



Supplemental Financial Information

Fourth Quarter 2022

TSX: RCI | NYSE: RCI

Rogers Communications Inc.
Consolidated Financial Results
(unaudited)

	2022					2021				
(In millions of dollars, except per share amounts)	Annual	Q4'22	Q3'22	Q2'22	Q1'22	Annual	Q4'21	Q3'21	Q2'21	Q1'21
Revenue										
Wireless	9,197	2,578	2,267	2,212	2,140	8,768	2,415	2,215	2,064	2,074
Cable	4,071	1,019	975	1,041	1,036	4,072	1,023	1,016	1,013	1,020
Media	2,277	606	530	659	482	1,975	516	473	546	440
Corporate items and intercompany eliminations	(149)	(37)	(29)	(44)	(39)	(160)	(35)	(38)	(41)	(46)
Revenue	15,396	4,166	3,743	3,868	3,619	14,655	3,919	3,666	3,582	3,488
Total service revenue ¹	13,305	3,436	3,230	3,443	3,196	12,533	3,232	3,149	3,131	3,021
Adjusted EBITDA										
Wireless	4,469	1,173	1,093	1,118	1,085	4,214	1,086	1,107	1,008	1,013
Cable	2,058	522	465	520	551	2,013	518	516	492	487
Media	69	57	76	2	(66)	(127)	(26)	33	(75)	(59)
Corporate items and intercompany eliminations	(203)	(73)	(51)	(48)	(31)	(213)	(56)	(56)	(51)	(50)
Adjusted EBITDA ²	6,393	1,679	1,583	1,592	1,539	5,887	1,522	1,600	1,374	1,391
Deduct (add):										
Depreciation and amortization	2,576	648	644	638	646	2,585	658	642	647	638
Restructuring, acquisition and other	310	58	85	71	96	324	101	63	115	45
Finance costs	1,233	287	331	357	258	849	218	207	206	218
Other (income) expense	(15)	(10)	19	(18)	(6)	2	(12)	20	(7)	1
Net income before income tax expense	2,289	696	504	544	545	2,127	557	668	413	489
Income tax expense	609	188	133	135	153	569	152	178	111	128
Net income	1,680	508	371	409	392	1,558	405	490	302	361
Earnings per share:										
Basic	\$3.33	\$1.01	\$0.73	\$0.81	\$0.78	\$3.09	\$0.80	\$0.97	\$0.60	\$0.71
Diluted	\$3.32	\$1.00	\$0.71	\$0.76	\$0.77	\$3.07	\$0.80	\$0.94	\$0.60	\$0.70
Net income	1,680	508	371	409	392	1,558	405	490	302	361
Add (deduct):										
Restructuring, acquisition and other	310	58	85	71	96	324	101	63	115	45
Income tax impact of above items	(75)	(12)	(20)	(17)	(26)	(79)	(20)	(17)	(30)	(12)
Adjusted net income ²	1,915	554	436	463	462	1,803	486	536	387	394
Adjusted earnings per share ² :										
Basic	\$3.79	\$1.10	\$0.86	\$0.92	\$0.91	\$3.57	\$0.96	\$1.06	\$0.77	\$0.78
Diluted	\$3.78	\$1.09	\$0.84	\$0.86	\$0.91	\$3.56	\$0.96	\$1.03	\$0.76	\$0.77

¹ See "Key Performance Indicators".

² Adjusted EBITDA is a total of segments measure. Adjusted basic and adjusted diluted earnings per share are non-GAAP ratios. Adjusted net income is a non-GAAP financial measure and is a component of adjusted basic and adjusted diluted earnings per share. These are not standardized financial measures under IFRS and might not be comparable to similar financial measures disclosed by other companies. See "Non-GAAP and Other Financial Measures" for more information about this measure.

