Canada compete globally.

I'll turn now to the fourth strategic priority, which is building a digital media and content powerhouse. We recently introduced our new streaming bundles for Bell Mobility and Internet customers, and that features Crave, Netflix, and Disney together all in one bundle. Our commitment to sports content also remains strong. We announced long-term broadcast and streaming rights extensions for regional coverage of both the Montreal Canadiens and the Winnipeg Jets, and that reinforces our leadership in Canadian sports media. We're also continuing to ramp our digital media capabilities. Our long-term partnership with iHeartMedia was expanded this quarter to include Canadian representation of iHeartRadio's extensive podcast portfolio, significantly enhancing our digital audio offering.

Additionally, we entered into a strategic ad distribution partnership with Tubi, one of the largest and fastest-growing free streaming platforms in Canada. All in, these initiatives will create new opportunities for digital advertisers to reach Canadian audiences across Bell Media's audio and video platforms. So in short, we're executing with discipline, and we have momentum across all four of our strategic priorities. This focused path will continue positioning us to deliver long-term sustainable free cash flow growth and enhance shareholder value. As shown at our Investor Day, we have a highly coordinated and energized company that's fully aligned and ready to continue to execute. With that, I'll now turn it over to you, Curtis, for a review of our Q3 financial results.

Curtis Millen – Executive Vice President and CFO: Thank you, Marco, and good morning, everyone. I'll begin on slide 7 with BCE's consolidated financial results. Total revenue is up 1.3% driven by the acquisition of Ziply Fiber completed on August 1st. Ziply Fiber's operating results are reflected in our new Bell CTS US segment, while our Canadian wireless and wireline operations are reported under Bell CTS Canada. Overall top-line growth was moderated by retroactive revenue adjustments at Bell Media related to contract renewals for certain Canadian TV distributors in Q3 of 24. Adjusted EBITDA increased by 1.5%, also reflecting the contribution from Ziply Fiber. This led to a 10 basis point margin increase to 45.7%, our strongest result in more than 30 years.

Excluding the contribution from Ziply Fiber and normalizing for the aforementioned retro benefit of Bell Media last year, overall BCE grew by 0.4%. Net earnings and statutory EPS were up significantly over last year. This was largely due to the $5.2 billion gain from the sale of our minority stake in MLSE on July 1 and lower asset impairment charges compared to Q3 of last year. These non-cash charges were related to Bell Media's legacy properties to reflect the ongoing digital transition of the advertising ecosystem. Adjusted EPS was up 5.3% supported by higher EBITDA.

CapEx was down $63 million this quarter, bringing year-to-date CapEx savings to $551 million. We anticipate a year-over-year step up in overall spending in Q4 as Ziply Fiber executes its Fibre buildout consistent with our 2025 capital intensity guidance of approximately 15%.

The combination of lower CapEx, higher cash from working capital, lower severance payments and the flow through of higher EBITDA drove $171 million increase in Q3 free cash flow. Turning to Bell CTS Canada on slide 8, Internet revenue was up 2% solid results showing we're striking a healthy balance between sub growth and disciplined pricing supported by Fibre. Bell Business Markets continues to build momentum with strong demand for a unique and differentiated suite of services. We saw sustained strength in AI-Powered solutions, where revenue increased 34% year-over-year, driven by rapid growth at Ateko and Bell Cyber. We're excited about the opportunities ahead and remain on track to generate approximately $700 million in AI-Powered solutions revenue in 2025.

Wireless service revenue declined modestly by 0.4% in line with the 0.3% decrease in Q2, when normalizing our Q2 result for the non-recurring revenue benefit related to G7 Summit, Q3 service revenue performance showed notable improvement compared to last quarter. Wireless product revenue was up $41 million this quarter. This year-over-year increase was driven by greater sales of mobile devices. Our EBITDA result was in line with plan, with a notable 10 basis point margin increase over last year to 46.8%. This reflects our continued focus on cost management as evidenced by a 0.6% reduction in operating costs this quarter.

Turning to our new Bell CTS US segment, which reflects Ziply Fiber's operations for the two-month period following the acquisition on August 1st. As a reminder to investors, Bell's CTS US financial results are reported under IFRS accounting standards consistent with Bell's other operating segments. We're pleased to report a strong start, financial results tracking ahead of the expectations we set at the time of announcement. Total revenue reached $160 million, driven by the strength of Ziply's Fibre to the PREM platform. Internet revenue grew 15% year-over-year, supported by continued expansion of Ziply Fiber footprint and strong customer penetration.

