



6 July 2006

Office of the Company Secretary

The Manager

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ELECTRONIC LODGEMENT

Dear Sir or Madam

Telstra presentation to the China 3G Mobile International Summit, Beijing, China

In accordance with the listing rules, I attach a copy of a presentation by Sol Trujillo, Telstra Chief Executive Officer, at the China 3G Mobile International Summit, for release to the market.

Yours sincerely

A handwritten signature in black ink, appearing to read "Douglas Gration".

Douglas Gration
Company Secretary



3G: Opportunities and customer benefits

7th Annual China 3G Mobile International Summit
6 July 2006, Beijing, China

Sol Trujillo, Chief Executive Officer,
Telstra Corporation Limited

Leading Australian player with scale

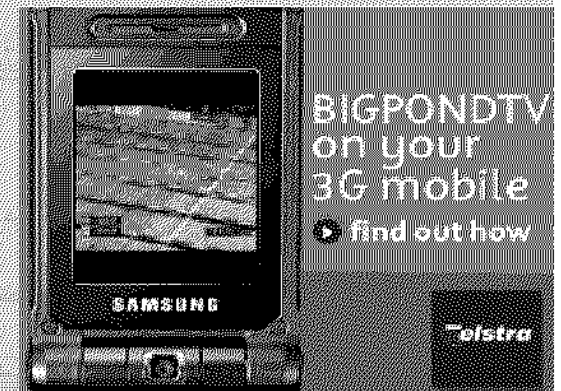
Telstra has the ability to offer truly integrated communications

- **Telstra is Australia's leading full service communications provider:**
 - **Wireline:** unparalleled customer reach across Australia
 - **Wireless:** rolling out one of the world's most advanced networks
 - **Sensis:** information services with search, transaction and navigational capacity
 - **BigPond:** Australia's largest broadband provider
- **Strongest brand name in the industry in Australia**
- **Highest Australian market share while managing offshore opportunities**
- **Strong balance sheet & cash flows allow us to fund growth opportunities**
- **Ability to drive economies of scale**

