

### **TELUS Corporation**

# Third Quarter, 2014 Supplemental Investor Information

(UNAUDITED)

Financial information presented according to International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board (IASB)

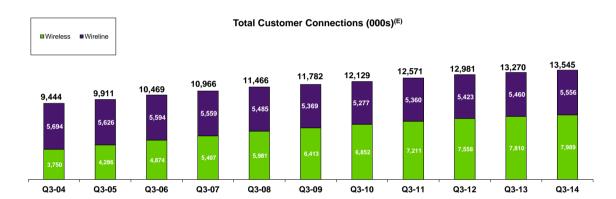
(Financial information prior to 2010 is presented as reported under previous Canadian GAAP)

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#### **TELUS Corporation** Selected Consolidated Data<sup>(A)</sup>

\$ millions except shares, per share amounts, ratios and				Quarterly				Sept YTD	Annual
total customer connections	Q3/14	Q2/14	Q1/14	Q4/13	Q3/13	Q2/13	Q1/13	2014	2013
Net Income <sup>(B)</sup>	355	381	377	290	356	286	362	1,113	1,294
Basic earnings per share (\$) <sup>(B)(C)</sup>	0.58	0.62	0.61	0.47	0.56	0.44	0.56	1.80	2.02
Dividends declared per share (\$) <sup>(C)</sup>	0.38	0.38	0.36	0.36	0.34	0.34	0.32	1.12	1.36
Return on common equity <sup>1(B)</sup>	17.6%	18.0%	16.8%	16.8%	16.5%	15.8%	15.9%	17.6%	16.8%
EBITDA interest coverage ratio <sup>2 (B)(D)</sup>	10.16	10.35	10.71	11.12	11.30	11.46	11.64	10.16	11.12
Free cash flow <sup>3</sup>	219	210	291	136	365	192	358	720	1,051
Net debt <sup>4</sup>	9,253	9,272	8,202	7,592	7,313	6,860	6,595	9,253	7,592
Net debt : Total capitalization <sup>5</sup>	53.3%	53.3%	50.2%	48.7%	50.3%	48.0%	45.3%	53.3%	48.7%
Net debt : EBITDA (times) <sup>6(B)</sup>	2.18	2.21	2.00	1.80	1.80	1.70	1.70	2.18	1.80
Outstanding shares at end of period (M) <sup>(C)</sup>	612	615	620	623	623	646	654	612	623
Basic weighted average shares outstanding $(M)^{(C)}$	613	617	622	623	633	652	653	617	640
Total customer connections (000s) <sup>(E)</sup>	13,545	13,409	13,329	13,296	13,270	13,156	13,150	13,545	13,296
(A)C									



<sup>(</sup>E) Customer Connections may not balance due to rounding alignment to YTD figures. Figures exclude those of Public Mobile, Inc. (acquired on November 29, 2013).

<sup>(</sup>A) Commencing Q4 2013, financials shown include those of Public Mobile Inc. acquired on November 29, 2013.

(B) Effective in 2013, we have applied the amended standard IAS 19 Employee benefits (2011) and, as required, we have applied the amended standard retrospectively.

(C) Adjusted for the 2-for-1 stock split effective April 16, 2013.

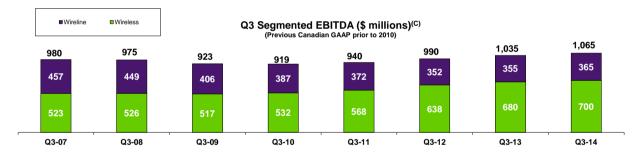
(D) EBITDA excluding restructuring and other like costs.

