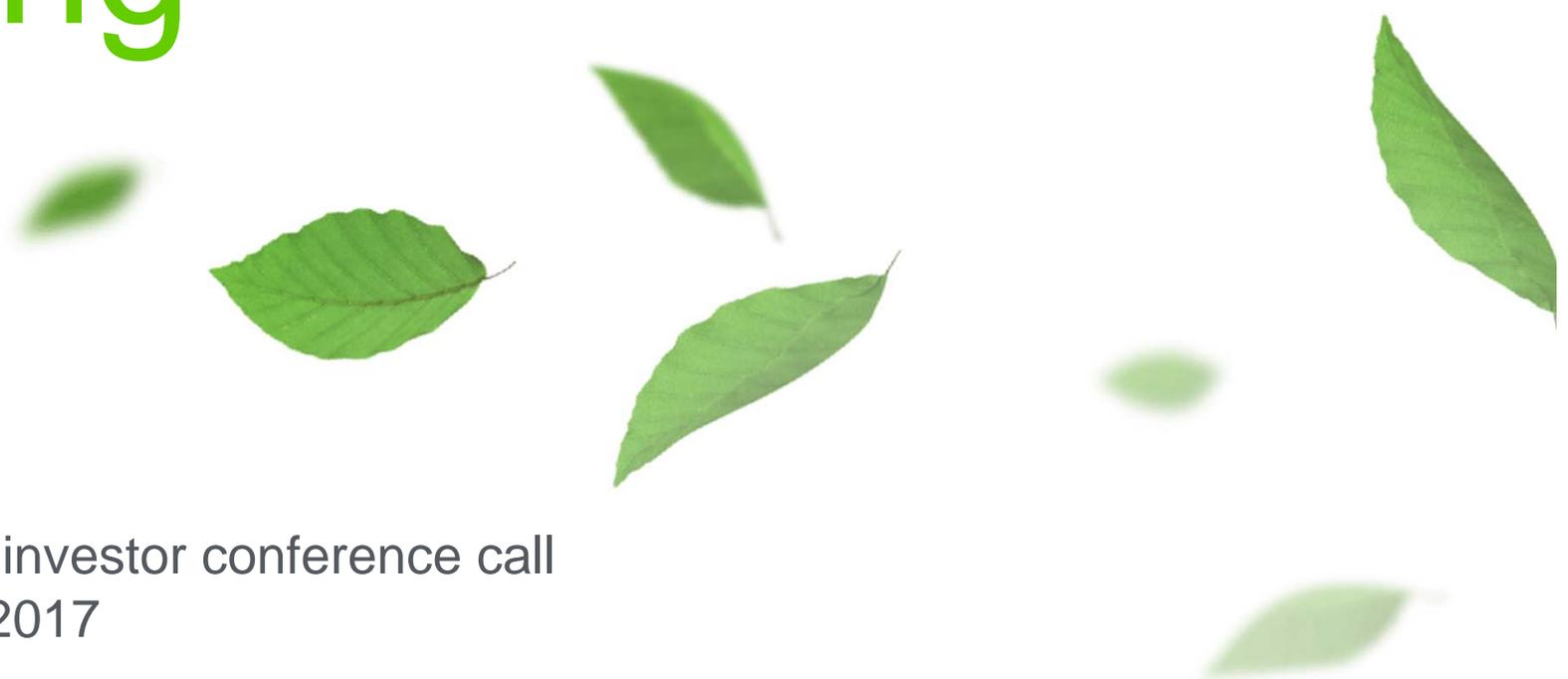




# rising above



Q1 2017 investor conference call  
May 11, 2017

# Caution regarding forward looking statements

This presentation and answers to questions contain forward-looking statements about expected events, including relating to our 2017 targets, multi-year dividend growth and share purchase programs, fibre network and other capital investments, leverage ratios, and the performance of TELUS. By their nature, forward-looking statements do not refer to historical facts and require the Company to make assumptions and predictions, and are subject to inherent risks. There is significant risk that the forward-looking statements will not prove to be accurate. There can be no assurances that TELUS will complete all purchases under the 2017 normal course issuer bid and maintain its multi-year dividend growth and share purchase programs. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors (such as competition, technological substitution, regulatory developments, government decisions, economic performance in Canada, our cost reduction initiatives, our earnings and free cash flow, our capital expenditures and a change in our intent to purchase shares) could cause actual future performance and events to differ materially from those expressed in the forward-looking statements. Accordingly, all forward-looking statements made today are subject to the disclaimer and qualified by the assumptions (including assumptions for the 2017 annual targets and guidance, semi-annual dividend