

## **TELUS Corporation**

# Third Quarter, 2013 Supplemental Investor Information

(UNAUDITED)

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

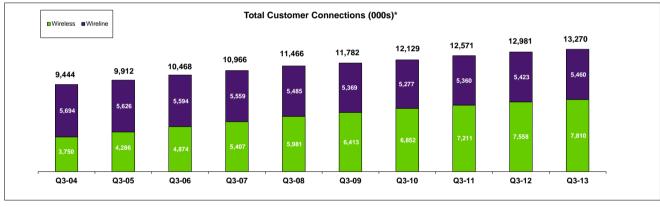
(Financial information prior to 2010 is presented as reported under previous Canadian GAAP)

For further information, please contact:
TELUS Investor Relations
1-800-667-4871
ir@telus.com
www.telus.com
Darrell Rae
(604) 697-8192
darrell.rae@telus.com
Robert Mitchell
(647) 837-1606
robert.mitchell2@telus.com

Table of Contents	
TELUS Corporation	
- Selected Consolidated Data	2
- Segmented Data	3
- Segmented Data (Historical Trend)	4
TELUS Wireless	
- Operations	5
- Operations (Historical Trend)	6
- Operating Statistics	7
- Operating Statistics (Historical Trend)	8
TELUS Wireline	
- Operations	9
- Operations (Historical Trend)	10
- Operating Statistics	11
- Operating Statistics (Historical Trend)	12
Non-GAAP measures and definitions	13

#### **TELUS Corporation** Selected Consolidated Data

\$ millions except shares, per share amounts, ratios and				Quarterly				September	Annual
total customer connections	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	2013 YTD	2012
Net Income <sup>(A)</sup>	356	286	362	263	323	299	319	1,004	1,204
Basic earnings per share (\$) <sup>(A)(B)</sup>	0.56	0.44	0.56	0.40	0.49	0.46	0.49	1.55	1.85
Dividends declared per share $(\$)^{(B)(C)}$	0.340	0.340	0.320	0.320	0.305		0.595	1.000	1.220
Return on common equity <sup>1(A)</sup>	16.5%	15.8%	15.9%	15.6%	15.0%	14.7%	14.7%	16.5%	15.6%
EBITDA interest coverage ratio <sup>2 (A)(b)</sup>	11.3	11.5	11.6	11.8	11.5	11.2	10.7	11.3	11.8
Free cash flow <sup>3</sup>	365	192	358	263	426	284	358	915	1,331
Net debt <sup>4</sup>	7,313	6,860	6,595	6,577	6,564	6,840	6,898	7,313	6,577
Net debt : Total capitalization <sup>5</sup>	50.3%	48.0%	45.3%	46.2%	45.0%	46.8%	47.5%	50.3%	46.2%
Net debt : EBITDA (times) <sup>6(A)</sup>	1.8	1.7	1.7	1.7	1.7	1.8	1.8	1.8	1.7
Outstanding shares at end of period (M) <sup>(B)</sup>	623	646	654	652	652	651	651	623	652
Basic weighted average shares outstanding (M) <sup>(B)</sup>	633	652	653	652	652	651	650	646	651
Total customer connections (000s)*	13,270	13,156	13,150	13,113	12,981	12,844	12,749	13,270	13,113



<sup>(</sup>a) Effective in 2013, we have applied the amended standard IAS 19 Employee benefits (2011) and, as required, we have applied the amended standard retrospectively.

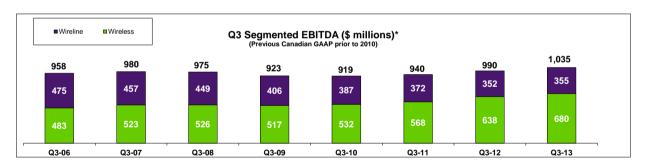
Results for 2012 have been adjusted.
(a) Adjusted for the 2-for-1 stock split effective April 16, 2013.
(c) In the first quarter of 2012, dividends declared of \$0.559 is composed of the February 8, 2012, first quarter declaration of 29 cents per share on the issued and outstanding equity shares of the Company, paid on April 2, 2012, to shareholders of record at the close of business on March 9, 2012, as well as the February 21, 2012, second quarter declaration of 30.5 cents per share on the issued and outstanding equity shares of the Company, payable on July 3, 2012, to shareholders of record at the close of business on June 8, 2012.
(a) EBITDA excluding restructuring and other like costs

\*\*Customer Connections may not balance due to rounding alignment to YTD figures.

