



TELUS Corporation

Third Quarter, 2016

Supplemental Investor Information

(UNAUDITED)

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

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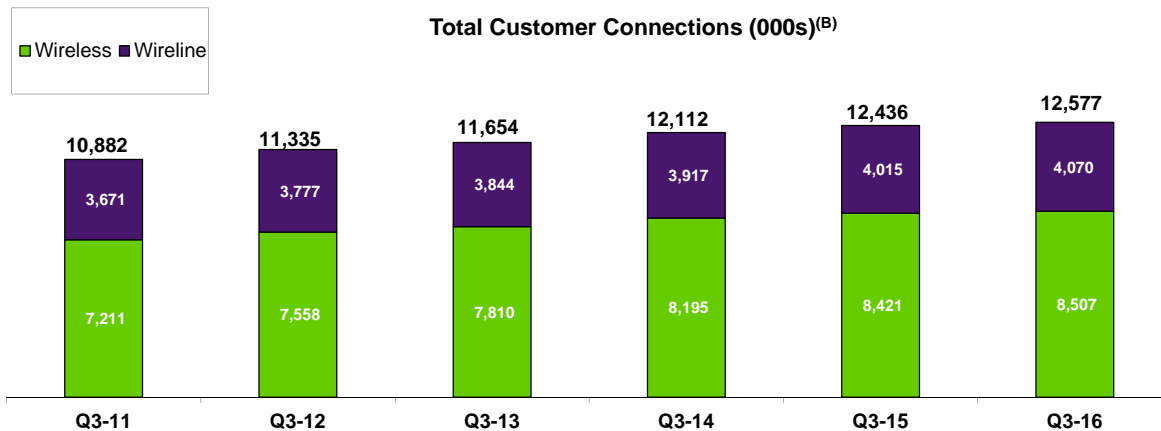
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TELUS Corporation
Selected Consolidated Data

\$ millions except shares, per share amounts, ratios and total customer connections

	Quarterly							Sept YTD 2016	Annual 2015
	Q3/16	Q2/16	Q1/16	Q4/15	Q3/15	Q2/15	Q1/15		
Net Income	355	416	378	261	365	341	415	1,149	1,382
Basic earnings per share (\$)	0.59	0.70	0.64	0.44	0.61	0.56	0.68	1.93	2.29
Dividends declared per share (\$)	0.46	0.46	0.44	0.44	0.42	0.42	0.40	1.36	1.68
Return on common equity ¹	17.9%	18.5%	17.7%	18.3%	18.7%	18.3%	18.5%	17.9%	18.3%
EBITDA interest coverage ratio ^{2 (A)}	8.5	8.8	9.2	9.7	9.8	9.8	9.4	8.5	9.7
Free cash flow ³	98	126	108	197	310	300	271	332	1,078
Net debt ⁴	12,217	12,257	12,374	11,953	11,713	11,795	10,011	12,217	11,953
Net debt : EBITDA (times) ⁵	2.62	2.67	2.74	2.66	2.64	2.67	2.30	2.62	2.66
Outstanding shares at end of period (M)	591	592	593	594	600	602	605	591	594
Basic weighted average shares outstanding (M)	592	593	593	598	601	605	608	593	603
Total customer connections (000s) ^(B)	12,577	12,494	12,443	12,495	12,436	12,342	12,260	12,577	12,495

^(A) EBITDA excluding restructuring and other costs.

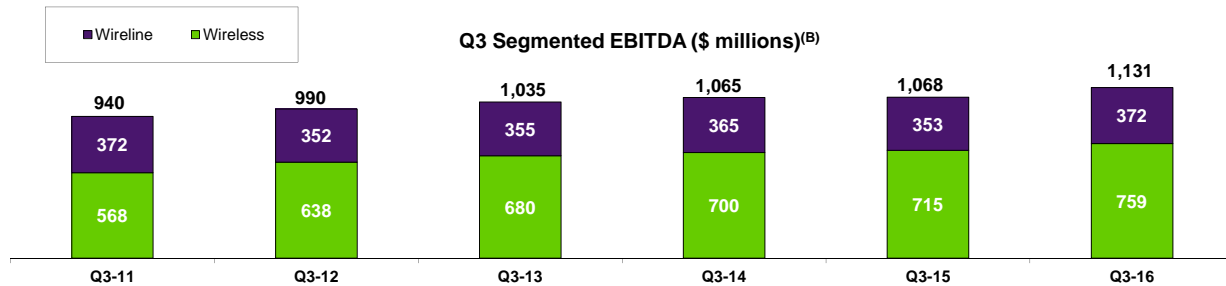


^(B) Customer Connections may not balance due to rounding alignment to YTD figures. Subsequent to a review of our subscriber base, our Q1 2016 beginning of period postpaid wireless subscriber base was reduced by 45,000. As well, effective December 31, 2015, business NALs have been removed from the reported subscriber base due to its diminishing relevance as a key performance indicator, and as such our January 1, 2015, opening reported subscriber balance has been retrospectively adjusted to exclude 1,613,000 business NALs. In addition, Q1 2016 beginning of period high-speed Internet subscriber base was increased by 21,000.