Rogers Communications Inc.
Additional Information
(unaudited)

	2022					2021				
(In millions of dollars, except capital intensity and per share amounts)	Annual	Q4'22	Q3'22	Q2'22	Q1'22	Annual	Q4'21	Q3'21	Q2'21	Q1'21
Capital expenditures										
Wireless	1,758	421	543	457	337	1,515	501	365	424	225
Cable	1,019	235	259	269	256	913	237	237	227	212
Media	142	73	28	19	22	115	38	23	36	18
Corporate	156	47	42	33	34	245	70	114	32	29
Capital expenditures ¹	3,075	776	872	778	649	2,788	846	739	719	484
Capital intensity ²										
Wireless	19.1%	16.3%	24.0%	20.7%	15.7%	17.3%	20.7%	16.5%	20.5%	10.8%
Cable	25.0%	23.1%	26.6%	25.8%	24.7%	22.4%	23.2%	23.3%	22.4%	20.8%
Media	6.2%	12.0%	5.3%	2.9%	4.6%	5.8%	7.4%	4.9%	6.6%	4.1%
Consolidated	20.0%	18.6%	23.3%	20.1%	17.9%	19.0%	21.6%	20.2%	20.1%	13.9%
Adjusted EBITDA	6,393	1,679	1,583	1,592	1,539	5,887	1,522	1,600	1,374	1,391
Deduct:										
Capital expenditures	3,075	776	872	778	649	2,788	846	739	719	484
Interest on borrowings, net and capitalized interest	1,090	243	287	325	235	728	183	179	178	188
Cash income taxes paid	455	25	145	145	140	700	25	175	175	325
Free cash flow ²	1,773	635	279	344	515	1,671	468	507	302	394
Add (deduct):										
Interest on Shaw senior note financing	447	139	139	138	31	—	—	—	—	—
Interest earned on restricted cash and cash equivalents	(235)	(130)	(71)	(31)	(3)	—	—	—	—	—
Free cash flow excluding Shaw financing ²	1,985	644	347	451	543	1,671	468	507	302	394
Dividends declared	1,010	252	253	253	252	1,010	252	253	253	252
Dividends per share	\$2.00	\$0.50	\$0.50	\$0.50	\$0.50	\$2.00	\$0.50	\$0.50	\$0.50	\$0.50

¹ Includes additions to property, plant and equipment net of proceeds on disposition, but does not include expenditures for spectrum licences, additions to right-of-use assets, or assets acquired through business combinations.

² Capital intensity is a supplementary financial measure. Free cash flow is a capital management measure. Free cash flow excluding Shaw financing is a non-GAAP financial measure. These are not standardized financial measures under IFRS and might not be comparable to similar financial measures disclosed by other companies. See "Non-GAAP and Other Financial Measures" for more information about this measure.

Rogers Communications Inc.

Free Cash Flow

(unaudited)

(In millions of dollars)	2022					2021				
	Annual	Q4'22	Q3'22	Q2'22	Q1'22	Annual	Q4'21	Q3'21	Q2'21	Q1'21
Cash provided by operating activities	4,493	1,145	1,216	1,319	813	4,161	1,147	1,319	1,016	679
Add (deduct):										
Capital expenditures	(3,075)	(776)	(872)	(778)	(649)	(2,788)	(846)	(739)	(719)	(484)
Interest on borrowings, net and capitalized interest	(1,090)	(243)	(287)	(325)	(235)	(728)	(183)	(179)	(178)	(188)
Interest paid	1,054	287	326	227	214	802	231	157	198	216
Restructuring, acquisition and other	310	58	85	71	96	324	101	63	115	45
Program rights amortization	(61)	(12)	(10)	(19)	(20)	(68)	(22)	(10)	(16)	(20)
Change in net operating assets and liabilities	152	201	(154)	(216)	321	(37)	50	(80)	(194)	187
Other adjustments ¹	(10)	(25)	(25)	65	(25)	5	(10)	(24)	80	(41)
Free cash flow	1,773	635	279	344	515	1,671	468	507	302	394
Add (deduct):										
Interest on Shaw senior note financing	447	139	139	138	31	—	—	—	—	—
Interest earned on restricted cash and cash equivalents	(235)	(130)	(71)	(31)	(3)	—	—	—	—	—
Free cash flow excluding Shaw financing	1,985	644	347	451	543	1,671	468	507	302	394

¹ Other adjustments consists of post-employment benefit contributions, net of expense, cash flows relating to other operating activities, and other (income) expense from our financial statements.