#### **TELUS Corporation** Segmented Data

		Qtr	3			Septemb	er YTD	
\$ millions	2013	2012	Change	% Change	2013	2012		% Change
Revenues								
TELUS Wireless	1,575	1.511	64	4.2%	4.581	4.342	239	5.5%
TELUS Wireline	1,354	1,316	38	2.9%	4.037	3.885	152	3.9%
Less: Intersegment revenue	(55)	(53)	(2)	3.8%	(162)	(157)	(5)	3.2%
Operating revenues	2,874	2,774	100	3.6%	8,456	8,070	386	4.8%
EBITDA <sup>(A)</sup>	_,,,,	_,		5.5,0	2,.22	2,2.2		
TELUS Wireless	680	638	42	6.6%	2,012	1,892	120	6.4%
TELUS Wireline	355	352	3	0.8%	1,055	1,049	6	0.5%
Consolidated	1,035	990	45	4.6%	3.067	2,941	126	4.3%
EBITDA margin <sup>(A)</sup>	,,,,,				.,	*		
TELUS Wireless	43.2%	42.2%	1.0	pts.	43.9%	43.6%	0.3	pts.
TELUS Wireline	26.2%	26.7%	(0.5)		26.1%	27.0%	(0.9)	•
Consolidated	36.0%	35.7%	0.3		36.3%	36.4%	(0.1)	
Capital expenditures								
TELUS Wireless	194	175	19	10.9%	499	520	(21)	(4.0%)
TELUS Wireline	361	296	65	22.0%	1,034	940	94	10.0%
Consolidated	555	471	84	17.8%	1,533	1,460	73	5.0%
Capital expenditure intensity <sup>7</sup>								
TELUS Wireless	12%	12%	-	pts.	11%	12%	(1)	pts.
TELUS Wireline	27%	22%		pts.	26%	24%	2	pts.
Consolidated	19%	17%	2	pts.	18%	18%	-	pts.
EBITDA less capex <sup>(A)</sup>								
TELUS Wireless	486	463	23	5.0%	1,513	1,372	141	10.3%
TELUS Wireline	(6)	56	(62)	(110.7%)	21	109	(88)	(81.0%)
Consolidated	480	519	(39)	(7.5%)	1,534	1,481	53	3.6%
EBITDA excluding restructuring and other like costs <sup>(A)(B)</sup>								
TELUS Wireless	684	639	45	7.0%	2,030	1,901	129	6.8%
TELUS Wireless TELUS Wireline	366	354	45 12	3.4%	1,102	1,069	33	3.1%
Consolidated	1,050	993	57	5.7%	3,132	2,970	162	5.4%
EBITDA margin excluding restructuring and other like costs <sup>(A)(B)</sup>	1,000	333	31	3.7 /6	3,132	2,370	102	3.476
TELUS Wireless	42.40/	40.00/	4.4		44.20/	40.00/	0.5	-4-
TELUS Wireless TELUS Wireline	43.4% 27.0%	42.3% 26.9%	1.1		44.3% 27.3%	43.8% 27.5%	0.5	•
Consolidated	36.5%	35.8%	0.1	-	37.0%	36.7%	0.2)	
Consolidated	30.5%	33.8%	0.7	μιδ.	37.0%	30.7%	0.3	ριδ.

<sup>(</sup>A) Periods in 2012 have been adjusted for retrospective application of amended accounting standard IAS 19 Employee benefits (2011).
(B) EBITDA has been adjusted to exclude restructuring and other like costs of \$15M and \$3M for Q3-13 and Q3-12, and \$65M and \$29M for Q3-13 YTD and Q3-12 YTD respectively.



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

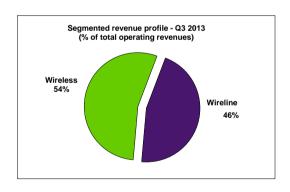
#### **TELUS Corporation** Segmented Data - Historical Trend