#### **TELUS Corporation** Segmented Data<sup>(A)</sup>

Revenues         1,697         1,575           TELUS Wireless         1,697         1,575           TELUS Wireline         1,390         1,354           Less: Intersegment revenue         (59)         (55)           Operating revenues         3,028         2,874           EBITOA         TELUS Wireless         700         680           TELUS Wireline         365         355           Consolidated         1,065         1,035           EBITOA margin         TELUS Wireless         41.2%         43.2%           TELUS Wireline         26.3%         26.2%           Consolidated         35.2%         36.0%           Capital expenditures         251         194           TELUS Wireline         406         361           Consolidated         657         555           Capital expenditure intensity <sup>7</sup> TELUS Wireless         15%         12%           TELUS Wireless         15%         12%         27%           Consolidated         22%         19%           EBITOA less capex         TELUS Wireless         449         486           TELUS Wireless         449         486           TELUS Wireless         449	122 36 (4) 154 20 10 30 (2.0) pts 0.1 pts (0.8) pts	29.4% 12.5%	2014  4,882 4,162 (170) 8,874  2,098 1,117 3,215  43.0% 26.8% 36.2%	2013 4,581 4,037 (162) 8,456 2,012 1,055 3,067 43.9% 26.1% 36.3%	301 125 (8) 418 86 62 148 (0.9) p 0.7 p (0.1) p	ots. ots. 29.1%
TELUS Wireline         1,697         1,575           TELUS Wireline         1,390         1,354           Less: Intersegment revenue         (59)         (55)           Operating revenues         3,028         2,874           EBITDA         TELUS Wireless         700         680           TELUS Wireline         365         355           Consolidated         1,065         1,035           EBITDA margin         TELUS Wireless         41.2%         43.2%           TELUS Wireline         26.3%         26.2%           Consolidated         35.2%         36.0%           Capital expenditures         251         194           TELUS Wireless         406         361           Consolidated         657         555           Capital expenditure intensity <sup>7</sup> 555           TELUS Wireless         15%         12%           TELUS Wireles         29%         27%           Consolidated         29%         27%           EBITDA less capex         449         486	36 (4) 154 20 10 30 (2.0) pts 0.1 pts (0.8) pts 57 45	2.7% 7.3% 5.4% 2.9% 3.1% 2.9%	4,162 (170) 8,874 2,098 1,117 3,215 43.0% 26.8% 36.2%	4,037 (162) 8,456 2,012 1,055 3,067 43.9% 26.1% 36.3%	125 (8) 418 86 62 148 (0.9) p 0.7 p (0.1) p	3.1% 4.9% 4.9% 4.3% 5.9% 4.8%  bits. tits.
TELUS Wireline         1,697         1,575           TELUS Wireline         1,390         1,354           Less: Intersegment revenue         (59)         (55)           Operating revenues         3,028         2,874           EBITDA         TELUS Wireless         700         680           TELUS Wireline         365         355           Consolidated         1,065         1,035           EBITDA margin         TELUS Wireless         41.2%         43.2%           TELUS Wireline         26.3%         26.2%           Consolidated         35.2%         36.0%           Capital expenditures         251         194           TELUS Wireline         406         361           Consolidated         657         555           Capital expenditure intensity <sup>7</sup> 555           TELUS Wireline         29         27%           Consolidated         29%         27%           TELUS Wireline         29%         27%           Consolidated         29%         27%           TELUS Wireline         29%         27%           Consolidated         29%         27%           TELUS Wireline         29%         27%	36 (4) 154 20 10 30 (2.0) pts 0.1 pts (0.8) pts 57 45	2.7% 7.3% 5.4% 2.9% 3.1% 2.9%	4,162 (170) 8,874 2,098 1,117 3,215 43.0% 26.8% 36.2%	4,037 (162) 8,456 2,012 1,055 3,067 43.9% 26.1% 36.3%	125 (8) 418 86 62 148 (0.9) p 0.7 p (0.1) p	3.1% 4.9% 4.9% 4.3% 5.9% 4.8% ots. tts.
TELUS Wireline         1,390         1,354           Less: Intersegment revenue         (59)         (55)           Operating revenues         3,028         2,874           EBITDA         TELUS Wireless         700         680           TELUS Wireline         365         355           Consolidated         1,065         1,035           EBITDA margin         TELUS Wireless         41.2%         43.2%           TELUS Wireless         26.3%         26.2%           Consolidated         26.3%         26.2%           Consolidated         25.1         194           TELUS Wireless         251         194           TELUS Wireless         657         555           Capital expenditure intensity <sup>7</sup> 55           TELUS Wireless         15%         12%           TELUS Wireless         29%         27%           TELUS Wireless         29%         27%           TELUS Wireless         29%         27%           TELUS Wireless         48         29%         27%           TELUS Wireless         48         28         29%         27%           TELUS Wireless         48         48         48         48 <td>36 (4) 154 20 10 30 (2.0) pts 0.1 pts (0.8) pts 57 45</td> <td>2.7% 7.3% 5.4% 2.9% 3.1% 2.9%</td> <td>4,162 (170) 8,874 2,098 1,117 3,215 43.0% 26.8% 36.2%</td> <td>4,037 (162) 8,456 2,012 1,055 3,067 43.9% 26.1% 36.3%</td> <td>125 (8) 418 86 62 148 (0.9) p 0.7 p (0.1) p</td> <td>3.1% 4.9% 4.9% 4.3% 5.9% 4.8%  5.9% 4.8%</td>	36 (4) 154 20 10 30 (2.0) pts 0.1 pts (0.8) pts 57 45	2.7% 7.3% 5.4% 2.9% 3.1% 2.9%	4,162 (170) 8,874 2,098 1,117 3,215 43.0% 26.8% 36.2%	4,037 (162) 8,456 2,012 1,055 3,067 43.9% 26.1% 36.3%	125 (8) 418 86 62 148 (0.9) p 0.7 p (0.1) p	3.1% 4.9% 4.9% 4.3% 5.9% 4.8%  5.9% 4.8%
Less: Intersegment revenue         (59)         (55)           Operating revenues         3,028         2,874           EBITDA           TELUS Wireline         365         355           Consolidated         1,065         1,035           EBITDA margin         TELUS Wireless         41.2%         43.2%           TELUS Wireless         26.3%         26.2%           Consolidated         25.3         36.0%           Capital expenditures           TELUS Wireless         25.1         194           TELUS Wireline         406         361           Consolidated         657         555           Capital expenditure intensity <sup>7</sup> TELUS Wireless         15%         12%           TELUS Wireless         15%         12%           Consolidated         22%         19%           EBITDA less capex         449         486	(4) 154 20 10 30 (2.0) pts 0.1 pts (0.8) pts	7.3% 5.4% 2.9% 3.1% 2.9%	(170) 8,874 2,098 1,117 3,215 43.0% 26.8% 36.2%	(162) 8,456 2,012 1,055 3,067 43.9% 26.1% 36.3%	(8) 418 86 62 148 (0.9) p 0.7 p (0.1) p	4.9% 4.9% 4.3% 5.9% 4.8% bits. bits.
Operating revenues         3,028         2,874           EBITDA         TELUS Wireless         700         680           TELUS Wireline         365         355           Consolidated         1,065         1,035           EBITDA margin         41.2%         43.2%           TELUS Wireless         41.2%         42.6%           Consolidated         35.2%         36.0%           Capital expenditures         251         194           TELUS Wireline         406         361           Consolidated         657         555           Capital expenditure intensity <sup>7</sup> TELUS Wireless         15%         12%           TELUS Wireline         29%         27%           Consolidated         22%         17%           EBITDA less capex         15%         12%           TELUS Wireless         449         486	154 20 10 30 (2.0) pts 0.1 pts (0.8) pts	5.4% 2.9% 3.1% 2.9%	8,874 2,098 1,117 3,215 43.0% 26.8% 36.2%	8,456 2,012 1,055 3,067 43.9% 26.1% 36.3%	418 86 62 148 (0.9) p 0.7 p (0.1) p	4.9% 4.3% 5.9% 4.8% ots. ots. 29.1%
EBITDA         TELUS Wireless         700         680           TELUS Wireline         365         355           Consolidated         1,05         1,05           EBITDA margin         TELUS Wireless         41.2%         43.2%           TELUS Wireline         26.3%         26.2%           Consolidated         35.2%         36.0%           TELUS Wireless         251         194           TELUS Wireline         406         361           Consolidated         657         555           Capital expenditure intensity*         TELUS Wireless         15%         12%           TELUS Wireline         29%         27%           Consolidated         29%         27%           TELUS Wireline         29%         27%           Consolidated         29%         27%           EBITDA less capex           TELUS Wireless         449         486	20 10 30 (2.0) pts 0.1 pts (0.8) pts	2.9% 3.1% 2.9%	2,098 1,117 3,215 43.0% 26.8% 36.2%	2,012 1,055 3,067 43.9% 26.1% 36.3%	86 62 148 (0.9) p 0.7 p (0.1) p	4.3% 5.9% 4.8% ots. ots.
