



# Investor Update

As of January 13, 2022

TSX: CGO | TSX: CCA



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# 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, purchase price allocation, tax rates, weighted average cost of capital, 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 2022 Financial Guidelines” sections in the MD&A of the 2021 annual 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 2021 annual 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, 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, litigation risks and public health crisis and emergencies such as the current COVID-19 pandemic, 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.

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 January 13, 2022 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 fiscal 2022 financial guidelines in this presentation include the expected financial results from the Ohio broadband systems acquisition, closed as of September 1, 2021.

# Non-IFRS financial measures

The following non-IFRS financial measures are used in the presentation and do not have standard definitions prescribed by IFRS and therefore, may not be comparable to similar measures presented by other companies. These financial measures are described in sections 15 and 13 of Cogeco Communications' FY2021 annual report and FY2022 first quarter shareholders' report, respectively.

Adjusted EBITDA	profit for the period and/or year <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 <sup>(2)</sup> or acquisition of property, plant and equipment 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 Breezeline's (formerly Atlantic Broadband) Term Loan B recognized in the second quarter of FY2020

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

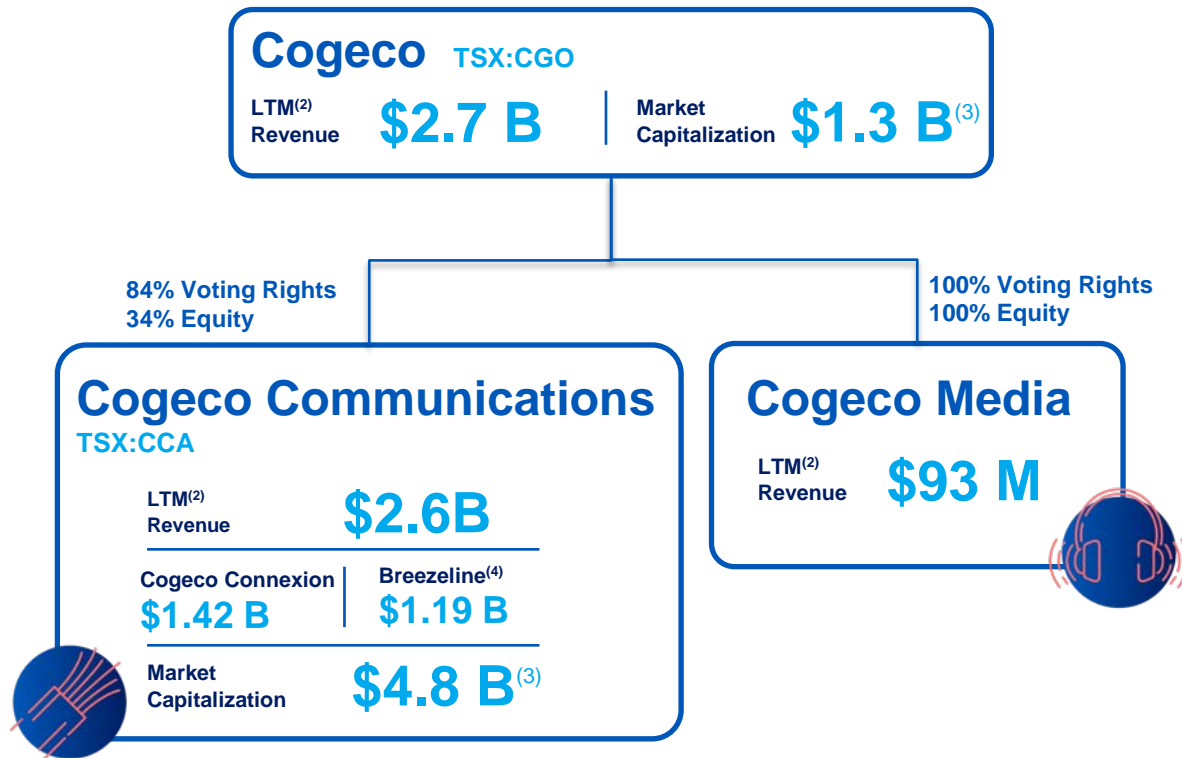
# About Cogeco



# Cogeco overview

## Cogeco Communications

- Unique North American Broadband platform with strong operational experience
- Cogeco Connexion is the 2<sup>nd</sup> largest cable operator in Ontario and Québec
- Breezeline (formerly Atlantic Broadband) is the 8<sup>th</sup> largest cable operator in the United States and well positioned as a consolidator of targeted regional cable operators
- Opportunity to expand network in underserved & unserved areas or adjacent footprint



## Cogeco

- Cogeco Media is the No.1 radio broadcaster in Québec<sup>(1)</sup>

(1) Based on weekly reach

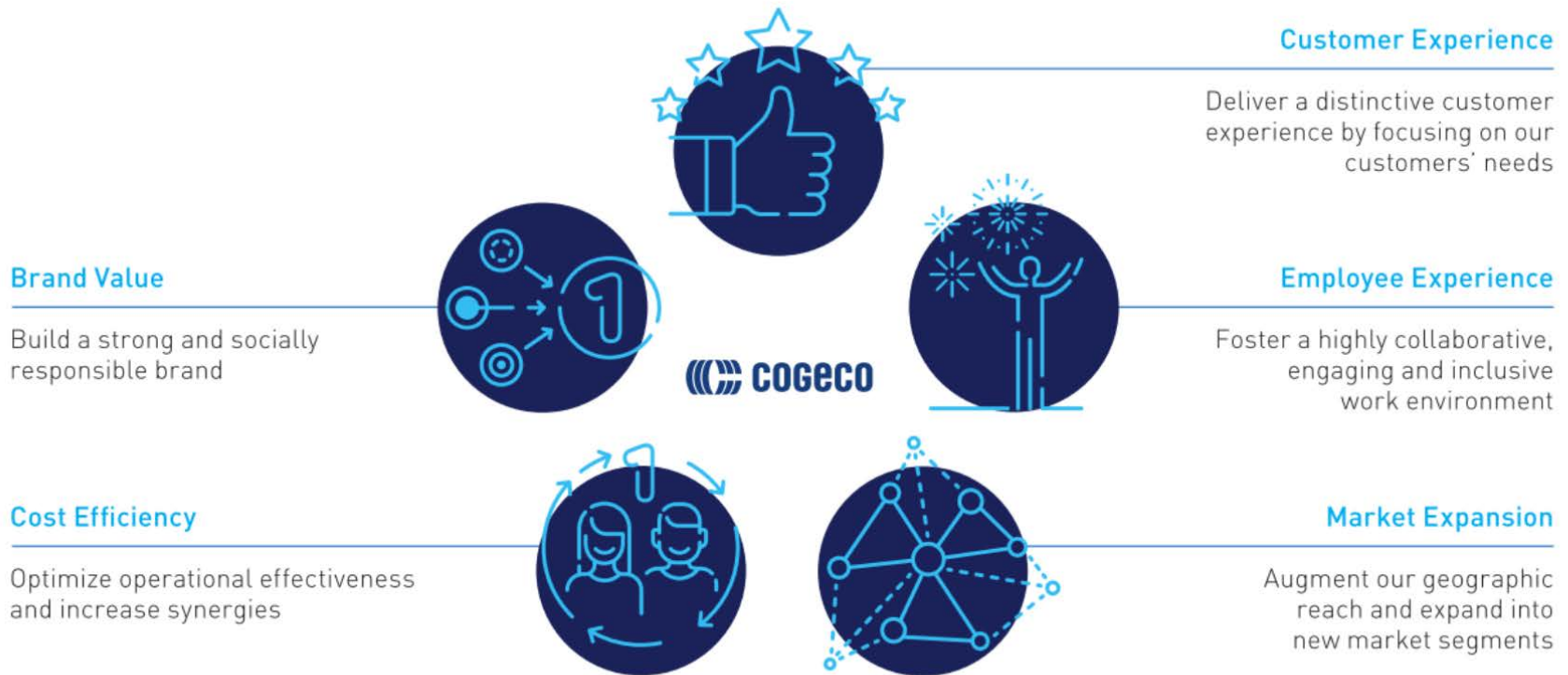
(2) For the twelve months ended November 30, 2021.