Bell CTS US delivered $71 million in EBITDA for the period, representing a robust 44.4% margin. This performance reflects both higher operating revenue and the benefits of Ziply Fiber's efficient cost structure and customer-centric operating model. The impact of Ziply's customer-focused model is evident in higher NPS scores and cost efficiencies. While the customer base continues to grow, customer contact rates are declining, now among the lowest in the US Market. Looking ahead, with continued operational discipline and a significant growth runway, we expect strong EBITDA growth for Bell CTS US over the coming years, in line with the three-year plan presented at our Investor Day.

On the subscriber front, Ziply added 9,000 net new Fibre customers in August and September, underscoring the strong momentum in expanding Ziply's Fibre customer base. Notably, fibre now represents 87% of total retail Internet subscribers. Total retail Internet net adds totalled nearly 5,000 subs, which reflects competitive losses in copper areas.

Over to Bell Media on slide 10. As projected, total revenue was down in Q3, decreasing to 6.4% year-over-year. Excluding the one-time retroactive sub fee adjustment in Q3 of last year, the decline was closer to 1%. Despite strong digital ad growth both in video and out of home, total advertising revenue was down 11.5%, reflecting continued softness in traditional advertising demand for non-sports programming as well as the impact of the previously announced divestiture of 45 radio stations. While Crave and Sports Direct to Consumer Streaming continued to grow, subscriber revenue declined by 5.2%, primarily due to the aforementioned retroactive revenue adjustments we lapped from last year. These adjustments were also a major contributor to the 6.7% decline in Bell Media's EBITDA this quarter. Excluding this one-time item, Q3, EBITDA was up 11.3% year-over-year.

We're also pleased that opex was down 6.3% which shows you the focus we have on business transformation. Looking ahead, despite near-term headwinds on linear advertising demand, we remain confident that Bell Media will deliver positive revenue and EBITDA growth for the full year. Our focus remains unchanged for Bell Media to consistently deliver annual revenue and EBITDA growth while contributing meaningful free cash flow to BCE.

Turning to slide 11. Our balance sheet is very healthy with 3.6 billion of available liquidity and a sizable pension solvency surplus totalling $4.5 billion. Our net debt leverage ratio at the end of Q3 was approximately 3.8 times adjusted EBITDA. This reflects the acquisition of Ziply Fiber, which closed on August 1st, and was funded using the 4.2 billion in net proceeds from the MLSC sale received in early July, along with cash on hand. In late August, Ziply Fiber's outstanding debt of $2.7 billion was redeemed, partially funded by the $2 billion public debt issuance we completed earlier in the month. I'd also highlight that BCE's nominal net debt at the end of Q3 was $40 billion, which, despite the Ziply Fiber acquisition, is lower than the 40.3 billion reported at the end of 2024.

Looking ahead, we remain sharply focused on reducing our leverage ratio to 3.5 times by the end of 27 with a clear path towards 3.0 by 2030. We expect to reach these milestones through a combination of organic EBITDA growth, free cash flow generation and near-term monetization of non-core assets. To conclude on slide 12, we remain sharply focused on our four strategic priorities to drive growth across our key business units alongside our company-wide transformation to enhance efficiency.

With the year-to-date consolidated financial results tracking in line with plan operating momentum across the business and our consistent proven execution in a competitive marketplace, I'm reconfirming all of our financial guidance targets for 2025. I'll now turn the call back over to Kris and the operator to begin Q&A.

Kris Somers – Senior Vice President - IR: Thanks, Curtis. And before we start, to keep the call as efficient as possible, please limit yourselves to just one question and potentially a brief follow-up so that we can get to as many in the queue as possible. With that, we're ready to take our first question.

Operator: Thank you. If you are on the phone and wish to ask a question, please press Star one. The first question is from Vince Valentini from TD Bank. Please go ahead.

Vince Valentini – TD Securities – Analyst: Can you help us unpack the federal budget a bit? It's still not clear to me these tax breaks for accelerated depreciation. Just--could some of that apply to the money you spend on typical CapEx? Also on the data centre front, the dollar commitments from the government. Do you take that as they would co-invest in facilities with you, which eases your investment burden or that they actually would be a big customer and spend more on their own needs and do that only with sovereign providers like Bell? Those would be the two main things out of the budget. If you have any comments on the tower siting and sharing, fibre builds stuff, too. If you think there's any relevance there. Anything you can tell us will be helpful.