TELUS Corporation
Segmented Data

<i>\$ millions</i>	Quarter 3				September YTD			
	2016	2015	Change	% Change	2016	2015	Change	% Change
Revenues								
TELUS Wireless	1,833	1,783	50	2.8%	5,317	5,205	112	2.2%
TELUS Wireline	1,468	1,432	36	2.5%	4,363	4,254	109	2.6%
Less: Intersegment revenue	(63)	(60)	(3)	5.0%	(186)	(174)	(12)	6.9%
Operating revenues	3,238	3,155	83	2.6%	9,494	9,285	209	2.3%
EBITDA								
TELUS Wireless	759	715	44	6.2%	2,308	2,178	130	6.0%
TELUS Wireline	372	353	19	5.1%	1,152	1,106	46	4.1%
Consolidated	1,131	1,068	63	5.8%	3,460	3,284	176	5.3%
EBITDA margin								
TELUS Wireless	41.4%	40.1%	1.3 pts.		43.4%	41.8%	1.6 pts.	
TELUS Wireline	25.3%	24.7%	0.6 pts.		26.4%	26.0%	0.4 pts.	
Consolidated	34.9%	33.9%	1.0 pts.		36.4%	35.4%	1.0 pts.	
Capital expenditures								
TELUS Wireless	295	209	86	41.1%	733	684	49	7.2%
TELUS Wireline	492	414	78	18.8%	1,441	1,238	203	16.4%
Consolidated	787	623	164	26.3%	2,174	1,922	252	13.1%
Capital expenditure intensity⁶								
TELUS Wireless	16%	12%	4 pts.		14%	13%	1 pts.	
TELUS Wireline	34%	29%	5 pts.		33%	29%	4 pts.	
Consolidated	24%	20%	4 pts.		23%	21%	2 pts.	
EBITDA less capex								
TELUS Wireless	464	506	(42)	(8.3%)	1,575	1,494	81	5.4%
TELUS Wireline	(120)	(61)	(59)	(96.7%)	(289)	(132)	(157)	n.m.
Consolidated	344	445	(101)	(22.7%)	1,286	1,362	(76)	(5.6%)
EBITDA excluding restructuring and other costs^(A)								
TELUS Wireless	777	729	48	6.6%	2,344	2,234	110	4.9%
TELUS Wireline	414	390	24	6.2%	1,247	1,177	70	5.9%
Consolidated	1,191	1,119	72	6.4%	3,591	3,411	180	5.3%
EBITDA margin excluding restructuring and other costs^(A)								
TELUS Wireless	42.4%	40.9%	1.5 pts.		44.1%	42.9%	1.2 pts.	
TELUS Wireline	28.2%	27.3%	0.9 pts.		28.6%	27.7%	0.9 pts.	
Consolidated	36.8%	35.5%	1.3 pts.		37.8%	36.7%	1.1 pts.	

^(A)EBITDA has been adjusted to exclude restructuring and other costs of \$60M and \$51M for Q3-16 and Q3-15, respectively, and \$131M and \$127M for 2016 YTD and 2015 YTD, respectively.

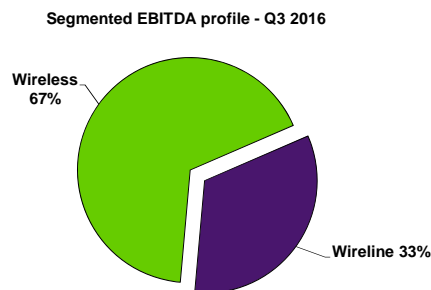
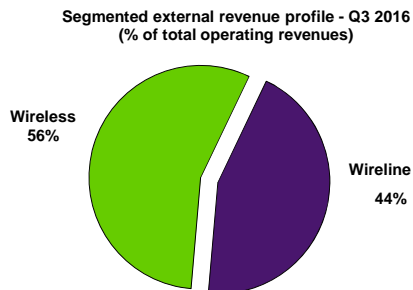


^(B)Periods in 2012 and 2011 have been adjusted for retrospective application of accounting standard IAS 19 Employee benefits (2011).

TELUS Corporation
Segmented Data - Historical Trend

\$ millions	Quarterly							Sept YTD 2016	Annual 2015
	Q3/16	Q2/16	Q1/16	Q4/15	Q3/15	Q2/15	Q1/15		
Revenues									
TELUS Wireless	1,833	1,768	1,716	1,789	1,783	1,736	1,686	5,317	6,994
TELUS Wireline	1,468	1,442	1,453	1,489	1,432	1,423	1,399	4,363	5,743
Less: Intersegment revenue	(63)	(62)	(61)	(61)	(60)	(57)	(57)	(186)	(235)
Operating revenues	3,238	3,148	3,108	3,217	3,155	3,102	3,028	9,494	12,502
EBITDA									
TELUS Wireless	759	793	756	628	715	719	744	2,308	2,806
TELUS Wireline	372	396	384	350	353	362	391	1,152	1,456
Consolidated	1,131	1,189	1,140	978	1,068	1,081	1,135	3,460	4,262
EBITDA margin									
TELUS Wireless	41.4%	44.9%	44.1%	35.1%	40.1%	41.4%	44.1%	43.4%	40.1%
TELUS Wireline	25.3%	27.5%	26.4%	23.5%	24.7%	25.4%	28.0%	26.4%	25.4%
Consolidated	34.9%	37.8%	36.7%	30.4%	33.9%	34.8%	37.5%	36.4%	34.1%
Capital expenditures									
TELUS Wireless	295	258	180	209	209	227	248	733	893
TELUS Wireline	492	511	438	446	414	437	387	1,441	1,684
Consolidated	787	769	618	655	623	664	635	2,174	2,577
Capital expenditure intensity⁶									
TELUS Wireless	16%	15%	10%	12%	12%	13%	15%	14%	13%
TELUS Wireline	34%	35%	30%	30%	29%	31%	28%	33%	29%
Consolidated	24%	24%	20%	20%	20%	21%	21%	23%	21%
EBITDA less capex									
TELUS Wireless	464	535	576	419	506	492	496	1,575	1,913
TELUS Wireline	(120)	(115)	(54)	(96)	(61)	(75)	4	(289)	(228)
Consolidated	344	420	522	323	445	417	500	1,286	1,685
EBITDA excluding restructuring and other costs^(A)									
TELUS Wireless	777	802	765	653	729	755	750	2,344	2,887
TELUS Wireline	414	410	423	424	390	385	402	1,247	1,601
Consolidated	1,191	1,212	1,188	1,077	1,119	1,140	1,152	3,591	4,488
EBITDA margin excluding restructuring and other costs^(A)									
TELUS Wireless	42.4%	45.4%	44.6%	36.5%	40.9%	43.5%	44.5%	44.1%	41.3%
TELUS Wireline	28.2%	28.4%	29.1%	28.5%	27.3%	27.0%	28.8%	28.6%	27.9%
Consolidated	36.8%	38.5%	38.2%	33.5%	35.5%	36.8%	38.0%	37.8%	35.9%
Full-Time Equivalent (FTE) employees	49,500	47,900	46,800	46,600	46,000	43,900	42,600	49,500	46,600
<i>Full-Time Equivalent (FTE) employees, excluding TELUS International</i>	24,700	25,100	25,300	25,900	26,500	26,800	26,600	24,700	25,900