(3) As of January 11, 2022

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

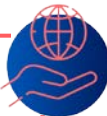


# Five strategic growth pillars



# Delivering sustainable value to our stakeholders through strong ESG practices

## Environmental



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

- 23% reduction in Scopes 1 & 2 emissions since fiscal 2019 towards our target of 65% reduction by 2030

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

Published our first **Climate Action Plan and TCFD report**

**One of only 3 Canadian companies recognized on the 2021 CDP Climate Change “A” list**

## 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: 35% of management positions are held by women; 60% of Board members<sup>(1)</sup> are women or members of other designated groups

**Reducing digital divide** by extending our Canadian broadband network to 75,000 homes in underserved and unserved areas over the next 3 years

## Governance



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

**Strong ESG oversight directly at the Board of Directors** supported by ESG steering committee

**First Syndicated Sustainability-Linked Loan in Canada** within the Telecommunications and Media Sectors



Note: New ESG & Sustainability report covering fiscal 2020 and 2021 to be issued in March. Detailed KPIs with a 3 year historical view can be found in our new ESG data supplement available on our corporate website.





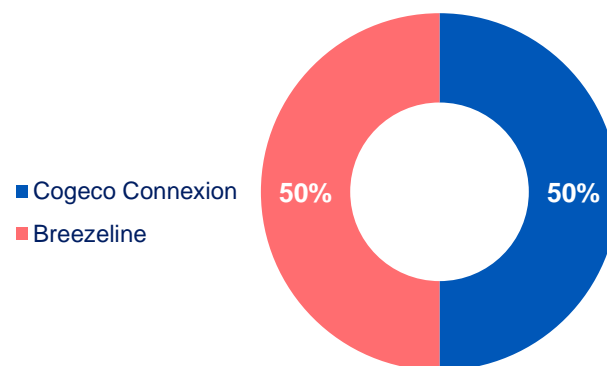


# Cogeco Communications overview

## BREEZELINE

- Cogeco Communications entered into the U.S. market in November 2012 and the segment has grown through 5 other acquisitions since then
- Covers a footprint of 1.6 million<sup>(2)</sup> of homes which provides for attractive residential and business organic growth opportunity in all service categories
- Offers services to **717,000<sup>(2)</sup>** Internet service customers

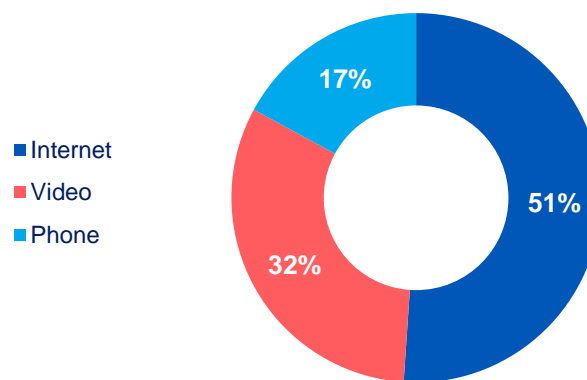
### Consolidated Revenue Segmentation<sup>(1)</sup>



## COGECO CONNEXION

- Covers a footprint close to 2.0 million<sup>(2)</sup> homes which provides room to grow the Internet customer base and the business segment
- Offers services to **918,000<sup>(2)</sup>** Internet service customers

### Primary Service Unit Segmentation<sup>(2)</sup>



(1) For the twelve months ended November 30, 2021, pro forma the Ohio broadband systems acquisition LTM revenue of US\$231M, as of November 30, 2021, converted to the LTM average USD/CDN exchange rate of 1.2538

(2) Customer statistics as of November 30, 2021

# Cogeco Communications: Key Strategic initiatives



## Expansion in the U.S.

- Recent acquisition of the **Ohio broadband systems** for a base purchase price of US\$1.125B<sup>(1)</sup>, closed on September 1, 2021
- Strong track record of successfully integrating acquisitions
- Strong cash flows drive rapid deleveraging at Breezeline on a standalone basis



## Network Investments, Footprint Expansion & Digital Transformation

- **1 Gig Internet** offered in close to 97% of the U.S. footprint and 72% of the Canadian footprint
- In Canada, awarded government funding to provide **high-speed Internet in unserved or underserved regions which will cover 75,000 homes over the next three fiscal years**
- In the U.S., announced the **extension of fibre network to nearly 70,000 additional homes and businesses in FY2022**
- Investment in digital tools enabling more personalized services and improved operational efficiencies