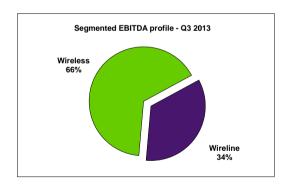
A	0045	0040	0440	Quarterly	0040	0040	0440	September	Annua
\$ millions	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	2013 YTD	2012
Revenues									ĺ
TELUS Wireless	1,575	1,522	1,484	1,544	1,511	1,438	1,393	4,581	5,8
TELUS Wireline	1,354	1,358	1,325	1,361	1,316	1,280	1,289	4.037	5,2
Less: Intersegment revenue	(55)	(54)	(53)	(54)	(53)	(53)	(51)	(162)	(2
Operating revenues	2,874	2,826	2,756	2,851	2,774	2,665	2,631	8,456	10,9
EBITDA <sup>(A)</sup>									
TELUS Wireless	680	666	666	566	638	634	620	2,012	2,4
TELUS Wireline	355	332	368	352	352	336	361	1,055	1,4
Consolidated	1,035	998	1,034	918	990	970	981	3,067	3,8
EBITDA margin <sup>(A)</sup>									
TELUS Wireless	43.2%	43.7%	44.9%	36.7%	42.2%	44.1%	44.5%	43.9%	41
TELUS Wireline	26.2%	24.5%	27.8%	25.9%	26.7%	26.3%	28.0%	26.1%	26
Consolidated	36.0%	35.3%	37.5%	32.2%	35.7%	36.4%	37.3%	36.3%	35
Capital expenditures									
TELUS Wireless	194	171	134	191	175	194	151	499	
TELUS Wireline	361	340	333	330	296	354	290	1,034	1,3
Consolidated	555	511	467	521	471	548	441	1,533	1,9
Capital expenditure intensity <sup>7</sup>									
TELUS Wireless	12%	11%	9%	12%	12%	13%	11%	11%	
TELUS Wireline	27%	25%	25%	24%	22%	28%	22%	26%	2
Consolidated	19%	18%	17%	18%	17%	21%	17%	18%	1
EBITDA less capex <sup>(A)</sup>									
TELUS Wireless	486	495	532	375	463	440	469	1,513	1,7
TELUS Wireline	(6)	(8)	35	22	56	(18)	71	21	,
Consolidated	480	487	567	397	519	422	540	1,534	1,8
(AVD)									
EBITDA excluding restructuring and other like costs <sup>(A)(B)</sup>									1
TELUS Wireless	684	676	670	570	639	638	624	2,030	2,4
TELUS Wireline	366	361	375	367	354	345	370	1,102	1,4
Consolidated	1,050	1,037	1,045	937	993	983	994	3,132	3,9
EBITDA margin excluding restructuring and other like costs <sup>(A)(B)</sup>									
TELUS Wireless	43.4%	44.4%	45.1%	36.9%	42.3%	44.4%	44.8%	44.3%	42
TELUS Wireline	27.0%	26.6%	28.3%	27.0%	26.9%	27.0%	28.7%	27.3%	27
Consolidated	36.5%	36.7%	37.9%	32.9%	35.8%	36.9%	37.8%	37.0%	35
Full-Time Equivalent (FTE) employees <sup>(C)</sup>	44.000	41 400	44.000	41.400	40.800	30.400	20.100	41,000	44
ruii-i ime Equivalent (FTE) employees	41,000	41,400	41,900	41,400	40,800	39,400	39,100	41,000	41,

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

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

<sup>©</sup> Excluding full-time equivalent (FTE) employees in TELUS International, FTE employees were approximately 26,600 for Q2-13, 26,900 for for Q2-13, 27,100 for for Q1-13, and 27,100, 26,700, 26,800, 26,400, respectively, for Q4-12, Q3-12, Q2-12, and Q1-12.





