



# Investor Update

As of July 14, 2021

TSX: CGO | TSX: CCA



# Contents

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<b>Overview</b>	<b>5</b>
<b>Cogeco Communications</b>	<b>11</b>
Financial Results	25
<b>Cogeco</b>	<b>33</b>
<b>Appendices</b>	<b>37</b>
Customer Profile	38
Acronyms	39

# Forward-looking statements and Presentation of financial information

Certain statements contained in this presentation may constitute forward-looking information within the meaning of securities laws. Forward-looking information may relate to our future outlook and anticipated events, business, operations, financial performance, financial condition or results. Particularly, statements regarding our financial guidelines, future operating results and economic performance, objectives and strategies are forward-looking statements. These statements are based on certain factors and assumptions including expected growth, results of operations, performance and business prospects and opportunities, which we believe are reasonable as of the current date. Refer in particular to the “Corporate Objectives and Strategies” and the “Fiscal 2021 Financial Guidelines” sections in the MD&A of the 2020 annual report and the “Fiscal 2021 Revised Financial Guidelines” and the “Fiscal 2022 Preliminary Financial Guidelines” sections in the MD&A of the FY2021 third quarter shareholders’ report for a discussion of certain key economic, market and operational assumptions we have made in preparing forward-looking statements.

While we consider these assumptions to be reasonable based on the information currently available to us, they may prove to be incorrect. Forward-looking information is also subject to certain factors, including Uncertainties and Main Risk Factors which are described in the MD&A section of the 2020 annual report and the third quarter of FY2021 shareholders’ report that could cause actual results to differ materially from what we currently expect. These factors include risks such as competitive risks, business risks (including potential disruption to our supply chain), regulatory risks, public health crisis and emergencies such as the current COVID-19 pandemic, technology risks (including cybersecurity risk), financial risks (including variations in currency and interest rates), economic conditions, human-caused and natural threats to our network, infrastructure and systems, community acceptance risks, ethical behavior risks, ownership risks and litigation risks, many of which are beyond Cogeco’s control. Moreover, Cogeco’s radio operations are significantly exposed to advertising budgets from the retail industry, which can fluctuate due to changing economic conditions.

Forward-looking statements also include statements relating to the following: (i) completion of the WideOpenWest Ohio broadband systems (“WOW! Ohio”) acquisition and related financing; (ii) WOW! Ohio’s expected operating results and financial performance; (iii) the estimated tax benefits of the acquisition of the WOW! Ohio assets; (iv) the expected closing date of the acquisition; (v) the expected run-rate synergies; and (iv) the anticipated benefits of the acquisition and Atlantic Broadband’s (ABB) ability to successfully integrate the WOW! Ohio acquisition. In addition, Cogeco Communications’ and ABB’s ability to close the transaction within the expected timeframe, if at all, is dependent upon the parties’ ability to comply with the closing conditions, some of which are beyond the control of the parties.

These factors are not intended to represent a complete list of the factors that could affect Cogeco and future events and results may vary significantly from what we currently foresee. The reader should not place undue importance on forward-looking information contained in this presentation and forward-looking statements contained in this presentation represent our expectations as of July 14, 2021 and are subject to change after such date. While we may elect to do so, we are under no obligation (and expressly disclaim any such obligation) and do not undertake to update or alter this information at any particular time, whether as a result of new information, future events or otherwise, except as required by law.

**Note:** All financial results in this presentation exclude the impact of the WOW! Ohio acquisition expected to close in the first quarter of fiscal 2022.

# Non-IFRS financial measures

The following non-IFRS financial measures are used in the presentation and are described in section 16 of Cogeco Communications' FY2020 annual report and in section 12 of the 3<sup>rd</sup> quarter shareholders' report

Adjusted EBITDA	profit for the period and/or year from continuing operations <b>add</b> income taxes financial expense depreciation and amortization integration, restructuring and acquisition costs
Adjusted EBITDA margin	adjusted EBITDA as a % of revenue
Free cash flow	adjusted EBITDA <b>add</b> amortization of deferred transaction costs and discounts on long-term debt share-based payment loss (gain) on disposals and write-offs of property, plant and equipment defined benefit plans expense, net of contributions <b>deduct</b> integration, restructuring and acquisition costs financial expense <sup>(1)</sup> current income taxes capital expenditures repayment of lease liabilities
Capital ("CAPEX") intensity	capital expenditures <sup>(2)</sup> or acquisition of property, plant and equipment as a % of revenue

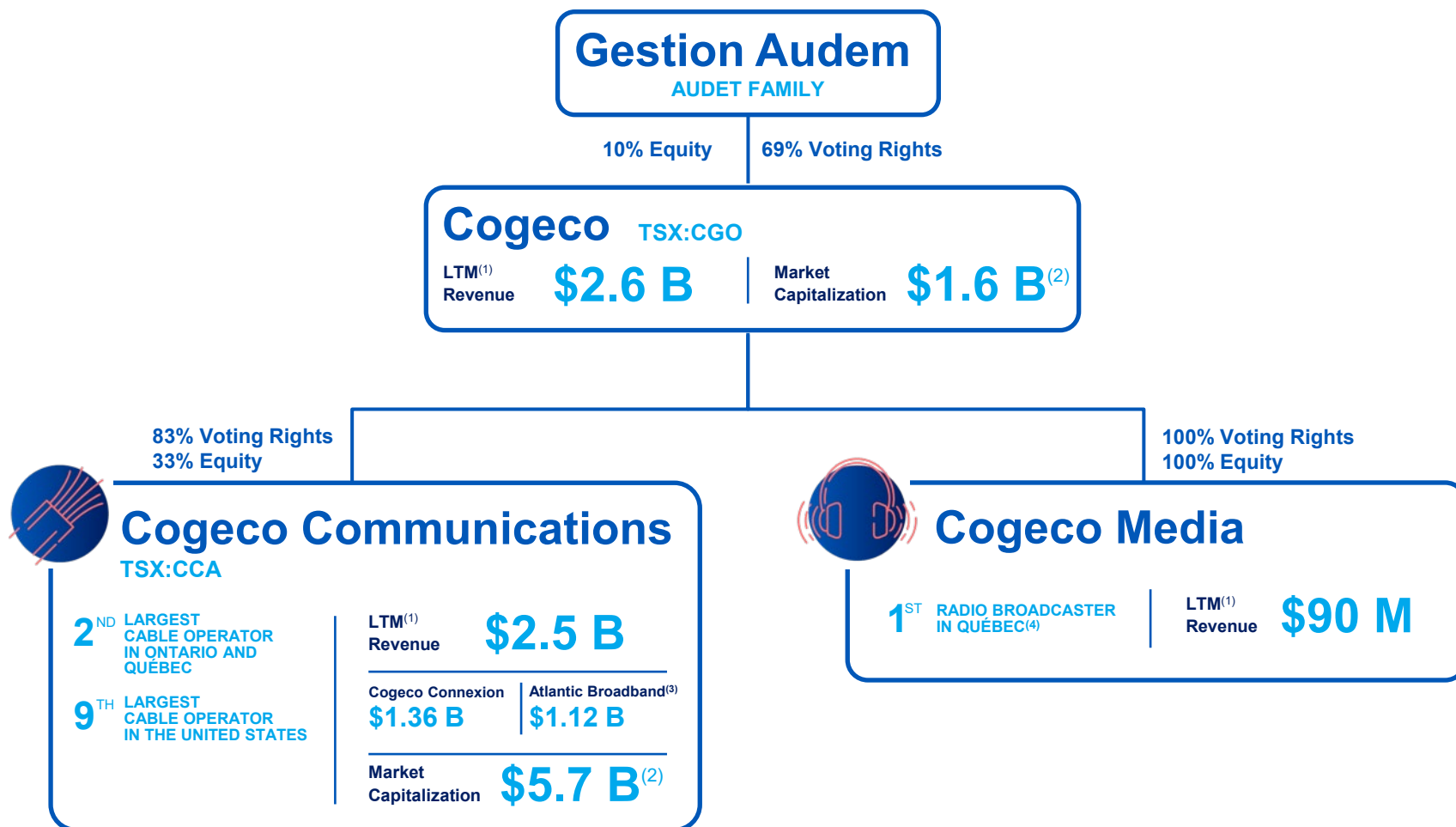
(1) Excludes the \$22.9 million non-cash gain on debt modification related to the repricing of Atlantic Broadband's Term Loan B recognized in the second quarter of FY2020