Mirko – President and CEO: I think as a general as a general comment. Vince, good morning. I'd say that the--you know, at a macro level, the budget is certainly positive in terms of having a number of initiatives industry-wide. I don't mean the telecom industry only. But just generally speaking, spurring more investment in the Canadian economy is a decidedly good thing. And I think there's a lot of pro-competitive, pro-investment initiatives in the budget that should be looked upon favourably.

On the capital allowance initiatives, Curtis, I'm sure, will add to what I have to say, but those are always looked upon favourably because I do think they're a direct mechanism to continue to encourage companies to invest. On the AI side of things, still a lot to unpack there, Vince. So I can't answer your questions specifically just yet until we do more unpacking, but I would say that the initiatives that are outlined in the budget, you know, the upwards of $900 million for Sovereign AI and Sovereign Cloud, shows that this government is committed to seizing the AI moment and encouraging AI adoption. And this is where we're at. We're at the moment in time where we need to move from AI science to industrialization at scale across the Canadian economy using Canadian tech leaders. I think that's the signal you should draw from the budget. So in that regard, it's a good thing.

AI infrastructure in Canada by Canadians for Canadians, and I think we'll be able to capitalize on that in general terms because that's a measure to increase adoption in a sovereign way. So, view that as a directional positive for Bell AI Fabric. And with the sovereign AI alliance that we've put together with Bell AI Fabric and Covio and Cohere, and Thinkcon, and a number of other Canadian tech leaders, we're in good shape there. And you're going to see some growth at Bell AI Fabric in the quarters to come. I'll turn it over to Curtis to unpack some of that for you.

Curtis – Executive Vice President and CFO: Yeah, good morning, Vince. Just on the tax side of it, as Mirko said, it's certainly helpful. I think over the medium term, it's ultimately accelerating a tax shield. And if a similar proposal to what was instituted in 2018, we will see a benefit of that over time. I wouldn't expect a benefit in 25 or 26 based on the wording, where it qualifies once the budget is actually enacted and given timing of spend. But you know, '27, '28, we would expect a benefit.

Vince – TD Securities – Analyst: I guess you can't quantify that, Curtis, even in ballpark terms.

Curtis – Executive Vice President and CFO: No, not yet. We got to work through that. But we'll get back to you with more details when we have them.

Vince – TD Securities – Analyst: Okay.

Operator: Thank you. Our next question is from Drew McReynolds from RBC. Please go ahead.

Drew McReynolds – RBC Capital Markets – Analyst: Yeah, thanks very much. Good Morning. Just on the, I guess, Internet competitive landscape, obviously a lot of focus continues to be on the TPIA regime. So, just Mirko or Curtis, can you just provide an update on, you know, how you think the competitive environment is evolving here in Eastern Canada and maybe an update on whether you started out west with some of your initiatives you've highlighted at your investor day. And then just a quick second one on Northwest Hill, is there an update just in terms of potential timing of getting that deal across the line? Thank you.

Mirko – President and CEO: Thanks, Drew. I'll take those. So let's start first with the Internet out in the East. I'll emphasize or reinforce what we shared on October 14th. So our specific plans, really our approach, is going to be twofold. But in the east, number one, it's to protect Bell's retail position, and we're going to execute on the integrated strategy that we outlined on October 14th, and I summarized today. And ultimately, our view is that Fibre requirements resellers will on balance, take more share from cable, and so we'll be able to continue to improve our position on the retail side on the Bell brand while at the same time driving higher Fibre network penetration in the east. And it's typically what happens.

And in the West. So number two, in the west our focus is going to be again, as I said on October 14, whereas Blake said I think we're going to protect our mobility base first and foremost and--by offering more services in a disciplined way. So it's leaning in on the wireless tiers using our distribution strength out west, then layering in no set top box vibe TV or streaming content bundles or both to grow wireless sales out west and lower churn. And when it's necessary, especially for our highest value customers, we plan to resell Fibre Internet, so All In will be more competitive in the West.