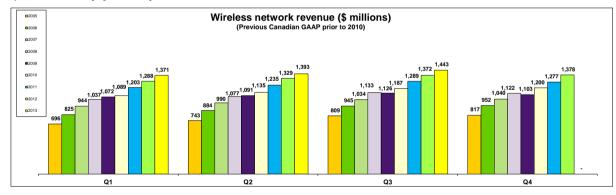
#### **TELUS Wireless** Operations\*

		Qtr	3			Septemb	er YTD	
\$ millions	2013	2012	Change	% Change	2013	2012	Change	% Change
Revenues								
Voice	806	826	(20)	(2.4%)	2,386	2,433	(47)	(1.9%)
Data	637	546	91	16.7%	1,821	1,556	265	17.0%
Total Network revenue	1,443	1,372	71	5.2%	4,207	3,989	218	5.5%
Equipment and other service revenue	118	127	(9)	(7.1%)	336	321	15	4.7%
Total external service and equipment revenue	1,561	1,499	62	4.1%	4,543	4,310	233	5.4%
Other operating income	2	2	-	-	2	2	-	-
Total external revenue	1,563	1,501	62	4.1%	4,545	4,312	233	5.4%
Intersegment revenue	12	10	2	20.0%	36	30	6	20.0%
Total operating revenues	1,575	1,511	64	4.2%	4,581	4,342	239	5.5%
Goods and services purchased	734	719	15	2.1%	2,091	2,006	85	4.2%
Employee benefits expense	161	154	7	4.5%	478	444	34	7.7%
Total operating expense	895	873	22	2.4%	2,569	2,450	119	4.8%
EBITDA <sup>(A)</sup>	680	638	42	6.6%	2,012	1,892	120	6.4%
COA expense	168	175	(7)	(4.0%)	456	465	(9)	(1.9%)
EBITDA excluding COA <sup>(A)</sup>	848	813	35	4.3%	2,468	2,357	111	4.7%
EBITDA margin (total revenue) <sup>(A)</sup>	43.2%	42.2%	1.0	pts.	43.9%	43.6%	0.3	pts.
EBITDA margin (total network revenue) <sup>(A)(B)</sup>	46.8%	46.2%	0.6	pts.	47.4%	47.1%	0.3	pts.
Retention spend % network revenue	11.2%	11.0%	0.2	pts.	10.9%	10.8%	0.1	pts.
Capital expenditures	194	175	19	10.9%	499	520	(21)	(4.0%)
Capital expenditure intensity <sup>7</sup>	12%	12%	-	pts.	11%	12%	(1)	pts.
EBITDA less capex <sup>(A)</sup>	486	463	23	5.0%	1,513	1,372	141	10.3%
Restructuring and other like costs included in total operating expense	4	1	3	n.m.	18	9	9	n.m.
EBITDA excluding restructuring and other like costs <sup>(A)</sup>	684	639	45	7.0%	2,030	1,901	129	6.8%
EBITDA margin excluding restructuring and other like costs (total revenue) <sup>(A)</sup>	43.4%	42.3%	1.1	pts.	44.3%	43.8%	0.5	pts.
EBITDA margin excluding restructuring and other like costs (total network revenue) <sup>(A)</sup>	47.0%	46.2%	0.8	pts.	47.8%	47.3%	0.5	pts.

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

(B) Total network revenue includes intersegment network revenue.

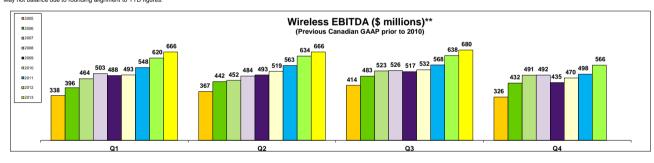
\*May not balance due to rounding alignment to YTD figures.



#### **TELUS Wireless** Operations - Historical Trend\*

				Quarterly				September	Annual
\$ millions	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	2013 YTD	2012
Revenues									
Voice	806	792	788	808	826	817	790	2,386	3,241
Data	637	601	583	570	546	512	498	1,821	2,126
Total Network revenue	1,443	1,393	1,371	1,378	1,372	1,329	1,288	4,207	5,367
Equipment and other service revenue	118	117	101	155	127	99	95	336	476
Total external service and equipment revenue	1,561	1,510	1,472	1,533	1,499	1,428	1,383	4,543	5,843
Other operating income	2	-	-	-	2	-	-	2	2
Total external revenue	1,563	1,510	1,472	1,533	1,501	1,428	1,383	4,545	5,845
Intersegment revenue	12	12	12	11	10	10	10	36	41
Total operating revenues	1,575	1,522	1,484	1,544	1,511	1,438	1,393	4,581	5,886
Goods and services purchased	734	696	661	817	719	661	626	2,091	2,823
Employee benefits expense	161	160	157	161	154	143	147	478	605
Total operating expense	895	856	818	978	873	804	773	2,569	3,428
EBITDA <sup>(A)</sup>	680	666	666	566	638	634	620	2,012	2,458
COA expense	168	150	138	206	175	159	131	456	671
EBITDA excluding COA <sup>(A)</sup>	848	816	804	772	813	793	751	2,468	3,129
EBITDA margin (total revenue) <sup>(A)</sup>	43.2%	43.7%	44.9%	36.7%	42.2%	44.1%	44.5%	43.9%	41.8%
EBITDA margin (total network revenue) <sup>(A)(B)</sup>	46.8%	47.4%	48.2%	40.8%	46.2%	47.3%	47.8%	47.4%	45.4%
,									
Retention spend % network revenue	11.2%	10.5%	10.9%	13.4%	11.0%	10.7%	10.7%	10.9%	11.4%
·									
Capital expenditures	194	171	134	191	175	194	151	499	711
Capital expenditure intensity <sup>7</sup>	12%	11%	9%	12%	12%	13%	11%	11%	12%
EBITDA less capex <sup>(A)</sup>	486	495	532	375	463	440	469	1,513	1,747
Restructuring and other like costs included in total operating expense	4	10	4	4	1	4	4	18	13
EBITDA excluding restructuring and other like costs <sup>(A)</sup>	684	676	670	570	639	638	624	2,030	2,471
EBITDA margin excluding restructuring and other like costs (total revenue) <sup>(A)</sup>	43.4%	44.4%	45.1%	36.9%	42.3%	44.4%	44.8%	44.3%	42.0%
	43.4%	44.4%	45.1%	30.9%	42.3%	44.4%	44.6%	44.3%	42.0%
EBITDA margin excluding restructuring and other like costs (total network revenue) <sup>(A)</sup>	47.0%	48.1%	48.4%	41.1%	46.2%	47.6%	48.1%	47.8%	45.7%