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

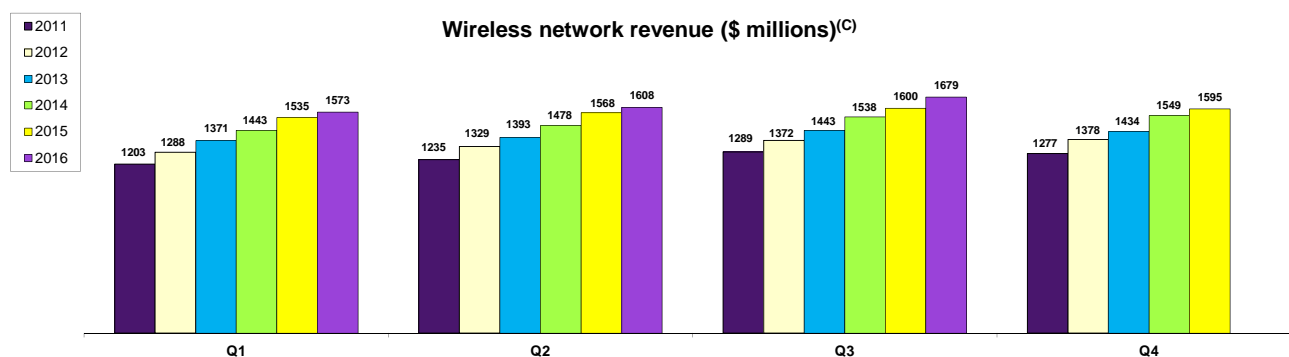


TELUS Wireless Operations^(A)

\$ millions	Quarter 3				September YTD			
	2016	2015	Change	% Change	2016	2015	Change	% Change
Revenues								
Network revenue	1,679	1,600	79	4.9%	4,860	4,703	157	3.3%
Equipment and other service revenue	135	165	(30)	(18.2%)	382	456	(74)	(16.2%)
Revenues arising from contracts with customers	1,814	1,765	49	2.8%	5,242	5,159	83	1.6%
Other operating income	4	2	2	n.m.	32	2	30	n.m.
Total external revenue	1,818	1,767	51	2.9%	5,274	5,161	113	2.2%
Intersegment network revenue	15	16	(1)	(6.3%)	43	44	(1)	(2.3%)
Total operating revenues	1,833	1,783	50	2.8%	5,317	5,205	112	2.2%
Goods and services purchased	908	886	22	2.5%	2,519	2,506	13	0.5%
Employee benefits expense ^(B)	166	182	(16)	(8.8%)	490	521	(31)	(6.0%)
Total operating expense	1,074	1,068	6	0.6%	3,009	3,027	(18)	(0.6%)
EBITDA	759	715	44	6.2%	2,308	2,178	130	6.0%
COA expense	165	156	9	5.8%	437	427	10	2.3%
EBITDA excluding COA	924	871	53	6.1%	2,745	2,605	140	5.4%
EBITDA margin (total revenue)	41.4%	40.1%	1.3 pts.		43.4%	41.8%	1.6 pts.	
Capital expenditures	295	209	86	41.1%	733	684	49	7.2%
Capital expenditure intensity⁶	16%	12%	4 pts.		14%	13%	1 pts.	
EBITDA less capex	464	506	(42)	(8.3%)	1,575	1,494	81	5.4%
Restructuring and other costs included in total operating expense	18	14	4	28.6%	36	56	(20)	(35.7%)
EBITDA excluding restructuring and other costs	777	729	48	6.6%	2,344	2,234	110	4.9%
EBITDA margin excluding restructuring and other costs (total revenue)	42.4%	40.9%	1.5 pts.		44.1%	42.9%	1.2 pts.	

^(A) May not balance due to rounding alignment to YTD figures.

^(B) Includes restructuring and other costs.



