

TELUS Corporation Fundamental Company Report Including Financial, SWOT, Competitors and Industry Analysis

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Abstracts

TELUS Corporation Fundamental Company Report provides a complete overview of the company's affairs. All available data is presented in a comprehensive and easily accessed format. The report includes financial and SWOT information, industry analysis, opinions, estimates, plus annual and quarterly forecasts made by stock market experts. The report also enables direct comparison to be made between TELUS Corporation and its competitors. This provides our Clients with a clear understanding of TELUS Corporation position in the Communication Services Industry.

The report contains detailed information about TELUS Corporation that gives an unrivalled in-depth knowledge about internal business-environment of the company: data about the owners, senior executives, locations, subsidiaries, markets, products, and company history.

Another part of the report is a SWOT-analysis carried out for TELUS Corporation. It involves specifying the objective of the company's business and identifies the different factors that are favorable and unfavorable to achieving that objective. SWOT-analysis helps to understand company's strengths, weaknesses, opportunities, and possible threats against it.

The TELUS Corporation financial analysis covers the income statement and ratio trend-charts with balance sheets and cash flows presented on an annual and quarterly basis. The report outlines the main financial ratios pertaining to profitability, margin analysis, asset turnover, credit ratios, and company's long-



term solvency. This sort of company's information will assist and strengthen your company's decision-making processes.

In the part that describes TELUS Corporation competitors and the industry in whole, the information about company's financial ratios is compared to those of its competitors and to the industry. The unique analysis of the market and company's competitors along with detailed information about the internal and external factors affecting the relevant industry will help to manage your business environment. Your company's business and sales activities will be boosted by gaining an insight into your competitors' businesses.

Also the report provides relevant news, an analysis of PR-activity, and stock price movements. The latter are correlated with pertinent news and press releases, and annual and quarterly forecasts are given by a variety of experts and market research firms. Such information creates your awareness about principal trends of TELUS Corporation business.

About TELUS Corporation

TELUS Corporation operates as a telecommunications company in Canada. It offers a range of wireline and wireless communications products and services, including data, IP, voice, and wireless services to Central and eastern Canada.

Segments

The company operates through two segments: Wireline and Wireless

Wireline segment

Wireline segment offers the following solutions: Voice, including phone service with long distance and call management services; Internet, a dial-up access with a suite of security services; TELUS TV, a digital entertainment service with high-definition (HD) TV, personal video recorder (PVR), Video on Demand and Pay Per View services; IP networks and applications that offer converged voice, video, data, and Internet services on a multi-protocol label switching based (MPLS) network; contact centre solutions, including managed contact centre solutions through centres in North America, Central America, and Asia; conferencing and collaboration, such as a range of equipment and application solutions to support meetings using phone, video, and the web; hosting and



managed IT infrastructure services, including ongoing assured availability of telecommunications, networks, servers, databases, files, and applications with critical applications stored within TELUS' intelligent Internet data centres; and healthcare solutions, such as TELUS Health Solutions that provides claims management solutions, hospital-to-home technology, patient records at the point of care, and access to essential drug and medical information through information communication technology.

Wireless segment

Wireless segment offers the following solutions: digital voice, including postpaid, Pay & Talk prepaid and Mike all-in-one services; and Internet and data — web browsing, social networking, instant messaging, text messaging, picture and video messaging, images, ringtones, TELUS Mobile TV, video on demand, TELUS Mobile Radio, downloadable music, and the wireless mobile applications.

Business units

The services and products of the company are primarily delivered through three customer-facing business units: Consumer Solutions, which provides wireline and wireless data, voice, Internet, and entertainment services to households and individuals in Canada; Business Solutions, which delivers wireline and wireless data, voice, Internet, and business process outsourcing solutions to small and medium-sized businesses and entrepreneurs, and brings customized wireline and wireless voice and data, IP, Information Technology (IT) and e.business solutions to multinational, corporate, and public sector customers; and TELUS Québec, which focuses on the needs of the Quebec marketplace by offering businesses and consumers comprehensive and integrated wireless and wireline telecommunications solutions, including data, Internet, and voice.

TELUS focuses on five key business verticals in the business market — the public sector, healthcare, financial services, energy, and telecom wholesale. TELUS operates global contact centre solutions in English, Spanish, and French languages in Canada, and through TELUS International, the Philippines, Guatemala, El Salvador, Panama, and Nevada, U.S.A.

Competition

Wireless segment: The primary competitors are: facilities-based national competitors Rogers Wireless and Bell Mobility, and provincial telecommunications companies



SaskTel and MTS Mobility; resellers of competitors' wireless networks, such as 7-Eleven and certain cable-TV companies; and emerging wireless service, such as Globalive.

