

8 June 2005

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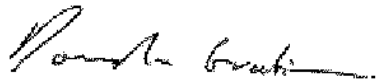
ELECTRONIC LODGEMENT

Dear Sir or Madam

Mike Robey's presentation to Citigroup Wireless Conference

In accordance with the listing rules, I attach a copy of a presentation for release to the market.

Yours sincerely

A handwritten signature in black ink, appearing to read "Douglas Gratton", with a stylized, cursive script.

Douglas Gratton
Company Secretary



Telstra Corporation Limited

Citigroup Wireless Conference

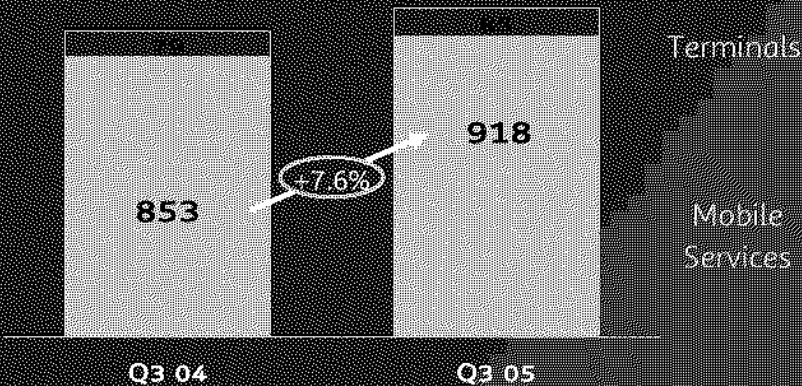
8 June 2005

Mike Robey

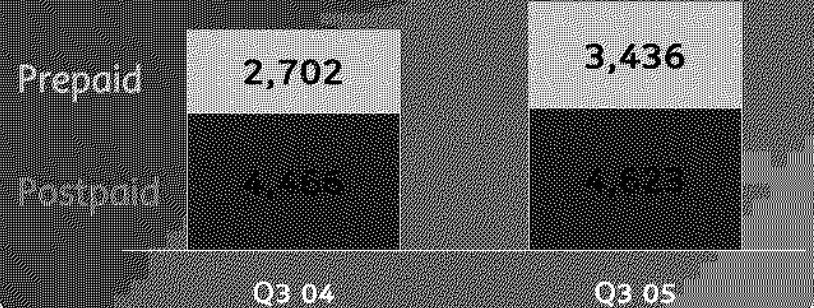
Telstra Corporation Limited

Mobiles Metrics

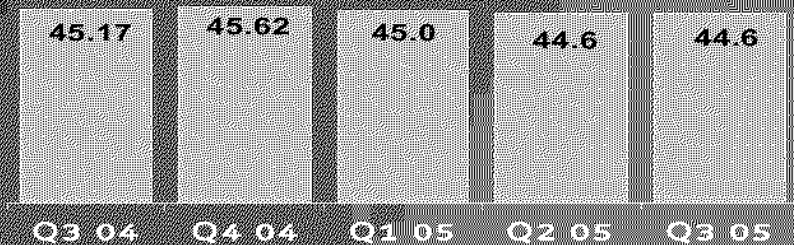
Q 3 YOY Mobile Revenue Comparison:



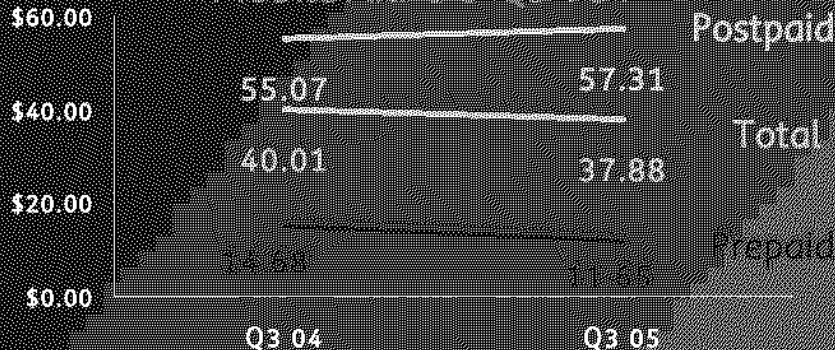
Mobile SIO's (000s)