Rogers Communications Inc.
Adjusted Net Debt
(unaudited)

(In millions of dollars, except ratios)	2022				2021			
	Q4'22	Q3'22	Q2'22	Q1'22	Q4'21	Q3'21	Q2'21	Q1'21
Current portion of long-term debt	1,828	685	644	1,225	1,551	1,556	1,530	943
Long-term debt	29,905	31,550	30,812	30,195	17,137	15,205	14,912	15,670
Deferred transaction costs and discounts	1,122	883	340	349	185	170	175	168
	32,855	33,118	31,796	31,769	18,873	16,931	16,617	16,781
Add (deduct):								
Subordinated notes adjustment ¹	(1,508)	(1,514)	(1,483)	(1,469)	(1,000)	—	—	—
Net debt derivative assets ²	(988)	(1,414)	(1,328)	(988)	(1,260)	(1,630)	(1,064)	(1,077)
Credit risk adjustment related to net debt derivative assets ³	(10)	(54)	(59)	(18)	(18)	(24)	(25)	(16)
Short-term borrowings	2,985	3,015	2,836	2,695	2,200	2,375	1,207	1,238
Current portion of lease liabilities	362	351	345	346	336	325	309	293
Lease liabilities	1,666	1,661	1,652	1,642	1,621	1,630	1,614	1,593
Cash and cash equivalents	(463)	(687)	(665)	(809)	(715)	(1,572)	(905)	(801)
Restricted cash and cash equivalents ⁴	(12,837)	(12,837)	(13,131)	(13,131)	—	—	—	—
Adjusted net debt ⁵	22,062	21,639	19,963	20,037	20,037	18,035	17,753	18,011
Divided by: trailing 12-month adjusted EBITDA	6,393	6,236	6,253	6,035	5,887	5,955	5,993	5,913
Debt leverage ratio ⁵	3.5	3.5	3.2	3.3	3.4	3.0	3.0	3.0
Adjusted net debt	22,062	21,639	19,963	20,037	20,037	18,035	17,753	18,011
Add (deduct):								
Shaw senior note financing	(13,799)	(13,913)	(13,335)	(13,060)	—	—	—	—
Restricted cash and cash equivalents	12,837	12,837	13,131	13,131	—	—	—	—
Net debt derivative liabilities related to Shaw senior note financing	(267)	(82)	(113)	(335)	—	—	—	—
Transaction costs paid related to Shaw senior note financing	(707)	(707)	(156)	(156)	—	—	—	—
Interest income on restricted cash and cash equivalents	235	105	34	3	—	—	—	—
Interest paid on Shaw senior note financing	(301)	(199)	—	—	—	—	—	—
Adjusted net debt excluding Shaw financing ⁵	20,060	19,680	19,524	19,620	20,037	18,035	17,753	18,011
Divided by: trailing 12-month adjusted EBITDA	6,393	6,236	6,253	6,035	5,887	5,955	5,993	5,913
Debt leverage ratio excluding Shaw financing ⁵	3.1	3.2	3.1	3.3	3.4	3.0	3.0	3.0

¹ For the purposes of calculating adjusted net debt, we believe adjusting 50% of the value of our subordinated notes is appropriate as this methodology factors in certain circumstances with respect to priority for payment and this approach is commonly used to evaluate debt leverage by rating agencies.

² Net debt derivative assets consists of the net fair value of our debt derivatives on issued debt accounted for as hedges.

³ For accounting purposes in accordance with IFRS, we recognize the fair values of our debt derivatives using an estimated credit-adjusted mark-to-market valuation by discounting cash flows to the measurement date. For purposes of calculating adjusted net debt, we believe including debt derivatives valued without adjustment for credit risk is commonly used to evaluate debt leverage and for market valuation and transactional purposes.

⁴ For the purposes of calculating adjusted net debt, we have deducted our restricted cash and cash equivalents as these funds were raised solely to fund a portion of the cash consideration of the proposed acquisition of Shaw Communications Inc. (Transaction) or, if unable to be consummated, be used to redeem the applicable senior notes excluding any premium. We therefore believe including only the underlying senior notes would not represent our view of adjusted net debt prior to the consummation of the Transaction or the redemption of the senior notes.