increases through 2019 and our ability to sustain and complete our multi-year share purchase program through 2019), qualifications and risk factors as set out in the first quarter Management's discussion and analysis (MD&A) and in the 2016 annual report's MD&A, especially Sections 9 and 10, and in other TELUS public disclosure documents and filings with securities commissions in Canada (on SEDAR at [sedar.com](http://sedar.com)) and in the United States (on EDGAR at [sec.gov](http://sec.gov)). Except as required by law, TELUS disclaims any intention or obligation to update or revise forward-looking statements, and reserves the right to change, at any time at its sole discretion, its current practice of updating annual targets and guidance.

## Relentlessly focusing on what matters

- Generating solid wireless growth
- Wireline efficiency
- Returning significant capital
- Investing in our future growth



# Generating solid wireless results

44,000  
postpaid  
net adds

0.93%  
postpaid  
churn

\$65.53  
blended ARPU  
up 3.9%

Positive operating momentum continues

# Leading wireline customer performance



Positive wireline net adds in competitive Western Canada market  
Strong focus on efficiency and effectiveness

# Continuing our impressive dividend growth



# Delivering on our multi-year program

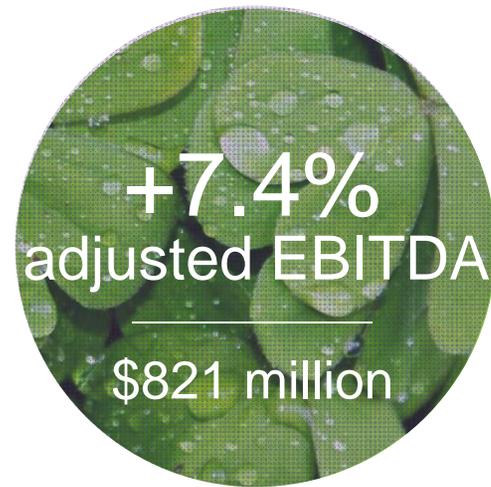


Returning significant capital to investors since 2004

# First quarter 2017 financial results

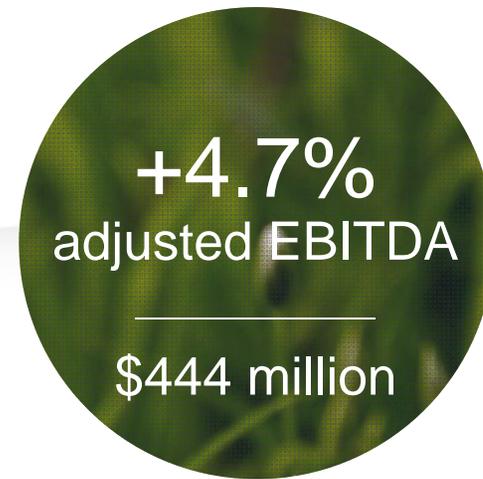
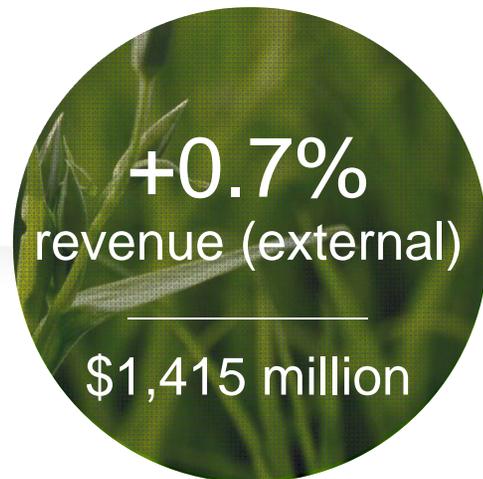