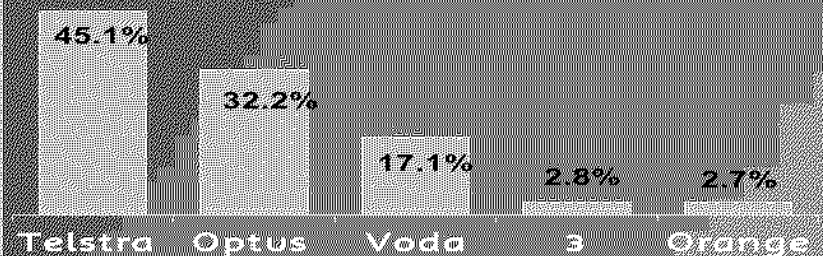
Telstra Mobile SIO Market Share



Mobile ARPU's Q3 YOY



Mobile Revenue as % of Total Revenue



Telstra is the market leader

Customer view of technology

From disaggregated Products...

... to seamless Voice, Data and Content

Integrated
Access

At Home

Content

PSTN

ISDN

ADSL

HFC

WiFi

WiMax

CDMA

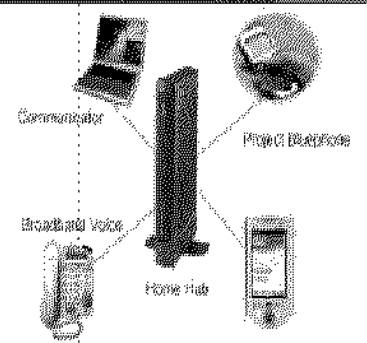
1xRTT

EVDO

GSM

GPRS

3G



Out & About

One2one

PTT

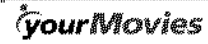
SMS/MMS

IM

email



Converged
Device



Integrated access, open content

Customer view of market

From product view

Fixed line

- 7.9 Million households
- 71% retail market share

Mobiles

- 18 million SIOs
- 45% market share

Internet

BIG FISH

- Industry SIO's 1.7 mil
- 41% retail market share

- Focus on growing share in individual product markets
- Compete with single / 2-product competitors on their terms

