# **TELUS** Corporation

Supplemental Investor Information (Unaudited)

## Segmented Data

		Qtr	3		Qtr 3 YTD							
Revenues (millions)	2003	2002	Change	% Change	2003	2002	Change	% Change				
TELUS Communications	\$ 1,210.9	\$ 1,258.3	\$ (47.4)		\$ 3,675.4	\$ 3,817.6	\$ (142.2)					
TELUS Mobility	623.9	537.4	86.5	16.1%	1,728.0	1,480.4	247.6	16.7%				
Less: Intersegment revenue	(28.6)	(29.4)	0.8	2.7%	(83.0)	(85.7)	2.7	3.2%				
Operating revenues	1,806.2	1,766.3	39.9	2.3%	5,320.4	5,212.3	108.1	2.1%				
EBITDA (millions)	2003	2002	Change	% Change	2003	2002	Change	% Change				
TELUS Communications	\$ 509.0		\$ 10.7	2.1%		\$ 1,467.2	\$ 52.5	3.6%				
TELUS Mobility	245.5	φ 400.0 164.8	80.7	49.0%	625.4	406.2	219.2	54.0%				
Total	754.5	663.1	91.4	13.8%	2,145.1	1,873.4	271.7	14.5%				
		2002	Change	_	2003	2002	Change	-				
EBITDA margin TELUS Communications	<b>2003</b> 42.0%		Change 2.5		41.3%	38.4%	Change	-				
TELUS Communications	42.0%				41.3% 36.2%	38.4% 27.4%	2.8					
Consolidated	41.8%				40.3%	35.9%	8.8 4.5	-				
Capital expenditures (millions)	2003	2002	Change	% Change	2003	2002	Change	% Change				
TELUS Communications	\$ 208.9		\$ (21.3)	-9.3%	\$ 589.8	\$ 947.2	\$ (357.4)	-37.7%				
TELUS Mobility	93.7	92.5	1.2		226.1	330.0	(103.9)					
Spectrum	1.4	4.5	(3.1)		1.4	4.5	(3.1)					
Capital expenditures	304.0	327.2	(23.2)	-7.1%	817.3	1,281.7	(464.4)	-36.2%				
Capital expenditure intensity <sup>1</sup>	2003	2002	Change	-	2003	2002	Change	-				
TELUS Communications	17.3%			-	16.0%	24.8%	(8.8)	-				
TELUS Mobility	15.2%		· · ·		13.2%	22.6%	(9.4)					
Consolidated	16.8%	18.5%		-	15.4%	24.6%	(9.2)					
<sup>1</sup> Capital expenditures as a percentage of revenues												
Total employees					2003	2002	Change	% Change				
TELUS Communications					19,497	22,836	(3,339)					
TELUS Mobility					5,404	5,397	7	0.1%				
					24,901	28,233	(3,332)					
Full Time Equivalent (FTE) employees					2003	2002	Change	% Change				
TELUS Communications					18,937	22,261	(3,324)					
TELUS Mobility					5,175	5,149	(3,324)	0.5%				
					24,112	27,410	(3,298)					

