

# stronger together



# We are delivering solid results

## OPERATIONS

**+3.9%**

**Operating revenues**  
2017: \$13.3 billion  
2016: \$12.8 billion

**+4.4%**

**EBITDA<sup>1,2</sup>**  
2017: \$4.9 billion  
2016: \$4.7 billion

**+1.9%**

**Adjusted basic EPS<sup>1,3</sup>**  
2017: \$2.63  
2016: \$2.58

**+7.1%**

**Dividends declared per share**  
2017: \$1.97  
2016: \$1.84

## FINANCIAL RESOURCES

**+22.6%**

**Cash from operations**  
2017: \$3.9 billion  
2016: \$3.2 billion

**+4.2%**

**Capital expenditures (excluding spectrum licences)**  
2017: \$3.09 billion  
2016: \$2.97 billion

**+6.6%**

**Total assets**  
2017: \$29.5 billion  
2016: \$27.7 billion

**+0.04 times**

**Net debt to EBITDA ratio<sup>1,2</sup>**  
2017: 2.73 times  
2016: 2.69 times

## CUSTOMER CONNECTIONS<sup>4</sup>

**+3.8%**

**Wireless subscribers**  
2017: 8.91 million  
2016: 8.59 million

**+5.3%**

**Internet subscribers**  
2017: 1.74 million  
2016: 1.66 million

**-5.5%**

**Residential network access lines**  
2017: 1.30 million  
2016: 1.37 million

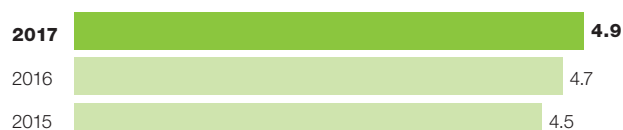
**+3.7%**

**TV subscribers**  
2017: 1.10 million  
2016: 1.06 million

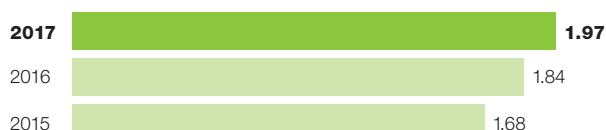
**OPERATING REVENUES**  
(\$ billions)



**EBITDA<sup>1,2</sup>**  
(\$ billions)



**DIVIDENDS DECLARED PER SHARE**  
(\$)



**TOTAL CUSTOMER CONNECTIONS<sup>4</sup>**  
(millions)



# 2017 financial and operating highlights

(\$ in millions except per share amounts)	2017	2016	% change
<b>OPERATIONS</b>			
Operating revenues	\$ 13,304	\$ 12,799	3.9
Earnings before interest, taxes, depreciation and amortization (EBITDA) <sup>1</sup>	\$ 4,774	\$ 4,229	12.9
EBITDA margin (%)	35.9	33.0	–
EBITDA – excluding restructuring and other costs <sup>1</sup>	\$ 4,913	\$ 4,708	4.4
Adjusted EBITDA <sup>1</sup>	\$ 4,891	\$ 4,667	4.8
Operating income	\$ 2,605	\$ 2,182	19.4
Net income attributable to common shares	\$ 1,460	\$ 1,223	19.4
Basic earnings per share (EPS)	\$ 2.46	\$ 2.06	19.4
Adjusted basic EPS <sup>1,3</sup>	\$ 2.63	\$ 2.58	1.9
Dividends declared per share	\$ 1.97	\$ 1.84	7.1
Dividend payout ratio (%) <sup>1</sup>	80	89	–
<b>WIRELESS SEGMENT</b>			
External revenue	\$ 7,535	\$ 7,115	5.9
Adjusted EBITDA <sup>1</sup>	\$ 3,157	\$ 3,000	5.2
Adjusted EBITDA <sup>1</sup> margin on total revenue (%)	41.8	42.0	–
<b>WIRESegment</b>			
External revenue	\$ 5,769	\$ 5,684	1.5
Adjusted EBITDA <sup>1</sup>	\$ 1,734	\$ 1,667	4.0
Adjusted EBITDA <sup>1</sup> margin on total revenue (%)	29.0	28.4	–
<b>FINANCIAL POSITION</b>			
Total assets	\$ 29,548	\$ 27,729	6.6
Net debt <sup>1</sup>	\$ 13,422	\$ 12,652	6.1
Return on common equity (%) <sup>5</sup>	17.8	15.4	–
<b>LIQUIDITY AND CAPITAL RESOURCES</b>			
Cash from operations	\$ 3,947	\$ 3,219	22.6
Capital expenditures (excluding spectrum licences)	\$ 3,094	\$ 2,968	4.2
Free cash flow (before dividends) <sup>1</sup>	\$ 966	\$ 141	n/m
Net debt to EBITDA ratio <sup>1,2</sup>	2.73	2.69	–
<b>CUSTOMER CONNECTIONS<sup>4</sup></b> (in thousands at December 31)			
Wireless subscribers	8,911	8,585	3.8
Internet subscribers	1,743	1,655	5.3
Residential network access lines	1,298	1,374	(5.5)
Total TV subscribers	1,098	1,059	3.7
<b>Total customer connections</b>	<b>13,050</b>	<b>12,673</b>	<b>3.0</b>

n/m – not meaningful

1 These are non-GAAP measures and do not have standardized meanings under IFRS-IASB. Therefore, they are unlikely to be comparable to similar measures presented by other companies. For definitions, see Section 11 of Management's discussion and analysis (MD&A) in this report.

2 Excludes restructuring and other costs.

3 For information on adjusted basic EPS, see Section 1.3 of the MD&A in this report.

4 Customer connections have been revised in 2016 and 2017 to account for acquisitions and adjustments. For details, see Section 1.3 of the MD&A in this report.

5 Common share income divided by the average quarterly share equity for the 12-month period.