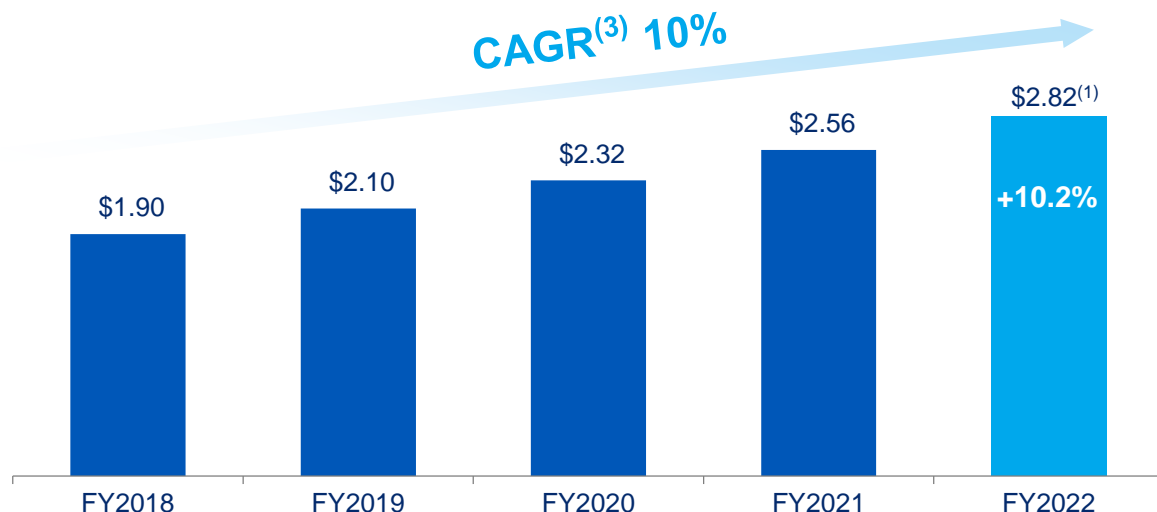
## Canadian Mobile Services

- Developing a plan to enter the **Canadian mobile services** market through a capital efficient model
- Acquired **38 spectrum licences** as part of the 3500 MHz spectrum auction
- Including previously acquired licences, Cogeco Communications' spectrum licences now cover approximately **91% of its broadband footprint**, representing **3.6M Canadians**



# Return capital to shareholders

## Annual dividend declared per share



- **Sustained free cash flow generation** has allowed us to pursue growth objectives while returning capital to shareholders
- Estimated FY2022 free cash flow dividend payout ratio of **approximately 42%**<sup>(2)</sup>
- Cogeco Communications has repurchased shares for a total amount of **\$131.5 million in FY2021**
- Cogeco Communications has a Normal Course Issuer Bid in place, enabling it to **acquire up to 2,068,000 subordinate voting shares** from May 4, 2021 to May 3, 2022

(1) Annualized quarterly dividend of \$0.705 per share declared on November 11, 2021 and January 13, 2022. 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 FY2022 free cash flow mid-range guidelines. Excluding network expansions, the free cash flow dividend payout ratio should reach approximately 24%

(3) CAGR is defined as the Compound Average Growth Rate

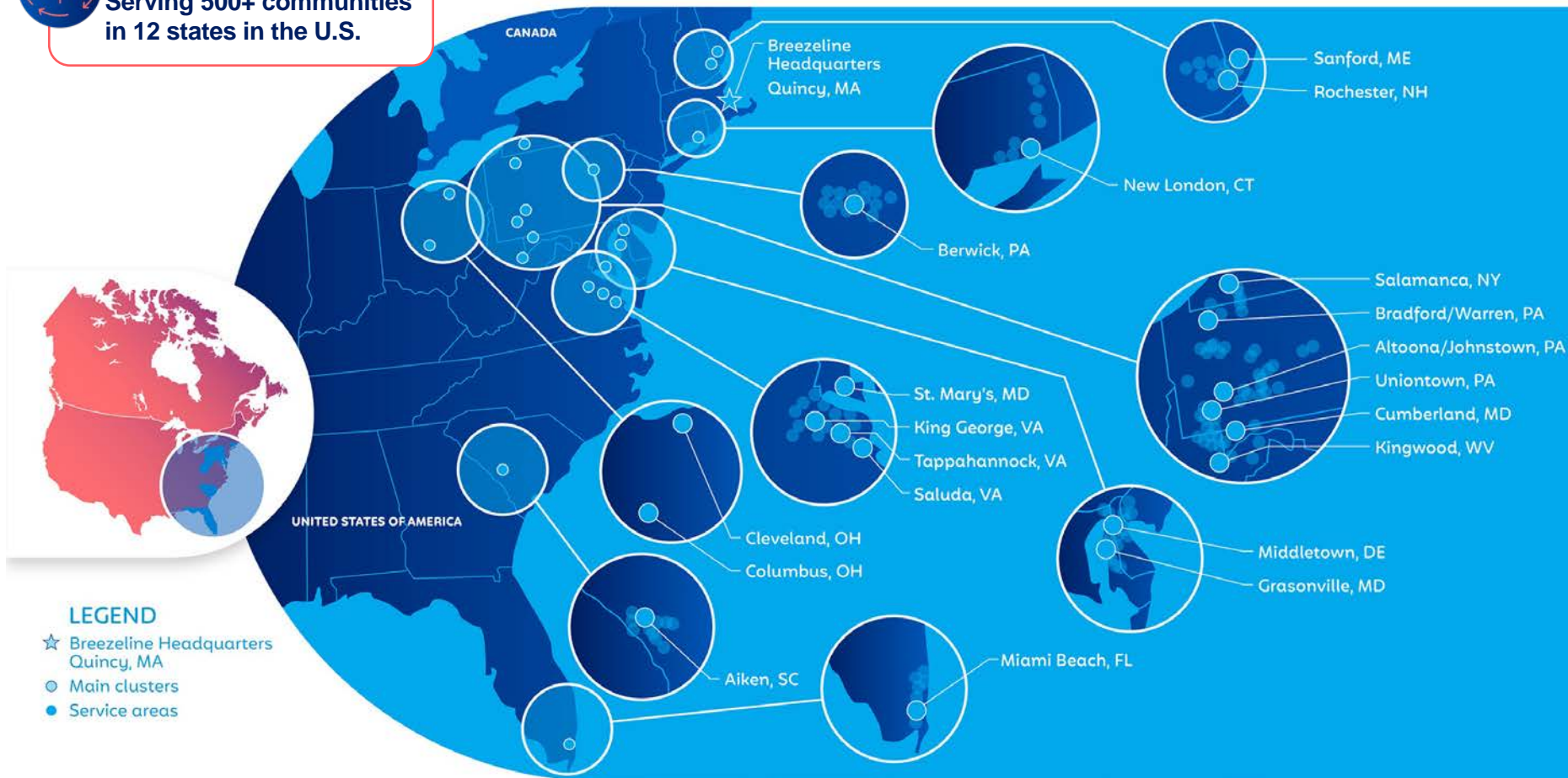


(formerly Atlantic Broadband)

# Breezeline: Eight Largest Cable Operator in the United States



Serving 500+ communities  
in 12 states in the U.S.