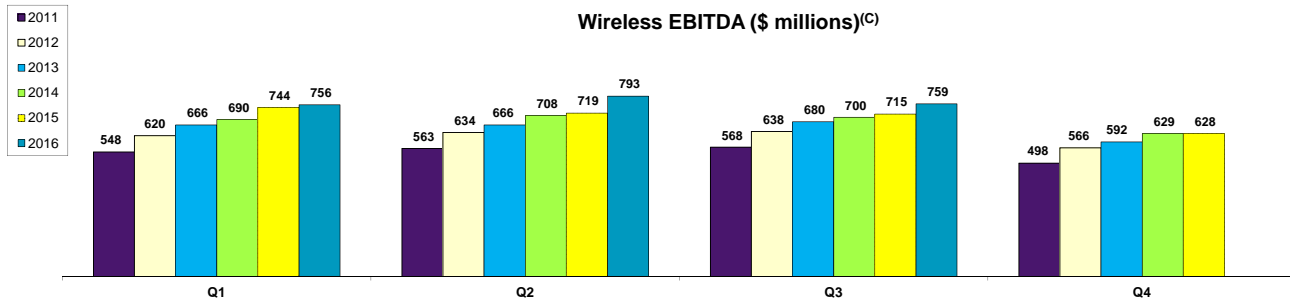
^(C) Periods in 2012 and 2011 have been adjusted for retrospective application of accounting standard IAS 19 Employee benefits (2011).

TELUS Wireless
Operations - Historical Trend^(A)

<i>\$ millions</i>	Quarterly							Sept YTD 2016	Annual 2015
	Q3/16	Q2/16	Q1/16	Q4/15	Q3/15	Q2/15	Q1/15		
Revenues									
Network revenue	1,679	1,608	1,573	1,595	1,600	1,568	1,535	4,860	6,298
Equipment and other service revenue	135	123	124	170	165	156	135	382	626
Revenues arising from contracts with customers	1,814	1,731	1,697	1,765	1,765	1,724	1,670	5,242	6,924
Other operating income	4	23	5	7	2	(2)	2	32	9
Total external revenue	1,818	1,754	1,702	1,772	1,767	1,722	1,672	5,274	6,933
Intersegment network revenue	15	14	14	17	16	14	14	43	61
Total operating revenues	1,833	1,768	1,716	1,789	1,783	1,736	1,686	5,317	6,994
Goods and services purchased	908	817	794	965	886	840	780	2,519	3,471
Employee benefits expense ^(B)	166	158	166	196	182	177	162	490	717
Total operating expense	1,074	975	960	1,161	1,068	1,017	942	3,009	4,188
EBITDA	759	793	756	628	715	719	744	2,308	2,806
COA expense	165	146	126	175	156	143	128	437	602
EBITDA excluding COA	924	939	882	803	871	862	872	2,745	3,408
EBITDA margin (total revenue)	41.4%	44.9%	44.1%	35.1%	40.1%	41.4%	44.1%	43.4%	40.1%
Capital expenditures	295	258	180	209	209	227	248	733	893
Capital expenditure intensity⁶	16%	15%	10%	12%	12%	13%	15%	14%	13%
EBITDA less capex	464	535	576	419	506	492	496	1,575	1,913
Restructuring and other costs included in total operating expense	18	9	9	25	14	36	6	36	81
EBITDA excluding restructuring and other costs	777	802	765	653	729	755	750	2,344	2,887
EBITDA margin excluding restructuring and other costs (total revenue)	42.4%	45.4%	44.6%	36.5%	40.9%	43.5%	44.5%	44.1%	41.3%

^(A) May not balance due to rounding alignment to YTD figures.

^(B) Includes restructuring and other costs.



^(C) Periods in 2012 and 2011 have been adjusted for retrospective application of accounting standard IAS 19 Employee benefits (2011).

**TELUS Wireless
Operating Statistics^(A)**

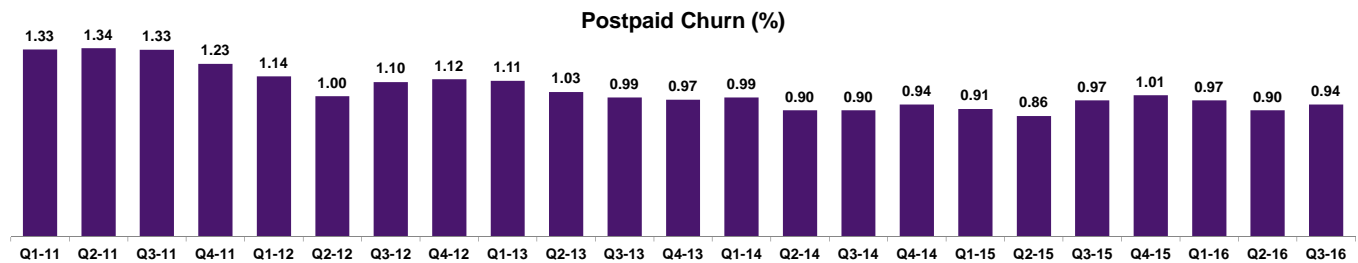
	Quarter 3				September YTD			
	2016	2015	Change	% Change	2016	2015	Change	% Change
Subscriber gross adds (000s)								
Postpaid	283	269	14	5.2%	742	741	1	0.1%
Prepaid	96	121	(25)	(20.7%)	259	331	(72)	(21.8%)
Total	379	390	(11)	(2.8%)	1,001	1,072	(71)	(6.6%)
Subscriber net adds (000s)								
Postpaid	87	69	18	26.1%	156	182	(26)	(14.3%)
Prepaid	(7)	-	(7)	n.m.	(61)	(42)	(19)	(45.2%)
Total	80	69	11	15.9%	95	140	(45)	(32.1%)
Subscribers (000s)^(B)								
Postpaid ^(B)	7,463	7,290	173	2.4%	7,463	7,290	173	2.4%
Prepaid	1,044	1,131	(87)	(7.7%)	1,044	1,131	(87)	(7.7%)
Total ^(B)	8,507	8,421	86	1.0%	8,507	8,421	86	1.0%
ARPU (\$) ⁷	\$66.67	\$64.22	\$2.45	3.8%	\$64.72	\$63.35	\$1.37	2.2%
Churn, per month (%)⁸								
Blended Churn	1.18%	1.28%	(0.10) pts.		1.20%	1.24%	(0.04) pts.	
Postpaid Churn	0.94%	0.97%	(0.03) pts.		0.93%	0.91%	0.02 pts.	
COA per gross subscriber addition (\$) ⁹	\$435	\$400	\$35	8.8%	\$437	\$399	\$38	9.5%
Retention spend % network revenue^(C)	14.6%	14.3%	0.3 pts.		13.7%	12.8%	0.9 pts.	
Population coverage in millions - HSPA^(D)	35.7	35.7	-	-	35.7	35.7	-	-
Population coverage in millions - LTE^(D)	35.1	34.3	0.8	2.3%	35.1	34.3	0.8	2.3%