## **TELUS Communications**

### Supplemental Investor Information (Unaudited)

		Q	tr 3		Qtr 3 YTD						
Operations (millions)	2003	2002	Change	% Change	2003	2002	Change	% Change			
Revenues											
Voice - local	\$ 526.2	\$ 524.4	\$ 1.8	0.3%	\$ 1,574.4	\$ 1,580.9	\$ (6.5)	-0.4%			
Voice - contribution	16.7	24.9	(8.2		48.6	62.8	(14.2)	-22.6%			
Voice - long distance	238.5	252.3	(13.8	) -5.5%	728.8	772.2	(43.4)	-5.6%			
Data <sup>1</sup>	331.9	332.2	(0.3	) -0.1%	1,027.1	1,026.7	0.4	0.0%			
Other	73.0	100.0	(27.0		225.1	302.5	(77.4)	-25.6%			
Total external revenue	1,186.3	1,233.8	(47.5	) -3.8%	3,604.0	3,745.1	(141.1)	-3.8%			
Intersegment revenue	24.6	24.5	0.1	0.4%	71.4	72.5	(1.1)	-1.5%			
Total operating revenues	1,210.9	1,258.3	(47.4	) -3.8%	3,675.4	3,817.6	(142.2)	-3.7%			
Operations expenses before contribution	690.1	747.8	(57.7	) -7.7%	2,120.7	2,313.5	(192.8)	-8.3%			
Contribution expense	11.8	12.2	(0.4	) -3.3%	35.0	36.9	(1.9)	-5.1%			
Total operating expense	701.9	760.0	(58.1	) -7.6%	2,155.7	2,350.4	(194.7)	-8.3%			
EBITDA	\$ 509.0	\$ 498.3	\$ 10.7	2.1%	\$ 1,519.7	\$ 1,467.2	\$ 52.5	3.6%			
EBITDA margin	42.0%	39.6%	2.4		41.3%	38.4%	2.9				
Capital expenditures	\$ 208.9	\$ 230.2	\$ (21.3	) -9.3%	\$ 589.8	\$ 947.2	\$ (357.4)	-37.7%			
Capital expenditure intensity	17.3%	18.3%	(1.0	)	16.0%	24.8%	(8.7)				
EBITDA less capex	\$ 300.1	\$ 268.1	\$ 32.0	11.9%	\$ 929.9	\$ 520.0	\$ 409.9	78.8%			
Notes:											
<sup>1</sup> Data normalized for Price Caps	\$ 342.3	\$ 332.2	\$ 10.1	3.0%	\$ 1,052.2	\$ 1,026.7	\$ 25.5	2.5%			

				Qt	r 3				Qtr 3 YTD						
Non-ILEC Operations <sup>1</sup> (millions)	2	003		2002	С	hange	%	Change		2003		2002	Cł	nange	% Change
Revenues <sup>2</sup>	\$	138.4	\$	135.9	\$	2.5		1.8%	\$	417.7	\$	375.0	\$	42.7	11.4%
EBITDA		(6.0)		(23.3)		17.3		74.2%		(26.6)		(89.5)		62.9	70.3%
Capital expenditures		22.4		50.3		(27.9)		-55.5%		76.0		173.6		(97.6)	-56.2%
		2002							2003						
Historical Trend	(	Q1		Q2		Q3		Q4		Q1		Q2		Q3	Q4
Revenue	\$	116.5	\$	122.6	\$	135.9	\$	152.2	\$	140.7	\$	138.6		138.4	
EBITDA		(36.4)		(29.8)		(23.3)		(17.6)		(14.5)		(6.1)		(6.0)	
Capital expenditures		39.8		83.5		50.3		40.7		18.6		35.0		22.4	

#### Notes:

<sup>1</sup> Non-ILEC Operations included in Operations above.

<sup>2</sup> Non-ILEC revenue impacted by approximately \$7 million and \$14 million, respectively, for Q3 and the first nine months of 2003, when compared to the prior year, due to the disposal of certain assets during Q2, 2003.

## **TELUS Communications**

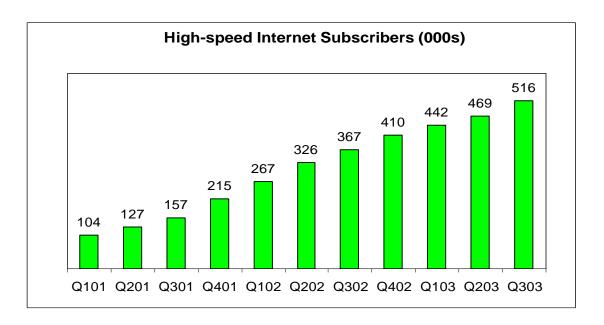
## Supplemental Investor Information (Unaudited)

