



# Q1 2021 Results

April 21, 2021 | 

# Cautionary note

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The following materials are for presentation purposes only. They accompany the discussions held during Rogers Communications Inc.'s (Rogers) investor conference call on April 21, 2021. These materials should be read in conjunction with the disclosure documents referenced below.

Certain statements made in this presentation, including, but not limited to, statements relating to expected future events, financial and operating results, guidance, objectives, plans, strategic priorities and other statements that are not historical facts, are forward-looking. By their nature, forward-looking statements require Rogers' management to make assumptions and predictions and are subject to inherent risks and uncertainties, thus there is risk that the forward-looking statements will not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause actual future results and events to differ materially from that expressed in the forward-looking statements. Accordingly, our comments are subject to the disclaimer and qualified by the assumptions and risk factors referred to in Rogers' 2020 Annual Report and Rogers' First Quarter 2021 Press Release (which was issued on April 21, 2021), as filed with securities regulators at [sedar.com](https://www.sedar.com) and [sec.gov](https://www.sec.gov), and also available at [investors.rogers.com](https://investors.rogers.com). The forward-looking statements made in this presentation and discussion describe our expectations as of today and, accordingly, are subject to change going forward. Except as required by law, Rogers disclaims any intention or obligation to update or revise forward-looking statements.

This presentation includes non-GAAP measures, including adjusted EBITDA, adjusted EBITDA margin, adjusted net income, adjusted diluted EPS, adjusted net debt, debt leverage ratio (adjusted net debt / 12-months trailing adjusted EBITDA), and free cash flow. Descriptions of these measures and why they are used can be found in the disclosure documents referenced above.

This presentation discusses certain key performance indicators used by Rogers, including total service revenue (total revenue excluding equipment revenue in Wireless and Cable), subscriber counts, ARPA and blended ARPU. Descriptions of these indicators can be found in the disclosure documents referenced above.

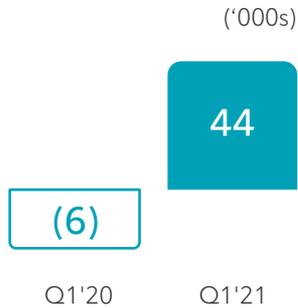
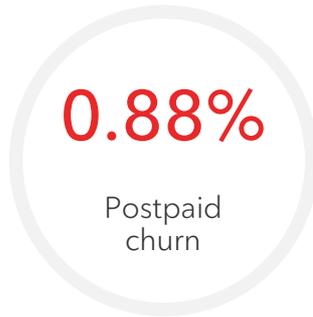
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# Joe Natale

—  
President and CEO



# Wireless focused on execution



## Largest unlimited-data base and Canada’s largest 5G network

Rogers’ 5G network connects 173 communities across the country

**Leader in unlimited** - 2.6 million customers on Rogers Infinite unlimited data plans

**Digital adoption** - Remained strong this quarter at 85%

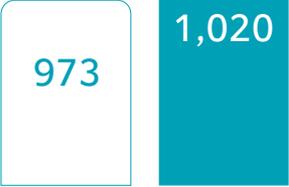
**Closing digital divide** - \$300 million agreement in Eastern Ontario. Building 12 new towers in Western Canada to provide full wireless coverage on the Highway of Tears

# Continuous improvement in Cable

+5%

Revenue

(\$M)



Q1'20

Q1'21

+8%

Adj. EBITDA

(\$M)



Q1'20

Q1'21



# Sports and Media seeing return of live broadcasts

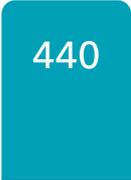
+7%

Revenue

(\$M)



Q1'20



Q1'21

+31%

Adj. EBITDA

(\$M)



Q1'20



Q1'21



# Our communities

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## Connected for Success

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Expanding to 750 thousand more eligible households across our Cable footprint

Providing high-speed, low-cost Internet to customers receiving government income support, disability benefits or eligible seniors



## Ted Rogers Community Grants

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Investing in the next generation with grants to 42 youth organizations across Canada

Grants to support critical programs for youth as they face new challenges due to the pandemic



## Jays Care Foundation

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Partnering to launch the Rookie League program which will reach 14,000 Canadian youth

Helping Canadian youth who face barriers develop important life skills and confidence, all while having fun

# Tony Staffieri

—  
CFO



# Q1 Wireless results

**-6%**

Service  
revenue

(\$M)



Q1'20

Q1'21

**-1%**

Adjusted  
EBITDA

(\$M)



Q1'20

Q1'21

**+310 bps**

Adj. EBITDA  
service margin

(%)



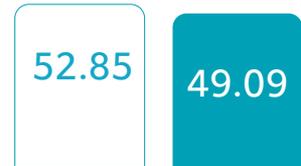
Q1'20

Q1'21

**-7%**

Blended  
ARPU

(\$)



Q1'20

Q1'21

**Strong postpaid loading and margin improvement despite ongoing service revenue pressure**

# Q1 Cable results

+5%

Service Revenue

(\$M)



Q1'20

Q1'21

+8%

Adjusted EBITDA

(\$M)



Q1'20

Q1'21

+24k

Total customer relationships

('000s)



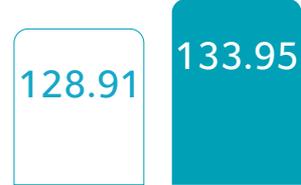
Q1'20

Q1'21

+4%

ARPA

(\$)

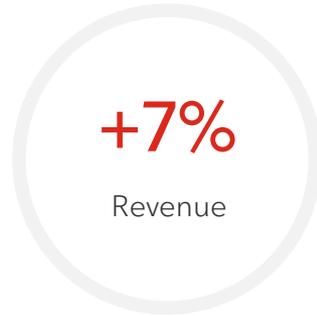


Q1'20

Q1'21

Continued solid service revenue and adjusted EBITDA growth

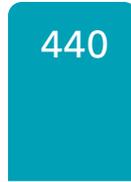
# Q1 Media results



(\$M)



Q1'20



Q1'21



(\$M)



Q1'20



Q1'21

Higher sports-related and online shopping revenue  
offsetting lower radio advertising revenue

# Q1 consolidated results

	Q1'21	% Change
In millions of dollars, except percentages and per share amounts		
Total service revenue	3,021	(1)
Adjusted EBITDA	1,391	4
Adjusted EBITDA margin	39.9%	0.8 pts
Net income	361	3
Adjusted net income	394	7
Adjusted diluted EPS	\$0.77	8
Capital expenditures	484	(18)
Capital intensity	13.9%	(3.5 pts)
Free cash flow	394	(15)

**Service revenue decline** reflects lower roaming revenue due to travel restrictions during COVID-19, and lower overage revenue

**Cost transformation accelerated** leading to improved margins and adjusted EBITDA growth

**Free cash flow** decline primarily driven by increased cash taxes

## Strong financial position in COVID-19 environment

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Investment-grade balance sheet with healthy available liquidity position of **\$4.0 billion**

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Debt leverage ratio of **3.0x**

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Weighted average interest rate of **4.02%** with average term to maturity of **13.7 years**





## Outlook

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COVID-19 impacts including extended lockdowns continue to impact longer-term visibility

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Q2 results anticipated to show year-over-year improvements

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Rogers team continues to focus on customer service and driving efficiency across all businesses

For further information, please see the "2021 Full-Year Consolidated Guidance" section in our 2020 Annual Report



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