⁵ Adjusted net debt and debt leverage ratio are capital management measures. Debt leverage ratio excluding Shaw financing is a non-GAAP ratio. Adjusted net debt excluding Shaw financing is a non-GAAP financial measure and is a component of debt leverage ratio excluding Shaw financing. See "Non-GAAP and Other Financial Measures" for more information about this measure.

Rogers Communications Inc.
Consolidated Statements of Financial Position
(unaudited)

	2022				2021			
(In millions of dollars)	Q4'22	Q3'22	Q2'22	Q1'22	Q4'21	Q3'21	Q2'21	Q1'21
ASSETS								
Current assets:								
Cash and cash equivalents	463	687	665	809	715	1,572	905	801
Restricted cash and cash equivalents	12,837	12,837	13,131	13,131	—	—	—	—
Accounts receivable	4,184	3,731	3,621	3,565	3,847	3,475	3,164	2,941
Inventories	438	325	451	540	535	397	467	465
Current portion of contract assets	111	111	112	112	115	152	230	363
Other current assets	561	523	501	606	497	509	530	691
Current portion of derivative instruments	689	435	230	222	120	142	85	108
Total current assets	19,283	18,649	18,711	18,985	5,829	6,247	5,381	5,369
Property, plant and equipment	15,574	15,325	15,012	14,790	14,666	14,385	14,150	13,978
Intangible assets	12,251	12,262	12,258	12,275	12,281	8,965	8,922	8,931
Investments	2,088	1,995	2,249	2,510	2,493	2,698	2,849	2,827
Derivative instruments	861	1,358	1,345	1,293	1,431	1,716	1,331	1,315
Financing receivables	886	716	690	771	854	735	741	744
Other long-term assets	681	453	479	401	385	1,011	311	297
Goodwill	4,031	4,025	4,025	4,025	4,024	4,020	3,991	3,991
Total assets	55,655	54,783	54,769	55,050	41,963	39,777	37,676	37,452
LIABILITIES AND SHAREHOLDERS' EQUITY								
Current liabilities:								
Short-term borrowings	2,985	3,015	2,836	2,695	2,200	2,375	1,207	1,238
Accounts payable and accrued liabilities	3,722	3,243	2,970	2,782	3,416	2,965	2,715	2,461
Income tax payable	—	—	159	186	115	49	224	281
Other current liabilities	252	157	191	303	607	375	521	306
Contract liabilities	400	354	384	406	394	357	364	354
Current portion of long-term debt	1,828	685	644	1,225	1,551	1,556	1,530	943
Current portion of lease liabilities	362	351	345	346	336	325	309	293
Total current liabilities	9,549	7,805	7,529	7,943	8,619	8,002	6,870	5,876
Provisions	53	52	51	51	50	44	43	43
Long-term debt	29,905	31,550	30,812	30,195	17,137	15,205	14,912	15,670
Lease liabilities	1,666	1,661	1,652	1,642	1,621	1,630	1,614	1,593
Other long-term liabilities	738	598	489	676	565	1,012	1,051	1,078
Deferred tax liabilities	3,652	3,455	3,419	3,430	3,439	3,358	3,086	3,121
Total liabilities	45,563	45,121	43,952	43,937	31,431	29,251	27,576	27,381
Shareholders' equity	10,092	9,662	10,817	11,113	10,532	10,526	10,100	10,071
Total liabilities and shareholders' equity	55,655	54,783	54,769	55,050	41,963	39,777	37,676	37,452

Rogers Communications Inc.
Consolidated Statements of Cash Flows
(unaudited)