		Qtr 3					r 3 YTD		
Operating Statistics	2003	2002	Change	% Change	2003	2002	Change	% Change	
Internet subscriber net adds (000s) <sup>1</sup>									
Dial-up	(18.1)	(15.4)	(2.7)	-17.5%	(58.0)	(38.9)	(19.1)	-49.1%	
High-speed	47.2	40.8	6.4	15.7%	106.0	152.0	(46.0)	-30.3%	
Total	29.1	25.4	3.7	14.6%	48.0	113.1	(65.1)	-57.6%	
Internet subscribers (000s) <sup>1</sup>									
Dial-up					333.7	416.2	(82.5)	-19.8%	
High-speed					516.0	366.8	149.2	40.7%	
Total					849.7	783.0	66.7	8.5%	
Network access lines (000s)									
Business					1,784	1,795	(11)	-0.6%	
Residential					3,099	3,126	(27)	-0.9%	
Total					4,883	4,921	(38)	-0.8%	
Long distance market share (ILEC) <sup>2</sup>					78%	79%	(1)		
Local market share (ILEC)					96%	97%	(1)		
Total employees					19,497	22,836	(3,339)	-14.6%	
Full Time Equivalent (FTE) employees					18,937	22,261	(3,324)	-14.9%	

#### Notes:

<sup>1</sup> As a result of a subscriber audit following a billing system conversion in the third quarter of 2002, Internet subcriber counts and net additions for the first six months of 2003 are net of reductions of approximately 13,000 dial-up subscribers and approximately 4,700 high-speed Internet subscribers.

<sup>2</sup> Revenue-based market share

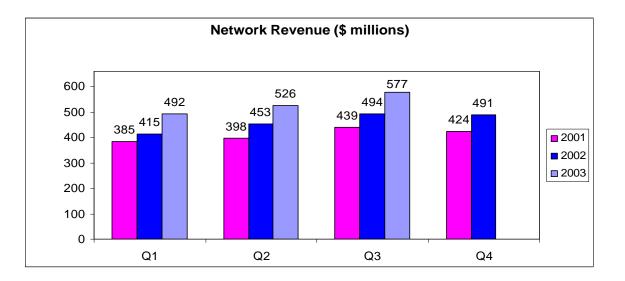


## **TELUS Mobility**

### Supplemental Investor Information (Unaudited)

	Qtr 3							Qtr 3 YTD								
Operations (millions)		2003		2002	Cł	nange	% Change		2003		2002	С	hange	% Change		
Revenues																
Network revenue	\$	577.4	\$	493.9	\$	83.5	16.9%	\$	1,595.9	\$	1,362.2	\$	233.7	17.2%		
Equipment revenue		42.5		38.6		3.9	10.1%		120.5		105.0		15.5	14.8%		
Total external revenue		619.9		532.5		87.4	16.4%		1,716.4		1,467.2		249.2	17.0%		
Intersegment revenue		4.0		4.9		(0.9)	-18.4%		11.6		13.2		(1.6)	-12.1%		
Total operating revenues		623.9		537.4		86.5	16.1%		1,728.0		1,480.4		247.6	16.7%		
Total operating expense		378.4		372.6		5.8	1.6%		1,102.6		1,074.2		28.4	2.6%		
EBITDA	\$	245.5	\$	164.8	\$	80.7	49.0%	\$	625.4	\$	406.2	\$	219.2	54.0%		
Acquisition COA expense <sup>1</sup>	\$	95.1	\$	92.0	\$	3.1	3.4%	\$	278.6	\$	297.8	\$	(19.2)	-6.4%		
EBITDA excluding Acquisition COA	\$	340.6	\$	256.8	\$	83.8	32.6%	\$	904.0	\$	683.0	\$	221.0	32.4%		
EBITDA margin (total revenue)		39.3%		30.7%		8.6			36.2%		27.4%		8.8			
EBITDA margin (network revenue)		42.5%		33.4%		9.1			39.2%		29.8%		9.4			
Retention COA spend % network revenue		3.9%		3.6%		0.3			4.0%		4.0%		0.0			
Capital expenditures	\$	93.7	\$	92.5	\$	1.2	1.3%	\$	226.1	\$	330.0	\$	(103.9)	-31.5%		
Spectrum		1.4		4.5		(3.1)	-68.9%		1.4		4.5		(3.1)	-68.9%		
Total capital expenditures		95.1		97.0		(1.9)	-2.0%		227.5		334.5		(107.0)	-32.0%		
Capital expenditure intensity		15.2%		18.0%		(2.8)			13.2%		22.6%		(9.4)			
EBITDA less capex	\$	150.4	\$	67.8	\$	82.6	121.8%	\$	397.9	\$	71.7	\$	326.2	455.0%		