 <sup>(</sup>A) Periods in 2012 have been adjusted for retrospective application of amended accounting standard IAS 19 Employee benefits (2011).
 (B) Total network revenue includes intersegment network revenue.
 \*May not balance due to rounding alignment to YTD figures.



<sup>\*\*</sup>Periods in 2012, 2011 and 2010 have been adjusted for retrospective application of accounting standard IAS 19 Employee benefits (2011). [See Section 8.2 Accounting policy developments]

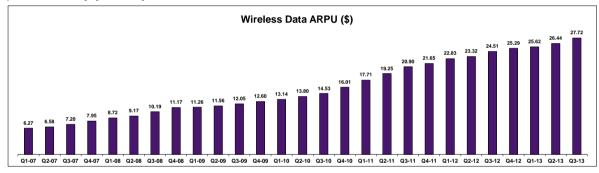
#### **TELUS Wireless** Operating Statistics\*

		Qtr 3				Septemb	er YTD	
	2013	2012	Change	% Change	2013	2012		% Change
Subscriber gross adds (000s)						-		
Postpaid	282	309	(27)	(8.7%)	827	850	(23)	(2.7%)
Prepaid	138	125	13	10.4%	369	341	28	8.2%
Total	420	434	(14)	(3.2%)	1,196	1,191	5	0.4%
Subscriber net adds, as reported (000s)								
Postpaid	106	116	(10)	(8.6%)	265	291	(26)	(8.9%)
Prepaid	(2)	(5)	3	60.0%	(49)	(72)	23	31.9%
Total	104	111	(7)	(6.3%)	216	219	(3)	(1.4%)
Subscribers (000s) <sup>(A)</sup>								
Postpaid <sup>(A)</sup>	6,732	6,420	312	4.9%	6,732	6,420	312	4.9%
Prepaid	1,078	1,138	(60)	(5.3%)	1,078	1,138	(60)	(5.3%)
Total <sup>(A)</sup>	7,810	7,558	252	3.3%	7,810	7,558	252	3.3%
ARPU (\$) <sup>8</sup>	\$62.49	\$61.42	\$1.07	1.7%	\$61.22	\$60.20	\$1.02	1.7%
Voice ARPU	\$34.77	\$36.91	(\$2.14)	(5.8%)	\$34.62	\$36.64	(\$2.02)	(5.5%)
Data ARPU	\$27.72	\$24.51	\$3.21	13.1%	\$26.60	\$23.56	\$3.04	12.9%
Churn, per month (%), as reported <sup>9</sup>								
Blended Churn	1.36%	1.44%	(0.08)	pts.	1.42%	1.46%	(0.04)	pts.
Postpaid Churn	0.99%	1.10%	(0.11)	pts.	1.05%	1.08%	(0.03)	pts.
Average minutes of use per subscriber per month (MOU)	358	338	20	5.9%	349	333	16	4.8%
COA per gross subscriber addition (\$) <sup>10</sup>	\$399	\$402	(\$3)	(0.7%)	\$381	\$390	(\$9)	(2.3%)
Population coverage in millions - HSPA <sup>(B)</sup>	34.9	34.3	0.6	1.7%	34.9	34.3	0.6	1.7%
Population coverage in millions - LTE <sup>(B)</sup>	27.9	n/a	n/a	n/a	27.9	n/a	n/a	n/a

<sup>(</sup>A) 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.

(B) Includes expanded coverage due to network access agreements principally with Bell.

\*May not balance due to rounding alignment to YTD figures.