We have a trial right now, Drew in Kelowna, and we expect to have a full launch of Fibre resell out west in January. But you know, we're going to do all this in, in a very disciplined way. I think that's an important point to call out. On Northwest Tel, the purchasers are still working with the federal government to secure funding. And so you know, we remain actively engaged to close that transaction. Looks like it'll more likely be in 2026. But I think, you know, given the amount of time this has taken, it's worth, it's worth saying the following, very important, we want to close the deal for sure, but we're also happy to operate Northwest Tel and to serve residents in the north; it's a good, healthy, strong asset. And look, close or not close, it has a minimal impact on deleveraging. So we weren't disposing of--trying to dispose of Northwest Tell, you know, because of deleveraging. It was for altogether different reasons. Happy to close, but you know, that's what we're still working on doing. That's priority number one.

Drew McReynolds – RBC Capital Markets – Analyst: That's great. Thanks very much.

Operator: Thank you. Our next question is from Jerome Dubreuil from Desjardins Securities. Please go ahead.

Jérôme Dubreuil – Desjardins Securities – Analyst: Hey, good morning. Thanks for taking my questions. First one, you know, very helpful Investor Day, a couple of weeks ago, one of the comments we've been receiving is, you know, some investors were expecting to see some margin growth down the road. We don't necessarily have a problem with that, given the mix shift. I don't know if you can share, but do you expect margin growth on the Canadian telecom business between 2026 and 2028?

Curtis – Executive Vice President and CFO: Yeah. Hi, Jerome, it's Curtis. So yes, at Investor Day, we did talk about 25 to 28 revenue, 2 to 4% growth, EBITDA, 2 to 3% growth. So, at the high end of revenue, are you looking at margin compression? But ultimately, here, what we also announced at Investor Day was our continued focus on operating cost reduction. So a billion and a half dollars of a cost savings and frankly more thereafter as we continue to leverage technology and our internal digital transformation. So I think you're going to continue to see a focus on cost containment. As you mentioned, I know your question was Canada-specific. Ziply, as we accelerate our footprint with the PSP partnership, you know, those margins will decline over time, but still at a very 44.4% margin starting point for Ziply. So pretty healthy margins all around. Ultimately, you know, in the range of flat margins is more what I would say.

Jérôme Dubreuil – Desjardins Securities – Analyst: Okay. And on the AI Fabric, I would like to maybe dive a bit more into the timing of the impact on your results. So maybe if you can reiterate the level of investment there, the expected financials and returns and the timing of flow through in earnings.

Mirko – President and CEO: Yeah, so we have--I'll start and then Curtis will maybe add what's appropriate. We were pretty transparent as to what the growth targets are that we expect on October 14th, and what those are based on from an AI Fabric perspective is monetizing 73 megawatts of power. And so the ambition is greater than that. But just, I would say that it's more of a conservative growth projection that we gave at Investor Day, since it's only about monetizing 73 megawatts, and that's expected to drive 100 to $150 million of annual EBITDA. So a very solid business, a very strong pipeline of demand. And as I said in my opening remarks, expect to see some announcements in the coming weeks and months. That just shows how we're activating the sovereign AI alliance that we've put together. So very, very positive there.

And again, I will reiterate, we said it a couple of times, but it is worth mentioning. So we have 34% year-over-year revenue growth in Q3 in the AI-Powered solutions business. The vast majority of that growth is organic, and all of it is at Ateko and BellCyber. And in Q3, none of it is Bell AI Fabric. You saw the benefits of AI Fabric in Q2. There were no new announcements in Q3. And AI Fabric will see some growth, as I said, in the coming weeks and months. So we're really excited about that growth vector.

Jérôme Dubreuil – Desjardins Securities – Analyst: Thank you.

Operator: Thank you. Our next question is from Maher Yaghi from Scotiabank. Please go ahead.

Maher Yaghi – Scotiabank – Analyst: Great.

Maher Yaghi – Scotiabank – Analyst: Thank you for taking my question. So, Mirko, I speak with a few, you know, US-domiciled data centres with subsidiaries in Canada. And I mean, the view is that whatever they're offering in Canada is sovereign. The reason I'm saying this is, do you think the government is going to formalize what is considered to be sovereign AI to make it very clear to enterprise in Canada what constitutes sovereign AI and what does not constitute sovereign AI? Because it's kind of like what she said, he said type of thing right now in the marketplace.

Mirko – President and CEO: Yes. So thanks for that, Maher. So, I'll answer it in two parts. So, you know, there needs to be a very clear understanding and definition of what sovereignty means. And you know, sovereignty isn't just about having a data centre located in Canada. That doesn't--that's not sovereignty. Sovereignty is a multifaceted thing. It's who has, where the data is located, how data moves, who has control over the data, who has control over the action, which is the compute, and who has control over the governance, which is, you know, who can access everything and who has access to the keys to the technology. So it's action, movement, storage, governance. So that's, that's one part.

