

Q4 2009 Financial Results and 2010 Guidance

Investor Conference Call

February 3, 2010

Karen Sheriff, President & Chief Executive Officer

Glen LeBlanc, EVP & Chief Financial Officer

BellAliant

Agenda

- 1 2009 Strategy Accomplishments
- 2 Q4 Financial Performance
- 3 2010 Strategy and Conversion Update
- 4 2010 Guidance
- 5 Question Period

Forward-looking Caution

The presentation and answers today may contain forward-looking statements related to the future financial condition and results of operations of Bell Aliant. Consequently, please refer to the “Forward-looking information” section of our Q4 2009 Earnings news release dated February 3, 2010, as well as the Bell Aliant Regional Communications Income Fund and Bell Aliant Regional Communications Holdings, LP Management’s Discussion and Analysis (MD&A) for the quarters ended March 31, June 30, and September 30, 2009, and Bell Aliant Regional Communications Holdings, LP’s MD&A for the quarter ended December 31, 2009 as posted on www.bellaliant.ca and as filed on SEDAR.

All of the forward-looking statements made in the course of this presentation describe management’s expectations at February 3, 2010, and are qualified by the cautionary statements found in the above mentioned documents, and there can be no assurance that the results or developments anticipated by us will be realized, or, even if substantially realized, they will have the expected consequences for us. Except as may be required by Canadian securities laws, we disclaim any intention and assume no obligation to update or revise any forward-looking statements even if new information becomes available, as a result of future events or for any other reason. Participants should not place undue reliance on any forward-looking statements.

Q4 2009 Results

Karen Sheriff
President & Chief Executive Officer

BellAliant

Strategic Priorities

Improve The Customer Experience

Retain Our Customers

Grow Broadband

Reset Our Cost Structure

Engage Employees

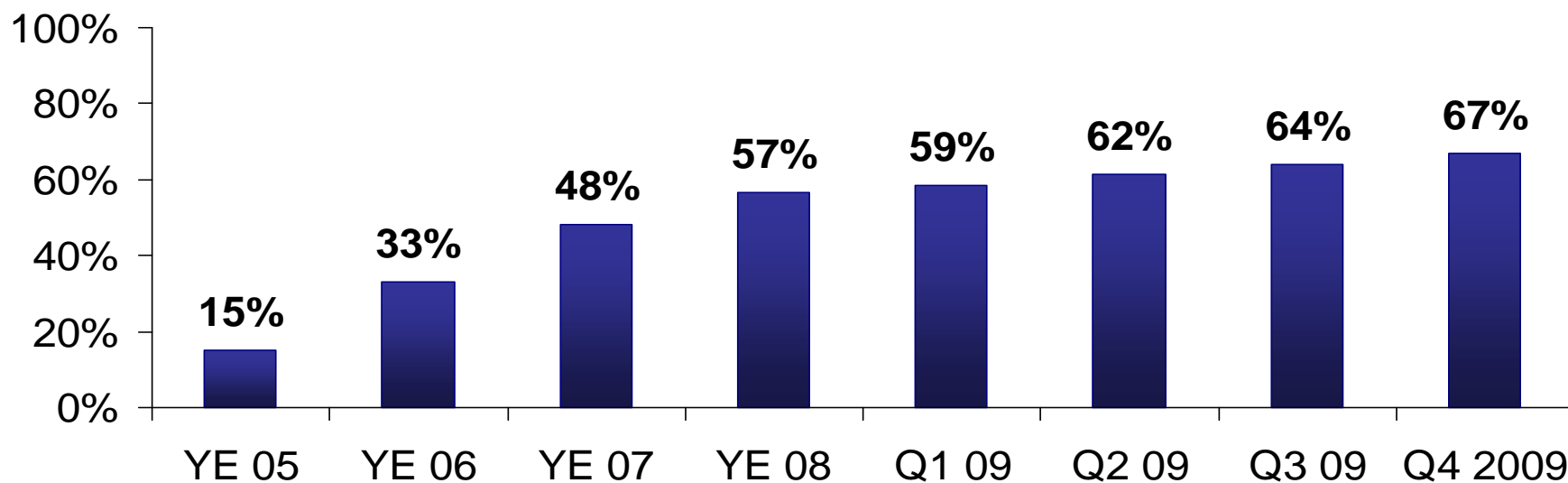
Q4 2009 Financial Highlights

(\$ millions)	Y/Y		Y/Y	
	Q4 2009	Change	YTD	Change
Revenue	\$786	(2.2%)	\$3,174	(2.2%)
EBITDA	\$366	0.0%	\$1,466	1.1%
Capital Intensity	15.4%	(5.4%)	14.6%	(1.6%)
Distributable Cash	\$183	24.8%	\$773	8.1%