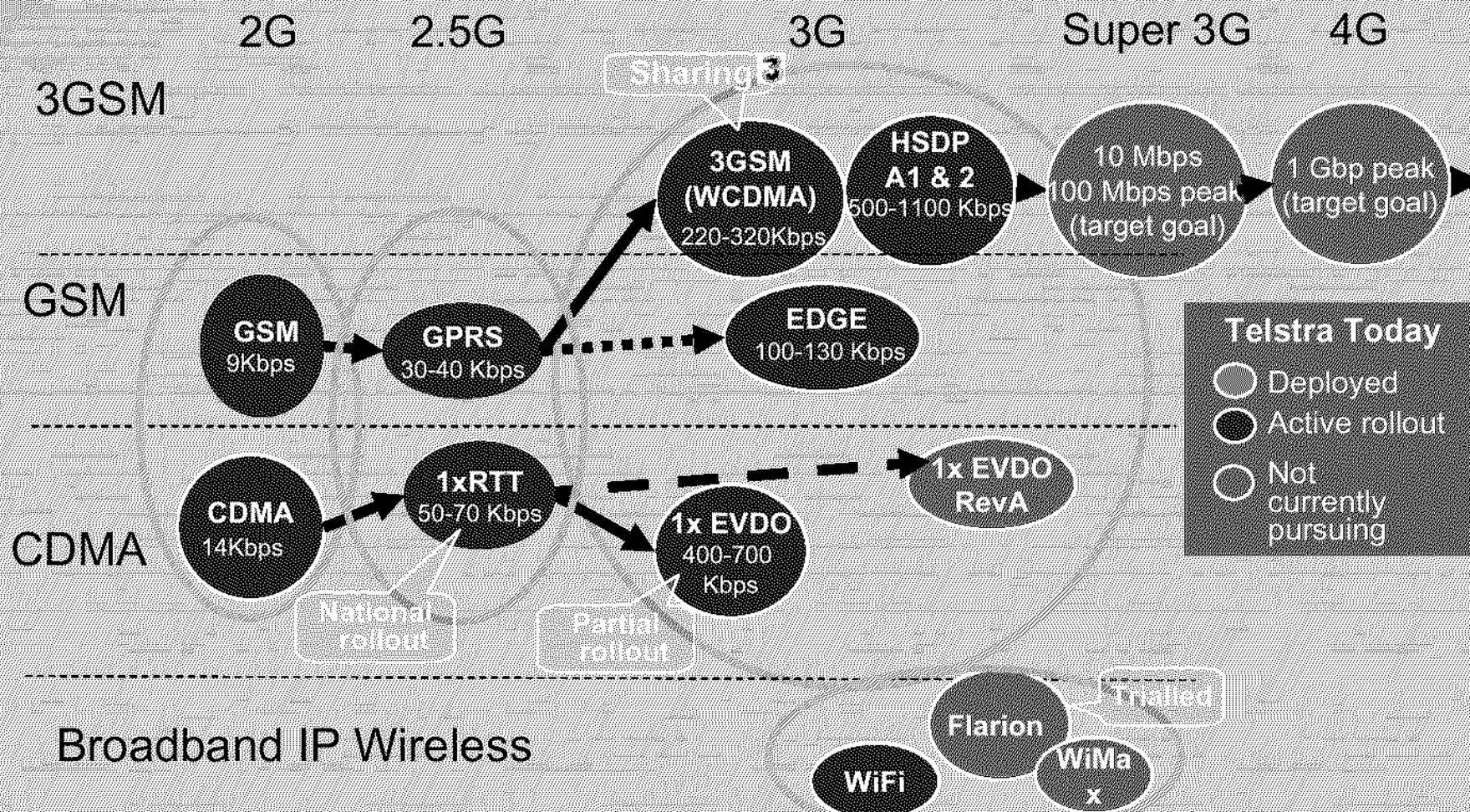
We are on the move

Our vision: a world of 1 – click solutions that are simple to use and valued by customers

- **Driving a new customer experience with Market Based Management:**
 - 1 – click * 1 – touch * 1 – screen for customers
- **Driving new revenue sources:**
 - Mobile data traffic more than doubled (Six months to 30/6/06)
- **Driving reduced complexity in the business:**
 - Cutting 1252 IT systems by 80% over 5 years
- **Driving costs down - a One Factory approach:**
 - Building a wireline IP core network to improve capacity by up to 77 times
 - Moving to a single wireless network