The second part is I'd encourage everyone to just take a look at some of the, and there are a number of them, but some of the federal government ITQs and RFIs that are out there, and you'll see, you know, some pretty hard notions of what sovereignty means in some of those technology ITQs and RFIs. So you really do need to be sovereign Canadian all the way through in order to qualify for some of the requirements that the federal government has. And in the case of Bell AI Fabric, what we can guarantee to our customers is their data will stay in Canada. And if the data needs to move, whether or not it's from St. John's to Vancouver points in between, it always stays in Canada. We have a definitive advantage. We have a definitive advantage in that regard.

Maher Yaghi – Scotiabank – Analyst: I hear you, and the reason I'm asking this question is I have looked at the RFIs that the government has put out, and they have their definition. But how can that permeate into the enterprise market? Because I agree that getting a contract from the government is going to be easy. Probably their definition of what constitutes sovereign AI is probably the highest level of conservatism, let's say. But what about the general enterprise, the Canadian enterprise market, where so far it seems like it's still, it's true, it's not clear what constitutes sovereign AI. So do we need like some form of formal definition by a government agency to kickstart this new era of sovereign AI in Canada, or do you think it's? It might, it will happen without some formal regulation?

Mirko – President and CEO: Well, I think it will happen without formal regulation. Just the market will speak, Maher, and the enterprise market in this space will be like it is in all the other enterprise vectors we operate in. I think our customers are going to rely on the providers that they trust, that they have deep relationships with. And I think, you know, there's going to be a preference for Canadian, and that's with or without kind of the geopolitical concerns that permeate today. I think the geopolitical concerns just actually further help market demand being tilted towards Canadian providers.

So if you take a step back, in the case of, in our case, we have the deepest enterprise relationships, we have the most long-standing enterprise relationships. We are speaking to our enterprise customers on AI-Powered solutions growth vectors at the same time as we're talking to them about the core business relationships that we've had for a long time. So as they seek to lean into AI workloads, we're in good shape in terms of having the infrastructure ready now. And a key advantage in AI is time to power and time to compute. And we can deliver that. We can deliver data centres that are connected to the very best networks, all located in Canada, from a company they trust and has provided reliable service to them for, in some cases, for over 100 years. So on the enterprise side, I think, you know, at this point in time, we're just going to rely on our unique market advantages.

Maher Yaghi – Scotiabank – Analyst: Okay, thank you for this, Mirko. And maybe just my follow-up question on wireless, you mentioned something interesting in your prepared remarks related to, you know, the amount of postpaid subscribers you loaded on the Bell brand. So you know, I'm happy to see how you guys are pivoting your offering, making, you know, less emphasis on data buckets and more on quality and content, and you know, value-added services in wireless. Can you maybe just dig a little bit deeper into what happened in Q3 as you made that pivot? Because when you look at the numbers from a big picture point of view, we see a lot more prepaid than postpaid loading this quarter versus last year. And so I'm trying just to make sure to understand what you meant by in your prepared remarks.

Mirko – President and CEO: Yeah, okay. No, thank you for the question, Maher. So our focus--so first principle is that our focus remains on the financials, and what we're trying to do is balance subscriber loadings and economics of those loadings. And I think you can see it in the financial results, whether or not it's service revenue and ARPU and obviously, you know the massive churn improvement. You know, overall, you can see it also in our product intensity gains, and you know, there's a whole long list of factors that have improved significantly. But on the postpaid wireless numbers, the consolidated number you see there, if you unpack those numbers, the Bell brand postpaid net ads are--I want to give the number, but they're very, very large. And so what that means is it's the flanker brand net adds that have declined so that you end up with the consolidated number in front of you of 12,000. But the Bell brand postpaid is a very big number. And so it's on strategy. The strategy is to focus on the financials, focus on the Bell brand, focus on multi-product offerings, and then you know, underneath that there's the new wireless tier plans, which I think are going to drive, you know, good subscriber numbers in the quarters ahead and certainly strong churn and financial numbers.

Maher Yaghi – Scotiabank – Analyst: Okay, thank you.

Operator: Thank you. Our next question is from Stephanie Price from CIBC World Markets. Please go ahead.

