



Bell

NOLO

**RBC Capital Markets
Fixed Income Conference**

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Safe harbour notice

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Executing on our 5 Strategic Imperatives

1	Accelerate wireless	<ul style="list-style-type: none">• First full quarter with HSPA+ network in service• Bell Mobility and Virgin now available at The Source• Increased share of incumbent postpaid net adds to 42% from 19% in Q1'09• Wireless data growth accelerating – 40% y/y improvement in Q1'10
2	Invest in broadband networks and services	<ul style="list-style-type: none">• FTTN coverage of GTA and GMA completed in Q1'10• Most advanced VDSL2 deployment of any ILEC in Canada• Launched new Bell Fibe high-speed Internet service• FTTH build-out for Québec City and all new neighbourhoods starting in 2010
3	Leverage wireline momentum	<ul style="list-style-type: none">• 10 consecutive quarters of improved y/y retail residential line losses• Healthy TV business with launch of IPTV later in 2010• Avg. revenue per household continues to increase -- up 12% in Q1'10• Best-in-class wireline EBITDA performance
4	Improve customer service	<ul style="list-style-type: none">• Service improvement driving lower customer churn and costs• 95% completion rate on Same Day Next Day for Home Phone and DSL• Highest customer satisfaction in 5 years
5	Achieve a competitive cost structure	<ul style="list-style-type: none">• Wireline operating costs* down ~\$90M y/y in Q1'10• Improved working capital• Maintaining CI below 16%, even with increased broadband investment• Lowered overall cost of debt

* Excluding acquisition of The Source and Olympics expenditures

Q1 financial performance

	Q1'10	Y/Y	2010 Guidance
Revenues	\$3,758M	3.8%	1%-2%
EBITDA	\$1,455M	2.0%	2%-4%
<i>Margin</i>	<i>38.7%</i>	<i>(0.7 pts)</i>	
Capital expenditures	\$431M	10.6%	n.a.
Capital Intensity	11.5%	1.8 pts	≤16%
Free Cash Flow¹	\$545M	\$273M	~\$2B-\$2.2B

* Revenue, EBITDA & capital intensity guidance for Bell excluding Bell Aliant

¹ Before common share dividends and including Bell Aliant's cash distributions

- **Revenue growth of 3.8%**
 - Reflects acquisitions of The Source and Virgin
 - Improved wireless service revenue growth
- **EBITDA performance on track with guidance**
 - Normalized EBITDA growth of 4.1% with stable y/y margins
- **Lower capex**
 - HSPA+ network completion
- **Free cash flow doubled y/y**
 - Lower cash taxes and capex

Financial results comfortably in line with 2010 guidance



Capital markets strategy for 2010 consistent with 2009

1

Maintain strong credit profile

- Solid investment grade metrics
- Voluntary \$500M pension plan contribution in Dec'09

2

Maintain ample liquidity

- Over \$2B in cash and credit facilities
- Easily manageable debt maturity schedule

3

Grow sustainable free cash flow

- Healthy FCF, while maintaining appropriate capital spend levels
- ~\$500M-\$600M of projected cash on hand at end of 2010

4

Increase total shareholder returns

- Dividend increases enabled by growth in Adjusted EPS¹ and FCF
- Dividend payout ratio of 65%-75% of Adjusted EPS¹
- Apply surplus cash principally to share buybacks

¹ Adjusted EPS is EPS before restructuring and other and net gains (losses) on investments

Business performance supports capital markets strategy



Capital structure profile

Debt profile¹ (\$M)

Bell debentures	6,019
Capital leases & other	2,104
Preferred shares	2,770
A/R securitization	1,140
Cash	(730)
Net debt (03/31/2010)	11,303
LTM Adjusted EBITDA² (03/31/2010)	6,040

¹ Excluding Bell Aliant

² Adjusted EBITDA includes Bell Aliant's cash distributions

Bell credit ratios*

	<u>Policy</u>	<u>Q1'10</u>
Net debt/Adjusted EBITDA	1.5x-2.0x	1.87x
Adjusted EBITDA/Net interest	>7.5x	9.17x

* Net debt includes capital leases, preferred shares and A/R securitization

* Adjusted EBITDA includes Bell Aliant's cash distributions

* Net interest includes preferred share dividends and A/R securitization costs

- **Solid capital structure**
 - DBRS: A (Low) / Stable
 - S&P: BBB+ / Stable
 - Moody's: Baa1 / Stable
- **Debt repayments of \$1.5B in 2009 financed through cash on hand**
 - Also pre-funded additional \$600M of 2010 maturities
- **\$500M voluntary pension contribution made in Dec'09**
- **Key credit ratios strengthening**

Significant financial flexibility underpinned by sound balance sheet



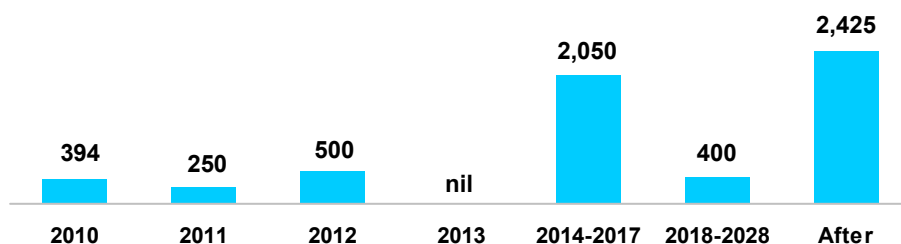
Strong liquidity position and debt maturity profile

Liquidity position (\$M)

Cash balance (March 31, 2010)	\$730
2010E Free Cash Flow ¹	~\$2,000-\$2,200
Credit Facilities	\$1,400

¹ Free cash flow before common share dividends and including Bell Aliant's cash distributions

Debt maturities (\$M)



- **Strong liquidity position**
 - \$730M in cash at end of Q1'10
 - Significant free cash flow generation
 - Access to \$1.4B of credit facilities
- **Refinanced \$1B 2010 debt maturities in 2009**
 - Annualized interest savings of ~\$25M
 - Early redemption of \$600M of 2010 debt in 2009
 - \$400M of YE'09 cash balance earmarked to meet remaining 2010 debt maturities
 - Series ED matured April 15, 2010: \$125M
 - Series ES maturing October 15, 2010: \$269M
- **Continued focus on liquidity and lowering our cost of debt**

Credit metrics continuing to improve



2010 focus areas

Operational

Wireless

- **Grow market share**
- **Expand data penetration and ARPU**
- **Leverage HSPA+ network and related devices**

Wireline

- **Drive broadband investment**
- **Launch IPTV**
- **Benefit from economic recovery**
- **Continue driving out costs to maintain margins**
- **Further improve service delivery**

Financial

- **Continue generating substantial free cash flow**
- **Balance shareholder returns with strong credit profile**
 - Strong balance sheet and liquidity position
 - Dividend growth and share buybacks