(In millions of dollars)	2022					2021				
	Annual	Q4'22	Q3'22	Q2'22	Q1'22	Annual	Q4'21	Q3'21	Q2'21	Q1'21
Cash provided by (used in):										
Operating activities:										
Net income for the period	1,680	508	371	409	392	1,558	405	490	302	361
Adjustments to reconcile net income to cash provided by operating activities:										
Depreciation and amortization	2,576	648	644	638	646	2,585	658	642	647	638
Program rights amortization	61	12	10	19	20	68	22	10	16	20
Finance costs	1,233	287	331	357	258	849	218	207	206	218
Income tax expense	609	188	133	135	153	569	152	178	111	128
Post-employment benefits contributions, net of expense	19	47	35	(69)	6	(5)	42	44	(107)	16
Other	(24)	(32)	9	(14)	13	2	(44)	—	20	26
	6,154	1,658	1,533	1,475	1,488	5,626	1,453	1,571	1,195	1,407
Change in net operating assets and liabilities	(152)	(201)	154	216	(321)	37	(50)	80	194	(187)
Income taxes paid	(455)	(25)	(145)	(145)	(140)	(700)	(25)	(175)	(175)	(325)
Interest paid	(1,054)	(287)	(326)	(227)	(214)	(802)	(231)	(157)	(198)	(216)
Cash provided by operating activities	4,493	1,145	1,216	1,319	813	4,161	1,147	1,319	1,016	679
Investing activities:										
Capital expenditures	(3,075)	(776)	(872)	(778)	(649)	(2,788)	(846)	(739)	(719)	(484)
Additions to program rights	(47)	(8)	(17)	(10)	(12)	(54)	(13)	(18)	(11)	(12)
Changes in non-cash working capital related to capital expenditures and intangible assets	(200)	(222)	118	76	(172)	67	12	23	148	(116)
Acquisitions and other strategic transactions, net of cash acquired	(9)	—	—	—	(9)	(3,404)	(2,661)	(743)	—	—
Other	68	(5)	12	49	12	46	16	14	22	(6)
Cash used in investing activities	(3,263)	(1,011)	(759)	(663)	(830)	(6,133)	(3,492)	(1,463)	(560)	(618)
Financing activities:										
Net proceeds received from (repayment of) short-term borrowings	707	(38)	134	108	503	971	(172)	1,146	(25)	22
Net issuance (repayment) of long-term debt	12,711	—	—	(600)	13,311	550	2,000	—	—	(1,450)
Net (payments) proceeds on settlement of debt derivatives and forward contracts	(11)	16	27	20	(74)	(8)	8	(11)	(3)	(2)
Transaction costs incurred	(726)	—	(557)	—	(169)	(31)	(20)	—	(11)	—
Principal payments of lease liabilities	(316)	(83)	(80)	(76)	(77)	(269)	(75)	(71)	(61)	(62)
Dividends paid	(1,010)	(253)	(253)	(252)	(252)	(1,010)	(253)	(253)	(252)	(252)
Cash provided by (used in) financing activities	11,355	(358)	(729)	(800)	13,242	203	1,488	811	(352)	(1,744)
Change in cash and cash equivalents and restricted cash and cash equivalents	12,585	(224)	(272)	(144)	13,225	(1,769)	(857)	667	104	(1,683)
Cash and cash equivalents and restricted cash and cash equivalents, beginning of period	715	13,524	13,796	13,940	715	2,484	1,572	905	801	2,484
Cash and cash equivalents and restricted cash and cash equivalents, end of period	13,300	13,300	13,524	13,796	13,940	715	715	1,572	905	801
Cash and cash equivalents	463	463	687	665	809	715	715	1,572	905	801
Restricted cash and cash equivalents	12,837	12,837	12,837	13,131	13,131	—	—	—	—	—
Cash and cash equivalents and restricted cash and cash equivalents, end of period	13,300	13,300	13,524	13,796	13,940	715	715	1,572	905	801

Rogers Communications Inc.
Wireless
(unaudited)

(In millions of dollars, except margins)	2022					2021				
	Annual	Q4'22	Q3'22	Q2'22	Q1'22	Annual	Q4'21	Q3'21	Q2'21	Q1'21
Revenue										
Service revenue	7,131	1,856	1,761	1,791	1,723	6,666	1,735	1,706	1,616	1,609
Equipment revenue	2,066	722	506	421	417	2,102	680	509	448	465
Revenue	9,197	2,578	2,267	2,212	2,140	8,768	2,415	2,215	2,064	2,074
Operating expenses										
Cost of equipment	2,115	734	518	437	426	2,142	713	508	455	466
Other operating expenses	2,613	671	656	657	629	2,412	616	600	601	595
Operating expenses	4,728	1,405	1,174	1,094	1,055	4,554	1,329	1,108	1,056	1,061
Adjusted EBITDA	4,469	1,173	1,093	1,118	1,085	4,214	1,086	1,107	1,008	1,013
Adjusted EBITDA service margin ¹	62.7 %	63.2 %	62.1 %	62.4 %	63.0 %	63.2 %	62.6 %	64.9 %	62.4 %	63.0 %
Adjusted EBITDA margin ²	48.6 %	45.5 %	48.2 %	50.5 %	50.7 %	48.1 %	45.0 %	50.0 %	48.8 %	48.8 %
Capital expenditures	1,758	421	543	457	337	1,515	501	365	424	225

