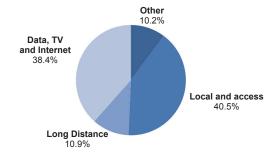
#### Bell Aliant at a glance

Bell Aliant is one of North America's largest regional communications providers and the first company in Canada to cover an entire city with fibre-to-the-home (FTTH) technology with its *FibreOP™* services. Through its operating entities it serves customers in six Canadian provinces with innovative information, communication and technology services including voice, data, Internet, video and value-added business solutions. Bell Aliant's employees deliver the highest quality of customer service, choice and convenience.

Bell Aliant's vision is to be the leading communications provider in the markets we serve by pursuing five key strategic objectives:

- Improve the customer experience
- Retain our customers
- Grow broadband
- · Reset our cost structure
- Engage employees

#### 2013 Revenues



In 2013, we had total revenues of \$2.8 billion. Over one-third of our revenues came from our growing data, TV and Internet business.

#### **Quick Facts**

- Large Scale: third largest incumbent local exchange carrier in Canada
- Geographically diverse: population served:
   5.3 million Canadians
- Annual revenue: \$2.8 billion
- · BCE interest in Bell Aliant 44%
- · Focus on regional markets
- Broadband growth strategy based on expanding fibre technology to grow IPTV and Internet business
- Large customer base
- Predictable capital expenditures
- · Investment-grade credit ratings

#### Financial Outlook

	2014E
Revenue	\$2,700 - \$2,780 million
Adjusted EBITDA	\$1,235 - \$1,285 million
Capital expenditures	\$535 - \$585 million
Free Cash Flow	\$300 - \$360 million
Adjusted earnings per share	\$1.45 - \$1.75

Caution about forward-looking statements

This Fact Sheet contains forward-looking statements concerning anticipated future events, results, circumstances or expectations which are subject to important risks, uncertainties and assumptions. For a description of the risks, uncertainties and assumptions underlying these statements, please refer to Bell Aliant's second quarter 2014 MD&As and the cautionary statements contained therein regarding forward-looking information, all as filed on SEDAR and available at our website at bellaliant.ca.

#### Summary Financial Information\*

(\$ millions)	Q2 2014	Y/Y Change	YTD 2014	Y/Y Change
Revenue	\$ 682	(1.3%)	\$ 1,358	(1.3%)
EBITDA** Capital Expenditures	\$ 318 \$ 146	(2.6%) (6.6%)	\$ 635 \$ 281	(2.4%) (1.5%)
Free Cash Flow	\$ 131	(14.8%)	\$ 104	(57.9%)
Operating Highlights (thousands)				
Network Access Services	2,297	(5.3%)		
High Speed Internet Subscribers	976	4.7%		
IPTV Customers	202	36.1%		

<sup>\*</sup>Summary financial information is for Bell Aliant Regional Communications Inc. (Bell Aliant GP), the entity that holds the consolidated operations of Bell Aliant.

<sup>\*\*</sup>Non-GAAP Financial Measures: Adjusted EBITDA, and free cash flow do not have any standardized meaning prescribed by International Financial Reporting Standards (IFRS). Please refer to Bell Aliant GP's 2014 second quarter MD&A for more detail including a reconciliation of these non-IFRS measures to the most comparable IFRS measures.

# **Bell** Aliant

## Investor Fact Sheet



## Analyst Coverage

Barclays Phil Huang **BMO Nesbitt Burns** Tim Casey Canaccord/Genuity Dvai Ghose CIBC Bob Bek **Desjardins Securities** Maher Yaghi Macquarie Capital Markets Canada Greg MacDonald Merrill Lynch/Bank of America Glen Campbell National Bank Financial Adam Shine **RBC Capital Markets** Drew McReynolds

Scotia Capital Markets Jeff Fan
TD Vince Valentini
Veritas Desmond Lau

## Stock Information

(as of June 30, 2014)

Symbol BA
Listings TSX
Shares Outstanding 229 million
Market Capitalization \$6.4 billion

BCE has made an offer to privatize Bell Aliant for a value of \$31 per share. The transaction is expected to close by November 30, 2014.

## Transfer Agent

Canadian Stock Transfer Company (800) 387-0825 (416) 643-5500 inquiries@canstockta.com

## Credit Ratings (long-term debt)

DBRS BBB S&P BBB