# First quarter 2017 wireless results



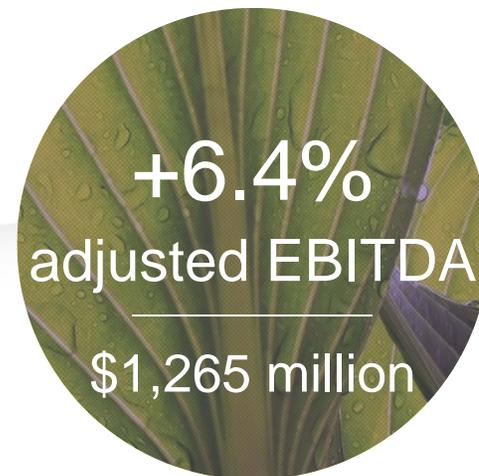
Adjusted EBITDA margins up 120 basis points to 45.8%  
building off margin expansion in 2016

# First quarter 2017 wireline results



Adjusted EBITDA margins up 110 basis points to 30.2%

# First quarter 2017 consolidated results



Growth in wireless and wireline data  
augmented by cost efficiency

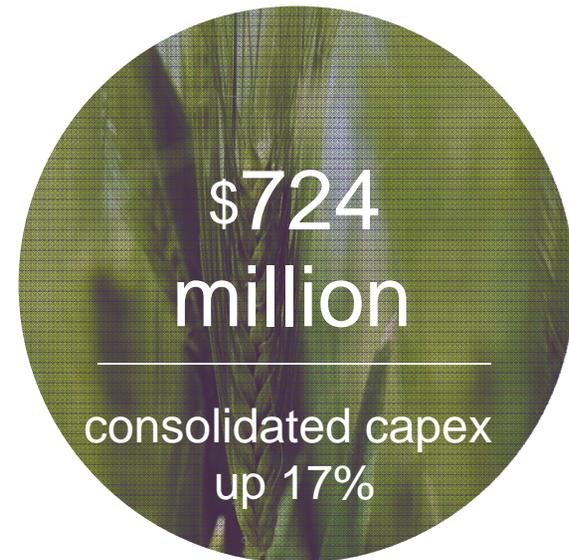
# First quarter 2017 consolidated results



Higher operating income partly offset by higher financing and depreciation costs

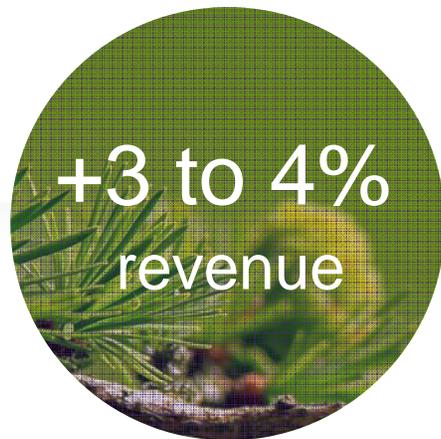
# Investing for future growth

- 1.15 million TELUS PureFibre premises
- 4G LTE to 98%, LTE-A to 80% of Canadians