Local and long distance

	Q4 2009	Y/Y Change	YTD	Y/Y Change
Local Revenue (\$ millions)	\$336	(4.1%)	\$1,357	(3.5%)
Long Distance Revenue (\$ millions)	\$100	(8.6%)	\$424	(6.3%)
NAS (000's) – end of period			2,926	(5.0%)

Competitive Footprint (Cable Telephony)

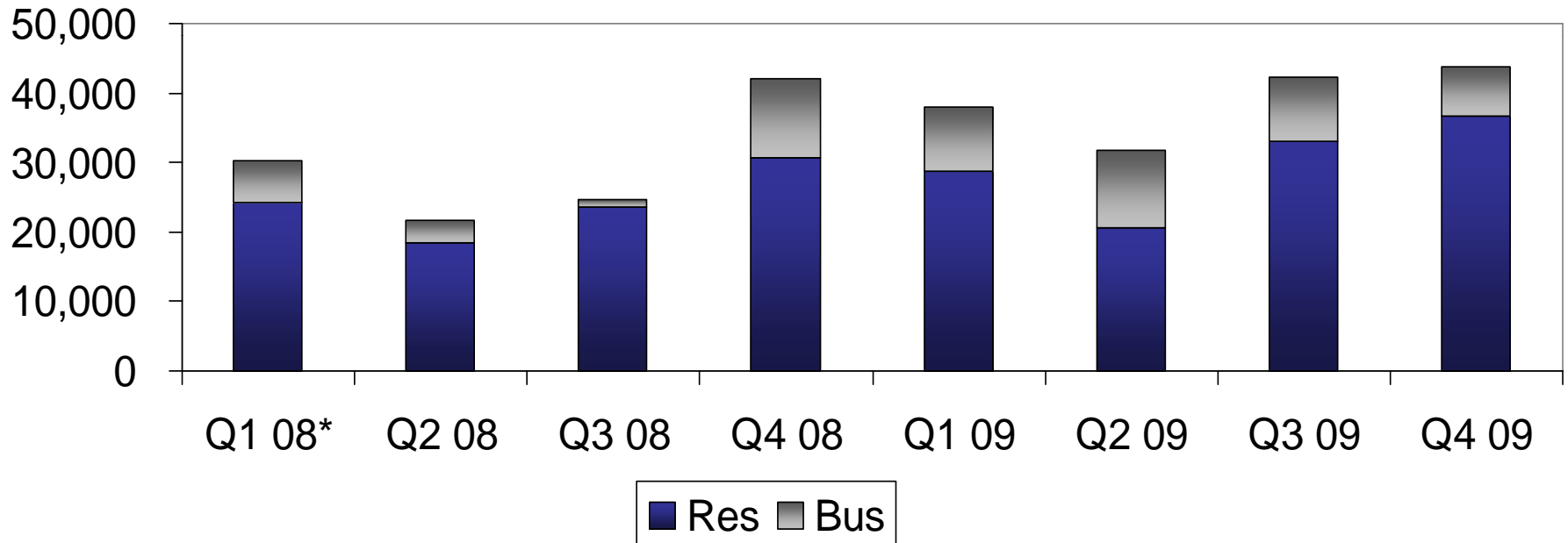


NAS Declines

NAS (000's) – end of period

	Y/Y Change
Q4 2009	(5.0%)
2,926	

Quarterly Net NAS Declines



*Net NAS declines exclude KMTS lines added in Q1 2008

Internet & Data

(\$ millions)

