

# Remarks by Darren Entwistle | President and CEO, TELUS

Kamloops Internet Data Centre, Kamloops, B.C.

Friday, June 29, 2012



Good morning and thank you for joining us today. I would like to welcome our distinguished guests:

- Premier Christy Clark;
- Minister Margaret MacDiarmid;
- Minister Terry Lake;
- MLA Kevin Krueger; and
- Mayor Peter Milobar.

On behalf of the 425 TELUS team members and retirees who call Kamloops home, I am delighted to operationalise our exciting plans for this site.

Earlier this year, we announced that TELUS would invest \$100 million in Kamloops over the next three years.

Our investments are already at work in the region, and we will now accelerate development of our \$75 million, intelligent data centre...

... A centre that will create 200 construction jobs and, once operational, 75 skilled technical jobs.

TELUS' data centre will be the most environmentally sustainable, secure and reliable facility of its kind in the world.

Indeed, it will exemplify one more way that we are putting our customers first, delivering on-demand, IT services to our business customers, whilst meeting the growing need for next-generation, cloud computing solutions...

... Solutions that will give our customers a competitive advantage, allowing them to focus on their core business.

In this regard, I am pleased to announce that BC Hydro will be our first customer in this centre.



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We look forward to providing BC Hydro with unsurpassed connectivity, state-of-the art security and maximum reliability, 24/7.

This data centre will also be the engine to advance B.C.'s healthcare strategy, directly supporting technology that will:

- Improve the flow of information across the continuum of care through the mobility of digital health records;
- Better connect patients with the best informed medical experts by leveraging Telehealth technology and remote patient monitoring for people in rural communities; and
- Drive a shift from the remediation to the prevention of disease, by empowering people to better manage their health and the health of their families, by providing them with one of the most important pieces of the healthcare puzzle – on-line access to their health information.

Importantly, our facility will be amongst the most energy efficient sites in the world.

Built to LEED Gold certification standards, it will use up to 80 per cent less power than traditional data centres.

By way of example, our innovative cooling system will use half the energy of a single toaster to cool 1,500 servers.

Indeed, the Kamloops Internet Data Centre will showcase TELUS' commitment to environmental stewardship and green construction.

I would like to take this opportunity to extend my sincere gratitude to the City of Kamloops, the School District and Minister Lake for their support of this strategic technology.

Some 385 kilometres south of here lies a small town named Quincy, Washington. You may not have heard of Quincy. It has a population of only 6,220 people.

Yet in just five short years, it has become the largest data centre hub in the world. Microsoft, Intuit, Vantage, Yahoo, and Dell, have data centres there with combined floor-space of over 2 million square feet.

I mention this because we see that same potential here in the Thompson-Okanagan for a number of compelling reasons, including:

- Seismic stability;
- Clean and dependable power, with some of the lowest rates in North America;



- A skilled workforce, and a first-class educational institute in Thompson Rivers University; and above all else,
- A great community where people want to live, work and raise their families.

Indeed, I believe Kamloops and British Columbia can be the next international leader for data-hosting, and a centre of excellence in our knowledge-based, global economy.

Speaking of families, TELUS believes deeply in the symbiotic relationship between the success of business and the welfare of our communities.

We embrace a simple philosophy – we give, where we live.

Since 2000, our TELUS family has donated over \$100 million and, more importantly, volunteered 2.4 million hours, with our hearts and our hands, to community and charitable organisations across British Columbia.

Here in Kamloops, our most recent effort was in support of the Royal Inland Hospital Foundation. I would like to invite Veronica Carroll of the Foundation, as well as TELUS' General Manager for the Thompson-Okanagan, Steve Jenkins, to join me.

It is with tremendous pride that we present the Foundation with this cheque for \$360,000.

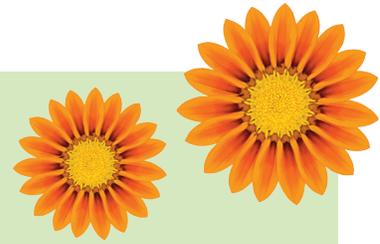
Personally, I prefer meaningful numbers, so I'm going to revise that amount to \$425,000 to represent the 425 TELUS team members in Kamloops.

Since 2000, TELUS, our team members and retirees in Kamloops have contributed 1.2 million and volunteered an extraordinary 80,000 hours with local organisations such as the Kamloops Hospice and the Boys & Girls Club.

At TELUS, we believe passionately that charitable giving decisions should be owned locally.

This is why we launched the TELUS Thompson-Okanagan Community Board, led by Senator Nancy Greene Raine.

By the end of this year, the Board will have donated \$400,000 to more than 40 grassroots community projects that are helping children and youth realise their full potential.



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This generosity is further complemented by the remarkable efforts of our 74 TELUS Community Ambassadors here in Kamloops.

Since 2007, our team has donated an extraordinary 10,000 care items to local citizens, including:

- 950 Comfort Kits with personal hygiene items for those in need;
- 2,300 heart pillows to comfort patients recovering from surgery;
- 2,000 backpacks with school supplies for children; and, working with our charitable partners,
- 1,900 computers for local schools.

I extend my heartfelt appreciation to our Ambassadors, our Community Board and our team members for their tremendous generosity.

As always, I am humbled by the magnitude and impact of your many contributions. Moreover, I am grateful for our customers who enable us to give back to our local communities.

It is my honour to now invite Premier Clark to share her vision of how technology investments are benefiting all British Columbians.

Thank you, Premier for celebrating with us and for your generous comments and support of the TELUS team.

I would now ask Mayor Milobar to say a few words.

Thank you for joining us today, Mayor Milobar.

In appreciation of your ongoing support, TELUS is pleased to donate the deck we are standing on today to the City of Kamloops. Constructed from locally sourced, pine-beetle wood, we hope this deck will be enjoyed by the citizens of Kamloops at community events in the years to come.

I am also pleased to announce that for each guest who has joined us today, TELUS is donating a tree to be planted by Tree Canada.

Ladies and gentlemen, at TELUS we believe it will take all of us to inspire economic and community development throughout our province.

On behalf of our 40,000 team members across Canada, thank you for joining us today.