TELUS Wireless         700         680           TELUS Wireline         365         355           Consolidated         1,065         1,035           EBITDA margin         TELUS Wireless         41.2%         43.2%           TELUS Wireline         26.3%         26.2%           Consolidated         35.2%         36.0%           Capital expenditures           TELUS Wireless         251         194           TELUS Wireline         406         361         255           Capital expenditure intensity <sup>7</sup> 15%         12%           TELUS Wireline         29%         27%           Consolidated         29%         27%           TELUS Wireline         29%         27%           Consolidated         29%         27%           EBITDA less capex         449         486	10 30 (2.0) pts 0.1 pts (0.8) pts	3.1% 2.9%	1,117 3,215 43.0% 26.8% 36.2%	1,055 3,067 43.9% 26.1% 36.3%	62 148 (0.9) p 0.7 p (0.1) p	5.9% 4.8% ots. ots. ots.
TELUS Wireline         365         355           Consolidated         1,085         1,035           EBITDA margin           TELUS Wireless         41.2%         43.2%           TELUS Wireline         26.3%         26.2%           Consolidated         35.2%         36.0%           Capital expenditures           TELUS Wireline         406         361           Consolidated         657         555           Capital expenditure intensity <sup>7</sup> TELUS Wireless         15%         12%           TELUS Wirelese         29%         27%           TELUS Wireleses         15%         12%           TELUS Wireleses         406         361           TELUS Wireleses         49         486	10 30 (2.0) pts 0.1 pts (0.8) pts	3.1% 2.9%	1,117 3,215 43.0% 26.8% 36.2%	1,055 3,067 43.9% 26.1% 36.3%	62 148 (0.9) p 0.7 p (0.1) p	5.9% 4.8% ots. ots. ots.
Consolidated         1,065         1,035           EBITDA margin         TELUS Wireless         41.2%         43.2%           TELUS Wireline         26.3%         26.2%           Consolidated         35.2%         36.0%           Capital expenditures           TELUS Wireless         251         194           TELUS Wireline         406         361           Consolidated         657         555           Capital expenditure intensity*           TELUS Wireless         15%         12%           TELUS Wireline         22%         27%           Consolidated         22%         27%           EBITDA less capex         TELUS Wireless         449         486	30 (2.0) pts 0.1 pts (0.8) pts	2.9% 29.4% 12.5%	3,215 43.0% 26.8% 36.2%	3,067 43.9% 26.1% 36.3%	(0.9) p 0.7 p (0.1) p	4.8% ots. ots. ots.
EBITDA margin         TELUS Wireless       41.2%       43.2%         TELUS Wireline       26.3%       26.2%         Consolidated       35.2%       36.0%         Capital expenditures         TELUS Wireless       251       194         TELUS Wireline       406       361         Consolidated       657       555         Capital expenditure intensity <sup>7</sup> TELUS Wireless       15%       12%         TELUS Wireline       29%       27%         Consolidated       22%       19%         EBITDA less capex         TELUS Wireless       449       486	(2.0) pts 0.1 pts (0.8) pts	29.4% 12.5%	43.0% 26.8% 36.2%	43.9% 26.1% 36.3%	(0.9) p 0.7 p (0.1) p	ots. ots. ots. 29.1%
TELUS Wireless         41.2%         43.2%           TELUS Wireline         26.3%         26.2%           Consolidated         35.2%         36.0%           Capital expenditures           TELUS Wireless         251         194           TELUS Wireline         406         361           Consolidated         657         555           Capital expenditure intensity <sup>7</sup> TELUS Wireless         15%         12%           TELUS Wireline         29%         27%           Consolidated         22%         19%           EBITDA less capex           TELUS Wireless         449         486	0.1 pts (0.8) pts 57 45	29.4% 12.5%	26.8% 36.2% 644	26.1% 36.3% 499	0.7 p (0.1) p	ots. ots. 29.1%
TELUS Wireline         26.3%         26.2%           Consolidated         35.2%         36.0%           Capital expenditures           TELUS Wireless         25.1         19.4           TELUS Wireline         406         361           Consolidated         657         555           Capital expenditure intensity <sup>7</sup> TELUS Wirelies         15%         12%           TELUS Wirelies         29%         27%           Consolidated         22%         19%           EBITDA less capex         TELUS Wireless         449         486	0.1 pts (0.8) pts 57 45	29.4% 12.5%	26.8% 36.2% 644	26.1% 36.3% 499	0.7 p (0.1) p	ots. ots. 29.1%
Consolidated         35.2%         36.0%           Capital expenditures         2         194           TELUS Wireless         251         194           TELUS Wireline         406         361           Consolidated         657         555           Capital expenditure intensity <sup>7</sup> TELUS Wireless         15%         12%           TELUS Wireline         29%         27%           Consolidated         22%         19%           EBITDA less capex           TELUS Wireless         449         486	(0.8) pts 57 45	29.4% 12.5%	36.2% 644	36.3% 499	(0.1) p	ets. 29.1%
Capital expenditures       TELUS Wireless     251     194       TELUS Wireline     406     361       Consolidated     657     555       Capital expenditure intensity <sup>7</sup> TELUS Wireless     15%     12%       TELUS Wireline     29%     27%       Consolidated     22%     19%       EBITDA less capex       TELUS Wireless     449     486	57 45	29.4% 12.5%	644	499	145	29.1%
TELUS Wireless         251         194           TELUS Wireline         406         361           Consolidated         657         555           Capital expenditure intensity <sup>7</sup> TELUS Wireless         15%         12%           TELUS Wireline         29%         27%           Consolidated         22%         19%           EBITDA less capex           TELUS Wireless         449         486	45	12.5%				
TELUS Wireline         406         361           Consolidated         657         555           Capital expenditure intensity*           TELUS Wireless         15%         12%           TELUS Wireline         29%         27%           Consolidated         22%         19%           EBITDA less capex           TELUS Wireless         449         486	45	12.5%				
Consolidated         657         555           Capital expenditure intensity <sup>7</sup> 15%         12%           TELUS Wireless         29%         27%           TELUS Wireline         29%         27%           Consolidated         22%         19%           EBITDA less capex           TELUS Wireless         449         486			1,145	1 034	444	40 -01
Capital expenditure intensity <sup>7</sup> TELUS Wireless         15%         12%           TELUS Wireline         29%         27%           Consolidated         22%         19%           EBITDA less capex           TELUS Wireless         449         486				1,004	111	10.7%
TELUS Wireless         15%         12%           TELUS Wireline         29%         27%           Consolidated         22%         19%           EBITDA less capex         349         486	102	18.4%	1,789	1,533	256	16.7%
TELUS Wireline         29%         27%           Consolidated         22%         19%           EBITDA less capex           TELUS Wireless         449         486						
Consolidated         22%         19%           EBITDA less capex         3         449         486           TELUS Wireless         449         486	3 pts	S.	13% 11%		2	pts.
EBITDA less capex TELUS Wireless 449 486	2 pts	S.	28%	26%	2	
TELUS Wireless 449 486	3 pts	S.	20%	18%	2	pts.
TELLS Wireline (41) (6)	(37)	(7.6%)	1,454	1,513	(59)	(3.9%)
	(35)	n.m.	(28)	21	(49)	n.m.
Consolidated 408 480	(72)	(15.0%)	1,426	1,534	(108)	(7.0%)
EBITDA excluding restructuring and other like costs <sup>(B)</sup>						
TELUS Wireless 718 684	34	5.0%	2,122	2,030	92	4.5%
TELUS Wireline 377 366	11	3.3%	1,142	1,102	40	3.6%
Consolidated 1,095 1,050	45	4.3%	3,264	3,132	132	4.2%
EBITDA margin excluding restructuring and other like costs <sup>(B)</sup>						
TELUS Wireless 42.3% 43.4%	(1.1) pts		43.5%	44.3%	(0.8) p	ots.
TELUS Wireline 27.2% 27.0%	0.2 pts		27.4%	27.3%	0.1 p	
Consolidated 36.2% 36.5%			36.8%	37.0%	(0.2) p	