(2) Acquisition of property, plant and equipment, excludes purchases of spectrum licenses and non-cash acquisition of right-of-use assets.

# About Cogeco



# Cogeco generates \$2.6 B in revenue



(1) For the twelve months ended May 31, 2021

(2) As of July 2, 2021

(3) Caisse de dépôt et placement du Québec ("CDPQ") holds an equity investment in Atlantic Broadband, representing a 21% ownership position

(4) Based on weekly reach



# Unique North American Broadband platform

## SUCCESSFUL US CABLE EXPANSION

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- Agreement with WideOpenWest ("WOW!") to purchase all of its Ohio broadband systems provides an opportunity to increase US revenue base by 28% and deliver superior growth
- Management team has a strong track-record of successfully integrating large acquisitions
- Opportunity to expand in adjacent ABB footprint with good growth profile and attractive demographics
- Strong organic growth opportunity in our largely non-metropolitan markets with fragmented competition
- One of the US industry's highest adjusted EBITDA margin

## STRONG CANADIAN CABLE OPERATIONS

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- Fastest Internet speeds in a large portion of our footprint
- Superior locally-based customer support
- DERYtelecom acquisition: opportunity to deliver higher growth with its close to 100,000 customers
- Well positioned to partner with governments to expand connectivity in underserved & unserved areas
- Industry leading adjusted EBITDA margin

## STRONG FINANCIAL PERFORMANCE

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- Strong free cash flow and annual dividend growth of over 10%
- Prudent financial management with a history of de-leveraging following acquisitions

# Cogeco Communications: Key strategic moves

- Since 2012, Cogeco is pursuing its expansion in the US market through **6 broadband acquisitions totaling approximately CDN\$5.2 billion**
- Acquisitions include an agreement to **acquire WOW!'s Ohio broadband systems, serving 198,000 customers**, for US\$1.125 billion<sup>(1)</sup>. The acquisition is expected to close in Q1-FY2022
- Integrations were all successfully executed:
  - consistently superior organic growth with US Internet penetration increasing from 33% to 55%
  - one of the US industry's highest adjusted EBITDA margins at 45% in FY2020
  - **unique North American platform** with over half of revenue from higher growth US operations pro forma Ohio
- On December 14, 2020, Cogeco Connexion completed the **acquisition of DERYtelecom, the 3rd largest cable operator in Québec**, serving approximately 100,000 customers, for \$403 million<sup>(2)</sup>
- **Investments made** to expand our footprint, enhance our network and drive the digital transformation:
  - 1 Gig Internet offered in close to 95% of the US footprint and in 70% of the Canadian footprint
  - Active in government programs in Canada to provide high-speed Internet in unserved or underserved regions: awarded funding for over 40 projects and submitted more than fifty additional projects which are under review
  - Successful Florida expansion strategy and planned edge-outs in other states
  - Investment in digital tools enabling more personalized services and improved operational efficiencies
- Forging ahead with our plan to enter the **Canadian mobile services** market through a capital efficient model



# Five strategic growth pillars



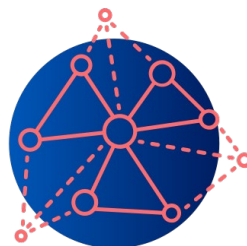
## Customer Experience

Deliver a distinctive customer experience by focusing on our customers' needs



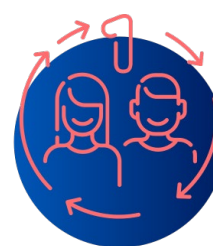
## Employee Experience

Foster a highly collaborative, engaging and inclusive work environment



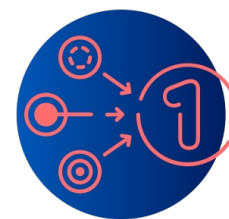
## Market Expansion

Augment our geographic reach and expand into new market segments



## Cost Efficiency

Optimize operational effectiveness and increase synergies



## Brand Value

Build a strong and socially responsible brand

# Delivering the best and most sustainable value to all our stakeholders through strong ESG practices

## Environmental

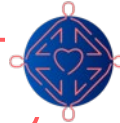


First Canadian telecommunications company with an **approved, science-based emissions reduction target**:

- 14% reduction in Scope 1 & 2 emissions achieved in 2020
- Overall reduction target of 65% by 2030

Signatory of the **Business Ambition for 1.5 degrees commitment**

## Social



Taking additional steps to foster a culture of **Diversity & Inclusion (D&I)**

- Published commitment to D&I and established a D&I leadership committee
- Promoting gender diversity: 37% of management positions are held by women; 47%<sup>(1)</sup> of Board members are women

Reducing digital divide through additional infrastructure investments in rural areas

## Governance



In the **top tier of Canadian family-controlled dual-class companies** (as ranked by The Globe and Mail's Board Games)

ESG transparency through **disclosures** aligned with SASB, GRI, CDP and the GHG protocol

Variable executive **compensation linked in part to ESG performance**



Note: Last CSR report<sup>(1)</sup> was published in February 2020 and is updated every two years. An annual update on our KPIs and key achievements is also provided on our web site and in our latest annual report.