To customer view

4-product
F+M+I+P

3-product
F+M+I

2-product
F+M, F+I

1-product
F, M

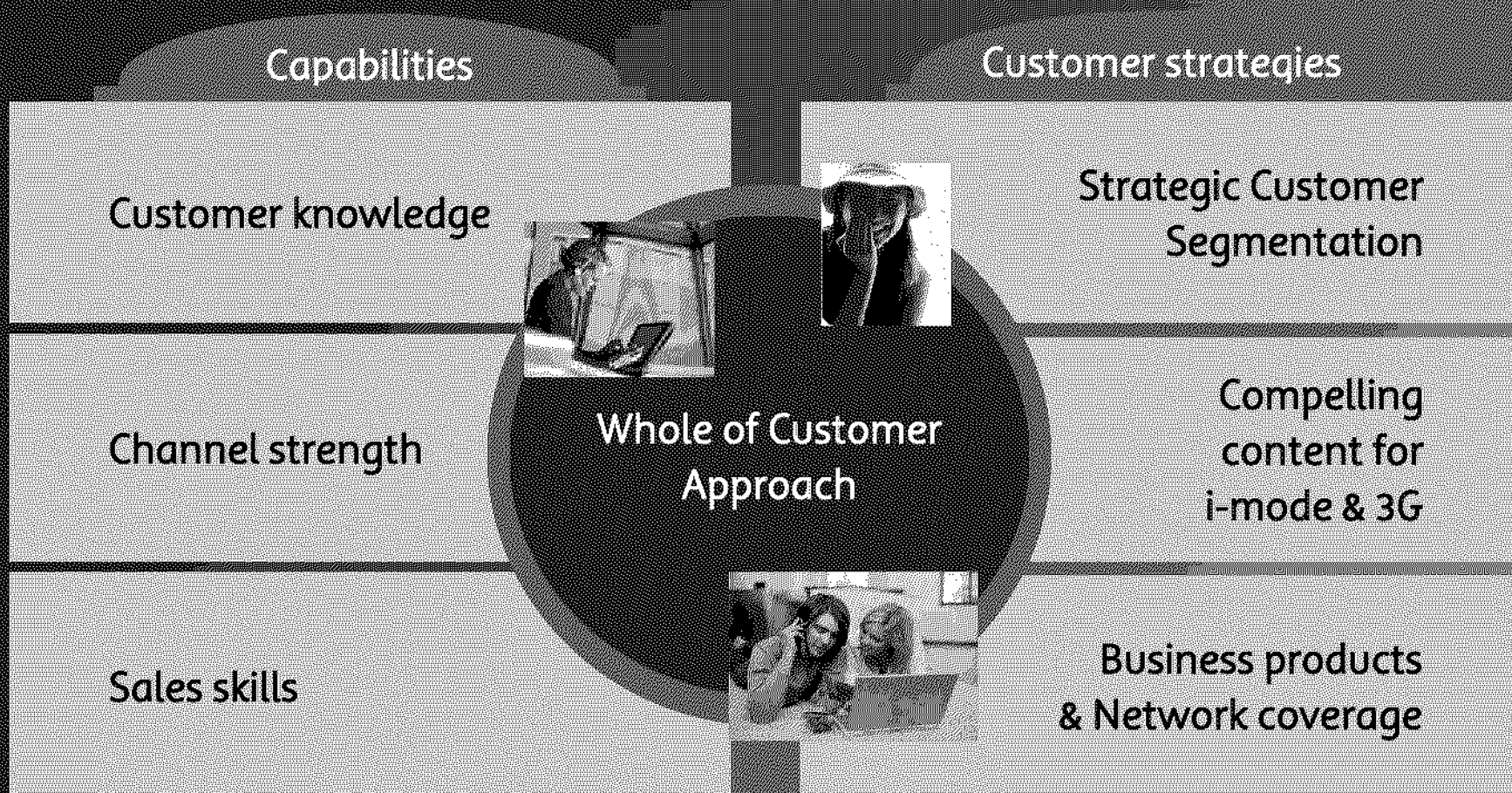
Estimated growth trends

Target!

- As an integrated telco, focus on customers and servicing their whole telco wallet
- Build on our existing customer base and capture market trend towards multi-product customers