<sup>(</sup>A) Commencing Q4 2013, financials shown include those of Public Mobile Inc. acquired on November 29, 2013.

(B) EBITDA has been adjusted to exclude restructuring and other like costs of \$30M and \$15M for Q3-14 and Q3-13, respectively, and \$49M and \$65M for 2014 YTD and 2013 YTD, respectively.



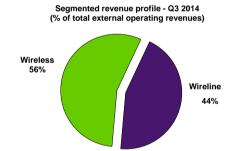
<sup>(</sup>C) Periods in 2012, 2011 and 2010 have been adjusted for retrospective application of accounting standard IAS 19 Employee benefits (2011).

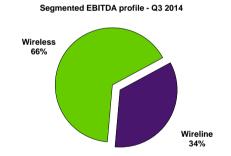
#### **TELUS Corporation** Segmented Data - Historical Trend<sup>(A)</sup>

				Quarterly				Sept YTD	Annual
\$ millions	Q3/14	Q2/14	Q1/14	Q4/13	Q3/13	Q2/13	Q1/13	2014	2013
Revenues									
TELUS Wireless	1,697	1,617	1,568	1,596	1,575	1,522	1,484	4,882	6,177
TELUS Wireline	1,390	1,391	1,381	1,406	1,354	1,358	1,325	4,162	5,443
Less: Intersegment revenue	(59)	(57)	(54)	(54)	(55)	(54)	(53)	(170)	(216)
Operating revenues	3,028	2,951	2,895	2,948	2,874	2,826	2,756	8,874	11,404
EBITDA									
TELUS Wireless	700	708	690	592	680	666	666	2,098	2,604
TELUS Wireline	365	365	387	359	355	332	368	1,117	1,414
Consolidated	1,065	1,073	1,077	951	1,035	998	1,034	3,215	4,018
EBITDA margin									
TELUS Wireless	41.2%	43.8%	44.0%	37.0%	43.2%	43.7%	44.9%	43.0%	42.1%
TELUS Wireline	26.3%	26.2%	28.0%	25.6%	26.2%	24.5%	27.8%	26.8%	26.0%
Consolidated	35.2%	36.4%	37.2%	32.3%	36.0%	35.3%	37.5%	36.2%	35.2%
Capital expenditures									
TELUS Wireless	251	228	165	213	194	171	134	644	712
TELUS Wireline	406	408	331	364	361	340	333	1,145	1,398
Consolidated	657	636	496	577	555	511	467	1,789	2,110
Capital expenditure intensity <sup>7</sup>									
TELUS Wireless	15%	14%	11%	13%	12%	11%	9%	13%	12%
TELUS Wireline	29%	29%	24%	26%	27%	25%	25%	28%	26%
Consolidated	22%	22%	17%	20%	19%	18%	17%	20%	19%
EBITDA less capex									
TELUS Wireless	449	480	525	379	486	495	532	1,454	1.892
TELUS Wireline	(41)	(43)	56	(5)	(6)	(8)	35	(28)	16
Consolidated	408	437	581	374	480	487	567	1,426	1,908
EBITDA excluding restructuring and other like costs <sup>(B)</sup>									
TELUS Wireless	718	711	693	604	684	676	670	2,122	2,634
TELUS Wireline	377	373	392	380	366	361	375	1,142	1,482
Consolidated	1,095	1,084	1,085	984	1,050	1,037	1,045	3,264	4,116
EBITDA margin excluding restructuring and other like costs <sup>(B)</sup>									
TELUS Wireless	42.3%	44.0%	44.2%	37.8%	43.4%	44.4%	45.1%	43.5%	42.6%
TELUS Wireline	27.2%	26.8%	28.3%	27.0%	27.0%	26.6%	28.3%	27.4%	27.2%
Consolidated	36.2%	36.7%	37.5%	33.4%	36.5%	36.7%	37.9%	36.8%	36.1%
Full-Time Equivalent (FTE) employees	41,400	41,400	41,600	41,900	41,000	41,400	41,900	41,400	41,900
Full-Time Equivalent (FTE) employees, excluding TELUS International	26,800	27,200	27,100	26,900	26,600	26,900	27,100	26,800	26,900

<sup>(</sup>A) Commencing Q4 2013, financials shown include those of Public Mobile Inc. acquired on November 29, 2013.

(B) EBITDA has been adjusted to exclude restructuring and other like costs (see Historical Trend pages for Wireless and Wireline).