(1) Combines Cogeco and Cogeco Communications' Boards

# Cogeco Communications





# Cogeco Communications overview

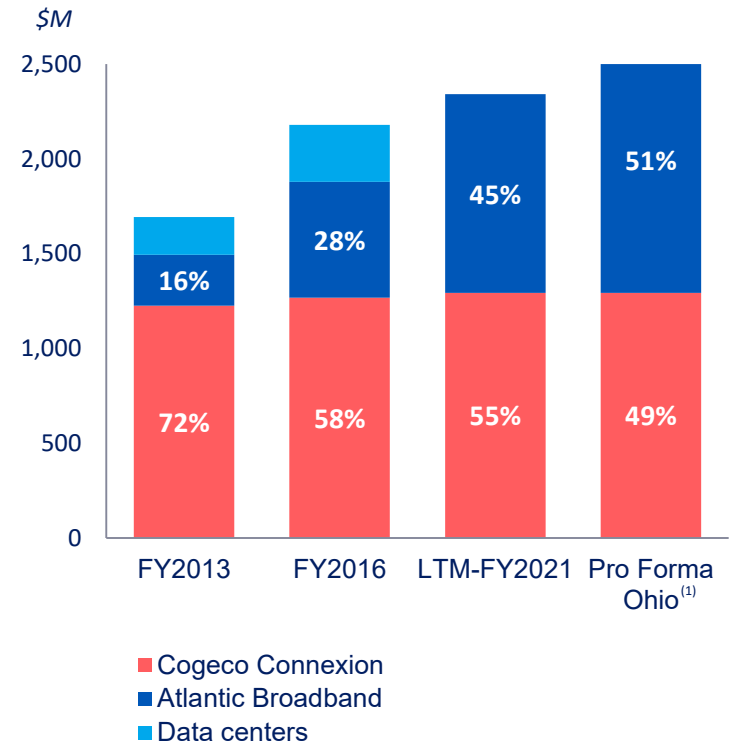
## ATLANTIC BROADBAND

- Cogeco Communications acquired Atlantic Broadband in November 2012 and the segment has grown through 4 other acquisitions since then
- Covers a footprint which provides for attractive residential and business organic growth opportunity in all service categories
- Serves 518,000 Internet service, 309,000 video service and 147,000 telephony service customers
- Pro forma the Ohio acquisition<sup>(2)</sup>, will serve 714,000 Internet service, 370,000 video service and 182,000 telephony service customers

Strong revenue growth through US expansion representing **51%** of combined revenue pro forma the Ohio acquisition

## COGECO CONNEXION

- Covers a footprint which provides ample room to grow the Internet and business customer base
- Offers services to 910,000 Internet service, 680,000 video service and 412,000 telephony service customers



(1) Cogeco Communications financials for the twelve months ended May 31, 2021 and WOW! Ohio financials for the twelve months ended March 31, 2021 converted at a USD/CDN rate of 1.27

(2) Ohio footprint and customer statistics as of March 31, 2021

# Capital allocation priorities

## VALUE CREATION

1. PURSUE ACQUISITIONS OF BROADBAND BUSINESSES
2. ENHANCE AND EXTEND BROADBAND NETWORKS TO OFFER MORE EVOLVED SERVICES
  - Leverage the new IPTV service, branded EPICO, across the Canadian footprint and launch an IPTV solution by the end of calendar 2021 in the US
  - Extend coverage of the 1 Gbps Internet service in Canada
  - Extend network in adjacent communities in both Canada and the US
3. DEVELOP A PROFITABLE MOBILE OFFERING IN CANADA

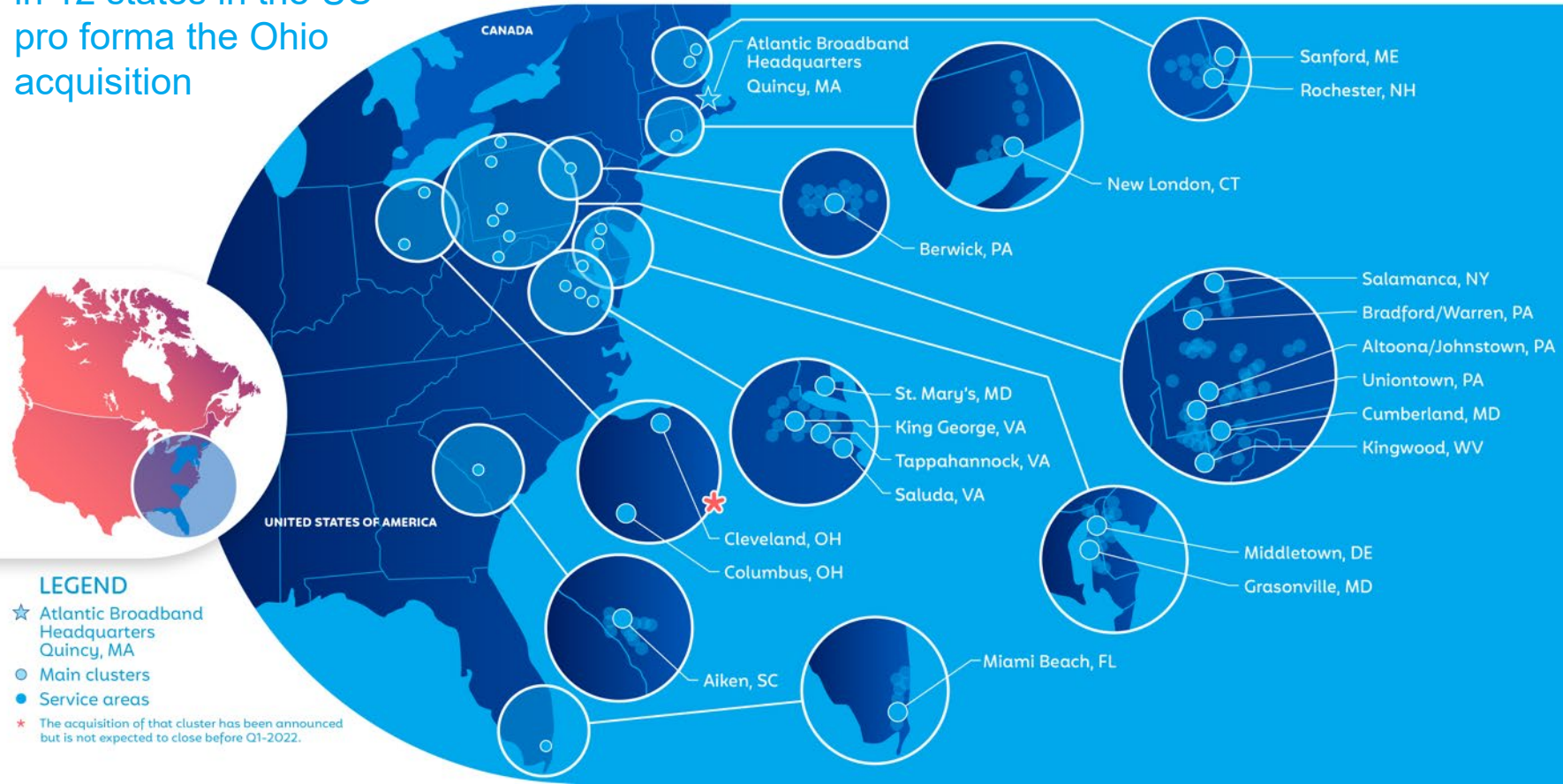
## RETURN CAPITAL TO SHAREHOLDERS

- Over the last 5 years, Cogeco Communications has increased its dividend by at least 10% annually
- Cogeco Communications has repurchased shares for a total amount of \$283.4 million since it launched its first NCIB program in May 2019

**Balance allocation of capital between growing the business organically, making acquisitions and returning capital to investors, while maintaining a prudent level of financial leverage**

# Atlantic Broadband: A scale operator from Maine to Florida

Serving more than  
500 communities  
in 12 states in the US  
pro forma the Ohio  
acquisition







# Atlantic Broadband's highlights



## Enhanced Growth Opportunity

- The announced Ohio acquisition will add meaningful scale with pro forma revenue over US\$1 Billion
- Network expansion is expected to result in significant homes passed growth in adjacent areas with good growth profile and attractive demographics