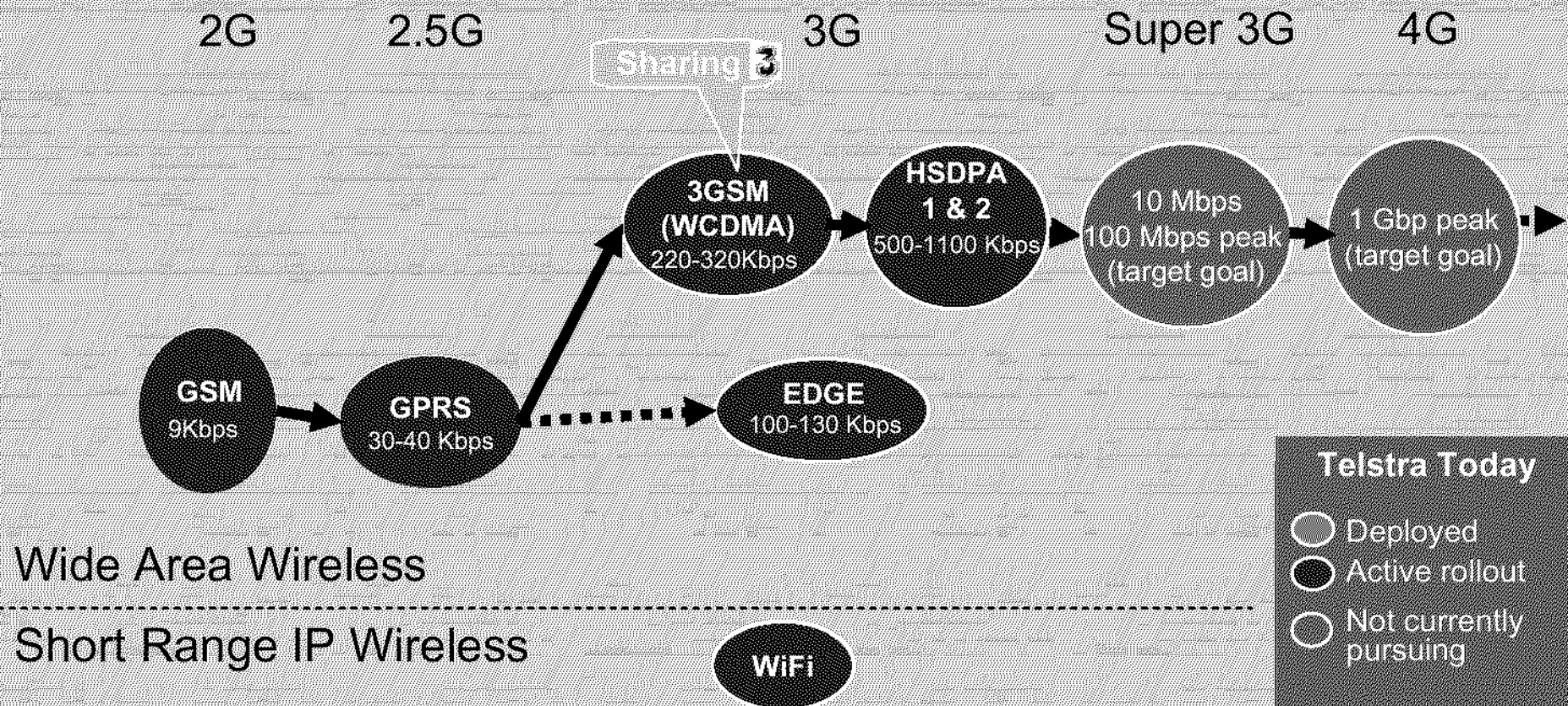


Multiple platform investment



Speeds quoted are average to high end average

Integrating and simplifying platforms



One national 3G service

3G - HSDPA using 850Mhz: greater breadth, much faster services, lower capital costs

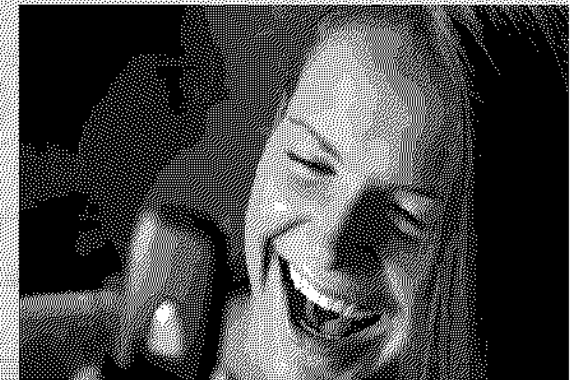
- Greater breadth of coverage from 850 is necessary for Australia's landscape
 - More than 98% population coverage or 1.6 million square kilometres
 - Better in-building coverage
- By augmenting with HSDPA, customers will enjoy much faster services
 - Average data rates 500kbps - 1.1Mbps (launch), peaking at 3.6Mbps (launch) and migrating to a peak of 14Mbps (2007)
- With 850, fewer base stations required, lowering capital costs and reducing replication costs



One national 3G service

The much faster customer experience with 3G HSDPA

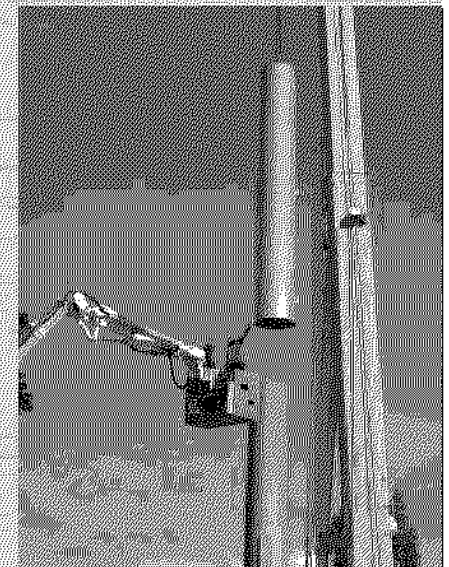
- **For HSDPA mobile users**, it delivers content to your mobile virtually instantaneously and with higher data rates
 - Download in seconds real-time video and internet content
- **For wireless laptop users**, it delivers speeds equivalent to mainstream ADSL
 - Nearly instantaneous remote email synchronisation
- **For enterprises**, it can deliver more than just productivity improvements.
 - Ambulances are trialling wireless video to get medical advice at the scene of an accident
 - Fire services are trialling wireless real-time maps showing where fires are breaking



One national 3G service

National 3G service on track: more than half built

- Network deployment: more than half built with >3000 850 base stations installed since November – one of the fastest global roll-outs
- Video call trial proved the technology, its 3G 2100 network compatibility, and showed, at 850Mhz, wireless broadband provides superior coverage
- Innovative and unique services for Telstra customers are in development
- Handset & device procurement for 3GSM 850 well advanced