¹ Calculated using service revenue.

² Calculated using total revenue.

Subscriber Results ¹

(In thousands, except churn and mobile phone ARPU)

Postpaid mobile phone										
Gross additions	1,523	537	429	303	254	1,304	420	399	254	231
Net additions	545	193	164	122	66	403	141	180	60	22
Total postpaid mobile phone subscribers ²	9,392	9,392	9,199	9,035	8,913	8,847	8,847	8,706	8,526	8,466
Churn (monthly)	0.90%	1.24%	0.97%	0.68%	0.71%	0.88%	1.06%	0.85%	0.76%	0.83%
Prepaid mobile phone										
Gross additions	796	216	232	197	151	512	145	154	107	106
Net additions (losses)	89	(7)	57	55	(16)	(94)	(21)	11	(28)	(56)
Total prepaid mobile phone subscribers ²	1,255	1,255	1,262	1,205	1,150	1,166	1,166	1,187	1,176	1,204
Churn (monthly)	4.90%	5.90%	4.77%	4.05%	4.82%	4.20%	4.66%	4.04%	3.75%	4.36%
Mobile phone ARPU (monthly) ³	\$57.89	\$58.69	\$56.82	\$58.83	\$57.25	\$56.83	\$58.14	\$58.13	\$55.67	\$55.42

¹ Subscriber counts and subscriber churn are key performance indicators. See "Key Performance Indicators".

² As at end of period.

³ Mobile phone ARPU is a supplementary financial measure. See "Non-GAAP and Other Financial Measures" for more information about this measure.

Rogers Communications Inc.
Cable
(unaudited)

(In millions of dollars, except margins)	2022					2021				
	Annual	Q4'22	Q3'22	Q2'22	Q1'22	Annual	Q4'21	Q3'21	Q2'21	Q1'21
Revenue										
Service revenue	4,046	1,011	968	1,037	1,030	4,052	1,016	1,008	1,010	1,018
Equipment revenue	25	8	7	4	6	20	7	8	3	2
Revenue	4,071	1,019	975	1,041	1,036	4,072	1,023	1,016	1,013	1,020
Operating expenses	2,013	497	510	521	485	2,059	505	500	521	533
Adjusted EBITDA	2,058	522	465	520	551	2,013	518	516	492	487
Adjusted EBITDA margin	50.6%	51.2%	47.7%	50.0%	53.2%	49.4%	50.6%	50.8%	48.6%	47.7%
Capital expenditures	1,019	235	259	269	256	913	237	237	227	212

Subscriber Results ¹

(In thousands, except ARPA and penetration)

Homes passed ²	4,804	4,804	4,776	4,755	4,728	4,700	4,700	4,666	4,611	4,599
Customer relationships										
Net additions (losses)	6	(6)	(7)	14	5	31	10	8	7	6
Total customer relationships ^{2,3}	2,590	2,590	2,596	2,603	2,589	2,581	2,581	2,571	2,543	2,536
ARPA (monthly) ⁴	\$130.12	\$129.92	\$124.34	\$133.15	\$132.87	\$132.58	\$131.63	\$131.79	\$132.83	\$133.95
Penetration ²	53.9%	53.9%	54.4%	54.7%	54.8%	54.9%	54.9%	55.1%	55.2%	55.1%
Retail Internet										
Net additions	52	7	6	26	13	71	21	20	14	16
Total retail Internet subscribers ^{2,3}	2,284	2,284	2,277	2,271	2,245	2,229	2,229	2,208	2,170	2,156
Video										
Net additions (losses)	32	(10)	7	21	14	(9)	5	2	(4)	(12)
Total Video subscribers ^{2,3}	1,525	1,525	1,535	1,528	1,507	1,491	1,491	1,486	1,477	1,481
Smart Home Monitoring										
Net losses	(12)	(1)	(4)	(3)	(4)	(18)	(4)	(5)	(6)	(3)
Total Smart Home Monitoring subscribers ²	101	101	102	106	109	113	113	117	122	128
Home Phone										
Net losses	(76)	(18)	(18)	(18)	(22)	(90)	(19)	(20)	(22)	(29)
Total Home Phone subscribers ^{2,3}	836	836	854	872	890	911	911	930	945	967