## Broadband First Offer Strategy

- New strategy puts broadband at the center of customer experience
- New pricing strategy revolves around the Internet offering:
  - Customers are incented to add more services through modular pricing with less emphasis on bundling discounts
  - Video services are no longer offered to new customers on a stand-alone basis<sup>(1)</sup>
- Enhance contribution margin



## Strategic residential positioning

- Superior Internet speeds and video platform
  - IPTV is expected to be launched by the end of the calendar year
  - **1 Gbps** Internet service offered in close to **95% of the footprint**



## Strong financial profile

- Strong adjusted EBITDA growth and margin





# Atlantic Broadband: FY2022 priorities



## Acquisition integration

- **Ohio acquisition integration**
    - Integrate technical and operational systems and increase network capacity
    - Welcome new colleagues into the ABB family
- 



## Network expansion

- **Network expansion**
    - Network expansion is expected to result in significant homes passed growth in adjacent areas with good demographics and growth potential
- 



## Internet First

- **Internet First**
    - Continue roll-out and refinement of our new offer strategy
    - Network investments to further enhance reliability and redundancy
- 



## Customer focus

- **Customer focus**
    - Website enhancements to improve on-line experience
    - Customer journey mapping to optimize processes
    - Data analytics to optimize service offering to targeted customer groups
- 



## Preferred brand

- **Continued operational refinements**
  - Launch of IPTV platform
  - Refinements to self-installation process
  - Accelerate investments in digitalization to ensure a true omni-channel approach in sales and services

# Atlantic Broadband: Ohio broadband systems overview

- WOW! is a broadband provider of Internet, video and telephony services
- The Ohio assets are comprised of WOW!'s market presence in Cleveland and Columbus
- For the twelve months ended March 31, 2021, WOW! Ohio generated revenue of US\$244 million and adjusted EBITDA of US\$103 million<sup>(1)</sup>

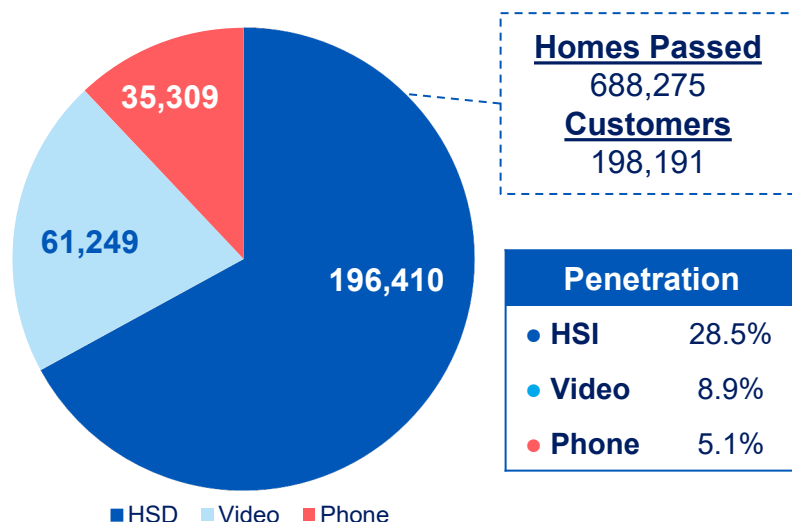
## Network

- Robust network with an active 100Gbps ring
- 100% homes passed are served by DOCSIS 3.1 platform and a 1 Gbps Internet service is offered cluster-wide

## Demographics

- Ohio footprint covers markets with a higher median income vs. ABB and the US average
- Younger demographics across Ohio markets should support increased Internet ARPU<sup>(2)</sup> and customer growth

## CUSTOMER STATISTICS (AS OF MARCH 31, 2021)



	Ohio	ABB (excl. FL)	US Average
MEDIAN INCOME	\$71.5k	\$68.2k	\$67.8k
AVERAGE AGE	39.2	42.0	39.8
% OF POPULATION 50+ (2021)	34.7%	40.8%	35.9%

(1) LTM 3/31/21 Adjusted EBITDA of US\$103 million, including adjustments to reflect the expected cost structure of Atlantic Broadband and US\$2 million run-rate cost synergies

(2) Average Revenue Per Unit.

# Ohio acquisition: Enhances growth profile

## Strategic

- Leverages the strong demand for Internet services which should exhibit robust growth for many years
- Adds scale in the American Broadband segment which generates superior growth and is expected to continue generating strong free cash flow
- These assets serve markets with very attractive demographic profiles and economics
- Network footprint reaches sizable portion of Columbus and Cleveland markets

## Operational

- ABB plans to upgrade to a superior network and introduce its IPTV product, supporting increased Internet ARPU and reducing video-related customer churn within 2 years following the acquisition
- Potential Internet penetration uplift with recent edge-outs built in Cleveland that are not fully penetrated
- Leverage ABB's product/sales expertise to increase the customer base & deliver superior growth
- ABB plans to invest ~US\$82 million over the next 2 years to integrate and upgrade network

## Financial

- Acquisition of assets results in an estimated tax benefit of US\$140 million from basis step-up to partly offset cash taxes through 2035
- 9.6x LTM 3/31/21 adjusted EBITDA purchase price multiple on a tax-adjusted basis<sup>(1)</sup>
- Acquisition to be financed through a combination of a US\$900 million Term Loan B and cash on hand

(1) EBITDA includes run-rate cost synergies of ~US\$2 million to occur in 2024 when the business is fully stabilized post the Transition Services Agreement ("TSA") and purchase price excludes certain capital investments to be made in fiscal years 2022-2023 to separate the network from WOW! and increase network capacity

# Ohio acquisition: Expansion in very attractive markets

## 1 Ohio market stability

- Strong market demographics with younger population, young families and higher income and home ownership contribute to a stable subscriber base
- Stable competitive dynamics enable predictably modest churn

## 2 Superior product offering

- WOW! has historically positioned itself as a price challenger in these markets, keeping pricing closer to DSL offerings
- ABB plans to offer superior Internet and video offerings, resulting in upside to overall penetration rates

## 3 Telco presence

- The majority of Ohio markets compete with two other players, namely Charter and AT&T
- Charter competes in most regions and AT&T overlaps in the vast majority of the footprint
- However only 30%<sup>(2)</sup> of the overlapping AT&T network offers 1 Gbps services; ABB's superior Internet offers a competitive advantage

### WOW!Ohio Key Stats

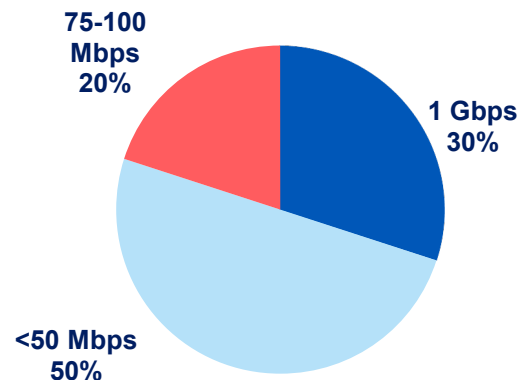
198,000 Customers

1.5x PSUs<sup>(1)</sup>  
per Customer

29% Internet  
penetration

Estimated potential  
~90,000 edge-out  
homes

### AT&T Internet Speed Breakdown in Ohio Markets<sup>(2)</sup>



(1) Primary service units which include Internet, video and telephony customers.

(2) Cogeco / ABB management estimates based on speed tests done on AT&T's Internet service in Ohio markets.