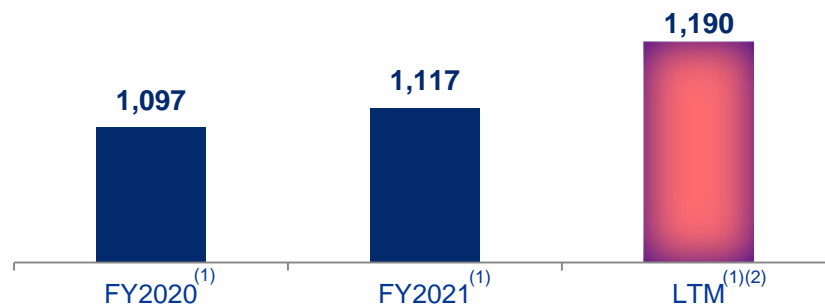




# Breezeline's financial results overview

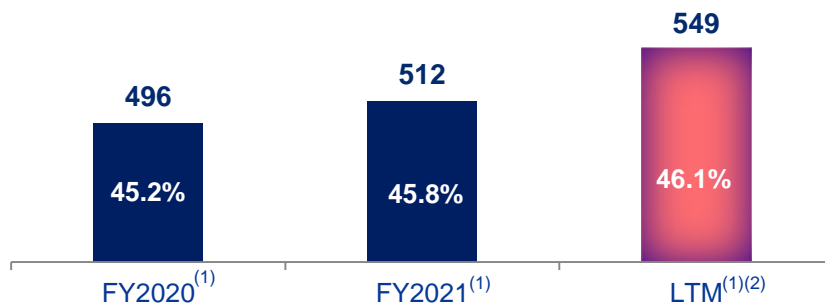
*In millions of Canadian dollars, except %*

## Revenue



- Strong revenue and adjusted EBITDA growth
- **6.8%** revenue CAGR<sup>(3)</sup> since FY2020
- **8.4%** adjusted EBITDA CAGR<sup>(3)</sup> since FY2020
- **46.1%** LTM adjusted EBITDA margin

## Adj. EBITDA & Adj. EBITDA Margin



(1) For FY2020, FY2021 and LTM, the average exchange rate used was 1.3456 USD/CDN, 1.2691 USD/CDN and 1.2538 USD/CDN, respectively

(2) Includes three months of operating results from the Ohio broadband systems acquisition completed on September 1, 2021

(3) CAGR is defined as the Compound Average Growth Rate



# Breezeline's highlights



## Enhanced Growth Opportunity

- The recent Ohio broadband systems acquisition adds meaningful scale with pro forma revenue over US\$1 Billion
- Recently announced a major growth plan to extend fiber services into communities not previously served by the company
  - The only fiber-to-the-home provider in expansion territories
  - Expected to increase total homes passed by approximately 4%<sup>(1)</sup> in FY2022
  - Mid-teens unlevered return on investment
  - Internet penetration target of 36% over 3 years
  - Franchise agreements have been obtained or are underway in multiple communities in New Hampshire and West Virginia



## Broadband First Offer Strategy

- Strategy puts broadband at the center of customer experience
  - Customers are incented to add more services through modular pricing with less emphasis on bundling discounts
  - Video services are not offered to new customers on a stand-alone basis<sup>(2)</sup>
- Enhances contribution margins and customer lifetime value



## Strategic Residential Positioning

- Superior Internet speeds and video platform
  - **Breezeline Stream TV**, IPTV platform launched in January 2022 with progressive roll-out over the next year
  - **1 Gbps** Internet service offered in close to **97% of the footprint**



## Strong Financial Profile

- Launched a full rebrand in January 2022 to better represent its identity
- Strong adjusted EBITDA growth and margin

# Ohio broadband systems acquisition: Enhances growth profile

## Strategic

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

## Operational

- Breezeline plans to upgrade to a superior network and introduce its IPTV product, supporting increased Internet ARPU<sup>(1)</sup> 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 Breezeline's product/sales expertise to increase the customer base & deliver superior growth
- Breezeline plans to invest ~US\$82 million over the 2 years post Ohio's acquisition to integrate and upgrade network



# Cogeco Connexion: Second Largest Cable Operator in Ontario and Québec



Serving more than 600 communities from Gaspé to Windsor



## LEGEND

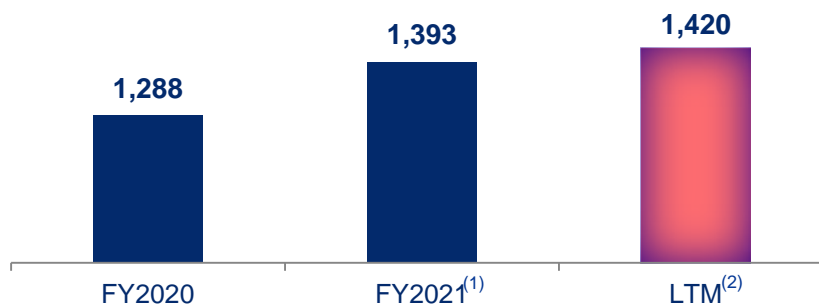
- Cogeco Connexion fibre
- Cogeco Connexion



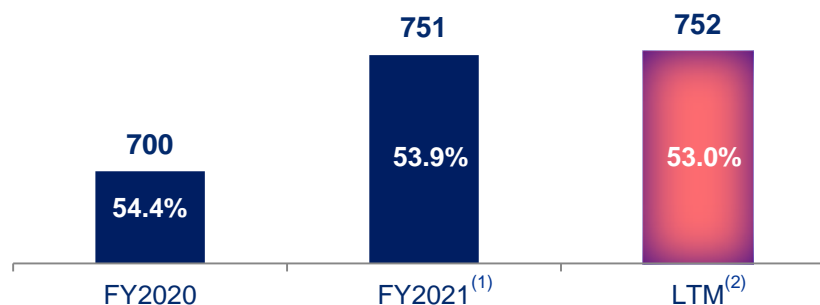
# Cogeco Connexion's financial results overview

*In millions of Canadian dollars, except %*

Revenue



Adj. EBITDA &  
Adj. EBITDA  
Margin



- Stable operations with solid adjusted EBITDA margin
- **8.1%** revenue CAGR<sup>(3)</sup> since FY2020
- **5.9%** adjusted EBITDA CAGR<sup>(3)</sup> since FY2020

(1) Include 8.5 months of operating results from DERYtelecom acquisition completed as of December 14, 2020

(2) For the twelve months ended November 30, 2021

(3) CAGR is defined as the Compound Average Growth Rate





# Cogeco Connexion: highlights



## Unique Growth vectors

- Potential for Internet ARPU gains with 1 Gbps speeds in the majority of the footprint
- Developing plans for profitable mobile offering which would sizably expand our addressable market



## Network Expansion in attractive areas

- Well positioned to partner with governments to expand connectivity for 75,000 homes passed in underserved and unserved areas with strong economics
  - Virtually all in fiber-to-the-home deployment in areas where competition has weaker products (DSL and FWA<sup>(1)</sup>)
  - Homes passed are expected to increase by approximately 3%<sup>(2)</sup> in FY2022
  - Mid-teens unlevered return on investment
  - Internet penetration target of 50% over 3 years



## Preferred brand

- Optimize marketing efforts to be #1 choice
  - Leverage data & Artificial Intelligence to better cater to customers' needs and "go further" for them
- Launch of a successful brand campaign