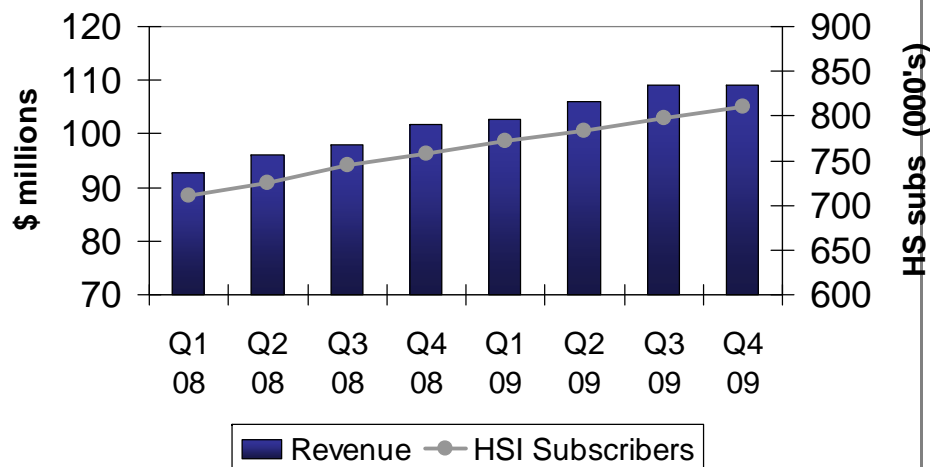
Internet Revenue

Other Data

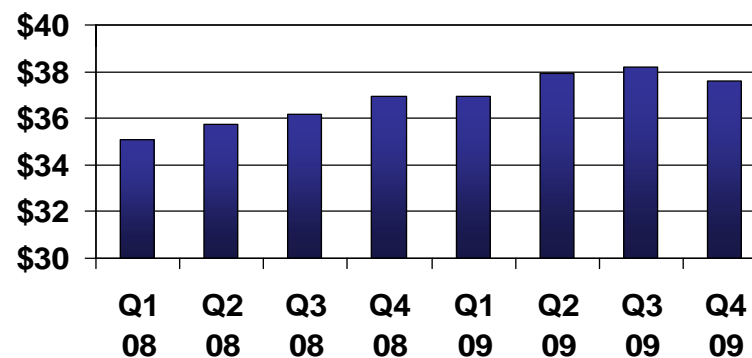
HSI Customers (000's)*

	Q4 2009	Y/Y Change	YTD	Y/Y Change
Internet Revenue	\$109	7.2%	\$427	9.9%
Other Data	\$104	(3.0%)	\$401	(2.2%)
HSI Customers (000's)*			810	7.0%

Internet Revenue and HSI Subscribers



Residential ARPC High-Speed Internet



Q4 2009 HSI customers includes a 2,000 positive adjustment resulting from records review

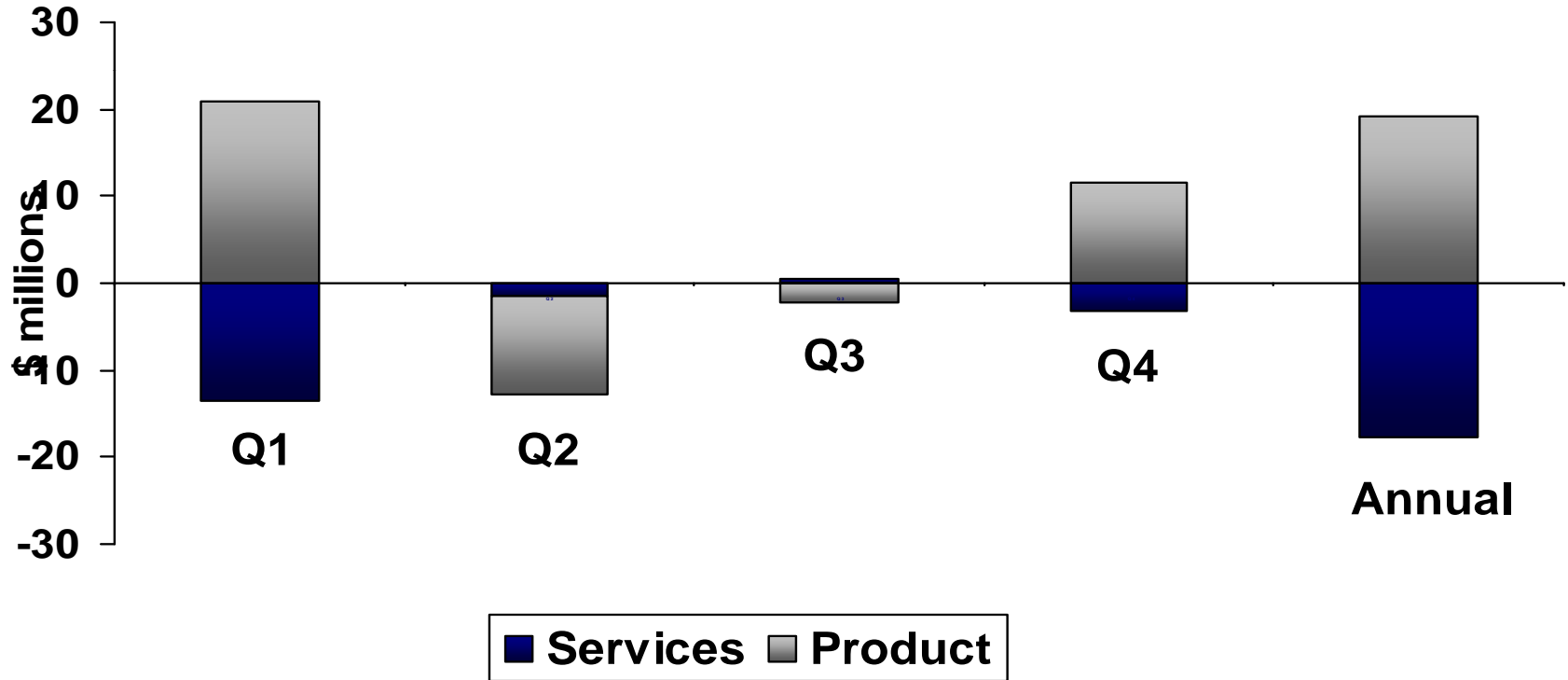
Information Technology

(\$ millions)