Stephanie Price – CIBC – Analyst: Good morning. Hope you can give us a bit of further colour on the US Internet environment now that you've had a full quarter of Ziply there. Any changes to your thoughts on the pace of the US Fibre rollout here?

Mirko – President and CEO: No, it's--everything is on track as Harold outlined in detail on October 14th. So we're very pleased with Ziply's performance, and we're looking forward to continued growth. I mean, the key thing is that it continues to perform ahead of our investment case. And the key thing is, as we ramp the build in 2026, that's just going to lead to better subscriber revenue and EBITDA growth.

Stephanie Price – CIBC – Analyst: Okay. And then a follow-up for Curtis just on free cash flow growth. It was very solid in the quarter and year to date, but the full-year guide was obviously maintained. Hopefully, you can talk about the puts and takes. Here is to get you to the bottom or in the top of the full year range for free cash flow.

Curtis – Executive Vice President and CFO: Yeah. Hi Stephanie, thanks for the question. So Q3 specifically was strong. There are some timing impacts. I just say off the top, still confident in the 6% to 11% full-year CapEx. We still expect it to be in the 15% CDI for the full year. So it was a little bit lighter in Q3. Those are timing items. So we do expect Q4 to be heavier CapEx spend, which is probably what you're picking up on. So, really nothing but reiteration of our full-year expectations and timing in terms of CapEx and a few working cap items.

Stephanie Price – CIBC – Analyst: Okay, perfect. Thank you so much.

Operator: Thank you. Our next question is from Sebastiano Petty from JP Morgan. Please go ahead.

Sebastiano Petti – J.P. Morgan – Analyst: Hi. Thank you for the question. I guess just maybe following up a little bit on Jerome's question regarding the cost savings. I guess, can you update us where we're at in the 1.5 billion? Yeah, I think at the analyst day you talked about being halfway there. Help us, maybe, with the shaping of that and maybe just remind us, Curtis, is that 1.5 billion a run rate exiting 2028? So, just some colour on the shaping there would be helpful. And relatedly, as we think about the keggers on EBITDA, particularly understanding maybe there might be some margin compression as Ziply and PSP kind of ramp up over time, but maybe help us think about the shaping of the consolidated EBITDA growth, I guess, over the forecast period. I mean, does it make sense that 2026 growth is maybe above trend, as we kind of think about the guided range? Thank you.

Mirko – President and CEO: Thanks, Sebastiano. A few things to unpack there. In terms of margins to tie up to Jerome's earlier question, and how that flows through. So I think cost savings are right. We're halfway through. That'll continue to accelerate, so that you know, lumpy with initiatives, but continues to increase year-over-year over year-over-year as we continue to leverage digital transformation and efficiency initiatives. So I think you see relatively flat EBITDA margins over time. And our focus on reducing costs and driving efficiencies allows us to absorb some of the strong subscriber growth in the US, which includes COA, and it allows us to fund our other growth businesses like AI-Powered solutions. And again, those investments in the newer business, not only CapEx, it's OpEx also. So flat margins on a percent basis, increasing margins on a dollar basis as we continue to transform the financial profile to more be heavily weighted towards future-focused products and services while maintaining the same similar in-line EBITDA percent margin.

And then in terms of the US, again 44% margin, we've talked about between 40 and 45% in the US. So again I think you'll see offset of efficiencies and scaling benefits in the US with incremental costs and expense to drive subscriber growth, as well as leveraging the PSP network code, which comes with a couple of incremental costs, but ultimately looking at drive EBITDA margin dollars while we focus on cost containment and efficiencies, but overall driving EBITDA dollars out of the US.

Sebastiano Petti – J.P. Morgan – Analyst: Thank you.

Operator: Thank you. Our next question is from Tim Casey from BMO Capital Markets. Please go ahead.

Tim Casey – BMO – Analyst: Mirko, when you think about the growth in AI-Powered solutions, you know doubling the 750 by '28, will it be a balanced contribution between Ateko, Cyber, and an AI Fabric or is one of those more likely to be an outsized contributor? And as a follow on, at AI Fabric, do you not have to onboard the additional data centres? And I think it takes nine months to build one. So, is there a cadence to that that would be more back half or loaded more towards the back half of that timeframe as you onboard these data centres, or am I thinking about that incorrectly?