## Strong financial profile

- Adjusted **EBITDA margin** of **54%** in FY2021

# Financial Results

## Cogeco Communications

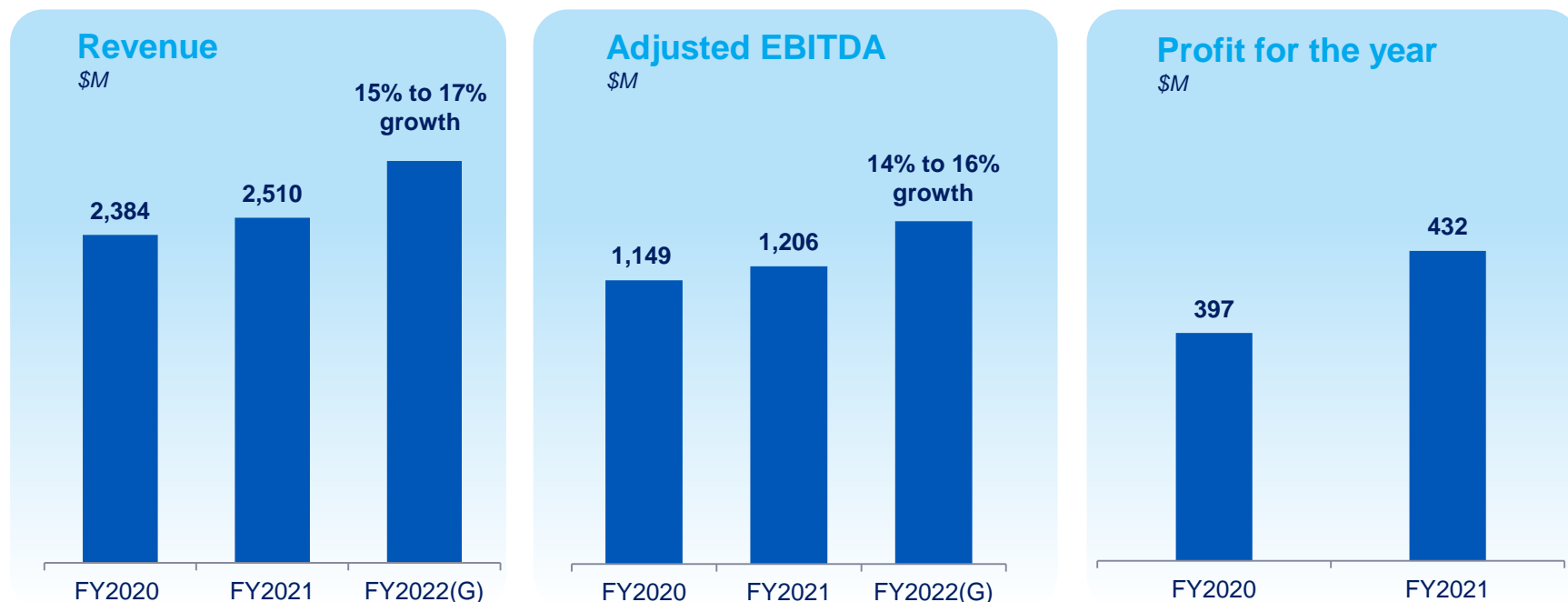
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# Revenue and adjusted EBITDA growth

- FY2021 revenue and adjusted EBITDA increased by 8.1%<sup>(1)</sup> and 7.4%<sup>(1)</sup>, respectively, in constant currency due to organic growth and the contribution of DERYtelecom<sup>(2)</sup> and Thames Valley<sup>(2)</sup> acquisitions
- FY2021 profit for the year increased by 8.8%
- Cogeco expects to achieve 15% to 17% revenue and 14% to 16% adjusted EBITDA growth in constant currency in FY2022<sup>(3)</sup>, reflecting organic growth and recent acquisitions



(1) FY2021 in constant currency basis relative to FY2020 average USD/CDN exchange rate of 1.3456

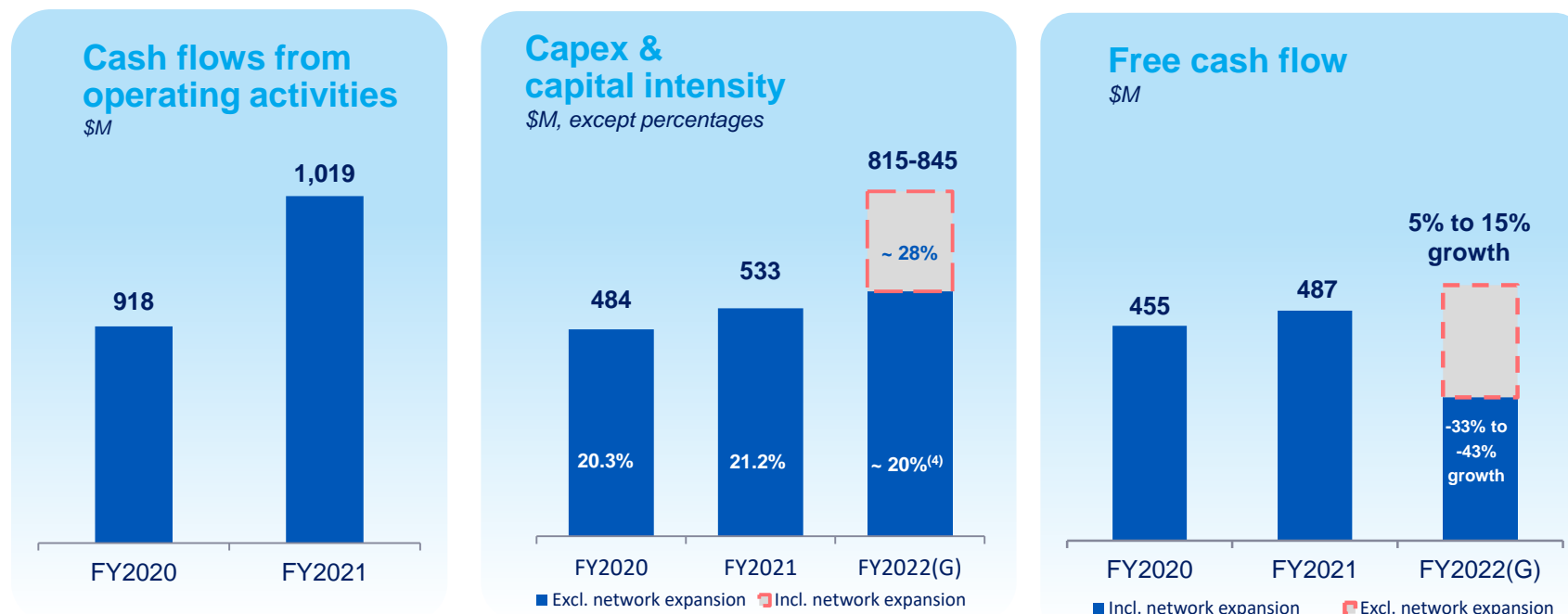
(2) DERYtelecom acquisition completed on December 14, 2020. Thames Valley Communications acquisition completed on March 10, 2020

(3) FY2022 financial guidelines provided in constant currency basis relative to FY2021 average USD/CDN exchange rate of 1.2691. The financial guidelines include the impact of the Ohio broadband systems acquisition, closed on September 1, 2021, which is expected to have a positive impact of approximately 11.5% and 11% on FY2022 consolidated revenue and adjusted EBITDA, respectively