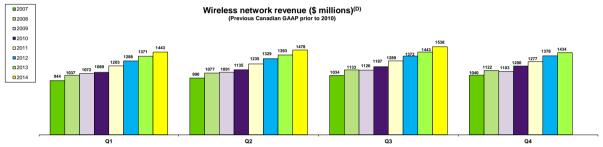


#### TELUS Wireless Operations<sup>(A)</sup>

		Quarter	3			September	YTD	
\$ millions	2014	2013	Change	% Change	2014	2013	Change	% Change
Revenues								
Network revenue	1,538	1,443	95	6.6%	4,459	4,207	252	6.0%
Equipment and other service revenue	146	118	28	23.7%	381	336	45	13.4%
Total external service and equipment revenue	1,684	1,561	123	7.9%	4,840	4,543	297	6.5%
Other operating income	-	2	(2)	n.m.	3	2	111	50.0%
Total external revenue	1,684	1,563	121	7.7%	4,843	4,545	298	6.6%
Intersegment network revenue	13	12	1	8.3%	39	36	3	8.3%
Total operating revenues	1,697	1,575	122	7.7%	4,882	4,581	301	6.6%
Goods and services purchased	823	734	89	12.1%	2,278	2,091	187	8.9%
Employee benefits expense <sup>(B)</sup>	174	161	13	8.1%	506	478	28	5.9%
Total operating expense	997	895	102	11.4%	2,784	2,569	215	8.4%
EBITDA	700	680	20	2.9%	2,098	2,012	86	4.3%
COA expense	164	168	(4)	(2.4%)	432	456	(24)	(5.3%)
EBITDA excluding COA	864	848	16	1.9%	2,530	2,468	62	2.5%
EBITDA margin (total revenue)	41.2%	43.2%	(2.0) pts		43.0%	43.9%	(0.9) pt:	5.
Retention spend % network revenue <sup>(c)</sup>	11.5%	11.2%	0.3 pts		11.0%	10.9%	0.1 pt:	S.
Capital expenditures	251	194	57	29.4%	644	499	145	29.1%
Capital expenditure intensity <sup>7</sup>	15%	12%	3 pts		13%	11%	2 pts	5.
EBITDA less capex	449	486	(37)	(7.6%)	1,454	1,513	(59)	(3.9%)
Restructuring and other like costs included in total operating expense	18	4	14	n.m.	24	18	6	33.3%
EBITDA excluding restructuring and other like costs	718	684	34	5.0%	2,122	2,030	92	4.5%
EBITDA margin excluding restructuring and other like costs (total revenue)	42.3%	43.4%	(1.1) pts		43.5%	44.3%	(0.8) pt:	S.

<sup>(</sup>A) May not balance due to rounding alignment to YTD figures. Commencing Q4 2013, financials shown include those of Public Mobile Inc. acquired on November 29, 2013

<sup>(</sup>C) Total naturals sounds includes intercomment naturals sounds



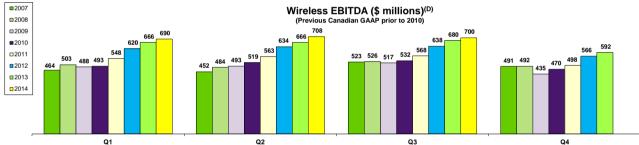
<sup>(0)</sup>Periods in 2012, 2011 and 2010 have been adjusted for retrospective application of accounting standard IAS 19 Employee benefits (2011).

<sup>(</sup>B) Includes restructuring and other like costs

#### **TELUS Wireless** Operations - Historical Trend<sup>(A)</sup>

				Quarterly				Sept YTD	Annual
\$ millions	Q3/14	Q2/14	Q1/14	Q4/13	Q3/13	Q2/13	Q1/13	2014	2013
Revenues									
Network revenue	1,538	1,478	1,443	1,434	1,443	1,393	1,371	4,459	5,641
Equipment and other service revenue	146	126	109	149	118	117	101	381	485
Total external service and equipment revenue	1,684	1,604	1,552	1,583	1,561	1,510	1,472	4,840	6,126
Other operating income	-	•	3	2	2	-	-	3	4
Total external revenue	1,684	1,604	1,555	1,585	1,563	1,510	1,472	4,843	6,130
Intersegment network revenue	13	13	13	11	12	12	12	39	47
Total operating revenues	1,697	1,617	1,568	1,596	1,575	1,522	1,484	4,882	6,177
Goods and services purchased	823	746	709	825	734	696	661	2,278	2,916
Employee benefits expense <sup>(B)</sup>	174	163	169	179	161	160	157	506	657
Total operating expense	997	909	878	1,004	895	856	818	2,784	3,573
EBITDA	700	708	690	592	680	666	666	2,098	2,604
COA expense	164	141	127	189	168	150	138	432	645
EBITDA excluding COA	864	849	817	781	848	816	804	2,530	3,249
EBITDA margin (total revenue)	41.2%	43.8%	44.0%	37.0%	43.2%	43.7%	44.9%	43.0%	42.1%
Retention spend % network revenue <sup>(C)</sup>	11.5%	10.8%	10.7%	12.9%	11.2%	10.5%	10.9%	11.0%	11.4%
Capital expenditures	251	228	165	213	194	171	134	644	712
Capital expenditure intensity <sup>7</sup>	15%	14%	11%	13%	12%	11%	9%	13%	12%
EBITDA less capex	449	480	525	379	486	495	532	1,454	1,892
Restructuring and other like costs included in total operating expense	18	3	3	12	4	10	4	24	30
EBITDA excluding restructuring and other like costs	718	711	693	604	684	676	670	2,122	2,634
EBITDA margin excluding restructuring and other like costs (total revenue)	42.3%	44.0%	44.2%	37.8%	43.4%	44.4%	45.1%	43.5%	42.6%

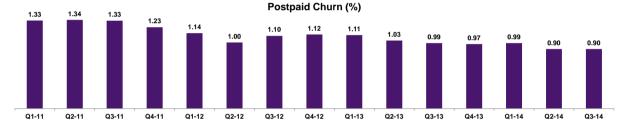
<sup>(</sup>A) May not balance due to rounding alignment to YTD figures. Commencing Q4 2013, financials shown include those of Public Mobile Inc. acquired on November 29, 2013.
(B) Includes restructuring and other like costs.
(C) Total network revenue includes intersegment network revenue.