Wireline segment: Competition for voice and data communications services includes principally Bell Canada, as well as MTS Allstream and cable-TV companies competing with their own national infrastructures; substitution to wireless services, including those offered by TELUS; Wholesale service competitors include Bell Canada, MTS Allstream and Rogers; Competitors for call centre services include Convergys, Sykes, and Verizon LiveSource; competitors for customized managed outsourcing solutions include system integrators CGI, EDS, and IBM.

The company also competes with Wireline consumer services in incumbent territories of British Columbia, Alberta and eastern Quebec, including cable-TV providers that have access to urban and suburban homes to provide Internet, entertainment and VoIP-based telephony services, such as: Shaw Communications Inc. in B.C. and Alberta; Cogeco Cable in eastern Quebec; Rogers Communications, Bell Canada and Shaw Communications, providing combinations of local, long distance, Internet, entertainment, and wireless services; Vonage that offers resale or VoIP-based local, long distance, and Internet services; and Satellite-based entertainment and Internet services Bell Canada and Shaw Communications.

History

TELUS Corporation was founded in 1993.

The above Company Fundamental Report is a half-ready report and contents are subject to change.

It means that we have all necessary data in our database to prepare the report but need **2-3 days** to complete it. During this time we are also updating the report with respect to the current moment. So, you can get all the most recent data available for the same price. Please note that preparation of additional types of analyses requires extra time.



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^{1 –} Data availability depends on company's security policy.

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ANALYSIS FEATURES

SWOT Analysis

SWOT, which stands for Strengths, Weaknesses, Opportunities and Threats, is an analytical framework that identifies the internal and external factors that are favorable and unfavorable for a company.

Enhanced SWOT Analysis

Enhanced SWOT is a 3×3 grid that arranges strengths, weaknesses, opportunities and threats into one scheme:

How to use the strengths to take advantage of the opportunities?

How to use the strengths to reduce likelihood and impact of the threats?

How to overcome the weaknesses that obstruct taking advantage of the opportunities?

How to overcome the weaknesses that can make the threats a reality?

Upon answering these questions a company can develop a project plan to improve its business performance.

PESTEL Analysis

PESTEL (also termed as PESTLE) is an ideal tool to strategically analyze what influence different outside factors – political, economic, sociocultural, technological, environmental and legal – exert on a business to later chart its long term targets.

Being part of the external analysis when carrying out a strategic assessment or performing a market study, PESTEL gives an overview of diverse macro-environmental factors that any company should thoughtfully consider. By perceiving these outside environments, businesses can maximally benefit from the opportunities while minimizing the threats to the organization.



Key Factors Examined by PESTEL Analysis:

Political – What opportunities and pressures are brought by political bodies and what is the degree of public regulations' impact on the business?

Economic – What economic policies, trends and structures are expected to affect the organization, what is this influence's degree?

Sociological – What cultural and societal aspects will work upon the demand for the business's products and operations?

Technological – What impact do the technological aspects, innovations, incentives and barriers have on the organization?

Environmental – What environmental and ecological facets, both locally and farther afield, are likely to predetermine the business?

Legal – What laws and legislation will exert influence on the style the business is carried out?

IFE, EFE, IE Matrices

The Internal Factor Evaluation matrix (IFE matrix) is a strategic management tool helping audit or evaluate major weaknesses and strengths in a business's functional areas. In addition, IFE matrix serves as a basis for identifying and assessing relationships amongst those areas. The IFE matrix is utilised in strategy formulation.

The External Factor Evaluation matrix (EFE matrix) is a tool of strategic management that is typically utilised to assess current market conditions. It is an ideal instrument for visualising and prioritising the threats and opportunities a firm is facing.

The essential difference between the above mentioned matrices lies in the type of factors incorporated in the model; whilst the latter is engaged in internal factors, the former deals exceptionally with external factors – those exposed to social, political, economic, legal, etc. external forces.

Being a continuation of the EFE matrix and IFE matrix models, the Internal External matrix (IE matrix) rests upon an investigation of external and internal business factors



integrated into one suggestive model.

Porter Five Forces Analysis

The Porter's five forces analysis studies the industry of operation and helps the company find new sources of competitive advantage. The analysis surveys an industry through five major questions:

What composes a threat of substitute products and services?

Is there a threat of new competitors entering the market?

What is the intensity of competitive rivalry?

How big is the bargaining power of buyers?

How significant is the bargaining power of suppliers?

VRIO Analysis

VRIO stands for Value, Rarity, Imitability, Organization. This analysis helps to evaluate all company's resources and capabilities and bring them together into one aggregate table that includes:

Tangible resources

Financial

Physical

Technological

Organizational

Intangible resources

Human

Innovation and Creativity



Reputation

Organizational capabilities

The result of the analysis gives a clear picture of company's competitive and economic implications, answering the questions if the resources mentioned above are:

Valuable?
Rare?
Costly to imitate?
Organized properly?



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