# Accelerating network expansion in attractive areas

## EXPANSION INTO ADJACENT CITIES WITH ATTRACTIVE GROWTH

- Opportunity to capitalize on demand for high-speed Internet and expand in areas with good growth profile and attractive demographics
- The only fiber-to-the-home provider in expansion territories
- Building on successful Florida expansion model in recent years
- Attractive economics:
  - Mid-teens unlevered return on investment
  - Internet penetration target of 36% over 3 years
- Expecting to increase homes passed at Atlantic Broadband by close to 7%<sup>(1)</sup> in fiscal 2022 as a result of network expansion and organic growth

# Cogeco Connexion: Second largest cable operator in Ontario and Québec

Serving more than  
600 communities from  
Gaspé to Windsor





# Cogeco Connexion: highlights



## Who we are

- CCX is building human connections and vibrant communities
- We are challengers, we are smaller, yet we go further



## Unique Growth vectors

- Acquisition of **DERYtelecom** in December 2020 which generates approximately \$105 million in revenue and is expected to lead to superior growth
- Building over **80,000 connected homes** across Québec and Ontario through government subsidy programs through the next two fiscals, bringing high-speed Internet to underserved or unserved rural areas
- **Internet market share growth** for the past 7 quarters and expected to continue to gain share in F2022
- Successfully **launched EPICO** IPTV platform in Québec and Ontario



## Strong financial profile

- Adjusted **EBITDA margin** of **54%** in fiscal 2020
- **Low capex intensity** at 16%<sup>(1)</sup> in FY2020: 1 Gbps Internet deployed in 70% of the footprint through cost effective DOCSIS 3.1
- **Best revenue growth since 2017** during the first 9 months of F2021





# Cogeco Connexion: FY2022 priorities



## Perfect Internet

- Deliver the most reliable connection at all times
  - Invest in our network to maintain top reliability and sustained performance
  - Offer managed Wi-Fi experiences to position Cogeco as the preferred provider of in-home connectivity



## First time right

- Save our customers' time by getting it right the first time
  - Invest in advance training and tools
  - Continue to proactively address our customers' needs



## Expand services

- Expand reach of IPTV solution and develop mobile offering
  - Continue to sell higher end Internet packages bundled with EPICO
  - Develop a profitable mobile offering which would sizably expand our addressable market



## Network expansion

- Bring high-speed Internet to unserved or underserved rural areas
  - Deliver projects within the promised deadlines



## Preferred brand

- Optimize marketing efforts to be #1 choice
  - Leverage data & AI (Artificial Intelligence) to better cater to customer's need and "go further" for them
  - Secure market share gain momentum

# Accelerating network expansion in attractive areas

## RURAL EXPANSION WITH FINANCIAL CONTRIBUTION FROM FEDERAL AND PROVINCIAL GOVERNMENTS

- Unique opportunity over the next 3 years to connect households in more rural and remote areas
- Virtually all in fiber-to-the-home deployment in areas where competition has weaker products (DSL and FWA<sup>(1)</sup>)
- Economics are similar to typical expansions near our network
  - Mid-teens unlevered return on investment
  - Internet penetration target of 50% over 3 years
- Secured so far government funding for over 80,000 homes passed, primarily in Québec
- Expecting to be awarded further government subsidized projects in Ontario over the next year
- Expecting to increase homes passed at Cogeco Connexion by approximately 3% in fiscal 2022 as a result of network expansion and organic growth

# Financial Results

## Cogeco Communications

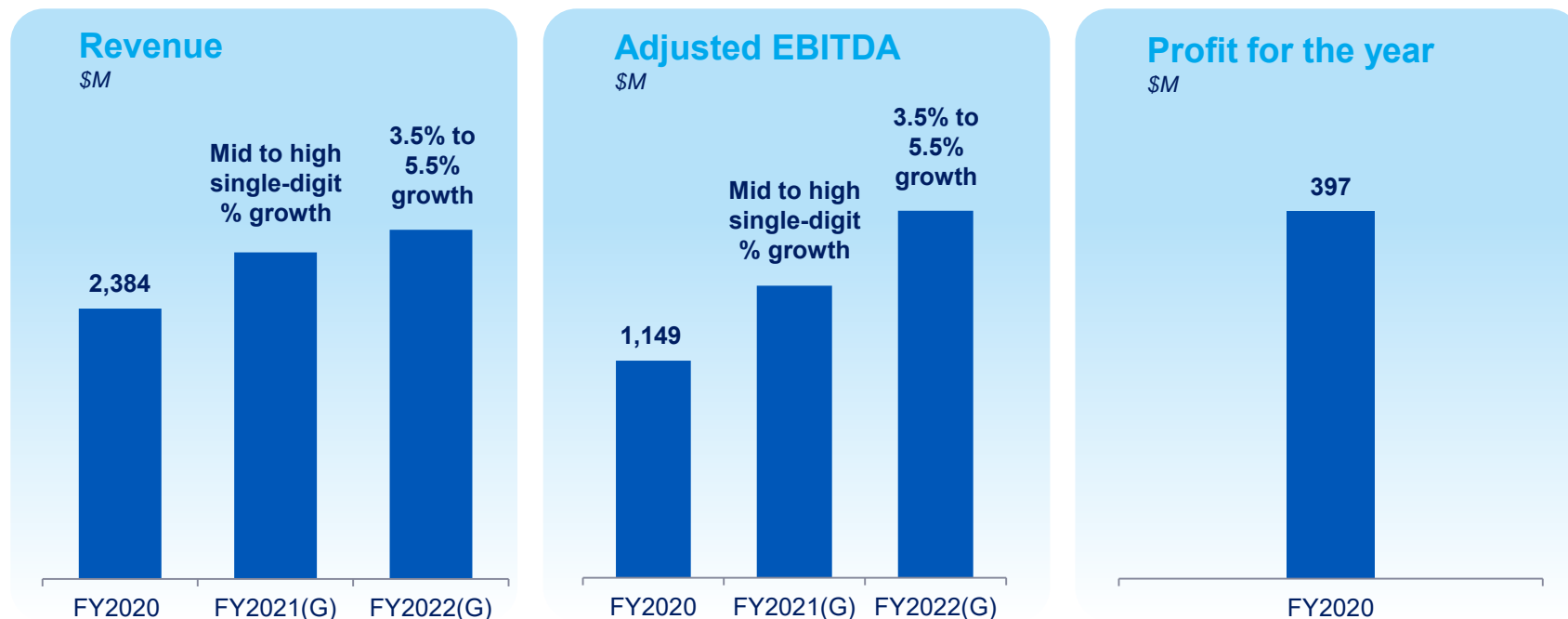
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# Revenue and adjusted EBITDA growth

- Cogeco expects to realize mid to high single-digit revenue and adjusted EBITDA percentage growth, in constant currency in FY2021<sup>(1)</sup> due to organic growth and the contribution of DERYtelecom<sup>(2)</sup>
- Cogeco expects to achieved 3.5% to 5.5% revenue and adjusted EBITDA percentage growth in constant currency in FY2022<sup>(3)</sup>



(1) FY2021 financial guidelines provided in constant currency basis relative to FY2020 average USD/CDN exchange rate of 1.3456. The financial guidelines exclude possible acquisitions.