<sup>(</sup>D) Periods in 2012, 2011 and 2010 have been adjusted for retrospective application of accounting standard IAS 19 Employee benefits (2011).

#### **TELUS Wireless** Operating Statistics (A)(B)

		Quarte	r 3			Septeml	per YTD	
	2014	2013	Change	% Change	2014	2013	Change	% Change
Subscriber gross adds (000s)								
Postpaid	286	282	4	1.4%	767	827	(60)	(7.3%)
Prepaid	124	138	(14)	(10.1%)	336	369	(33)	(8.9%)
Total	410	420	(10)	(2.4%)	1,103	1,196	(93)	(7.8%)
Subscriber net adds (000s)								
Postpaid	113	106	7	6.6%	239	265	(26)	(9.8%)
Prepaid	-	(2)	2	n.m.	(56)	(49)	(7)	(14.3%)
Total	113	104	9	8.7%	183	216	(33)	(15.3%)
Subscribers (000s)(C)(D)								
Postpaid <sup>(C)(D)</sup>	6,990	6,732	258	3.8%	6,990	6,732	258	3.8%
Prepaid	999	1,078	(79)	(7.3%)	999	1,078	(79)	(7.3%)
Total <sup>(C)(D)</sup>	7,989	7,810	179	2.3%	7,989	7,810	179	2.3%
ARPU (\$) <sup>8</sup>	\$64.51	\$62.49	\$2.02	3.2%	\$62.76	\$61.22	\$1.54	2.5%
Churn, per month (%) <sup>9</sup>								
Blended Churn	1.25%	1.36%	(0.11)	pts.	1.30%	1.42%	(0.12)	pts.
Postpaid Churn	0.90%	0.99%	(0.09)	pts.	0.93%	1.05%	(0.12)	pts.
COA per gross subscriber addition (\$) <sup>10</sup>	\$401	\$399	\$2	0.5%	\$391	\$381	\$10	2.6%
Population coverage in millions - HSPA <sup>(E)</sup>	35.2	34.9	0.3	0.9%	35.2	34.9	0.3	0.9%
Population coverage in millions - LTE <sup>(E)</sup>	30.2	27.9	2.3	8.2%	30.2	27.9	2.3	8.2%



<sup>(</sup>A) May not balance due to rounding alignment to YTD figures.

(B) All wireless operating indicators shown exclude those of Public Mobile, Inc. (acquired on November 29, 2013).

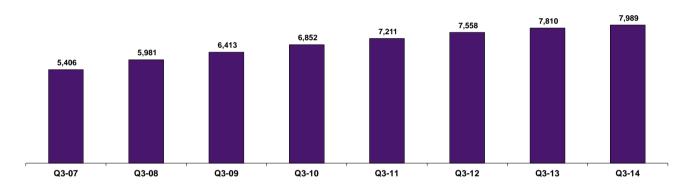
(C) Effective with the fourth quarter of 2013, and on a prospective basis, we have adjusted postpaid subscribers to remove certain Mike subscriptions, as we have ceased marketing of the Mike product and started to turn down the iDEN network. Cumulative subscriber connections include an October 1, 2013, adjustment to remove approximately 94,000 Mike subscriptions from the postpaid subscriber base.

(B) Effective with the second quarter of 2013 and on a prospective basis, wireless machine-to-machine (M2M) subscriptions have been excluded. Cumulative subscriber connections include an April 1, 2013, adjustment to remove approximately 76,000 M2M subscriptions.

#### **TELUS Wireless** Operating Statistics - Historical Trend<sup>(A)(B)</sup>

				Quarterly				Sept YTD	Annual
	Q3/14	Q2/14	Q1/14	Q4/13	Q3/13	Q2/13	Q1/13	2014	2013
Subscriber gross adds (000s)									
Postpaid	286	247	234	291	282	285	260	767	1,118
Prepaid	124	108	104	127	138	117	114	336	496
Total	410	355	338	418	420	402	374	1,103	1,614
Subscriber net adds (000s)									
Postpaid	113	78	48	113	106	100	59	239	378
Prepaid	-	(20)	(36)	(22)	(2)	(21)	(26)	(56	(71)
Total	113	58	12	91	104	79	33	183	307
Subscribers (000s) <sup>(C)(D)</sup>									
Postpaid <sup>(C)(D)</sup>	6,990	6,877	6,799	6,751	6,732	6,627	6,603	6,990	6,751
Prepaid	999	999	1,019	1,056	1,078	1,079	1,100	999	1,056
Total <sup>(C)(D)</sup>	7,989	7,876	7,818	7,807	7,810	7,706	7,703	7,989	7,807
ARPU (\$) <sup>8</sup>	\$64.51	\$62.51	\$61.24	\$61.86	\$62.49	\$61.12	\$60.04	\$62.76	\$61.38
Churn, per month (%)9									
Blended Churn	1.25%	1.26%	1.39%	1.41%	1.36%	1.40%	1.48%	1.30%	1.41%
Postpaid Churn	0.90%	0.90%	0.99%	0.97%	0.99%	1.03%	1.11%	0.93%	1.03%
COA per gross subscriber addition (\$) <sup>10</sup>	\$401	\$397	\$375	\$453	\$399	\$374	\$369	\$391	\$400
Population coverage in millions - HSPA <sup>(E)</sup>	35.2	35.2	34.9	34.9	34.9	34.8	34.3	35.2	34.9
Population coverage in millions - LTE <sup>(E)</sup>	30.2	29.8	28.8	28.8	27.9	26.0	24.7	30.2	28.8

#### Wireless subscribers (000s)



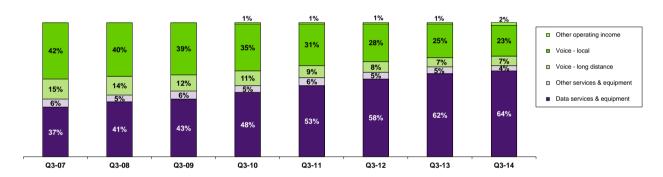
<sup>(</sup>A) May not balance due to rounding alignment to YTD figures.
(B) All wireless operating indicators shown exclude those of Public Mobile, Inc. (acquired on November 29, 2013).
(C) Effective with the fourth quarter of 2013, and on a prospective basis, we have adjusted postpaid subscribers to remove certain Mike subscriptions, as we have ceased marketing of the Mike product and started to turn down the iDEN network. Cumulative subscriber connections include an October 1, 2013, adjustment to remove approximately 94,000 Mike subscriptions from the postpaid subscriber base.
(D) Effective with the second quarter of 2013 and on a prospective basis, wireless machine-to-machine (M2M) subscriptions have been excluded. Cumulative subscriber connections include an April 1, 2013, adjustment to remove approximately 76,000 M2M subscriptions.
(E) Includes expanded coverage due to network access agreements, principally with Bell.