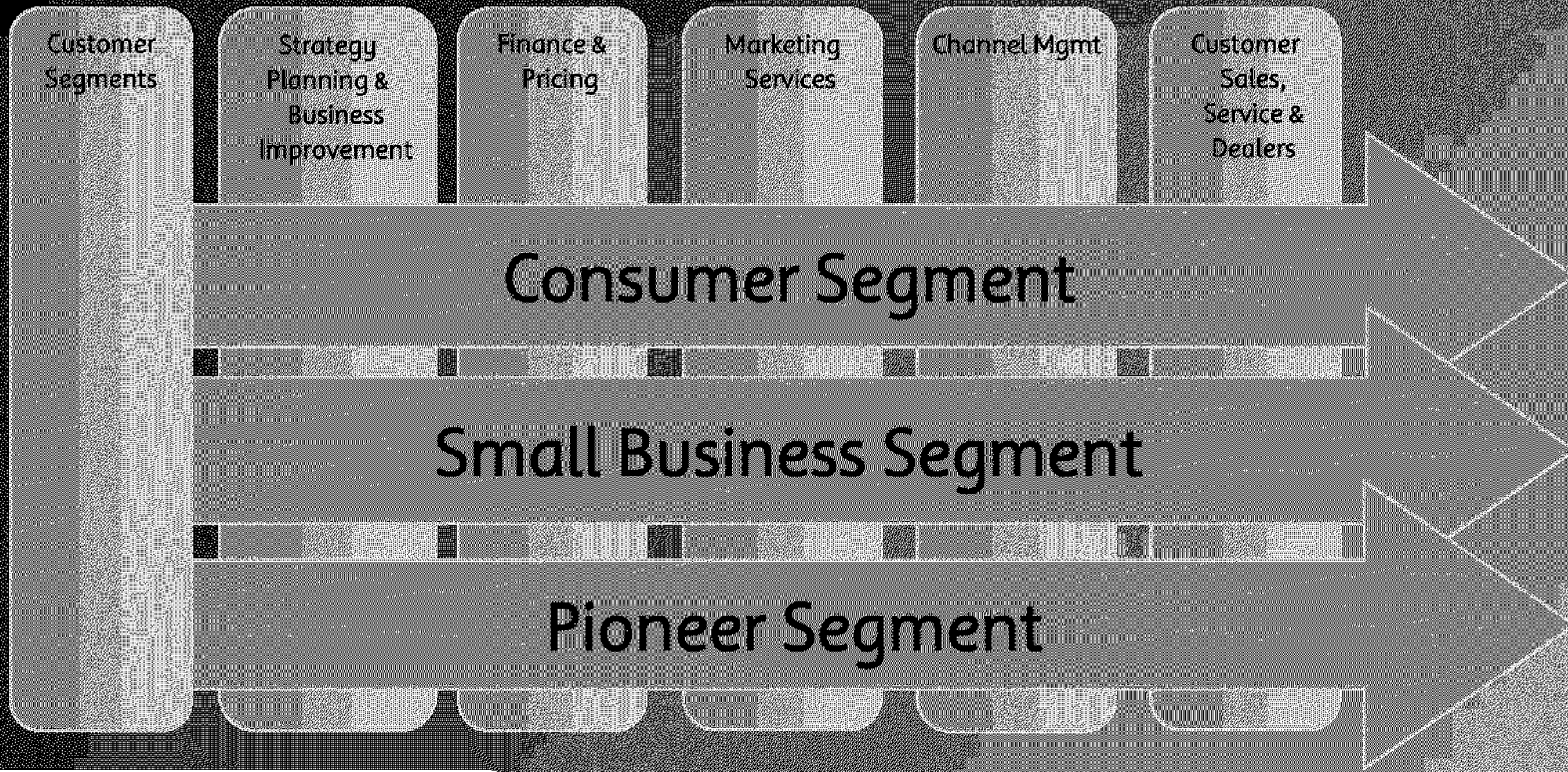
Customers expect Telstra to provide an integrated solution