Revenue

	Q4 2009	Y/Y Change	YTD	Y/Y Change
Revenue	\$67	14.2%	\$305	0.5%

IT Revenue 2009/2008 changes



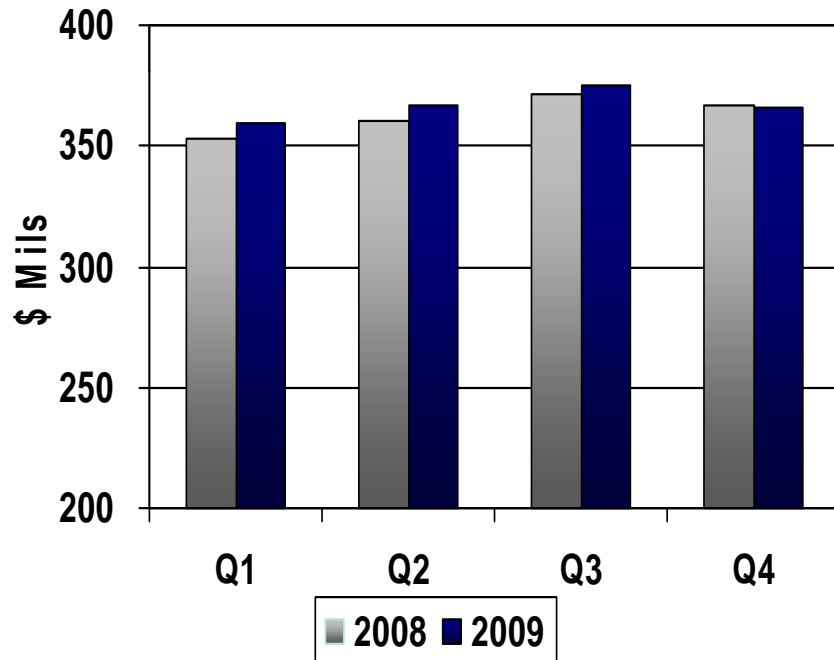
EBITDA

(\$ millions)