^(A) May not balance due to rounding alignment to YTD figures.

^(B) Subsequent to a review of our subscriber base, our Q1 2016 beginning of period postpaid wireless subscriber base was reduced by 45,000.

^(C) Includes intersegment network revenue.

^(D) Includes expanded coverage due to network access agreements, principally with Bell.



TELUS Wireless
Operating Statistics - Historical Trend^(A)

	Quarterly							Sept YTD 2016	Annual 2015
	Q3/16	Q2/16	Q1/16	Q4/15	Q3/15	Q2/15	Q1/15		
Subscriber gross adds (000s)									
Postpaid	283	247	212	273	269	249	223	742	1,014
Prepaid	96	84	79	98	121	106	104	259	429
Total	379	331	291	371	390	355	327	1,001	1,443
Subscriber net adds (000s)									
Postpaid	87	61	8	62	69	76	37	156	244
Prepaid	(7)	(21)	(33)	(26)	-	(13)	(29)	(61)	(68)
Total	80	40	(25)	36	69	63	8	95	176
Subscribers (000s)^(B)									
Postpaid ^(B)	7,463	7,376	7,315	7,352	7,290	7,221	7,145	7,463	7,352
Prepaid	1,044	1,051	1,072	1,105	1,131	1,131	1,144	1,044	1,105
Total	8,507	8,427	8,387	8,457	8,421	8,352	8,289	8,507	8,457
ARPU (\$) ⁷	\$66.67	\$64.38	\$63.08	\$63.74	\$64.22	\$63.48	\$62.34	\$64.72	\$63.45
Churn, per month (%) ⁸									
Blended Churn	1.18%	1.15%	1.26%	1.32%	1.28%	1.17%	1.28%	1.20%	1.26%
Postpaid Churn	0.94%	0.90%	0.97%	1.01%	0.97%	0.86%	0.91%	0.93%	0.94%
COA per gross subscriber addition (\$) ⁹	\$435	\$442	\$435	\$472	\$400	\$404	\$392	\$437	\$418
Retention spend % network revenue ^(C)	14.6%	12.9%	13.5%	17.0%	14.3%	12.1%	12.1%	13.7%	13.9%
Population coverage in millions - HSPA^(D)	35.7	35.7	35.7	35.7	35.7	35.7	35.6	35.7	35.7
Population coverage in millions - LTE^(D)	35.1	35.1	35.0	34.9	34.3	33.9	33.1	35.1	34.9

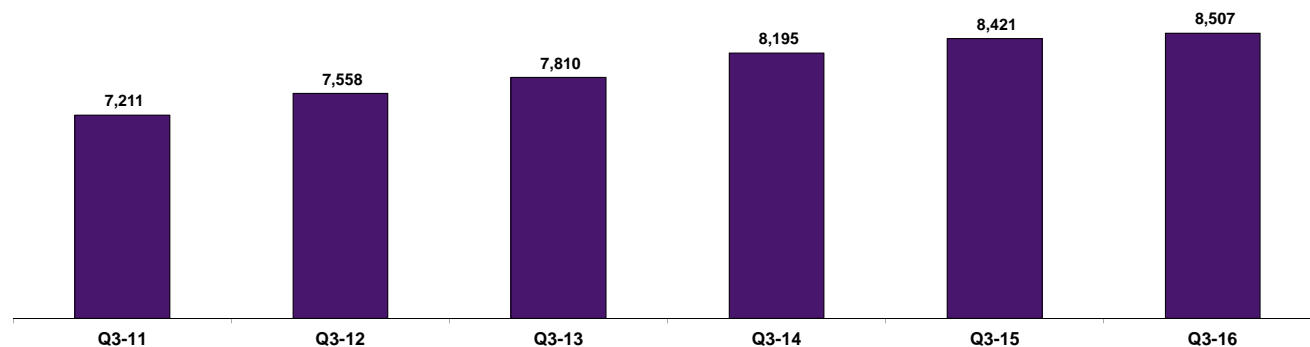
^(A) May not balance due to rounding alignment to YTD figures.