¹ Subscriber results are key performance indicators. See "Key Performance Indicators".

² As at end of period.

³ On March 16, 2022, we acquired approximately 3,000 retail Internet subscribers, 2,000 Video subscribers, 1,000 Home Phone subscribers, and 3,000 customer relationships as a result of our acquisition of a small regional cable company in Nova Scotia, which are not included in net additions, but do appear in the ending total balances for December 31, 2022.

⁴ ARPA is a supplementary financial measure. See "Non-GAAP and Other Financial Measures" for more information about this measure.

Rogers Communications Inc.

Media

(unaudited)

(In millions of dollars, except margins)	2022					2021				
	Annual	Q4'22	Q3'22	Q2'22	Q1'22	Annual	Q4'21	Q3'21	Q2'21	Q1'21
Revenue	2,277	606	530	659	482	1,975	516	473	546	440
Operating expenses	2,208	549	454	657	548	2,102	542	440	621	499
Adjusted EBITDA	69	57	76	2	(66)	(127)	(26)	33	(75)	(59)
Adjusted EBITDA margin	3.0%	9.4%	14.3%	0.3%	(13.7%)	(6.4%)	(5.0%)	7.0%	(13.7%)	(13.4%)
Capital expenditures	142	73	28	19	22	115	38	23	36	18

Key Performance Indicators

We measure the success of our strategy using a number of key performance indicators that are defined and discussed in our 2021 Annual MD&A and our Fourth Quarter 2022 Earnings Press Release. We believe these key performance indicators allow us to appropriately measure our performance against our operating strategy and against the results of our peers and competitors. The following key performance indicators, some of which are non-GAAP or other financial measures (see "Non-GAAP and Other Financial Measures"), are not measurements in accordance with IFRS. They include:

- subscriber counts;
 - Wireless;
 - Cable; and
 - homes passed (Cable);
- Wireless subscriber churn (churn);
- Wireless mobile phone average revenue per user (ARPU);
- Cable average revenue per account (ARPA);
- Cable customer relationships;
- Cable market penetration (penetration);
- capital intensity; and
- total service revenue.

Non-GAAP and Other Financial Measures

We use the following "non-GAAP financial measures" and other "specified financial measures" (each within the meaning of applicable Canadian securities law). These are reviewed regularly by management and the Board in assessing our performance and making decisions regarding the ongoing operations of our business and its ability to generate cash flows. Some or all of these measures may also be used by investors, lending institutions, and credit rating agencies as indicators of our operating performance, of our ability to incur and service debt, and as measurements to value companies in the telecommunications sector. These are not standardized measures under IFRS, so may not be reliable ways to compare us to other companies.