Mirko – President and CEO: Thanks, Tim. So I think on the--on the unpacking the 1.5 billion as between the three components, I just--if you go back to John Watson's investor day deck, you'll see we're expecting around 400 million from Cyber, around 700 million from Ateko and around 400 million from AI Fabric. And that would be your breakdown of the 1.5 billion. And then in his slide deck, he has the annual growth rates that he's expecting for each of those three components of AI-Powered solutions. And in terms of AI fabric and the time to build data centres and the like I think I'll keep it a little bit more general. You should expect--I think we're expecting kind of a couple, two, three, let's say launches in 2026. So it's not like we're going to be signing contracts in the first half of '26 and then you'll only get to see revenue in 2027. That will happen, but you will see some activity based on the pipeline we have in 2026 and our ability to open a few of those data centres next year.

Tim Casey – BMO – Analyst: Thank you.

Operator: Thank you. Our next question is from Aravinda Galappatthige from Canaccord Genuity. Please go ahead.

Aravinda Galappatthige – Canaccord Genuity – Analyst: Good morning. Thanks for taking my questions. I just wanted to go back to the free cash flow question, Curtis. Obviously, you benefited a little bit from working capital movements. I think that's what you're referring to in terms of timing. So, should we expect a sort of a more unusual or higher-than-usual working capital outflow in Q4? And then I guess the larger question is when I look at the '25 to '28 free cash flow projections you provided, it suggests that you still anticipate fairly meaningful working capital outflows right through that period. And I just wanted to understand a little bit more why that needs to be consistently fairly high. Maybe I'll just start there.

Mirko – President and CEO: Yeah. Hi. Thanks for the question, Aravinda. So, obviously, puts and takes within the free cash flow buckets, you know, can control all of the timing on individual payments. I'd say we are continuing our focus on working capital management. So you know, we've seen benefits in inventory, we're managing receivables and especially--so I do think we've seen goodness there. But again, that fluctuates quarter to quarter. I just say overall free cash flow, confident in our full year 2025 guidance. So no real change there. CapEx is a bigger driver of kind of quarter over quarter. And we do expect Q4 to be seasonally high relative to Q1 to Q2 and Q3, and north of what Q4 was last year. So that's this year. And then ultimately, you know, as we talked about free cash flow '25 to '28, there are a few things happening. One, CapEx dollars flat, but lease repayments will come down. So kind of as I think of the capital investments over time combined between what is accounting for is CapEx versus leases, that total bucket comes down over time. I do think so. The decrease in that combined bucket leads to payable decreases over time as well, so you don't capture all the free cash flow benefit in the same period where your CapEx comes down, but over that period we will capture the benefit.

Aravinda Galappatthige – Canaccord Genuity – Analyst: Okay.

Mirko – President and CEO: And beyond that, ultimately, you're just normalizing your way through. By the time you're at 2028, there's no buildup or one time, you're just a run rate, free cash flow generating business.

Aravinda Galappatthige – Canaccord Genuity – Analyst: Understood, thank you. And just my quick follow-up on the comments you made on the enterprise side, Mirko. As you kind of push ahead, talk to the CIOs with pushing ahead with the Ateko and Cyber, what kind of competition are you coming up against? Is it sort of the more fragmented independent players, or is it sort of the larger established players? You know, do you, to what extent do you have sort of unseat some of these existing incumbents in that area to sort of win over the sort of the IT services and cybersecurity mandates there?

Mirko – President and CEO: Yeah. Okay, thank you for the question, Aravinda. So I'd say when it comes to the collection of, you know, the overall offering that we have in AI-Powered solutions business, you know, the full stack AI, you know, the AI platform, the integration of AI automation platforms through Ateko and BellCyber, when you put all that together, frankly, we're one of one. And, and I'm not exaggerating, we are, when you look at all three together, we are one of one. If you want to kind of look at each one discreetly, you know, there are others who provide cybersecurity solutions, but nobody who can kind of provide the integration of the Bell network security platform with the, you know, automated cloud-based AI-Powered SoC that the former stratagem, now the combined business is called Bell Cyber Offers.

And on Ateko, there are a number of systems integrators out there, we all know their names. But what stands Ateko apart are many things, but two in particular that I would call out. One is we are very focused, and I've talked about this before, we have a clear lane of verticals where we're targeting, and we are hyper-focused on AI and the hyperscale platforms, whether or not it's ServiceNow, Salesforce or the three hyperscalers. So we provide the benefit of a really focused expertise. And then, the other thing that stands Ateko apart from anyone else is we are both an operator and an integrator. So, Ateko does for its cut for our third-party customers what it does for Bell, so we can offer the real experience of having done it for an operator. So we know the use cases that work where you're wasting your time as a customer, and I think that's a value add that the classic SIs don't provide.