^(B) Subsequent to a review of our subscriber base, our Q1 2016 beginning of period postpaid wireless subscriber base was reduced by 45,000.

^(C) Includes intersegment network revenue.

^(D) Includes expanded coverage due to network access agreements, principally with Bell.

Wireless subscribers (000s)



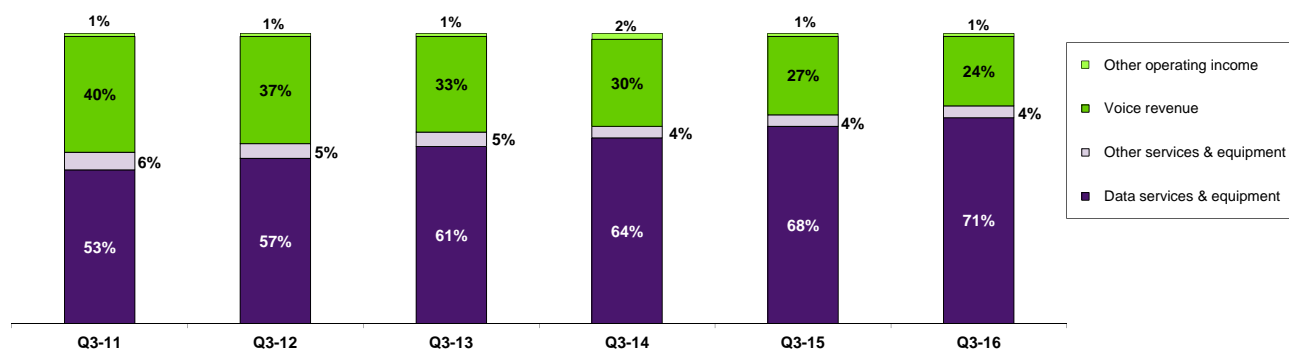
**TELUS Wireline
Operations^(A)**

<i>\$ millions</i>	Quarter 3				September YTD			
	2016	2015	Change	% Change	2016	2015	Change	% Change
Revenues								
Data service and equipment	1,025	950	75	7.9%	3,008	2,781	227	8.2%
Voice revenue	335	373	(38)	(10.2%)	1,023	1,138	(115)	(10.1%)
Other services and equipment	51	53	(2)	(3.8%)	164	166	(2)	(1.2%)
Revenues arising from contracts with customers	1,411	1,376	35	2.5%	4,195	4,085	110	2.7%
Other operating income	9	12	(3)	(25.0%)	25	39	(14)	(35.9%)
Total external revenue	1,420	1,388	32	2.3%	4,220	4,124	96	2.3%
Intersegment revenue	48	44	4	9.1%	143	130	13	10.0%
Total operating revenues	1,468	1,432	36	2.5%	4,363	4,254	109	2.6%
Goods and services purchased	581	568	13	2.3%	1,724	1,718	6	0.3%
Employee benefits expense ^(B)	515	511	4	0.8%	1,487	1,430	57	4.0%
Total operating expense	1,096	1,079	17	1.6%	3,211	3,148	63	2.0%
EBITDA	372	353	19	5.1%	1,152	1,106	46	4.1%
EBITDA margin	25.3%	24.7%	0.6 pts.		26.4%	26.0%	0.4 pts.	
Capital expenditures	492	414	78	18.8%	1,441	1,238	203	16.4%
Capital expenditure intensity⁶	34%	29%	5 pts.		33%	29%	4 pts.	
EBITDA less capex	(120)	(61)	(59)	(96.7%)	(289)	(132)	(157)	n.m.
Restructuring and other costs included in total operating expense	42	37	5	13.5%	95	71	24	33.8%
EBITDA excluding restructuring and other costs	414	390	24	6.2%	1,247	1,177	70	5.9%
EBITDA margin excluding restructuring and other costs	28.2%	27.3%	0.9 pts.		28.6%	27.7%	0.9 pts.	

^(A) May not balance due to rounding alignment to YTD figures.

^(B) Includes restructuring and other costs.