Market success factors



Delivering Whole of Customer through being an integrated carrier

Customer Segmented Operating Model



Organised for Success

Wireless success is underpinned by channel strength

Company owned channels

Telstra Shop



Branded channels

Telstra Shop



212 locations

128 Telstra Owned Shops/Kiosks

3,125 Telstra Shop Staff

16.5m Telstra Shop customers through our doors

Independent channels

Post-paid and prepaid range



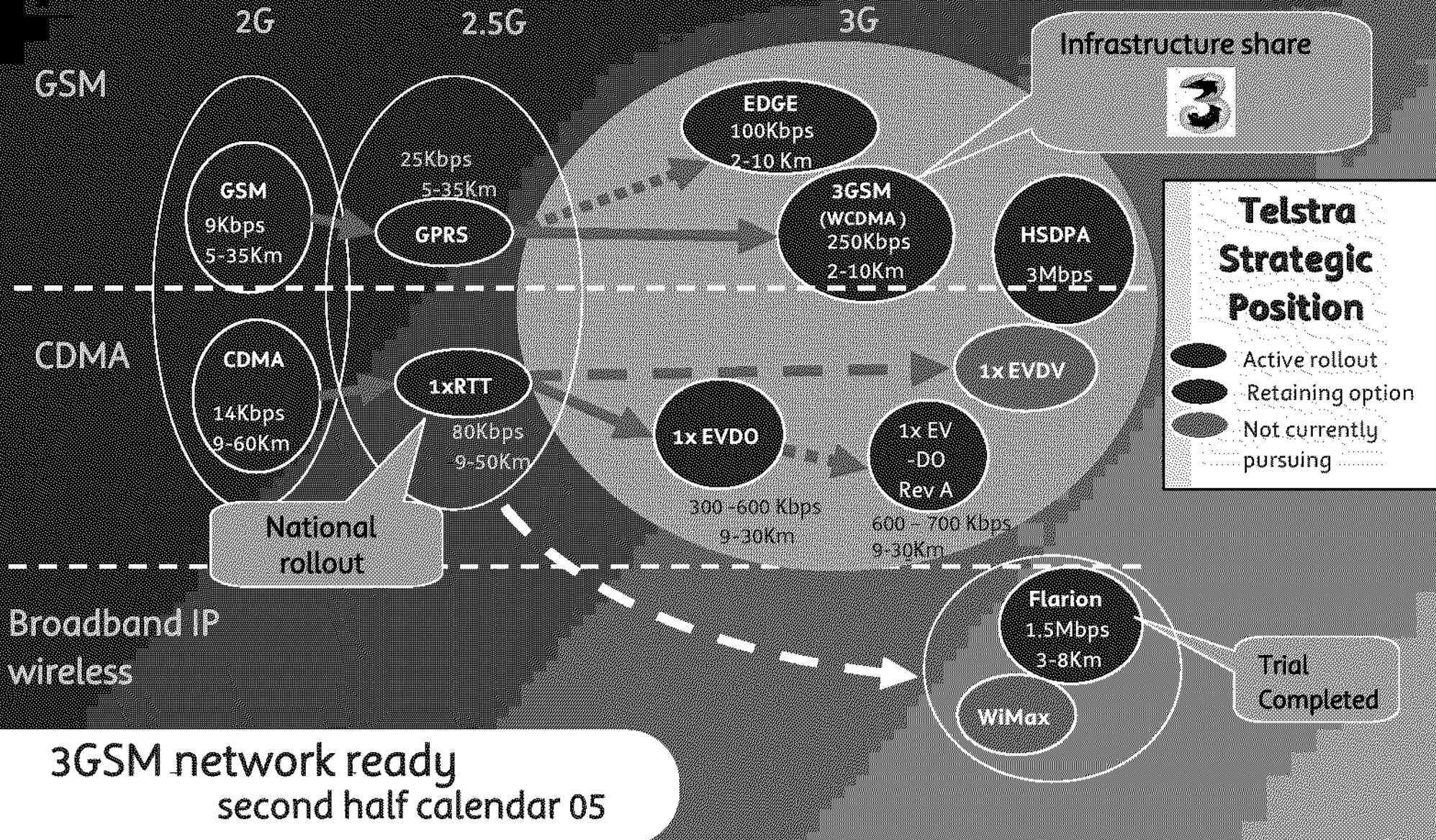
Majority of major dealers
are now on new contracts