Non-GAAP financial measures			
Specified financial measure	How it is useful	How we calculate it	Most directly comparable IFRS financial measure
Adjusted net income	<ul style="list-style-type: none"> To assess the performance of our businesses before the effects of the noted items, because they affect the comparability of our financial results and could potentially distort the analysis of trends in business performance. Excluding these items does not imply that they are non-recurring. 	Net income add (deduct) restructuring, acquisition and other; loss (recovery) on sale or wind down of investments; loss (gain) on disposition of property, plant and equipment; (gain) on acquisitions; loss on non-controlling interest purchase obligations; loss on repayment of long-term debt; loss on bond forward derivatives; and income tax adjustments on these items, including adjustments as a result of legislative changes.	Net income
Free cash flow excluding Shaw financing	<ul style="list-style-type: none"> To show how much cash we generate from our operations that is available to repay debt and reinvest in our company excluding the effect of the Shaw senior note financing, as it was issued for a specific purpose and does not contribute to our core business operations. 	Cash provided by operating activities add (deduct) (capital expenditures); (interest on borrowings, net and capitalized interest); interest paid; restructuring, acquisition, and other; (program rights amortization); change in net operating assets and liabilities; interest on Shaw senior note financing; and (interest earned on restricted cash and cash equivalents).	Cash provided by operating activities
Adjusted net debt excluding Shaw financing	<ul style="list-style-type: none"> We believe this helps investors and analysts analyze the components of our debt and cash balances while taking into account the impact of debt derivatives on our US dollar-denominated debt, excluding the cumulative effect of the Shaw senior note financing as it was issued for the specific purpose of funding the Transaction, which has not yet closed. 	Total long-term debt add (deduct) current portion of long-term debt; deferred transaction costs and discounts; net debt derivative (assets) liabilities associated with issued debt; credit risk adjustment related to net debt derivatives; current portion of lease liabilities; lease liabilities; bank advances (cash and cash equivalents); short-term borrowings; and (restricted cash and cash equivalents); add (deduct) (Shaw senior note financing); restricted cash and cash equivalents; net debt derivative assets (liabilities) related to Shaw senior note financing; (deferred transaction costs paid related to Shaw senior note financing); interest income on restricted cash and cash equivalents; and (interest paid on Shaw senior note financing).	Long-term debt

Non-GAAP ratios			
Specified financial measure	How it is useful	How we calculate it	
Adjusted basic earnings per share	<ul style="list-style-type: none"> To assess the performance of our businesses before the effects of the noted items, because they affect the comparability of our financial results and could potentially distort the analysis of trends in business performance. Excluding these items does not imply that they are non-recurring. 	Adjusted net income divided by basic weighted average shares outstanding.	
Adjusted diluted earnings per share		Adjusted net income including the dilutive effect of stock-based compensation divided by diluted weighted average shares outstanding.	
Debt leverage ratio excluding Shaw financing	<ul style="list-style-type: none"> We believe this helps investors and analysts analyze our ability to service our debt obligations, excluding the effect of specific Shaw senior note financing as it was issued for a specific purpose and does not reflect our ability to service our core business debt obligations. 	Adjusted net debt excluding Shaw financing (defined above) divided by 12-month trailing adjusted EBITDA.	

Total of segments measures	
Specified financial measure	Most directly comparable IFRS financial measure
Adjusted EBITDA	Net income

Capital management measures	
Specified financial measure	How it is useful
Free cash flow	<ul style="list-style-type: none"> To show how much cash we generate that is available to repay debt and reinvest in our company, which is an important indicator of our financial strength and performance. We believe that some investors and analysts use free cash flow to value a business and its underlying assets.
Adjusted net debt	<ul style="list-style-type: none"> We believe this helps investors and analysts analyze our debt and cash balances while taking into account the impact of debt derivatives on our US dollar-denominated debt.
Debt leverage ratio	<ul style="list-style-type: none"> We believe this helps investors and analysts analyze our ability to service our debt obligations.

Supplementary financial measures	
Specified financial measure	How we calculate it
Wireless mobile phone average revenue per user (ARPU)	Wireless service revenue divided by average total number of Wireless mobile phone subscribers for the relevant period.
Cable average revenue per account (ARPA)	Cable service revenue divided by average total number of customer relationships for the relevant period.
Capital intensity	Capital expenditures divided by revenue.

Reconciliation of adjusted EBITDA

(In millions of dollars)	Three months ended		Twelve months ended	
	December 31		December 31	
	2022	2021	2022	2021
Net income	508	405	1,680	1,558
Add:				
Income tax expense	188	152	609	569
Finance costs	287	218	1,233	849
Depreciation and amortization	648	658	2,576	2,585
EBITDA	1,631	1,433	6,098	5,561
Add (deduct):				
Other (income) expense	(10)	(12)	(15)	2
Restructuring, acquisition and other	58	101	310	324
Adjusted EBITDA	1,679	1,522	6,393	5,887