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

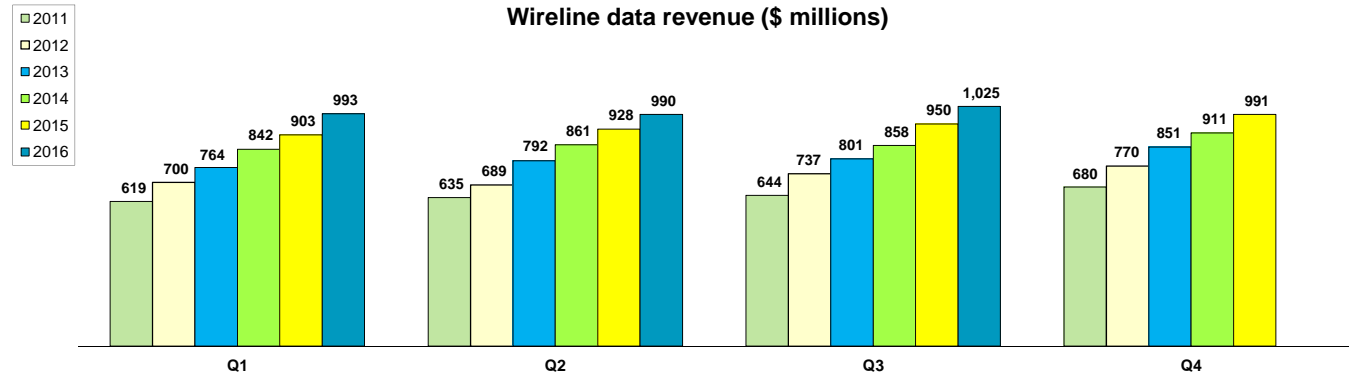


**TELUS Wireline
Operations - Historical Trend^(A)**

<i>\$ millions</i>	Quarterly							Sept YTD 2016	Annual 2015
	Q3/16	Q2/16	Q1/16	Q4/15	Q3/15	Q2/15	Q1/15		
Revenues									
Data service and equipment	1,025	990	993	991	950	928	903	3,008	3,772
Voice revenue	335	340	348	358	373	383	382	1,023	1,496
Other services and equipment	51	55	58	72	53	57	56	164	238
Revenues arising from contracts with customers	1,411	1,385	1,399	1,421	1,376	1,368	1,341	4,195	5,506
Other operating income	9	9	7	24	12	12	15	25	63
Total external revenue	1,420	1,394	1,406	1,445	1,388	1,380	1,356	4,220	5,569
Intersegment revenue	48	48	47	44	44	43	43	143	174
Total operating revenues	1,468	1,442	1,453	1,489	1,432	1,423	1,399	4,363	5,743
Goods and services purchased	581	576	567	578	568	589	561	1,724	2,296
Employee benefits expense ^(B)	515	470	502	561	511	472	447	1,487	1,991
Total operating expense	1,096	1,046	1,069	1,139	1,079	1,061	1,008	3,211	4,287
EBITDA	372	396	384	350	353	362	391	1,152	1,456
EBITDA margin	25.3%	27.5%	26.4%	23.5%	24.7%	25.4%	28.0%	26.4%	25.4%
Capital expenditures	492	511	438	446	414	437	387	1,441	1,684
Capital expenditure intensity⁶	34%	35%	30%	30%	29%	31%	28%	33%	29%
EBITDA less capex	(120)	(115)	(54)	(96)	(61)	(75)	4	(289)	(228)
Restructuring and other costs included in total operating expense	42	14	39	74	37	23	11	95	145
EBITDA excluding restructuring and other costs	414	410	423	424	390	385	402	1,247	1,601
EBITDA margin excluding restructuring and other costs	28.2%	28.4%	29.1%	28.5%	27.3%	27.0%	28.8%	28.6%	27.9%

^(A) May not balance due to rounding alignment to YTD figures.

^(B) Includes restructuring and other costs.



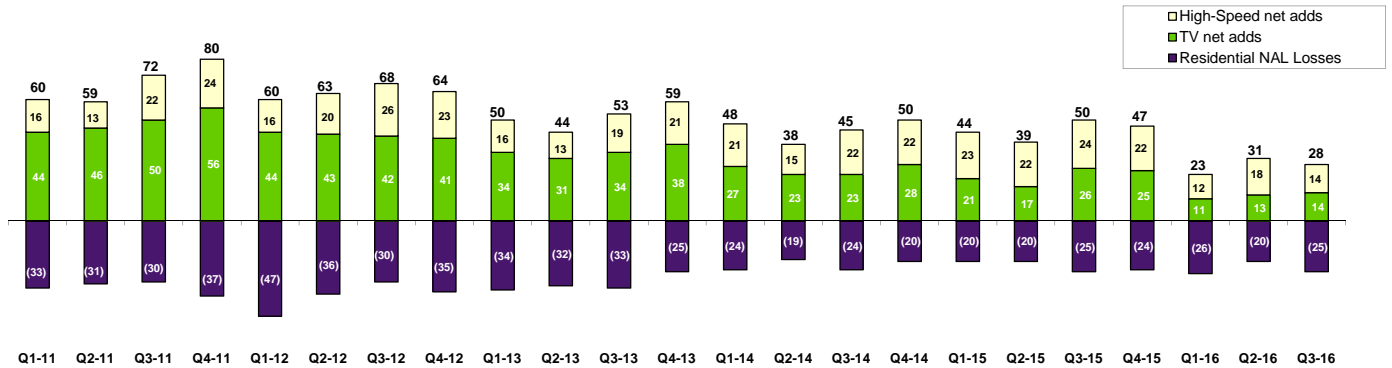
TELUS Wireline Operating Statistics^(A)

<i>thousands (000s)</i>	Quarter 3				September YTD			
	2016	2015	Change	% Change	2016	2015	Change	% Change
Residential NAL net additions (losses)	(25)	(25)	-	-	(71)	(65)	(6)	(9.2%)
Residential Network access lines (NAL)	1,396	1,491	(95)	(6.4%)	1,396	1,491	(95)	(6.4%)
High Speed Internet Subscriber net additions (losses)	14	24	(10)	(41.7%)	44	69	(25)	(36.2%)
High Speed Internet Subscribers ^(B)	1,631	1,544	87	5.6%	1,631	1,544	87	5.6%
TV subscriber net adds ¹⁰	14	26	(12)	(46.2%)	38	64	(26)	(40.6%)
TV subscribers ¹⁰	1,043	980	63	6.4%	1,043	980	63	6.4%
Total Wireline net additions	3	25	(22)	(88.0%)	11	68	(57)	(83.8%)
Total Wireline Subscribers ^(B)	4,070	4,015	55	1.4%	4,070	4,015	55	1.4%

^(A)May not balance due to rounding alignment to YTD figures.