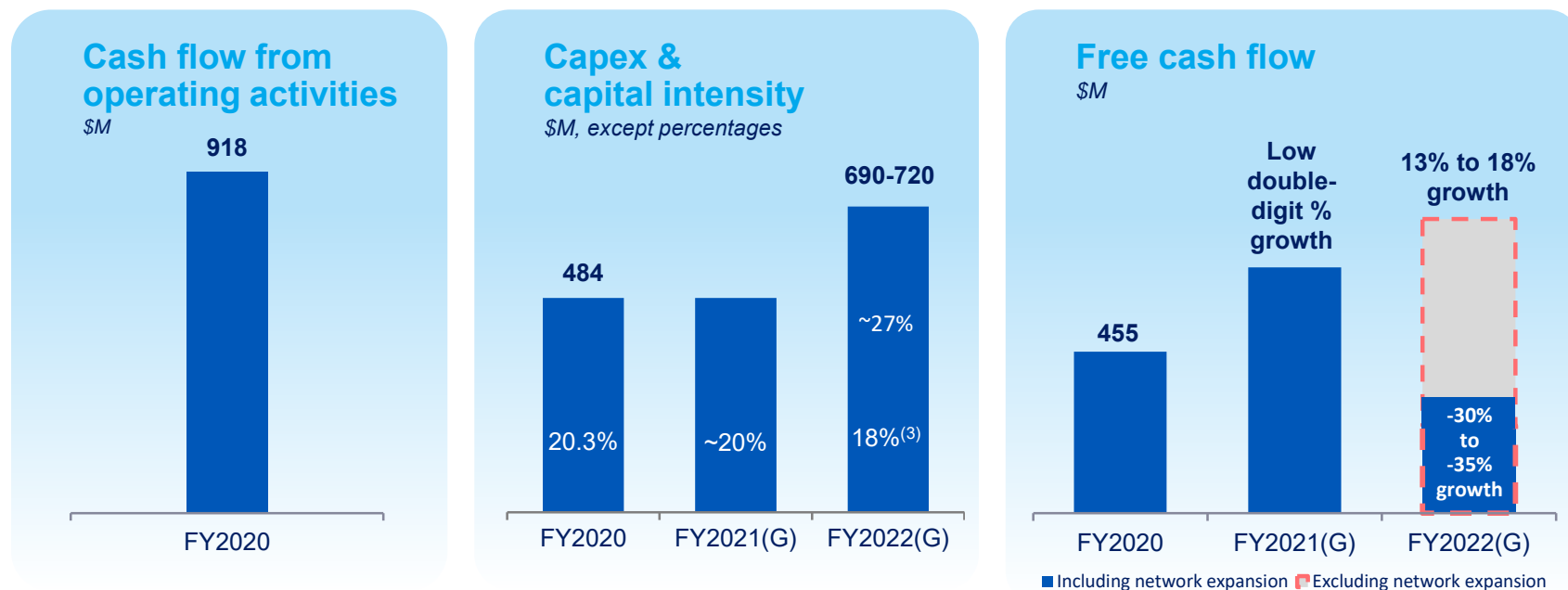
(2) The acquisition of DERYtelecom, which was acquired on December 14, 2020, is expected to have a positive impact of approximately 3% on FY2021 revenue and adjusted EBITDA.

(3) FY2022 preliminary financial guidelines provided in constant currency basis relative to FY2021 estimated average USD/CDN exchange rate of 1.2700. The financial guidelines exclude the impact of the Ohio acquisition which is expected to close in the first quarter of fiscal 2022. The acquisition of DERYtelecom is expected to have a positive impact of approximately 1% on FY2022 revenue and adjusted EBITDA



# Strong free cash flow generation

- In FY2021, Cogeco expects to invest approximately 20% of its revenue in capex and to realize low double-digit FCF percentage growth<sup>(1)</sup>
- In FY2022, Cogeco expects to invest approximately 27% of its revenue in capex and expects a decrease of -30% to -35% in FCF<sup>(2)</sup>. Excluding network expansions, Cogeco expects a 13% to 18% increase in FCF.



(1) FY2021 financial guidelines provided in constant currency basis relative to FY2020 average USD/CDN exchange rate of 1.3456. Free cash flow excludes spectrum acquisitions, the impact of the Ohio acquisition and related transaction costs which may have to be recorded in 2021. The financial guidelines include the impact from the acquisition of DERYtelecom which is expected to have a positive impact on free cash flow growth

(2) FY2022 constant currency basis relative to FY2021 estimated average USD/CDN exchange rate of 1.2700. Preliminary financial guideline does not include the impact of the Ohio acquisition

(3) Exclude network expansion projects



# Compensation aligned with economic value creation (EVC)

- **Between 50% and 75% of senior executives' compensation is variable and at risk based on long-term creation of Economic Value**
  - Reasonable use of equity compensation to minimize dilution
  - Stock ownership requirements for senior executives
  - Balancing risk and reward to avoid excessive risk taking

Incentive Programs	Summary Features
<b>Annual Bonus</b>	60-70% based on level of EVC achieved vs. target and the balance based on ESG related metrics including employee engagement, customer experience, health and safety and other objectives
<b>Incentive Share Units</b> (25% of the total LTI <sup>(1)</sup> )	3 year time vesting
<b>Performance Share Units</b> (50% of total LTI)	3 year time and performance vesting based on cumulative EVC
<b>Stock Options</b> (25% of the total LTI)	5 year time vesting

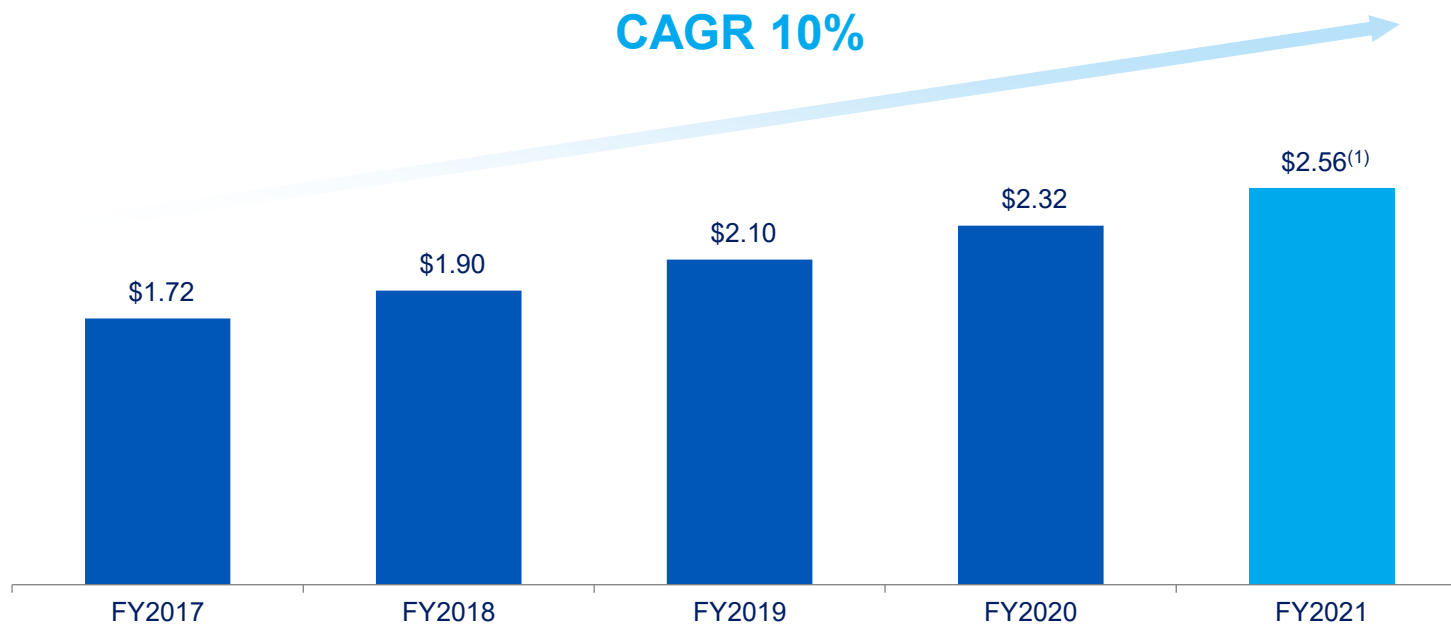
- **EVC, which is a form of return on equity, is at the core of our compensation programs**
  - Annual targets are established at each business segment
  - Targets, which are benchmarked against industry, are mainly based on EBITDA growth and capital efficiency objectives