So, I'll leave it there. But you, you see it in the growth numbers. I mean, we only started this in 2023 with Ateko, and since then, even this year, like we rebranded Ateko, we launched BellCyber, and we've launched on May 29th of this year, AI fabric. And it's pretty strong growth in its own right.

Aravinda Galappatthige – Canaccord Genuity – Analyst: Thank you very much.

Operator: Thank you. Our next question is from Batya Levi from UBS. Please go ahead.

Batya Levi – USB - Analyst: Great, thank you. Question on the wireless side, looking at your postpaid wireless space, is it possible to get a rough mix of what the Bell-branded subs make, and as that mix grows, I think can we expect wireless ARPU returning back to growth? And I believe the new MVNO also contributed in the quarter. Is it possible to quantify that? Thank you.

Mirko – President and CEO: The network revenue from a wholesale relationship on wireless is frankly immaterial. It's not a big number. So it wasn't a big component of kind of call it the ARPU stability if you want, because there's a slight decline there. On the Bell brand postpaid loadings. Let's leave it at this, like, there's the postpaid loadings consolidated are 11 and a half thousand, close to 12,000. The Bell brand postpaid net adds were multiples of that. But I'm not going to unpack the actual shaping of Bell versus Virgin in that mix. And the prepaid loadings are quite strong.

You see them there. And that's all, Lucky Mobile. Given that, you know, at this point in time, we only offer prepaid on Lucky mobile. Did I miss the question?

Curtis – Executive Vice President and CFO: I'm sorry, I think there's a--maybe just the ARPU tailing.

Mirko – President and CEO: Yeah, no, go ahead.

Curtis – Executive Vice President and CFO: Just on ARPU. So I think overall we're pleased with the trajectory we're seeing on ARPU as wireless pricing is firming up. So both postpaid and blended ARPU are up versus Q2 on a reported basis. And I think it's also important. So new in monthly rates are higher than the embedded base rates. So new loads are actually helping blended ARPU, which is a trend for positive.

Batya Levi – USB - Analyst: Yep. Okay, thank you.

Operator: Thank you. Our next question is from Lauren Bonham from Barclays. Please go ahead.

Lauren Bonham – Barclays - Analyst: Hi, good morning. You mentioned that you plan for the IST satellite service to launch in late 2026. Could you talk more about how that service will be marketed and included in the mobile plans, or what sort of price points you're targeting, as well as how you're thinking about size of the potential market there?

Mirko – President and CEO: Thanks, Lauren. The questions are very on point. It's a little bit too early to be able to give you information on that, given that we plan to launch in late 2026. So we'll come back to that at the appropriate time. But I get the question. It's a really important one. It's just a bit too early.

Lauren Bonham – Barclays - Analyst: Okay, thanks.

Mirko – President and CEO o: So with that, I think as we're running out of time, what I would--I thank you, everyone, for the time you've given us this morning. I'd say this again, I go back to it's going to be a constant theme in our interactions and in our results. We're going to always anchor back to what we said we were going to deliver for investors between now and 2028. But we're on the right track here, and the stage is set for executing against '26, '27 and '28. We've improved--the Fibrenet ads are growing in Canada and the US, and we've improved Fibre Internet churn. We've improved product intensity. You see some stability in ARPU, and as Curtis just answered in response to Batya's question, we're seeing that headed to flat and positive as we head into next year, the Bell brand postpaid loadings are very strong.

Ziply's better than the investment case. We didn't answer any questions on media this morning, but you can see our crave growth is impressive. The digital revenue is progressing exactly as we said, and the AI-Powered solutions business is delivering better than we expected. And we only just got started, and we're on our way to the 1.5 billion that we projected in 2028. So all the key parameters of growth are there and are delivering, and that's what we're going to continue to do. It's an exciting time here as we've reset Bell, and the team across the board is energized and thank you.

Lauren Bonham – Barclays - Analyst: Thank you.

Kris Somers – Senior Vice President - IR: Thanks, everyone.

Operator: Thank you. The conference has now ended. Please disconnect your lines at this time, and we thank you for your participation.