
Phil Mottram appointed next CEO of CSL Limited

(Hong Kong, 18th September 2012) Phil Mottram, Executive Director of Global Sales, [Telstra Global](#), was today appointed Chief Executive Officer of CSL Limited, effective October 1, 2012.

Mr Mottram, 43, has been a senior executive at Telstra for two years. In his current position, he has been responsible for overseeing sales, products, marketing, pricing & service management for Telstra Global. He joined Telstra from BT where he was Director of Sales for BT's Openreach.

While at BT, Mr Mottram held various senior executive sales positions with cross functional experience, leading a variety of global, regional and local sales, product management and marketing functions over a nine year period. Mr Mottram also led BT Trading Systems and BT Radianz on a global basis and BT's key alliances with Cisco, Nortel, Microsoft and Avaya. Prior to joining BT, he was the European Sales Director for Sprint and spent seven years working in sales with AT&T.

Mr Mottram holds a Bachelor of Arts (Hons) in Business Information Systems.

Mr Mottram said he felt privileged to be appointed CEO of CSL and looked forward to building on CSL's leading position in the Hong Kong market and in wireless technology innovation.

"It is a great honour to be leading the team at CSL. CSL was the first mobile operator in Hong Kong and today is the leading mobile operator," Mr Mottram said.

"Our strategy for CSL remains unchanged. We will continue to focus our effort and attention on three key areas of the business: customer service, system and process simplification and technology innovation to meet the everyday needs of our customers in one of the most competitive markets in the world."

Mr Tarek Robbiati, CSL Chairman and Group Managing Director, Telstra International Group said that Mr Mottram's appointment as CEO will provide CSL with the leadership, drive and direction needed to win in the highly competitive Hong Kong market.

"The CSL board is confident that Phil is the world-class CEO needed to lead a best-in-class company like CSL. Time and time again, he has proven his ability to deliver outstanding results. He has an excellent knowledge of the global telecommunications industry, but most important of all, Phil's management philosophy is 100% customer-centric", Mr Robbiati said.

Han Willem Kotterman, currently CSL's Acting CEO, has been promoted to Executive Director - Strategy and Business Development, Telstra International Group reporting to Mr Robbiati. From October 1, 2012, Mr Kotterman will assume responsibility for driving Telstra's Asian growth strategy, and the pursuit of new business opportunities throughout Asia.

Separately, Bill Xiang, former CEO of ZTE Australia and New Zealand, was appointed Executive Vice President of CSL Mass Market, effective September 17, 2012. Mr Xiang will report to Mr Mottram.

"These executive appointments highlight our commitment to develop talent throughout Telstra. We are successfully rotating our high-calibre executive talent within our business to drive growth across the group. I am also very proud of our ability to attract top Telco industry talent, like Bill Xiang, to Telstra" said Mr Robbiati.

CSL is a subsidiary of Telstra Corporation limited, Australia's leading telecommunications and information services company (www.telstra.com).

About Telstra International Group

Headquartered in Hong Kong, the Telstra International Group manages Telstra's assets outside Australia and New Zealand. These include CSL - Hong Kong's leading mobile operator, Telstra Global's networks and managed services business and the China-based search and advertising businesses.

About CSL

CSL is Hong Kong's first and leading mobile network operator. It is the only mobile company in the world to operate with a distinctive multi-brand strategy providing customer-centric services through the brands: [1O1O](#), [one2free](#), [New World Mobility](#) and a number of Pre-paid service brands.

It operates a world-class GSM / WCDMA and unique UMTS 900 network in Hong Kong and launched the world's first 4G LTE/DC-HSPA+ network in November 2010, through which it offers comprehensive mobile and broadband services to both local and international customers. CSL also supports customers across the world, as the leading roaming operator in Hong Kong providing unmatched global multi-media connectivity through over 560 mobile operator partners around the world. For more information, please visit www.hkcsl.com.

CSL is a subsidiary of Telstra Corporation Limited, Australia's leading telecommunications and information services company (www.telstra.com).

Media contact:

Telstra International Group

Lucinda Tippett
+852 9026 7851
lucinda.r.tippett@team.telstra.com

Ogilvy Public Relations

Carmen Lee
+852 2884 8187 / +852 9755 3121
carmen.lee@ogilvy.com