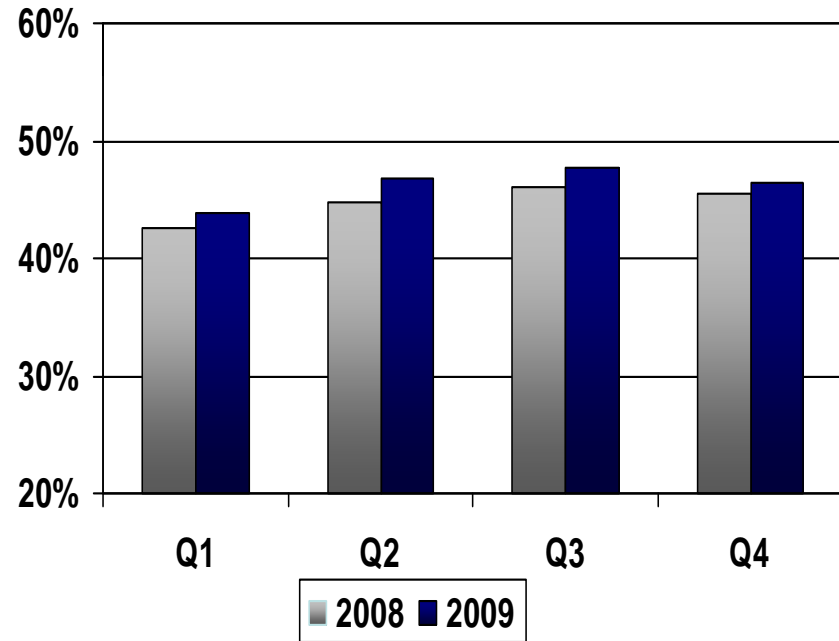
EBITDA

	Y/Y Change	YTD	Y/Y Change
Q4 2009	0.0%	\$1,466	1.1%
\$366			

EBITDA

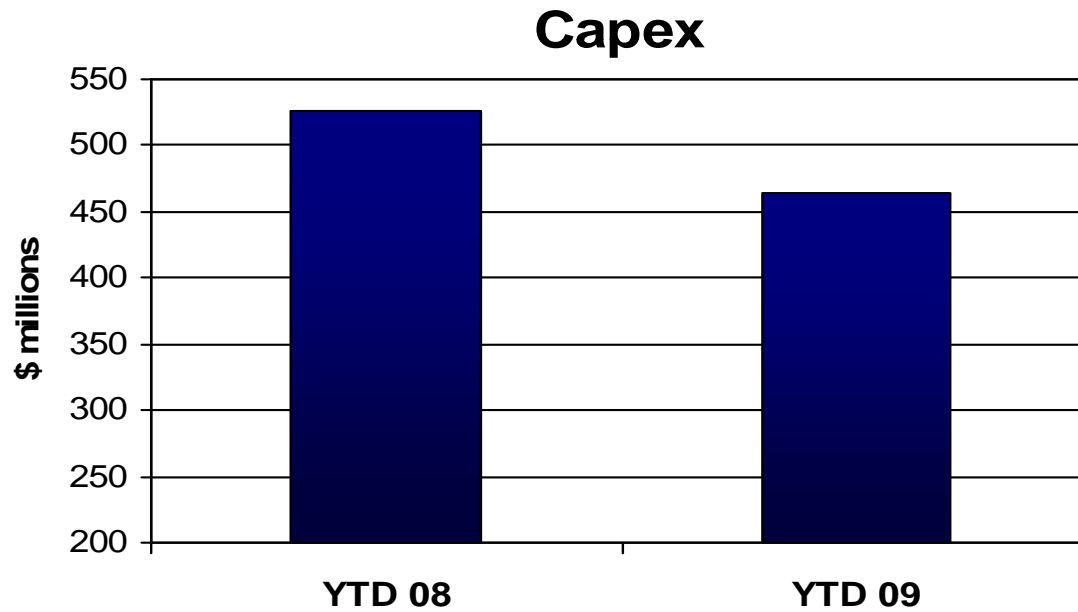


EBITDA Margin



CAPEX

(\$ millions)	Q4 2009	Y/Y Change	YTD	Y/Y Change
	Capex	\$121	(27.5%)	\$465
Capital Intensity	15.4%	(5.4%)	14.6%	(1.6%)



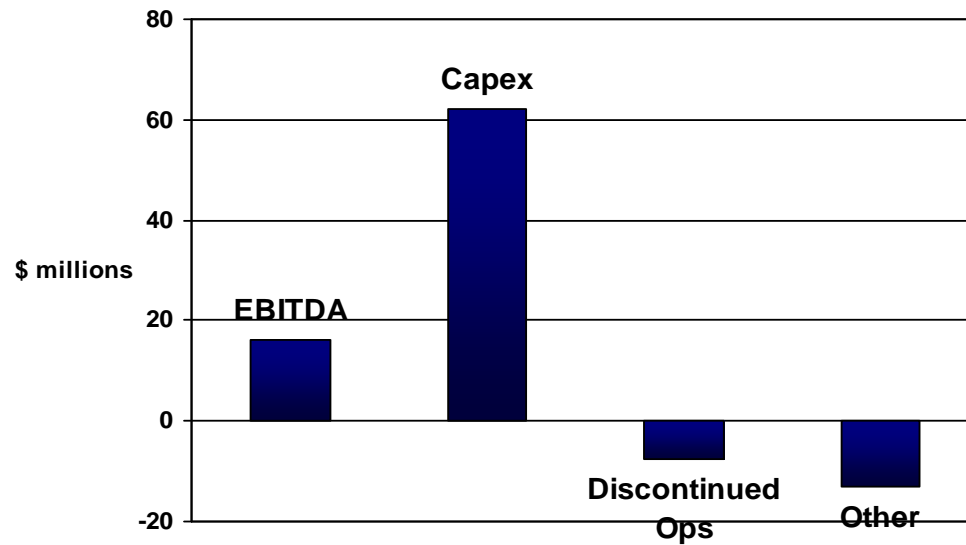
Distributable Cash

(\$ millions)

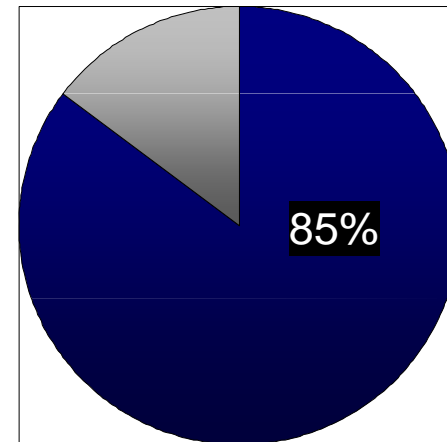
Distributable Cash

	Y/Y Change	YTD	Y/Y Change
Q4 2009	24.8%	\$773	8.1%

YTD DC changes 2009 / 2008



YTD Distributable Cash Payout



2010 Strategy Update

Strategic Priorities Unchanged from 2009

**Improve The
Customer Experience**

- One of the most important things we can do

Retain Our Customers

- Competitive footprint to reach peak in next two years

Grow Broadband

- Expand FibreOP

**Reset Our Cost
Structure**

- Benefits of 2009 initiatives
- Procurement savings
- Fibre efficiencies

Engage Employees

- Critical to success

Conversion to a Corporate Structure

- Bell Aliant expects to recommend to Fund unitholders a tax-deferred transaction to convert from an income trust structure to a corporate structure effective on or by January 1, 2011.
- Unitholder vote on conversion expected to be held at June AGM.
- Details about the conversion terms and process and the anticipated dividend policy going forward are being developed and are expected to be released in May 2010.
- Expect to continue to be a strong dividend paying entity