Free cash flow doubled to \$217 million

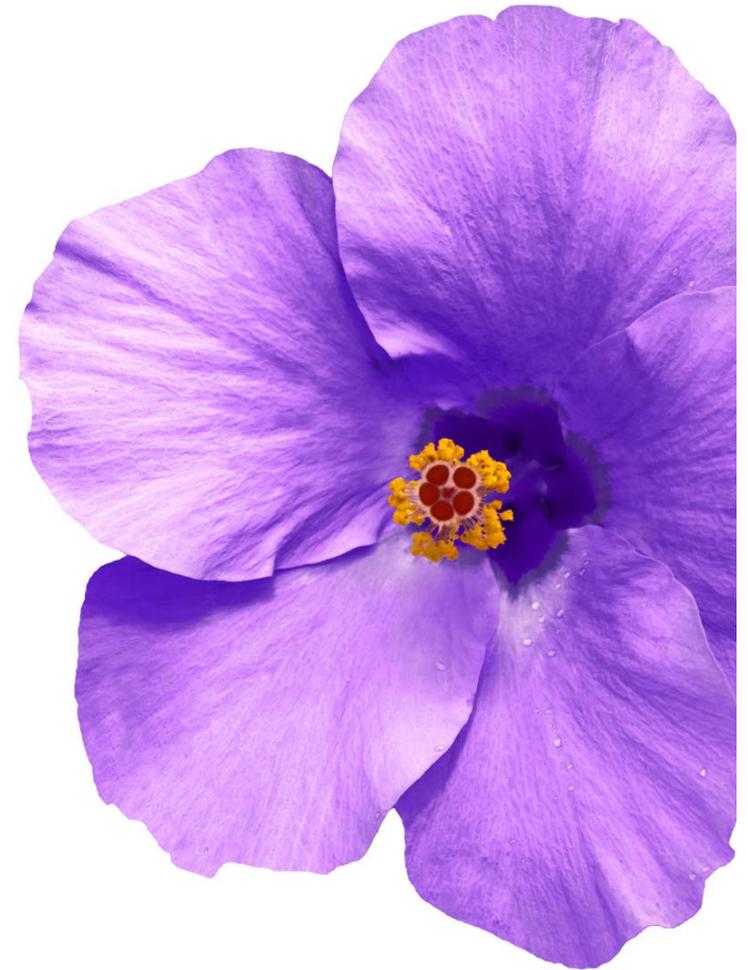
# Targeting industry-leading growth



Capital investments of approximately \$3 billion in 2017

# Questions?

Investor relations  
1-800-667-4871  
[telus.com/investors](https://telus.com/investors)  
[IR@telus.com](mailto:IR@telus.com)



# Appendix – Q1 2017 EPS analysis

<b>Basic EPS as reported (Q1 2016)</b>	<b>\$0.64</b>
Restructuring and other costs	0.06
<b>Adjusted basic EPS (Q1 2016)</b>	<b>\$0.70</b>
Higher EBITDA excluding restructuring and other costs	0.09
Income tax-related adjustments	0.02
Higher depreciation and amortization and other	(0.04)
Higher financing costs, non-controlling interest and other	(0.03)
<b>Adjusted basic EPS (Q1 2017)</b>	<b>\$0.74</b>
Restructuring and other costs	(0.01)
<b>Basic EPS as reported (Q1 2017)</b>	<b>\$0.73</b>

# Appendix – free cash flow

C\$ millions	2016	2017
	Q1	Q1
EBITDA	1,140	1,261
Capital expenditures (excluding spectrum licenses)	(618)	(724)
Net employee defined benefit plans expense	22	21
Employer contributions to employee defined benefit plans	(25)	(22)
Interest paid, net	(123)	(142)
Income taxes paid, net of refunds	(273)	(146)
Share-based compensation	16	16
Restructuring and other costs, net of disbursements	(28)	(46)
Gains from the sale of property, plant and equipment	(3)	(1)
<b>Free Cash Flow</b>	<b>108</b>	<b>217</b>
Purchase of Common Shares for cancellation	(60)	-
Dividends paid to holders of Common Shares	(263)	(284)
Cash payments for acquisitions and related investments	(2)	(12)
Real estate joint ventures	(12)	(2)
Working Capital and Other	(191)	(326)
<b>Funds available for debt redemption</b>	<b>(420)</b>	<b>(407)</b>
Net issuance of debt	675	769
<b>Increase (decrease) in cash</b>	<b>255</b>	<b>362</b>

# Appendix – definitions

Our presentation and answers include the following non-GAAP measures, which may not be comparable to similar measures used by other issuers:

- EBITDA does not have any standardized meaning prescribed by IFRS-IASB. We have issued guidance on and report EBITDA because it is a key measure used to evaluate performance at a consolidated level and the contribution of our two segments. For definition and explanation, see Section 11.1 in the 2017 first quarter Management's discussion and analysis.
- Adjusted EBITDA for the first quarter of 2017 excludes: 1) restructuring and other costs of \$4 million (vs. \$48 million in first quarter 2016)
- Adjusted basic EPS does not have any standardized meaning prescribed by IFRS-IASB. This term is defined in this presentation as excluding (after income taxes) 1) restructuring and other costs in the first quarter of 2017 and 2016. For further analysis see Section 1.3 in the 2017 first quarter Management's discussion and analysis.