Prepaid only

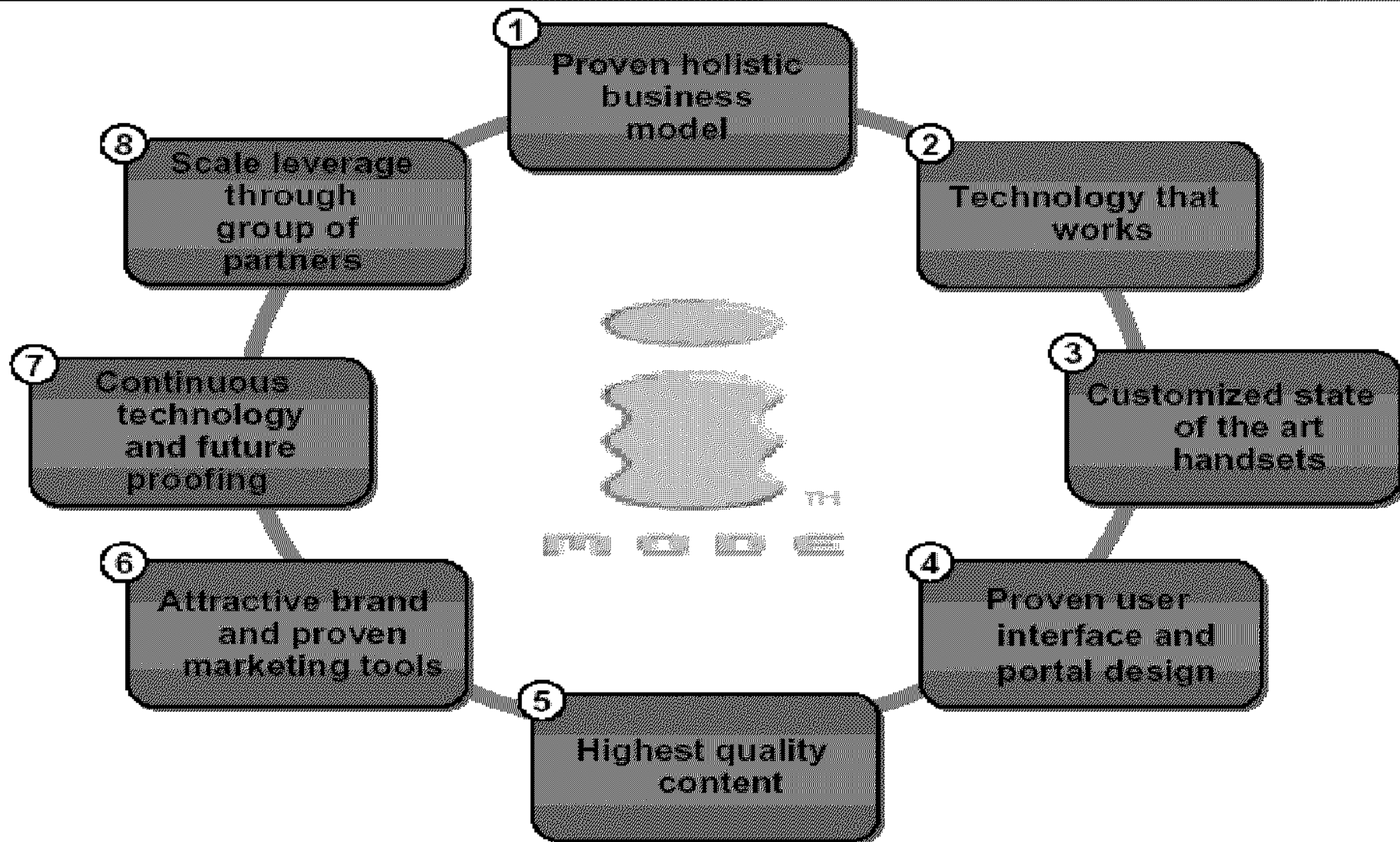


Over 8 000 locations

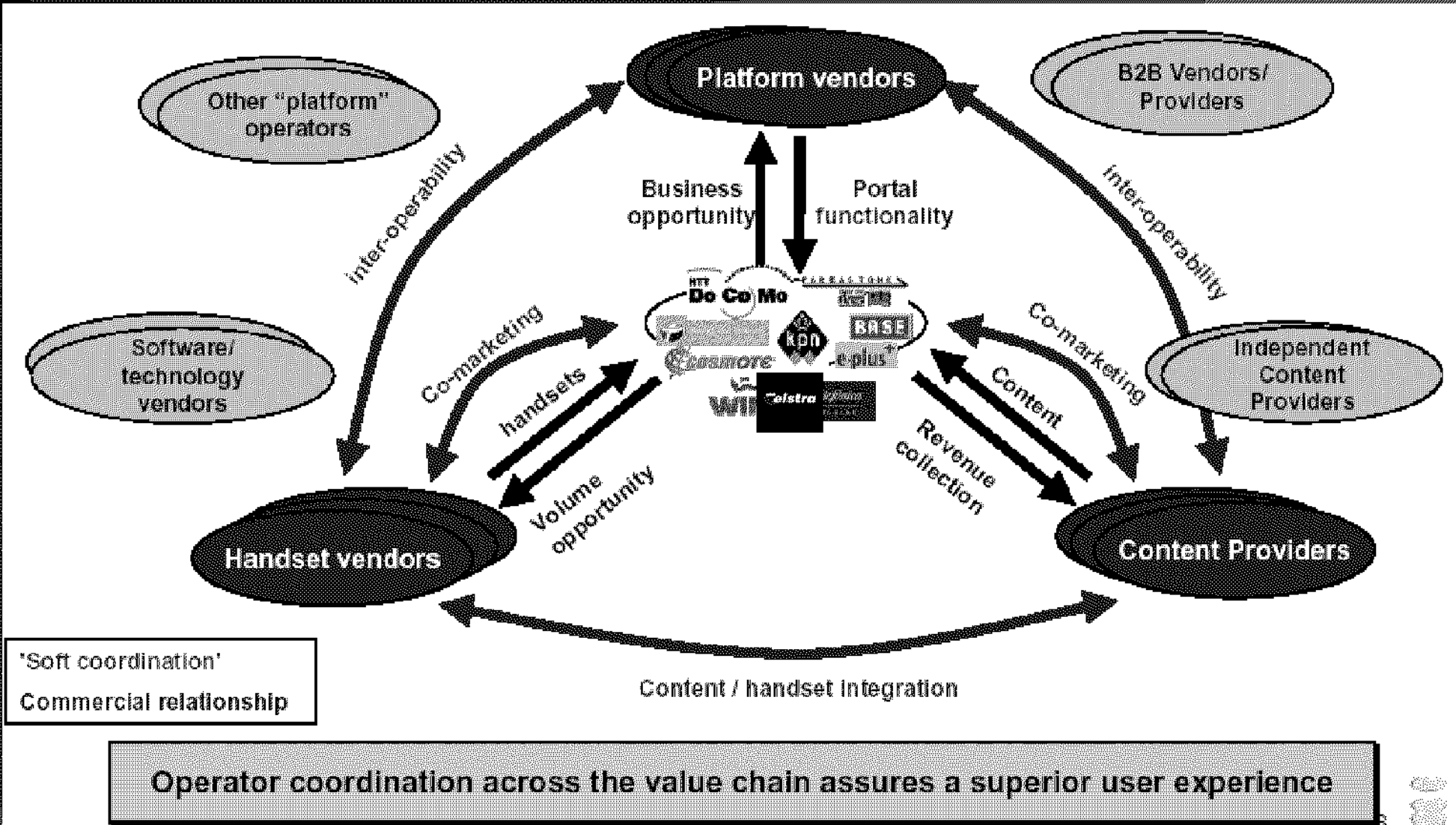
Wireless & Mobility Expansion



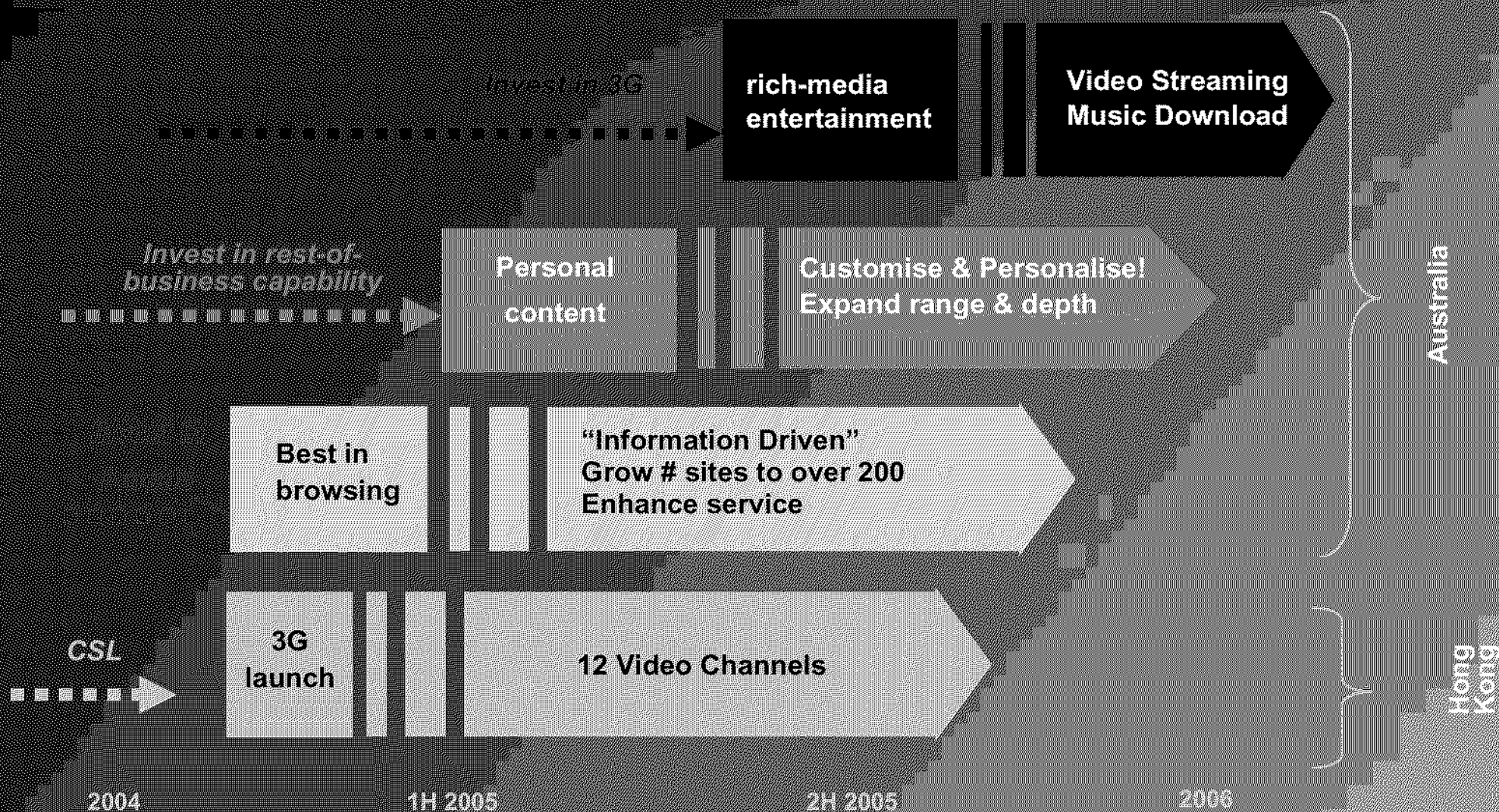
i-mode delivered eight key benefits



The i-mode holistic business model develops a sustained eco-system



CSL investment provides in-house 3G experience



CSL – a 3G launch case-study for Telstra

At launch
applications

Video World example

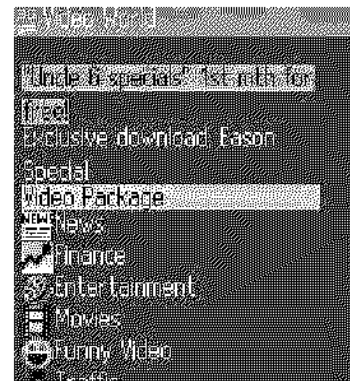
Launch campaign

TVC “*I feel good*”



Messag.

Video.



Options

Back



Options

Back

Create a Simple Life { **C** } **SL**