2010 Guidance

Glen LeBlanc
EVP & Chief Financial Officer

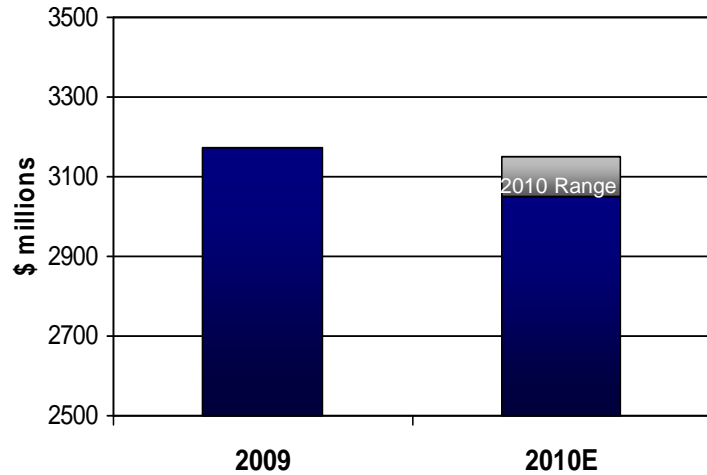
Revenue Outlook

(\$ millions)

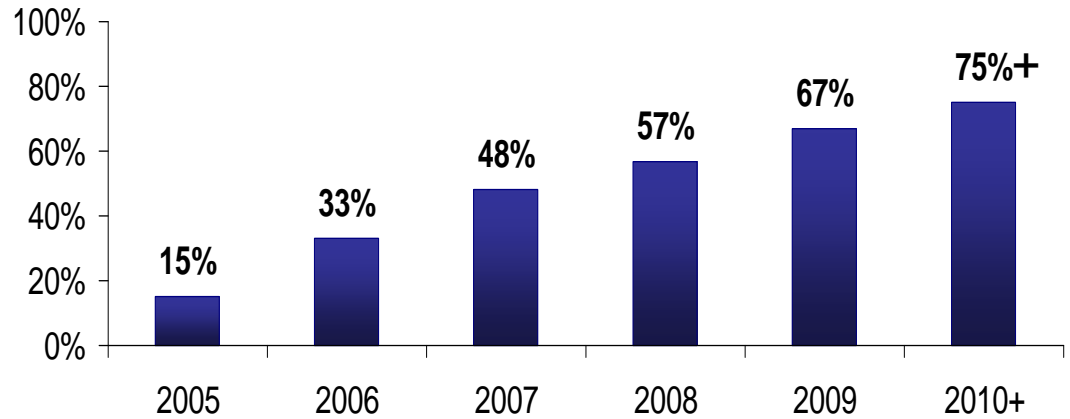
Revenue

2009	2010 Guidance
\$3,174	\$3,050 - \$3,150

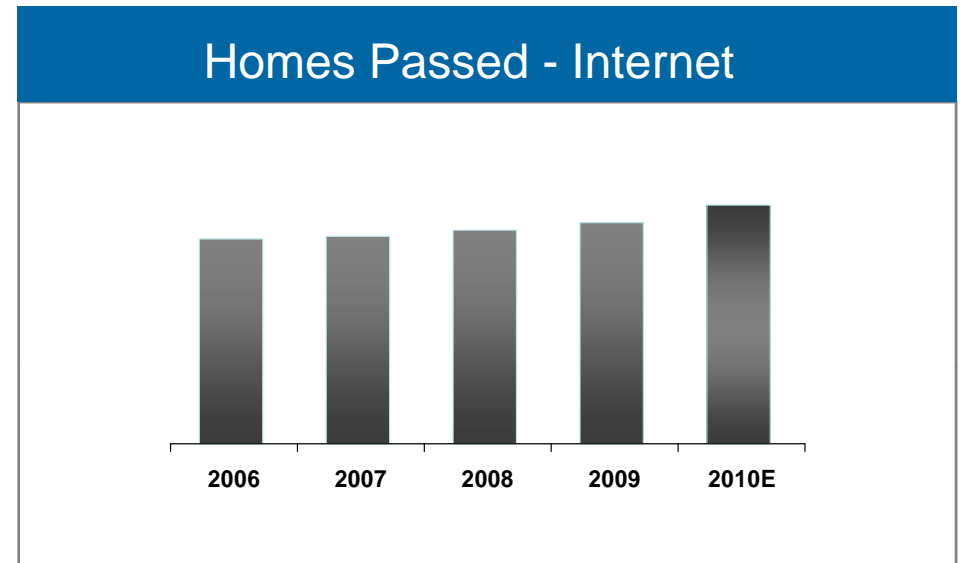
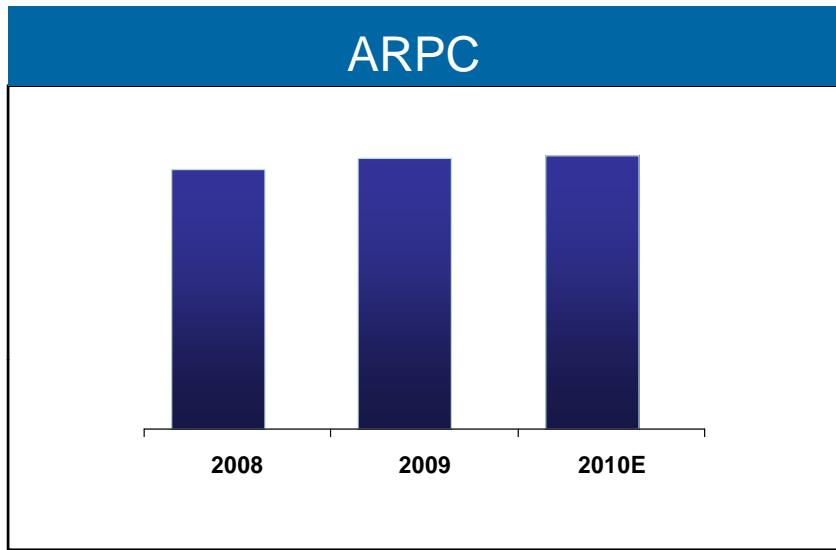
Operating Revenue