# Free cash flow generation

- In FY2021, Cogeco invested approximately 21% of its revenue in capex and increased its FCF by 6.7%<sup>(1)</sup> in constant currency
- In FY2022<sup>(2)</sup>, Cogeco expects to invest approximately 28% of its revenue in capex and expects a decrease of -33% to -43% in FCF<sup>(3)</sup>. Excluding network expansions projects<sup>(4)</sup>, Cogeco expects a 5% to 15% increase in FCF and capex intensity of approximately 20%



(1) FY2021 in constant currency basis relative to FY2020 average USD/CDN exchange rate of 1.3456

(2) The financial guidelines include the impact of the Ohio broadband systems acquisition, closed on September 1, 2021. FY2022 constant currency basis relative to FY2021 average USD/CDN exchange rate of 1.2691

(3) Includes approximately \$35 million of acquisition and integration costs in connection with the acquisition of the Ohio broadband systems. The assumed current income tax effective rate is approximately 11%

(4) Excluding \$230 to \$240 million in network expansion projects net of government subsidies



# Compensation aligned with economic value creation (EVC)

- **Between 50% and 80% 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
- **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

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 reduction of GHG emissions (new in FY2022), 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

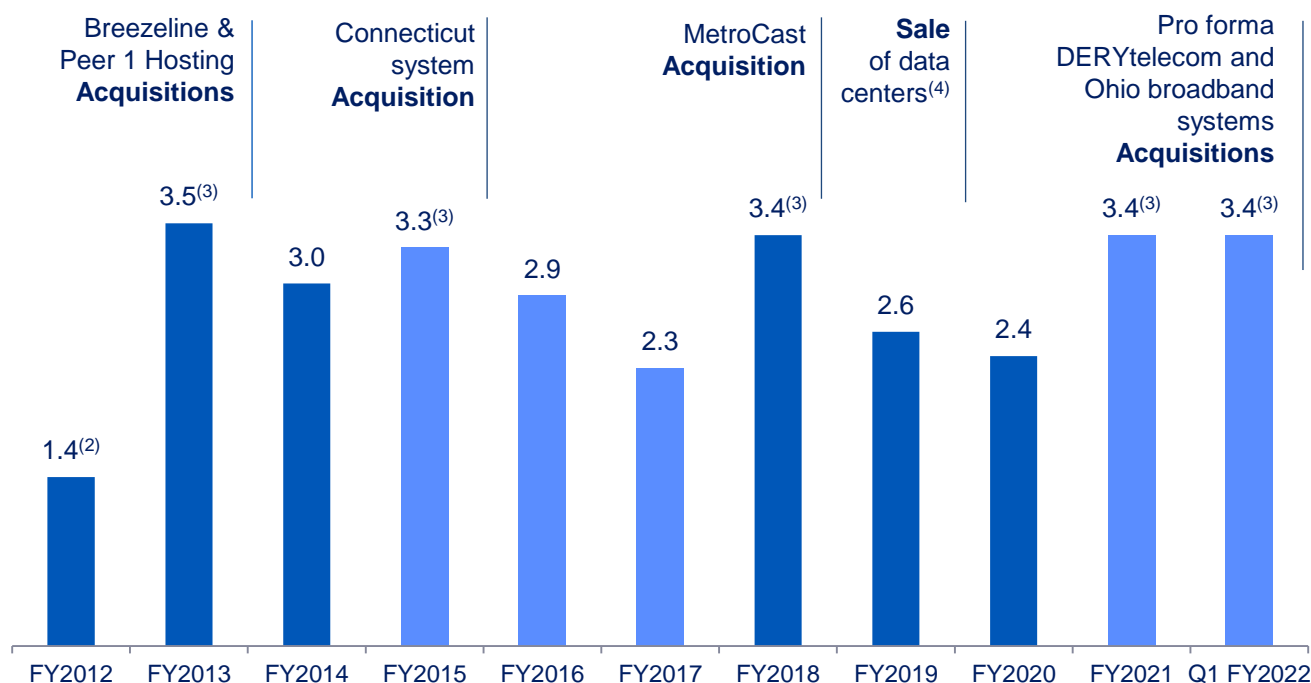
Economic Value Targets	FY2022
Cogeco Inc.	12.8%
Cogeco Connexion	11.0%
Breezeline (formerly Atlantic Broadband)	15.0%

(1) LTI is defined as Long-Term Incentive



# History of de-leveraging following acquisitions

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



**Liquidity: \$1,100 M<sup>(5)</sup>**

*November 30, 2021*  
\$M

**Revolving Credit Facilities** 942

**Amounts drawn** 15

**Unused credit facilities** 927

**Cash and cash equivalents<sup>(5)</sup>** 173

**Liquidity** 1,100

**Cogeco Communications:  
Senior Secured Debt Rating**

**S&P Global  
Ratings**

▶ **BBB-**



▶ **BBB (low)**

- (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 cash 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 were sold for a net cash consideration of \$720 million
- (5) Pro forma the final payment of \$236 million made on December 16, 2021 for the 3500 MHz band spectrum licences





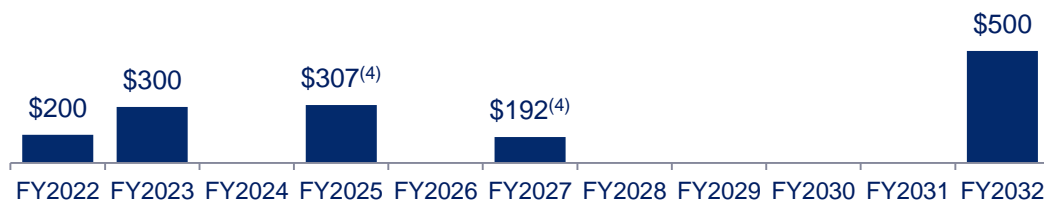
# Low cost of capital and spread-out maturities

## DEBT MATURITIES

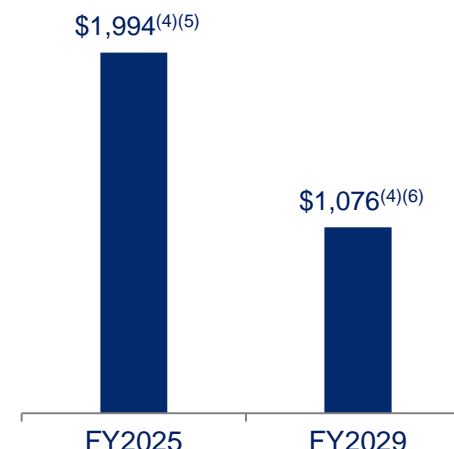
Excluding credit facilities and lease liabilities<sup>(3)</sup>  
\$M

	2022 Guidelines <sup>(2)</sup>	August 2021	August 2020
Average Cost of Debt <sup>(1)</sup>	3.3%	3.3%	3.8%
Average Life	3.9Y	3.2Y	4.2Y

### Cogeco Communications (excluding Breezeline)



### Breezeline US subsidiaries<sup>(7)</sup>



(1) Excludes amortization of debt issuance cost

(2) Based on mid-range guidelines

(3) A total of CDN\$15 million was drawn on Cogeco Communications' \$750 million revolving facility maturing in FY2025 and Breezeline's US\$150 million revolving facility maturing in FY2024. Cogeco Communications' indebtedness includes lease liabilities in an amount of \$38.9 million with a weighted average lease term of approximately 6.3 years.