#### **TELUS Wireline** Operations<sup>(A)</sup>

		Quarter 3	3	
\$ millions	2014	2013	Change	% Change
Revenues				
Data service and equipment	858	801	57	7.1%
Voice - local service	311	334	(23)	(6.9%)
Voice - long distance service	88	96	(8)	(8.3%)
Other services and equipment	58	63	(5)	(7.9%)
Total external services & equipment revenue	1,315	1,294	21	1.6%
Other operating income	29	17	12	70.6%
Total external revenue	1,344	1,311	33	2.5%
Intersegment revenue	46	43	3	7.0%
Total operating revenues	1,390	1,354	36	2.7%
Goods and services purchased	569	558	11	2.0%
Employee benefits expense <sup>(B)</sup>	456	441	15	3.4%
Total operating expense	1,025	999	26	2.6%
EBITDA	365	355	10	3.1%
EBITDA margin	26.3%	26.2%	0.1 д	its.
Capital expenditures	406	361	45	12.5%
Capital expenditure intensity <sup>7</sup>	29%	27%	2 μ	ots.
EBITDA less capex	(41)	(6)	(35)	n.m.
Restructuring and other like costs included in total operating expense	12	11	1	9.1%
EBITDA excluding restructuring and other like costs	377	366	11	3.3%
EBITDA margin excluding restructuring and other like costs	27.2%	27.0%	0.2 p	ots.

	Septembe	er YTD	
2014	2013		% Change
2,561	2,357	204	8.7%
945	1,012	(67)	(6.6%)
277	304	(27)	(8.9%)
188	192	(4)	(2.1%)
3,971	3,865	106	2.7%
60	46	14	30.4%
4,031	3,911	120	3.1%
131	126	5	4.0%
4,162	4,037	125	3.1%
1,715	1,684	31	1.8%
1,330	1,298	32	2.5%
3,045	2,982	63	2.1%
1,117	1,055	62	5.9%
26.8%	26.1%	0.7	pts.
1,145	1,034	111	10.7%
28%	26%	2	pts.
(28)	21	(49)	n.m.
25	47	(22)	(46.8%)
1,142	1,102	40	3.6%
27.4%	27.3%	0.1	pts.

#### Q3 Wireline revenue profile - (% of total external wireline revenue)

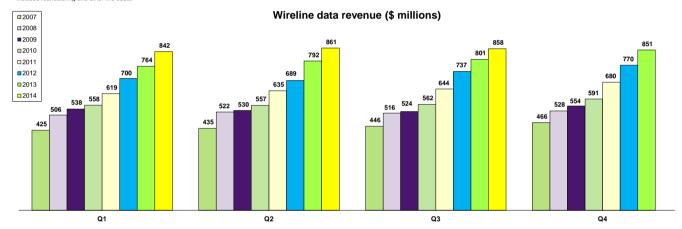


 $<sup>^{\</sup>rm (A)}{\rm May}$  not balance due to rounding alignment to YTD figures.  $^{\rm (B)}$  Includes restructuring and other like costs.

#### **TELUS Wireline** Operations - Historical Trend<sup>(A)</sup>

				Quarterly				Sept YTD	Annual
\$ millions	Q3/14	Q2/14	Q1/14	Q4/13	Q3/13	Q2/13	Q1/13	2014	2013
Revenues									
Data service and equipment	858	861	842	851	801	792	764	2,561	3,208
Voice - local service	311	313	321	323	334	338	340	945	1,335
Voice - long distance service	88	97	92	96	96	107	101	277	400
Other services and equipment	58	63	67	75	63	63	66	188	267
Total external services & equipment revenue	1,315	1,334	1,322	1,345	1,294	1,300	1,271	3,971	5,210
Other operating income	29	13	18	18	17	16	13	60	64
Total external revenue	1,344	1,347	1,340	1,363	1,311	1,316	1,284	4,031	5,274
Intersegment revenue	46	44	41	43	43	42	41	131	169
Total operating revenues	1,390	1,391	1,381	1,406	1,354	1,358	1,325	4,162	5,443
Goods and services purchased	569	579	567	578	558	580	546	1,715	2,262
Employee benefits expense <sup>(B)</sup>	456	447	427	469	441	446	411	1,330	1.767
Total operating expense	1,025	1,026	994	1,047	999	1,026	957	3,045	4,029
EBITDA	365	365	387	359	355	332	368	1,117	1,414
EBITDA margin	26.3%	26.2%	28.0%	25.6%	26.2%	24.5%	27.8%	26.8%	26.0%
Capital expenditures	406	408	331	364	361	340	333	1,145	1,398
Capital expenditure intensity <sup>7</sup>	29%	29%	24%	26%	27%	25%	25%	28%	26%
EBITDA less capex	(41)	(43)	56	(5)	(6)	(8)	35	(28)	16
Restructuring and other like costs included in total operating expense	12	8	5	21	11	29	7	25	68
EBITDA excluding restructuring and other like costs	377	373	392	380	366	361	375	1,142	1,482
EBITDA margin excluding restructuring and other like costs	27.2%	26.8%	28.3%	27.0%	27.0%	26.6%	28.3%	27.4%	27.2%

<sup>&</sup>lt;sup>(A)</sup>May not balance due to rounding alignment to YTD figures. <sup>(B)</sup> Includes restructuring and other like costs.