Notes: <sup>1</sup>Q3 2002 YTD Acquisition COA of \$297.8 million excludes the \$21.0 million favourable clarification of tax legislation by Ontario Provincial Sales Tax authorities representing a reversal of COA liability. Including the \$21.0 million PST reduction, Acquisition COA expense in Q3 2002 YTD would be \$276.8 million.



## **TELUS Mobility**

#### Supplemental Investor Information (Unaudited)

		Qt	r 3		Qtr 3 YTD							
Operating Statistics	2003	2002	Change %	6 Change	2003	2002	Change 4	Change				
Subscriber net adds (000s)												
Postpaid	76.4	67.3	9.1	13.5%	200.8	219.9	(19.1)	-8.7%				
Prepaid	24.2	26.4	(2.2)	-8.3%	69.3	66.9	2.4	3.6%				
Total	100.6	93.7	6.9	7.4%	270.1	286.8	(16.7)	-5.8%				
Digital subscribers (000s) <sup>1</sup>												
End of period					2,780.7	2,268.7	512.0	22.6%				
Percentage of total subscribers					85.2%	79.2%	6.0					
Subscribers (000s) <sup>1</sup>												
Postpaid					2,691.4	2,408.9	282.5	11.7%				
Prepaid					574.2	455.6	118.6	26.0%				
Total					3,265.6	2,864.5	401.1	14.0%				
ARPU (\$) <sup>2</sup>	\$60	\$58	\$2	3.4%	\$57	\$55	\$2	3.6%				
Churn rate <sup>2</sup>	1.38%	1.69%	(0.31)		1.40%	1.84%	(0.44)					
Average minutes of use (MOU) per subscriber <sup>2</sup>	367	297	70	23.6%	342	286	56	19.6%				
Acquisition COA, per gross addition (\$) <sup>3</sup>	\$406	\$391	\$15	3.8%	\$420	\$405	\$15	3.7%				
Population coverage - total (millions)					25.9	25.3	0.6	2.4%				
Population coverage - total incl roaming/resale (millions) <sup>4</sup>					29.1	26.9	2.2	8.2%				
Population coverage - digital (millions)					25.5	25.0	0.5	2.0%				
Population coverage - digital incl. roaming/resale (millions) $^{4}$					29.0	26.6	2.4	9.0%				
Total employees					5,404	5,397	7	0.1%				
Full Time Equivalent (FTE) employees					5,175	5,149	26	0.5%				

#### Notes:

<sup>1</sup> Digital subscriber figures are included in the subscriber totals

<sup>2</sup> Based on combined postpaid and prepaid figures

<sup>3</sup> Q3 2002 YTD Acquisition COA of \$405 excluded the \$21.0 million favourable clarification of tax legislation by the Ontario Provincial Sales Tax authorities representing a reversal of COA liability in Q1/02. Including the reduction, Q3 2002 YTD Acquisition COA would be \$377.

<sup>4</sup> TELUS Mobility has not activated all digital roaming regions. In Q3 2003, TELUS Mobility PCS Digital Population Coverage was 21.7 million (excluding the roaming/resale agreements) and 29.0 million (including the roaming/resale agreement principally with Bell Mobility and Aliant Telecom Wireless). TELUS Mobility PCS and Mike Digital Population Coverage was 25.5 million.