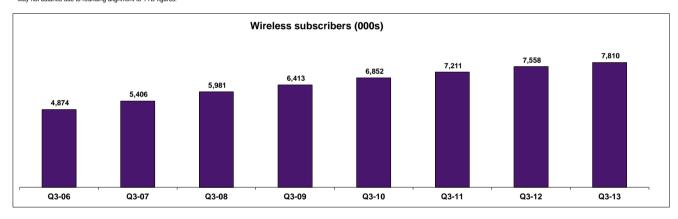


#### **TELUS Wireless** Operating Statistics - Historical Trend\*

		Quarterly							
	02/42	Q2/13	04/42		02/42	Q2/12	Q1/12	September	Annual
population coverage in millions Subscriber gross adds (000s)	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	2013 YTD	2012
Postpaid	282	285	260	324	309	284	257	827	1,174
Prepaid	138	117	114	131	125	110	106	369	472
Total	420	402	374	455	434	394	363	1.196	
Total	420	402	3/4	455	434	394	303	1,196	1,646
Subscriber net adds, as reported (000s)									
Postpaid	106	100	59	123	116	112	63	265	414
Prepaid	(2)	(21)	(26)	(11)	(5)	(26)	(41)	(49)	(83)
Total	104	79	33	112	111	86	22	216	331
Subscribers (000s) <sup>(A)</sup>									
Postpaid <sup>(A)</sup>	6.732	6,627	6,603	6,543	6,420	6,304	6,193	6,732	6,543
Prepaid	1,078	1.079	1,100	1,127	1.138	1,143	1,169	1.078	1.127
Total <sup>(A)</sup>	7,810	7,706	7,703	7,670	7,558	7,447	7,362	7,810	7,670
ARPU (\$) <sup>8</sup>	\$62.49	\$61.12	\$60.04	\$60.95	\$61.42	\$60.29	\$58.87	\$61.22	\$60.39
Voice ARPU	\$34.77	\$34.68	\$34.42	\$35.66	\$36.91	\$36.97	\$36.04	\$34.62	\$36.39
Data ARPU	\$27.72	\$26.44	\$25.62	\$25.29	\$24.51	\$23.32	\$22.83	\$26.60	\$24.00
	ΨΖΙ.ΙΖ	Ψ20.44	Ψ20.02	Ψ20.20	Ψ24.01	Ψ20.02	Ψ22.00	Ψ20.00	Ψ24.00
Churn, per month (%), as reported <sup>9</sup>									
Blended Churn	1.36%	1.40%	1.48%	1.51%	1.44%	1.39%	1.55%	1.42%	1.47%
Postpaid Churn	0.99%	1.03%	1.11%	1.12%	1.10%	1.00%	1.14%	1.05%	1.09%
Average minutes of use per subscriber per month (MOU)	358	360	328	341	338	341	324	349	336
COA per gross subscriber addition (\$) <sup>10</sup>	\$399	\$374	\$369	\$453	\$402	\$404	\$362	\$381	\$408
(0)									
Population coverage in millions - HSPA <sup>(B)</sup>	34.9	34.8	34.3	34.3	34.3	34.2	33.8	34.9	34.3
Population coverage in millions - LTE <sup>(B)</sup>	27.9	26.0	24.7	23.9	n/a	n/a	n/a	27.9	23.9

<sup>(</sup>A) 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.

<sup>\*</sup>May not balance due to rounding alignment to YTD figures.

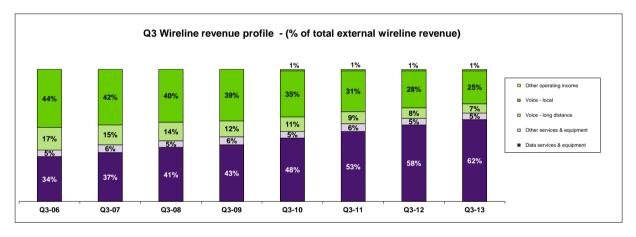


#### TELUS Wireline Operations\*

		Qtr 3				
\$ millions	2013	2012	Change	% Change		
Revenues						
Data service and equipment	801	737	64	8.7%		
Voice - local service	334	351	(17)	(4.8%)		
Voice - long distance service	96	103	(7)	(6.8%)		
Other services and equipment	63	65	(2)	(3.1%)		
Total external services & equipment revenue	1,294	1,256	38	3.0%		
Other operating income	17	17	-			
Total external revenue	1,311	1,273	38	3.0%		
Intersegment revenue	43	43	-	-		
Total operating revenues	1,354	1,316	38	2.9%		
Goods and services purchased	558	556	2	0.4%		
Employee benefits expense	441	408	33	8.1%		
Total operating expense	999	964	35	3.6%		
EBITDA <sup>(A)</sup>	355	352	3	0.8%		
EBITDA margin <sup>(A)</sup>	26.2%	26.7%	(0.5)	pts.		
Capital expenditures	361	296	65	22.0%		
Capital expenditure intensity <sup>7</sup>	27%	22%	5	pts.		
EBITDA less capex <sup>(A)</sup>	(6)	56	(62)	(110.7%)		
Restructuring and other like costs included in total operating expense	11	2	9	n.m.		
EBITDA excluding restructuring and other like costs <sup>(A)</sup>	366	354	12	3.4%		
EBITDA margin excluding restructuring and other like costs <sup>(A)</sup>	27.0%	26.9%	0.1	pts.		