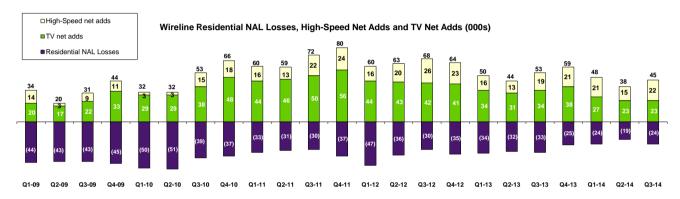


#### TELUS Wireline Operating Statistics<sup>(A)</sup>

	Quarter 3			
thousands (000s)	2014	2013	Change	% Change
Network access lines (NAL)				
Residential	1,576	1,668	(92)	(5.5%)
Business	1,618	1,616	2	0.1%
Total	3,194	3,284	(90)	(2.7%)
NAL net additions (losses)				
Residential	(24)	(33)	9	27.3%
Business	3	(7)	10	142.9%
Total	(21)	(40)	19	47.5%
High Speed Internet Subscriber net additions (losses)	22	19	3	15.8%
High Speed Internet Subscribers	1,453	1,374	79	5.7%
TV subscriber net adds <sup>11</sup>	23	34	(11)	(32.4%)
TV subscribers <sup>11</sup>	888	776	112	14.4%

	September YTD				
2014	2013	Change	% Change		
1,576	1,668	(92)	(5.5%)		
1,618	1,616	2	0.1%		
3,194	3,284	(90)	(2.7%)		
(67)	(99)	32	32.3%		
7	(22)	29	131.8%		
(60)	(121)	61	50.4%		
58	48	10	20.8%		
1,453	1,374	79	5.7%		
73	99	(26)	(26.3%)		
888	776	112	14.4%		

 $<sup>\</sup>ensuremath{^{(A)}}\mbox{May}$  not balance due to rounding alignment to YTD figures.

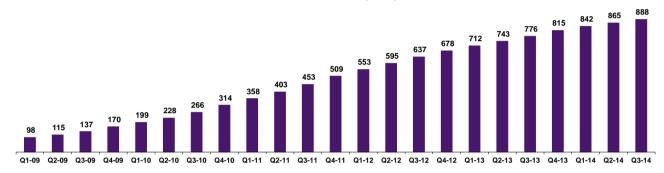


## TELUS Wireline Operating Statistics - Historical Trend<sup>(A)</sup>

				Quarterly			
thousands (000s)	Q3/14	Q2/14	Q1/14	Q4/13	Q3/13	Q2/13	Q1/13
Network access lines (NAL)							
Residential	1,576	1,600	1,619	1,643	1,668	1,701	1,733
Business	1,618	1,615	1,611	1,611	1,616	1,623	1,630
Total	3,194	3,215	3,230	3,254	3,284	3,324	3,363
NAL net additions (losses)							
Residential	(24)	(19)	(24)	(25)	(33)	(32)	(34)
Business	3	4	-	(5)	(7)	(6)	(9)
Total	(21)	(15)	(24)	(30)	(40)	(38)	(43)
High Speed Internet Subscriber net additions (losses)	22	15	21	21	19	13	16
High Speed Internet Subscribers	1,453	1,431	1,416	1,395	1,374	1,355	1,342
TV subscriber net adds <sup>11</sup>	23	23	27	38	34	31	34
TV subscribers <sup>11</sup>	888	865	842	815	776	743	712

Sept YTD	Annual		
2014	2013		
1,576	1,643		
1,618	1,611		
3,194	3,254		
(67)	(124)		
7	(28)		
(60)	(152)		
58	69		
1,453	1,395		
73	137		
888	815		

#### **TELUS TV subscribers (000s)**



<sup>&</sup>lt;sup>(A)</sup>May not balance due to rounding alignment to YTD figures.

#### Non-GAAP measures and definitions of key operating indicators

- <sup>1</sup> Return on common equity is Net income attributed to equity shares for a 12-month trailing period, divided by the average Common equity for the 12-month period.
- <sup>2</sup> <u>EBITDA interest coverage ratio</u> is defined as EBITDA (excluding restructuring and other like costs), divided by net interest cost. Net interest cost is defined as financing costs, excluding employee defined benefit plans net interest, as well as gains on redemption and repayment of debt, calculated on a 12-month trailing basis. Any losses recorded on the redemption of debt are included in net interest. This measure is similar to the Coverage Ratio covenant in TELUS' credit facilities.
- <sup>3</sup> <u>Free cash flow</u> is calculated as EBITDA, adding: Restructuring and other like costs, net employee defined benefit plans expense, the excess of share compensation expense over share compensation payments, and interest received; and deducting: restructuring payments, employer contributions to employee defined benefit plans, interest paid, cash income taxes, capital expenditures (excluding spectrum licences), and any items of an unusual nature excluded in the calculation of Adjusted EBITDA.
- <sup>4</sup> <u>Net debt</u> is defined as Long-term Debt (including current maturities of long-term debt) plus debt issue costs netted against long-term debt, Short-term borrowings, and historically, cross-currency swap agreement hedge liabilities (assets) associated with U.S. dollar debt, less Cash and temporary investments.
- <sup>5</sup> <u>Net debt to total capitalization</u> provides a measure of the proportion of debt used in the Company's capital structure. Total capitalization is calculated as Net debt plus Owners' equity excluding accumulated other comprehensive income.
- <sup>6</sup> <u>Net debt to EBITDA</u> excluding restructuring and other like costs is defined as Net debt as at the end of the period divided by the 12-month trailing EBITDA excluding restructuring and other like costs. TELUS' long-term policy guideline for Net debt to EBITDA is from 1.5 to 2.0 times. Historically, Net debt to EBITDA excluding restructuring and other like costs is similar to the Leverage Ratio covenant in TELUS' credit facilities.
- <sup>7</sup> Capital expenditure intensity is defined as capital expenditures (excluding spectrum licences) as a percentage of operating revenues.
- <sup>8</sup> <u>Average revenue per subscriber unit per month (ARPU)</u> is calculated as Network revenue divided by the average number of subscriber units on the network during the period and expressed as a rate per month.
- <sup>9</sup> <u>Churn per month</u> is calculated as the number of subscriber units deactivated during a given period divided by the average number of subscriber units on the network during the period, and expressed as a rate per month. A TELUS or Koodo brand prepaid subscriber is deactivated when the subscriber has no usage for 90 days following expiry of the prepaid credits.
- <sup>10</sup> <u>Cost of acquisition (COA)</u> consists of the total of handset subsidies, commissions, and advertising and promotion expenses related to the initial subscriber acquisition during a given period. As defined, COA excludes costs to retain existing subscribers (retention spend).
- <sup>11</sup> TV subscribers consist of IP-based Optik TV subscribers and TELUS Satellite TV subscribers.