Residential Households Passed with Cable Telephony



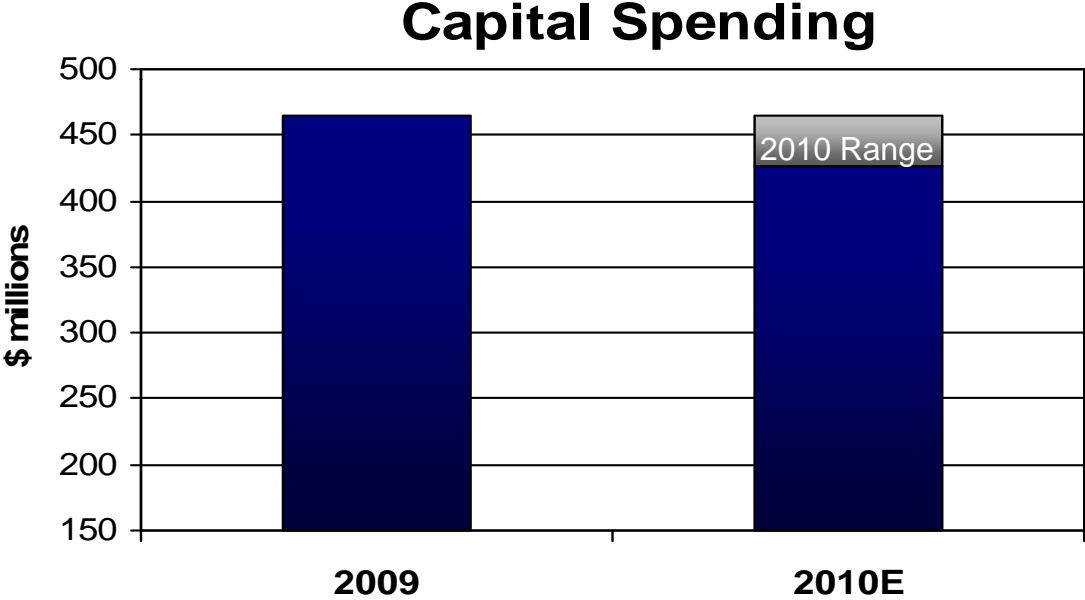
Internet



Pass 140K homes with FibreOP by yearend
ARPC increases with new services

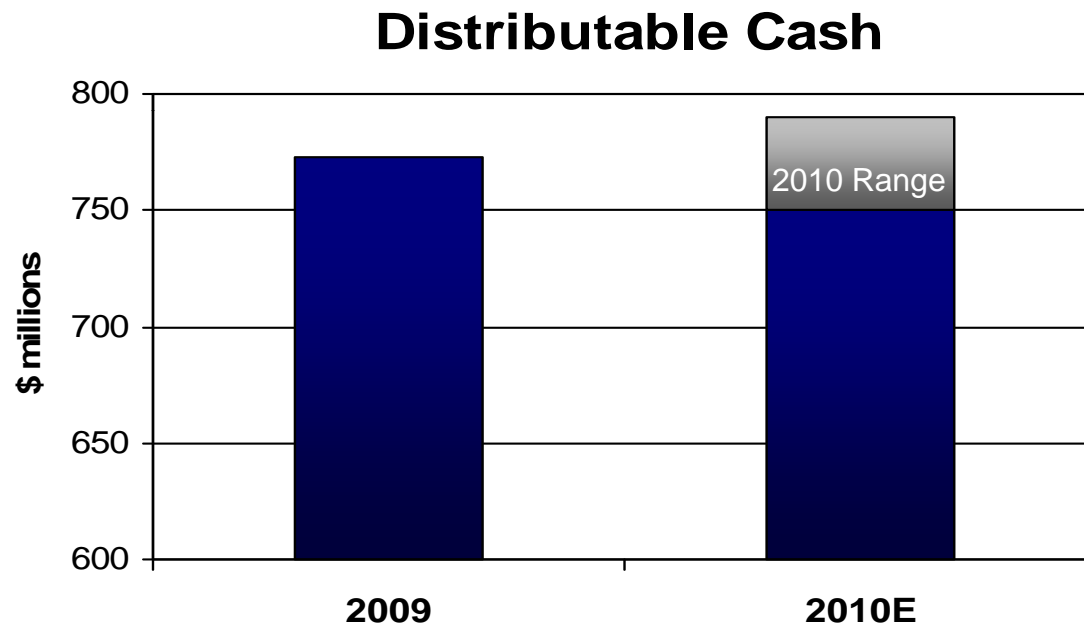
Capital Intensity

(\$ millions)	2009	2010 Guidance
Capital Intensity	14.6%	14.0% – 15.0%



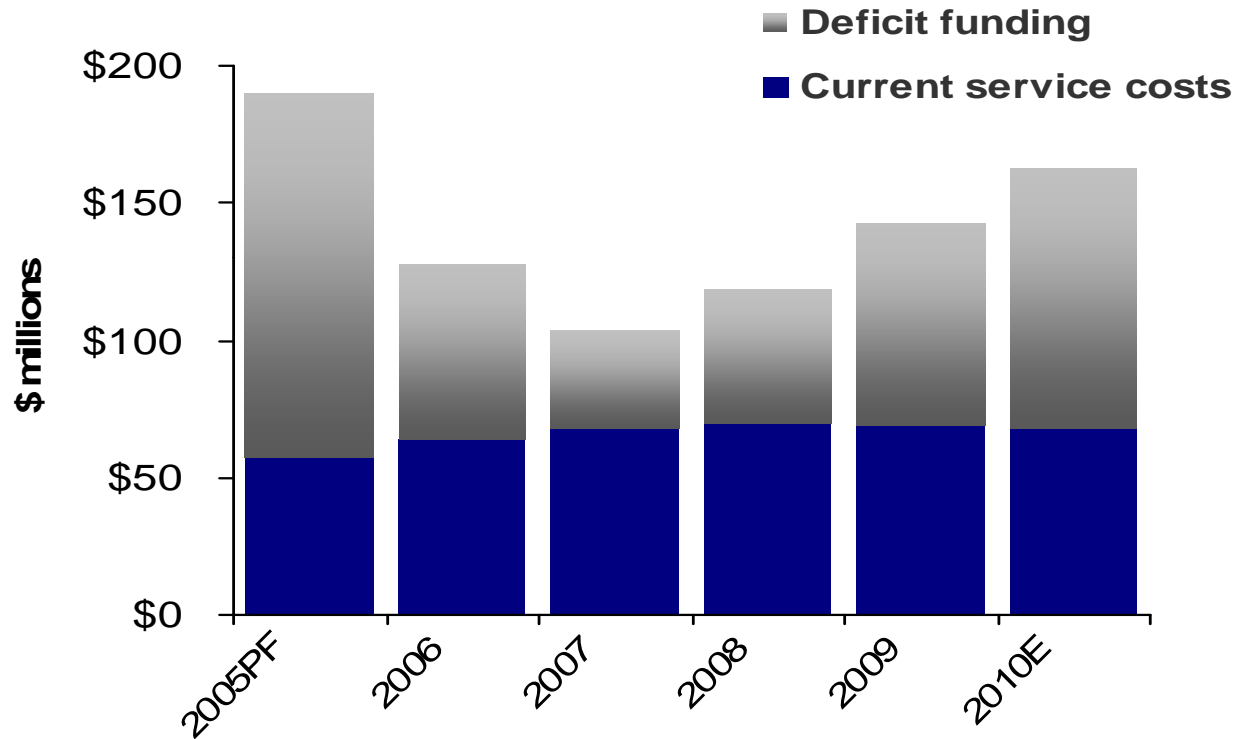
Distributable cash

<i>(\$ millions)</i>	2009	2010 Guidance
Distributable Cash	\$773	\$750 - \$790



Pension Funding

Annual Funding



Deficit payments between \$80-110 million in 2010
Funded with free cash flow

2010 Guidance

	2010 Guidance
Revenue	\$3,050M– \$3,150M
Distributable Cash	\$750M - \$790M
Capital Intensity	14.0% - 15.0%

Questions

Bell Aliant Investor Relations

1-888-248-3113

investors@bellaliant.ca

BellAliant