(4) Converted at November 30, 2021 closing exchange rate of USD/CDN 1.2792

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

(6) Balance payable in FY2029 after giving effect to annual mandatory repayments of US\$9 million (CDN\$12 million)

(7) Financing the American broadband segment on a non-recourse basis to Cogeco Communications



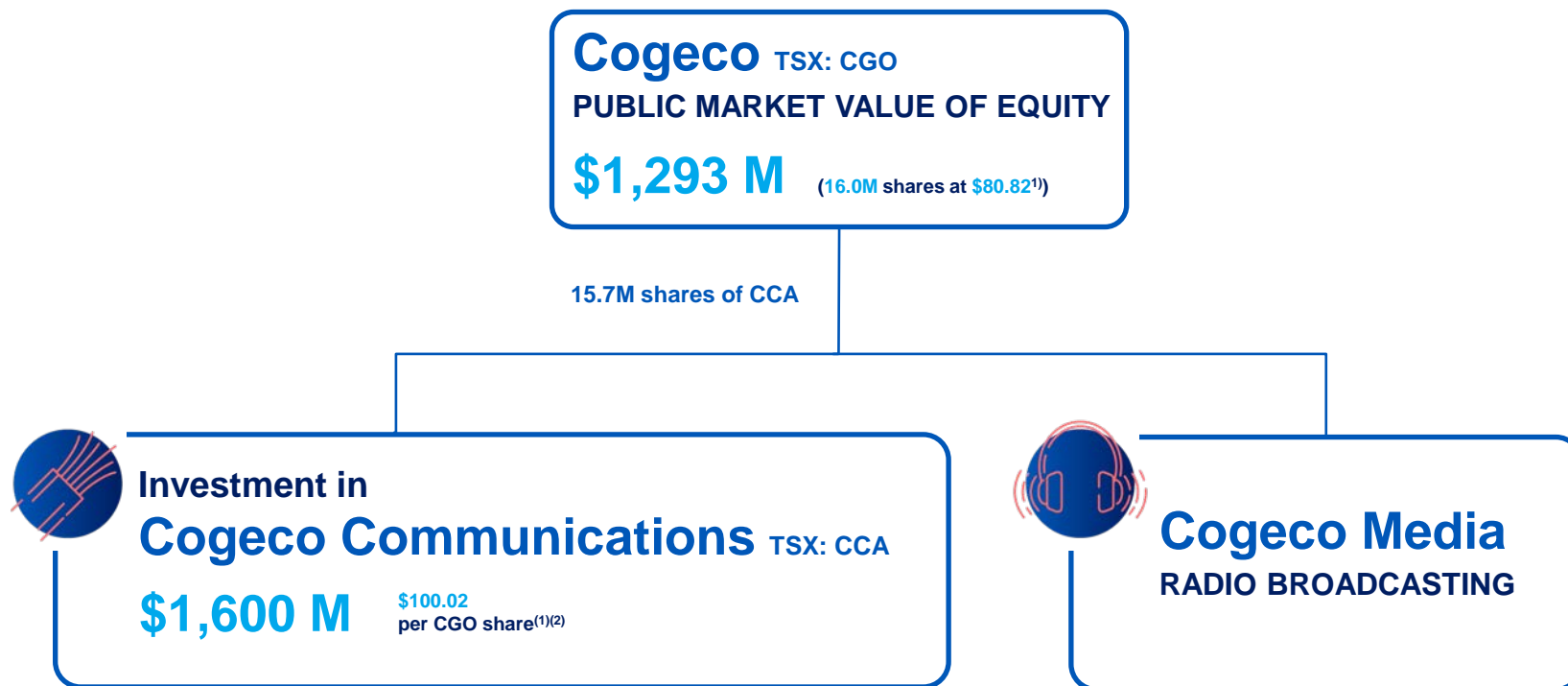
# USD debt hedges US operations

- 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 4.6% appreciation of the Canadian dollar against the USD (or \$0.06 USD/CDN<sup>(1)</sup>) on operating results for the first quarter of FY2022

Unfavorable / (Favorable) impact CDN\$ M	Cogeco Connexion	Breezeline	Consolidated
Adjusted EBITDA	(0.5)	8.5	8.0
Financial expense			(1.6)
Capex	(0.9)	(3.6)	(4.5)
Others			(0.7)
<b>Free Cash Flow (FCF) impact</b>			<b>1.2</b>
<i>Variance relative to total FCF</i>			<b>0.9%</b>

