

# at a glance

Every year, TELUS establishes targets for various aspects of corporate social responsibility. Here is a snapshot of how we did in 2006. More detail on our targets is included in the economic, workplace and environmental sections of this report.

✓✓	Exceeded target
✓	Met or substantially met target
✗	Missed target

Economic			
Performance measure	Original targets for 2006 <sup>1</sup>	2006 results	
Consolidated			
Revenues	\$8.6 to \$8.7 billion	\$8.681 billion	✓
EBITDA <sup>2</sup>	\$3.5 to \$3.6 billion	\$3.59 billion	✓
Earnings per share (EPS) – basic	\$2.40 to \$2.60	\$3.27	✓✓
Capital expenditures	\$1.5 to \$1.55 billion	\$1.618 billion	✗
Free cash flow <sup>3</sup>	\$1.55 to \$1.65 billion	\$1.60 billion	✓

1 Provided on December 16, 2005.

2 Earnings before interest, taxes, depreciation and amortization (EBITDA).

3 Free cash flow is calculated as EBITDA, adding restructuring and workforce reduction costs, cash interest received and excess of share compensation expenses over share compensation payments, less cash interest paid, cash taxes, capital expenditures and cash restructuring payments.

Social			
Performance measure	2006 target	2006 results	
Engagement index	Increase engagement	Engagement increased 2% (statistically significant)	✓
Collective agreements	Secure new collective agreements with the SQET and SAMT	Collective agreements secured	✓
Overall days lost per full-time equivalent team member	10.0	9.6	✓✓
Team Machine <sup>®</sup> recognition spend	\$2.3 million	\$1.4 million	✗
Investment in learning	\$46.0 million	\$33.0 million	✗

Environment			
Performance measure	2006 target	2006 results	
Environmental management system	Review EMS and compare to ISO standard	EMS reviewed and plan in place to meet ISO standard	✓
EMS review of TELUS International	Review operations	Operations reviewed	✓
Environmental site assessments	550 assessments	597 assessments	✓✓
High-risk sites	100% of 88 sites	100% of high-risk sites	✓
Spills and releases	100% reporting	96% reporting	✗
Fuel system upgrades	45% of systems upgraded	44% of systems upgraded	✓
Halon removal	10% year-over-year reduction	42% reduction	✓✓
Utility pole risk reduction	10% reduction in risk	Approximately 35% reduction	✓✓
Eco-efficiency	0.127 kWh/\$	0.119 kWh/\$	✓✓
Greenhouse gas intensity	0.039 kg/\$	0.038 kg/\$	✓
Water consumption	Capture 80% of use	88% captured	✓
Paper consumption	10% reduction	10% reduced	✓