	Septemb		
2013	2012	Change	% Change
2,357	2,126	231	10.9%
1,012	1,064	(52)	(4.9%)
304	322	(18)	(5.6%)
192	196	(4)	(2.0%)
3,865	3,708	157	4.2%
46	50	(4)	(8.0%)
3,911	3,758	153	4.1%
126	127	(1)	(0.8%)
4,037	3,885	152	3.9%
1,684	1,641	43	2.6%
1,298	1,195	103	8.6%
2,982	2,836	146	5.1%
1,055	1,049	6	0.5%
,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			
26.1%	27.0%	(0.9)	nte
20.170	27.070	(0.0)	oto.
1.034	940	94	10.0%
1,054	340	34	10.07
26%	24%	2	nto
20%	24/0	2	Jis.
21	109	(88)	(81.0%)
21	103	(00)	(01.0%)
47	20	27	n.m.
1,102	1,069	33	3.1%
27.3%	27.5%	(0.2)	ots.

<sup>\*</sup>May not balance due to rounding alignment to YTD figures.

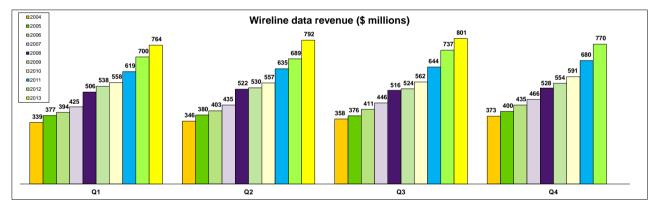


<sup>(</sup>A) Periods in 2012 have been adjusted for retrospective application of amended accounting standard IAS 19 Employee benefits (2011).

#### **TELUS Wireline** Operations - Historical Trend\*

				Quarterly				September	Annual
\$ millions	Q3/13	Q2/13	Q1/13	Q4/12	Q3/12	Q2/12	Q1/12	2013 YTD	2012
Revenues									
Data service and equipment	801	792	764	770	737	689	700	2,357	2,896
Voice - local service	334	338	340	352	351	354	359	1,012	1,416
Voice - long distance service	96	107	101	103	103	109	110	304	425
Other services and equipment	63	63	66	76	65	64	67	192	272
Total external services & equipment revenue	1,294	1,300	1,271	1,301	1,256	1,216	1,236	3,865	5,009
Other operating income	17	16	13	17	17	21	12	46	67
Total external revenue	1,311	1,316	1,284	1,318	1,273	1,237	1,248	3,911	5,076
Intersegment revenue	43	42	41	43	43	43	41	126	170
Total operating revenues	1,354	1,358	1,325	1,361	1,316	1,280	1,289	4,037	5,246
Goods and services purchased	558	580	546	567	556	544	541	1.684	2,208
Employee benefits expense <sup>(A)</sup>	441	446	411	442	408	400	387	1,004	1,637
Total operating expense	999	1,026	957	1,009	964	944	928	2,982	3,845
EBITDA <sup>(A)</sup>	355	332	368	352	352	336	361	1,055	1,401
EBITDA margin <sup>(A)</sup>	26.2%	24.5%	27.8%	25.9%	26.7%	26.3%	28.0%	26.1%	26.7%
Capital expenditures	361	340	333	330	296	354	290	1,034	1,270
Capital expenditure intensity <sup>7</sup>	27%	25%	25%	24%	22%	28%	22%	26%	24%
EBITDA less capex <sup>(A)</sup>	(6)	(8)	35	22	56	(18)	71	21	131
Restructuring and other like costs included in total operating expense	11	29	7	15	2	9	9	47	35
EBITDA excluding restructuring and other like costs <sup>(A)</sup>	366	361	375	367	354	345	370	1,102	1,436
EBITDA margin excluding restructuring and other like costs <sup>(A)</sup>	27.0%	26.6%	28.3%	27.0%	26.9%	27.0%	28.7%	27.3%	27.4%

<sup>(</sup>A) Periods in 2012 have been adjusted for retrospective application of amended accounting standard IAS 19 Employee benefits (2011).
\*May not balance due to rounding alignment to YTD figures.