Cogeco



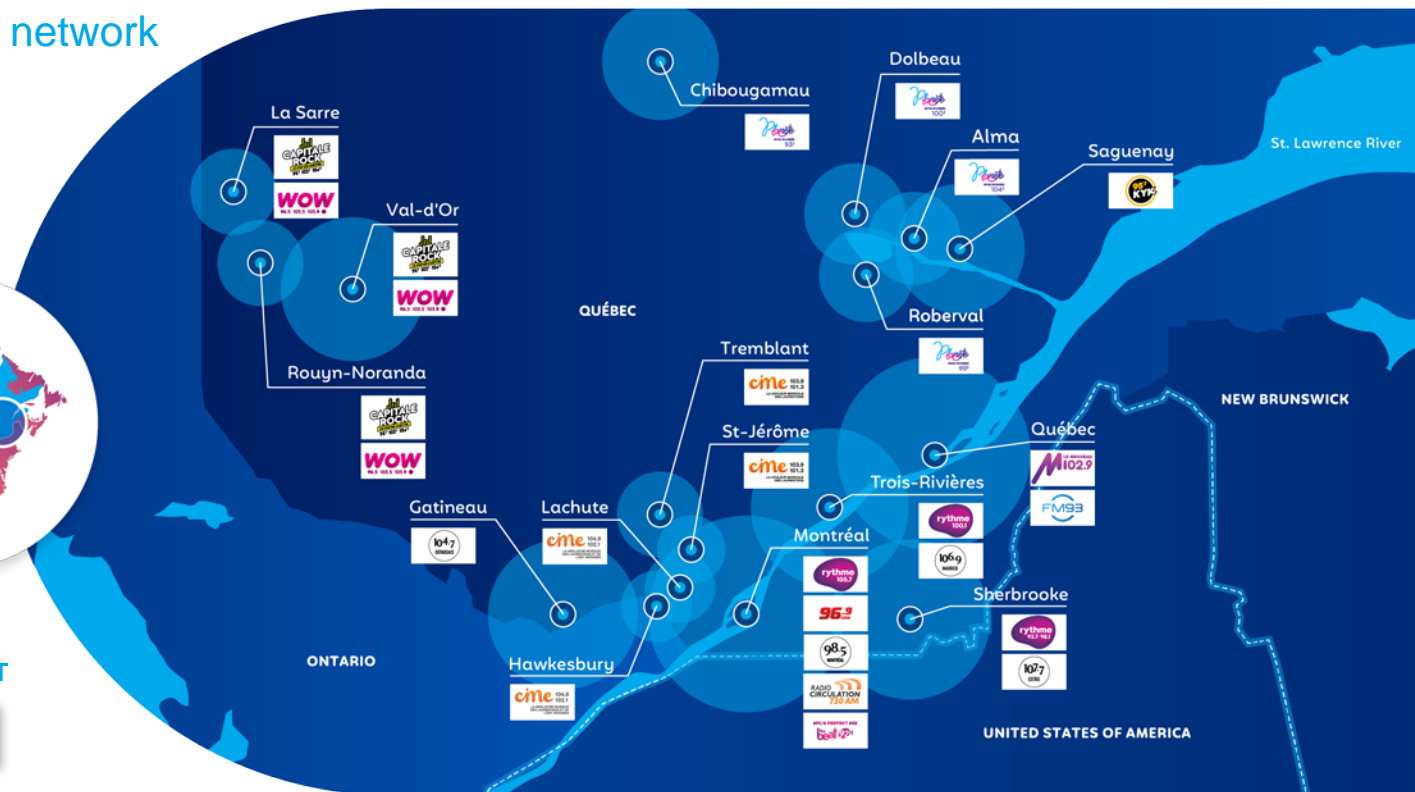


# Cogeco Media: Strong network of radio stations

Radio broadcasting network  
and news agency



STATIONS THAT ARE  
RANKED AMONGST THE BEST



23 RADIO STATIONS



LARGEST PRIVATE  
RADIO NEWS NETWORK  
IN QUÉBEC



4.4 MILLION  
LISTENERS / WEEK  
IN QUÉBEC



INTEGRATED SALES  
SERVICES

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

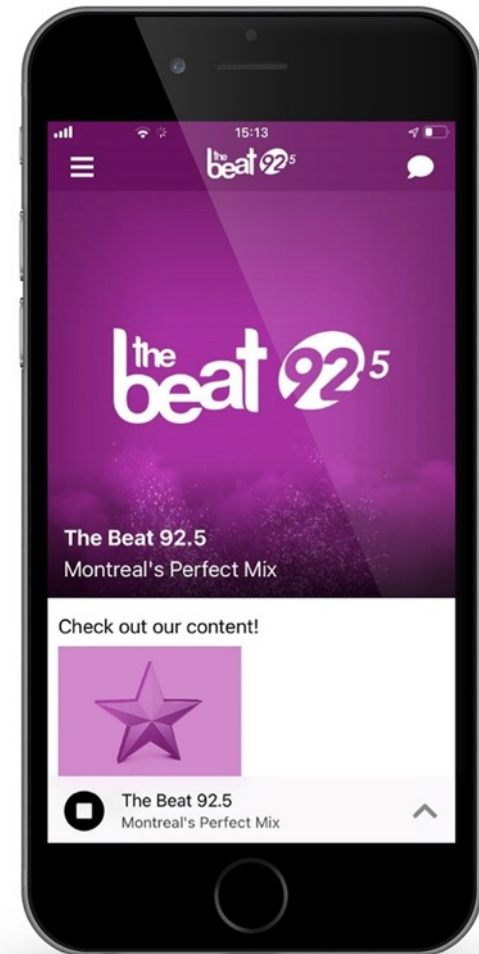
## Broad radio coverage

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

## Radio is an important media in Québec

- 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





# Appendices

# Cogeco Communications

## Supplemental Financial Information

	Fiscal 2022	Fiscal 2021				
(In thousands of Canadian dollars)	Q1	Q1	Q2	Q3	Q4	Annual
<b>Revenue</b>						
Canadian broadband services	355,047	328,009	354,902	353,336	356,850	1,393,097
American broadband services	363,494	290,904	279,646	270,972	275,834	1,117,356
<b>Total Revenue</b>	<b>718,541</b>	<b>618,913</b>	<b>634,548</b>	<b>624,308</b>	<b>632,684</b>	<b>2,510,453</b>
<b>Adjusted EBITDA</b>						
Canadian broadband services	187,861	186,114	189,708	188,985	185,722	750,529
American broadband services	175,764	138,526	129,529	121,514	121,931	511,500
Corporate and eliminations	(14,338)	(13,547)	(12,243)	(13,500)	(17,083)	(56,373)
<b>Total Adjusted EBITDA</b>	<b>349,287</b>	<b>311,093</b>	<b>306,994</b>	<b>296,999</b>	<b>290,570</b>	<b>1,205,656</b>
<b>Capital Expenditures</b>						
Canadian broadband services	67,471	65,610	57,454	57,230	76,342	256,636
American broadband services	73,227	49,347	57,559	67,579	96,989	271,474
Corporate and eliminations	330	1,265	201	1,761	1,849	5,076
<b>Total Capital Expenditures</b>	<b>141,028</b>	<b>116,222</b>	<b>115,214</b>	<b>126,570</b>	<b>175,180</b>	<b>533,186</b>
Integration, restructuring and acquisition costs	(18,635)	(1,215)	(2,330)	(1,225)	(3,974)	(8,744)
Financial expense	(44,955)	(35,210)	(31,839)	(33,506)	(23,608)	(124,163)
Current income taxes	(14,563)	(19,862)	(18,373)	(6,504)	(20,331)	(65,070)
Repayment of lease liabilities	(995)	(1,088)	(1,055)	(1,196)	(784)	(4,123)
Other adjustments <sup>(1)</sup>	3,000	3,120	4,585	4,072	4,730	16,507
<b>Free Cash Flow</b>	<b>132,111</b>	<b>140,616</b>	<b>142,768</b>	<b>132,070</b>	<b>71,423</b>	<b>486,877</b>

# Customer profile

<i>November 30, 2021</i>	<b>Cogeco Connexion</b>	<b>Breezeline</b>	<b>Total</b>
Homes passed	1,984,397	1,630,411	3,614,808
Primary service units <sup>(1)</sup>	1,997,006	1,236,558	3,233,564
Internet service customers <i>Internet penetration<sup>(2)</sup></i>	918,304 <i>46.3%</i>	716,778 <i>44.0%</i>	1,635,082 <i>45.2%</i>
Video service customers <i>Video penetration<sup>(2)</sup></i>	672,781 <i>33.9%</i>	346,729 <i>21.3%</i>	1,019,510 <i>28.2%</i>
Telephony service customers <i>Telephony penetration<sup>(2)</sup></i>	405,921 <i>20.5%</i>	173,051 <i>10.6%</i>	578,972 <i>16.0%</i>