Economic Value Targets	FY2021
Cogeco Inc.	12.6%
Cogeco Connexion	11.0%
Atlantic Broadband	15.0%



# Sustained dividend growth

## Annual dividend declared per share



- Sustained free cash flow generation has allowed us to pursue growth objectives while returning capital to shareholders
- Estimated FY2021 free cash flow dividend payout ratio of approximately 23%<sup>(2)</sup>

(1) Annualized quarterly dividend of \$0.64 per share declared on October 27, 2020, January 14, 2021, April 13, 2021 and July 14, 2021. The dividend is subject to Board of Directors' approval on a quarterly basis and there is no assurance that it will remain at the current level

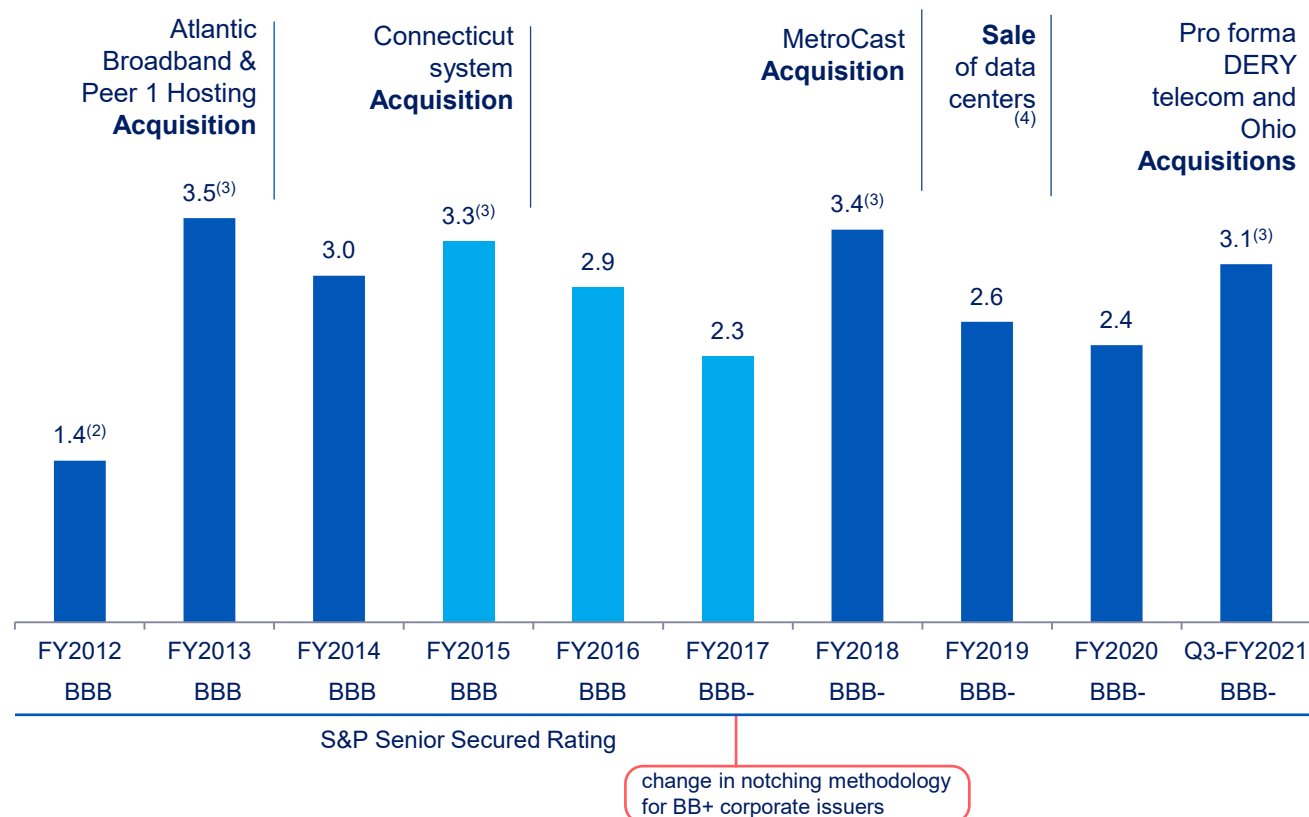
(2) Based on FY2021 free cash flow guidelines including the DERYtelecom acquisition





# History of de-leveraging following acquisitions

## Evolution of net leverage<sup>(1)</sup> ratios



**Liquidity: \$1,066 M**

*May 31, 2021*

Revolving Credit Facilities	931
Amounts drawn	170
Unused credit facilities	761
Cash and cash equivalents	305
Liquidity	1,066

- (1) Net debt / Adjusted EBITDA. Net debt represents the addition of bank indebtedness, principal on long-term debt and obligations under cross currency swaps net of cash and equivalents and short-term investments
- (2) Restated for IFRS transition purposes
- (3) Includes twelve months pro forma adjusted EBITDA of the acquisitions
- (4) Data centers was sold for a net cash consideration of \$720 million



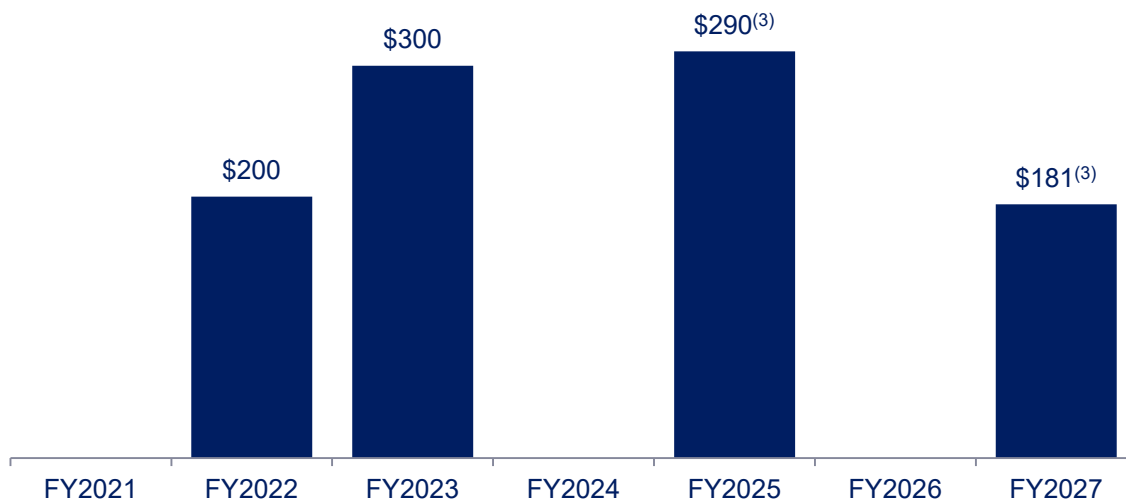
# Low cost of capital and spread-out maturities