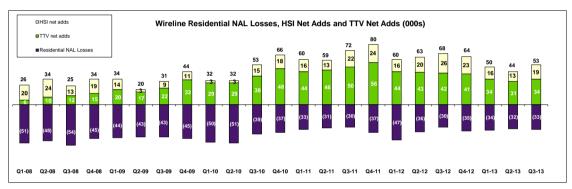
## TELUS Wireline Operating Statistics\*

Network access lines (NAL) (000s)
Residential
Business
Total
NAL net additions (losses) (000s)
Residential
Business
Total
Internet subscriber net adds (000s)
High-speed
Dial-up
Total
Internet subscribers (000s)
High-speed
Dial-up
Total
TV subscriber net adds (000s) <sup>11</sup>
TV subscribers (000s) <sup>11</sup>

Qtr 3				
2013	2012	Change	% Change	
1,668	1,802	(134)	(7.4%)	
1,616	1,646	(30)	(1.8%)	
3,284	3,448	(164)	(4.8%)	
(33)	(30)	(3)	(10.0%)	
(7)	(9)	2	22.2%	
(40)	(39)	(1)	(2.6%)	
19	26	(7)	(26.9%)	
(2)	(3)	1	(33.3%)	
17	23	(6)	(26.1%)	
			, ,	
1,374	1,303	71	5.4%	
26	35	(9)	(25.7%)	
1,400	1,338	62	4.6%	
34	42	(8)	(19.0%)	
			Ī	
776	637	139	21.8%	

	Septembe	- VTD	
	•		
2013	2012	Change	% Change
1,668	1,802	(134)	(7.4%)
1,616	1,646	(30)	(1.8%)
3,284	3,448	(164)	(4.8%)
(00)	(440)	14	40.40/
(99)	(113)		12.4%
(22)	(33)	11	33.3%
(121)	(146)	25	17.1%
48	62	(14)	(22.6%)
(7)	(9)	2	(22.2%)
41	53	(12)	(22.6%)
1,374	1,303	71	5.4%
26	35	(9)	(25.7%)
1,400	1,338	62	4.6%
99	129	(30)	(23.3%)
776	637	139	21.8%

\*May not balance due to rounding alignment to YTD figures.



#### **TELUS Wireline** Operating Statistics - Historical Trend\*

Network access lines (NAL) (000s)	
Residential	
Business	

#### NAL net additions (losses) (000s)

Residential Business

Total

#### Internet subscriber net adds (000s)

High-speed Dial-up

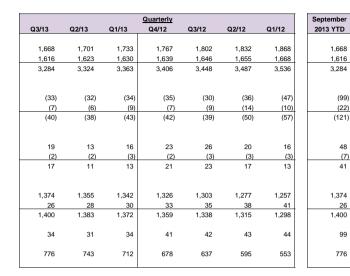
#### Internet subscribers (000s)

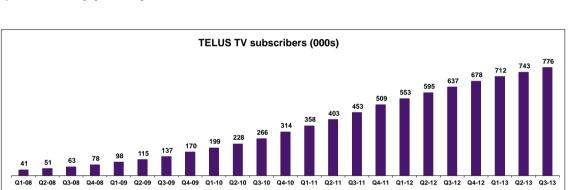
High-speed Dial-up Total

TV subscriber net adds (000s)<sup>11</sup>

TV subscribers (000s)<sup>11</sup>

\*May not balance due to rounding alignment to YTD figures.





Annual

1,767

1,639

(148)

(39)

(11)

1,326

169

678

48

(7)

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

- <sup>1</sup> Return on common equity is Net income attributed to Common Shares and Non-Voting Shares for a 12-month trailing period divided by the average quarterly equity for the 12-month period. Equity is the Common Share and Non-Voting Share Equity. The calculation has been amended such that Accumulated other comprehensive income (loss) is no longer deducted (added back) and previously reported figures have been restated
- <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 and 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 substantially the same as 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 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 plus current maturities of Long-term Debt and cheques outstanding less Cash and temporary investments plus cross currency foreign exchange hedge liability (less cross currency foreign exchange hedge asset) related to U.S. dollar notes.
- <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' guideline range 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 substantially the same as the Leverage Ratio covenant in TELUS' credit facilities.
- <sup>7</sup> <u>Capital expenditure intensity</u> is defined as capital expenditures as a percentage of operating revenues.
- <sup>8</sup> Average revenue per subscriber unit per month (ARPU) 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. Data ARPU is a component of ARPU, calculated on the same basis for revenues derived from services such as text messaging, mobile computing, personal digital assistance devices, Internet browser activity and pay-per-use downloads.
- <sup>9</sup> <u>Churn per month</u> is calculated as the number of subscriber units disconnected 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 prepaid subscriber is disconnected when the subscriber has no usage for 90 days following expiry of the prepaid card.
- <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 consists of TELUS IP TV subscribers and TELUS Satellite TV subscribers.