^(B)Effective December 31, 2015, business NALs have been removed from the reported subscriber base due to its diminishing relevance as a key performance indicator, and as such our January 1, 2015, opening reported subscriber balance has been retrospectively adjusted to exclude 1,613,000 business NALs. In addition, subsequent to a review of our subscriber base our Q1 2016 beginning of period high-speed Internet subscriber base was increased by 21,000.

Wireline Residential NAL Losses, High-Speed Net Adds and TV Net Adds (000s)



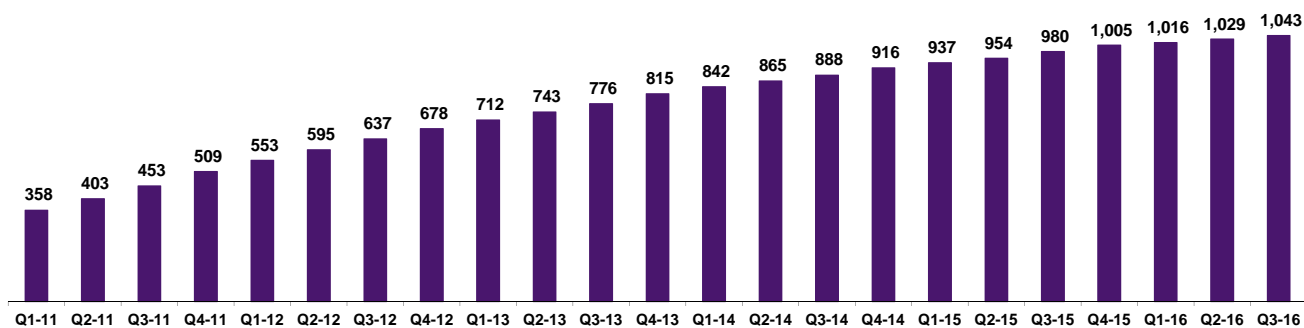
TELUS Wireline
Operating Statistics - Historical Trend^(A)

<i>thousands (000s)</i>	Quarterly							Sept YTD 2016	Annual 2015
	Q3/16	Q2/16	Q1/16	Q4/15	Q3/15	Q2/15	Q1/15		
Residential NAL net additions (losses)	(25)	(20)	(26)	(24)	(25)	(20)	(20)	(71)	(89)
Residential Network access lines (NAL)	1,396	1,421	1,441	1,467	1,491	1,516	1,536	1,396	1,467
High Speed Internet Subscriber net additions (losses)	14	18	12	22	24	22	23	44	91
High Speed Internet Subscribers^(B)	1,631	1,617	1,599	1,566	1,544	1,520	1,498	1,631	1,566
TV subscriber net adds¹⁰	14	13	11	25	26	17	21	38	89
TV subscribers¹⁰	1,043	1,029	1,016	1,005	980	954	937	1,043	1,005
Total Wireline net additions	3	11	(3)	23	25	19	24	11	91
Total Wireline Subscribers^(B)	4,070	4,067	4,056	4,038	4,015	3,990	3,971	4,070	4,038

^(A)May not balance due to rounding alignment to YTD figures.

^(B)Effective December 31, 2015, business NALs have been removed from the reported subscriber base due to its diminishing relevance as a key performance indicator, and as such our January 1, 2015, opening reported subscriber balance has been retrospectively adjusted to exclude 1,613,000 business NALs. In addition, subsequent to a review of our subscriber base our Q1 2016 beginning of period high-speed Internet subscriber base was increased by 21,000.

TELUS TV subscribers (000s)



Non-GAAP measures and definitions of key operating indicators

¹ **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.

² **EBITDA interest coverage ratio** is defined as EBITDA (excluding restructuring and other costs), divided by net interest cost. Net interest cost is defined as financing costs, net of capitalized long-term debt interest, excluding employee defined benefit plans net interest, as well as recoveries 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.

³ **Free cash flow** is calculated as EBITDA, adding: Restructuring costs net of disbursements, net employee defined benefit plans expense, the excess of share compensation expense over share compensation payments, and interest received; and deducting: employer contributions to employee defined benefit plans, interest paid, cash income taxes, capital expenditures (excluding spectrum licences and non-monetary transactions), gain on transfer of wireless spectrum licenses, gains from the sale of property, plant and equipment and net gains and equity income from real estate joint venture developments.

⁴ **Net debt** 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 net derivative liabilities, less Cash and temporary investments.

⁵ **Net debt to EBITDA** excluding restructuring and other costs is defined as Net debt as at the end of the period divided by the 12-month trailing EBITDA excluding restructuring and other costs. TELUS' current policy guideline for Net debt to EBITDA is from 2.0 to 2.5 times. Historically, Net debt to EBITDA excluding restructuring and other costs is similar to the Leverage Ratio covenant in TELUS' credit facilities.

⁶ **Capital expenditure intensity** is defined as capital expenditures (excluding spectrum licences and non-monetary transactions) as a percentage of total operating revenues.

⁷ **Average revenue per subscriber unit per month (ARPU)** for wireless subscribers is calculated as Network revenue divided by the average number of subscriber units on the network during the period and is expressed as a rate per month.

⁸ **Churn per month** 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 is expressed as a rate per month. A TELUS, Koodo or Public Mobile brand prepaid subscriber is deactivated when the subscriber has no usage for 90 days following expiry of the prepaid credits.

⁹ **Cost of acquisition (COA)** consists of the total of the device subsidy (the device cost to TELUS less initial charge to customer), 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).

¹⁰ **TV subscribers** consist of IP-based Optik TV subscribers and TELUS Satellite TV subscribers.