## DEBT MATURITIES

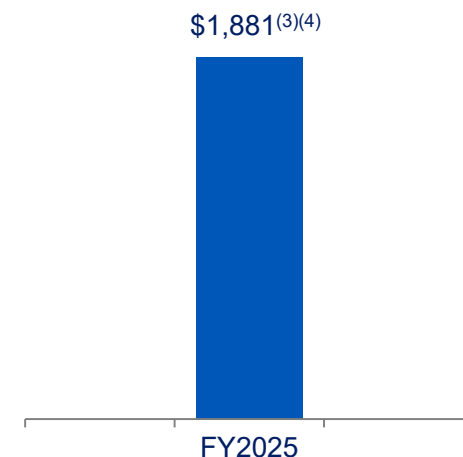
Excluding credit facilities and lease liabilities<sup>(2)</sup>  
\$M

	August 2020	May 2021
Average Cost of Debt <sup>(1)</sup>	3.8%	3.4%
Average Life	4.2Y	3.4Y

### Cogeco Communications



### Atlantic Broadband



(1) Excludes amortization of debt issuance cost

(2) A total of CDN\$170 million was drawn on Cogeco Communications' \$750 million revolving facility maturing in FY2025 and Atlantic Broadband's US\$150 million revolving facility maturing in FY2024. Cogeco Communications' indebtedness includes lease liabilities in an amount of \$37.6 million with a weighted average lease term of approximately 6.4 years.

(3) Converted at May 31, 2021 closing exchange rate of USD/CDN 1.2072

(4) Balance payable in FY2025 after giving effect to annual mandatory repayments of US\$17 million (CDN\$22 million)



## USD debt hedges US operations

- Cogeco Communications is mostly naturally hedged from a free cash flow perspective as USD adjusted EBITDA exposure is mainly offset by interest expense on US denominated debt and US denominated capex
- The following table<sup>(1)</sup> highlights, in Canadian dollars, the impact of a 5.2% appreciation of the Canadian dollar against the USD (or \$0.07 USD/CDN<sup>(1)</sup>) on operating results for the first nine months of FY2021

Unfavorable / (Favorable) impact CDN\$ M	Cogeco Connexion	Atlantic Broadband	Consolidated
Revenue	-	45.6	45.6
Adjusted EBITDA	(1.2)	20.6	19.4
Financial expense			(4.2)
Capex	(3.3)	(10.9)	(14.2)
Others			0.1
<b>Free Cash Flow (FCF) impact</b>			<b>1.1</b>
<b><i>Variance relative to total FCF</i></b>			<b><i>0.3%</i></b>

(1) Foreign exchange impact related to revenue, adjusted EBITDA, CAPEX and free cash flow is disclosed in section 8.7 of Cogeco Communications' FY2021 third quarter shareholders' report. The impact on financial expense is disclosed in section 6.4 of the FY2021 third quarter shareholders' report.

Cogeco





(1) As of July 2, 2021

(2) Based on a CCA share price of \$121.39 multiplied by a ratio of 0.98. Ratio equals shares of CCA held by CGO divided by CGO shares outstanding

## Radio broadcasting and news agency



# Cogeco Media: Most important radio broadcaster in Québec<sup>(1)</sup>

## Broad radio coverage

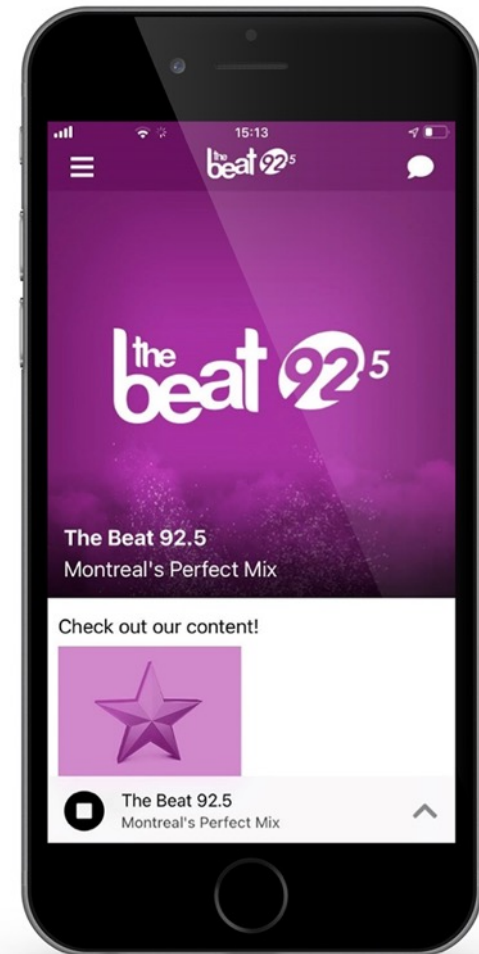
- No. 1 in commercial share of hours tuned in Montréal and in Québec City

## Radio is an important media for Québécois

- 85% tune in every week
- Time spent listening of 16.6 hours per week

## News agency with a presence in more than 50 cities in Québec

(1) Based on weekly reach





# Appendices

# Customer profile

<i>May 31, 2021</i>	<b>Cogeco Connexion</b>	<b>Atlantic Broadband</b>	<b>Total</b>
Homes passed	1,982,255	935,520	2,917,775
Primary service units <sup>(1)</sup>	2,002,736	973,655	2,976,391
Internet service customers <i>Internet penetration<sup>(2)</sup></i>	909,901 45.9%	517,851 55.4%	1,427,752 48.9%
Video service customers <i>Video penetration<sup>(2)</sup></i>	680,456 34.3%	309,242 33.1%	989,698 33.9%
Telephony service customers <i>Telephony penetration<sup>(2)</sup></i>	412,379 20.8%	146,562 15.7%	558,941 19.2%

(1) Includes Internet, video and telephony customers

(2) As a percentage of homes passed

# Acronyms

<b>CAGR</b>	<b>C</b> ompound <b>A</b> verage <b>G</b> rowth <b>R</b> ate
<b>DOCSIS</b>	<b>D</b> ata <b>O</b> ver <b>C</b> able <b>S</b> ervice Interface <b>S</b> pecifications
<b>Gbps</b>	<b>G</b> igabits <b>p</b> er <b>s</b> econd
<b>IP</b>	Internet <b>P</b> rotocol
<b>Mbps</b>	<b>M</b> egabits <b>p</b> er <b>s</b> econd
<b>Wi-Fi</b>	<b>W</b> ireless <b>F</b> idelity