3GSM around the world

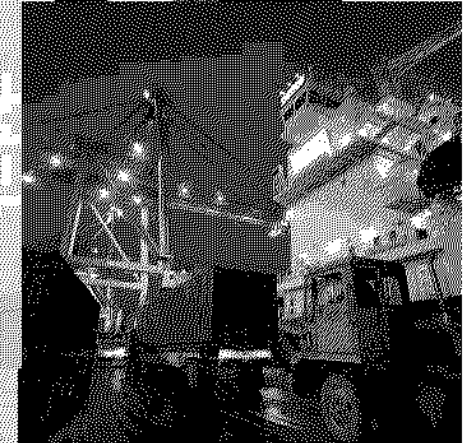
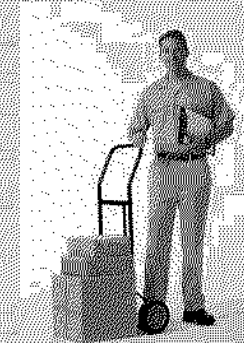
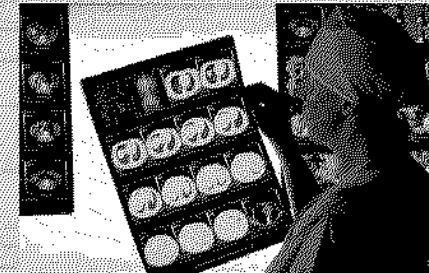
3GSM on 850 is gaining momentum

- **3GSM family of technologies**
 - 82% of the global digital mobile market
 - 2 billion GSM mobile users globally: 72 million using 3G
 - China is the single largest GSM market today with >370 million users
 - A core set of common 3G handsets requirements are being developed
- **3GSM on 850 is gaining momentum:**
 - Cingular, a leading US operator with 51m subscribers, launched its high speed mobile broadband network including 3G 850 last December
 - Rogers Wireless, Canada's largest voice and data operator, is also deploying 3GSM on 850
 - Many Latin American telcos are expected to follow suit

Our services and applications

Wireless broadband: substantive take-up and usage growth

- **Subscribers almost doubled along with data traffic increases** (Jan to 30 June 06)
- **Corporate & enterprise IT group acceptance:**
 - Teleworking: a key usage driver
- **Delivers productivity gains:**
 - Quick issue resolution
 - Easy collaboration with remote teams



Our services and applications

Business mobility: usage led by emerging key applications

- Enterprises and governments initially used wireless e-mail and remote access
- Now most also use **wireless applications targeting core business processes** for mobilisation as the applications community is maturing
- General workforce productivity improvement applications include:
 - Wireless remote working
 - Wireless order-taking
 - Wireless job dispatch
 - Real-time wireless operational support
- Industry-specific applications:
 - Transport & logistics uses include vehicle tracking
 - Utilities use telemetry for remote monitoring and control of assets in the field (eg. water pumps, meters)



Business Communications

Ability to be in contact, productivity and work life balance too!

Traditional Voice

PTT Advanced

Video Calling, Messaging & Conferencing

International Roaming

Mobile VPN

Peer to Peer Messaging
Text and Pictures



Office Mobility

Do what you would normally do when at your desk when you are mobile or remote

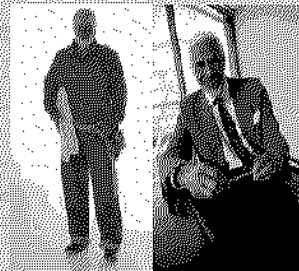
Email

Laptop Connectivity

Remote Working

International Roaming

Business Portal



Workforce Management

Increase productivity and customer responsiveness
decrease costs and error rates

Sales Force Automation / Integration

Field Service Automation

Job Dispatch / POD



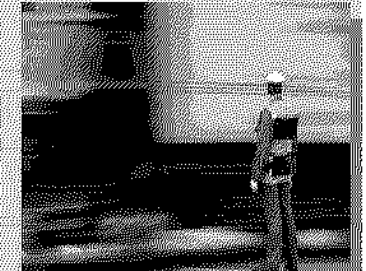
Contact Solutions

Low cost interaction and messaging to customer base and constituents

Alerts & Notifications
Authentication
Interaction
Desk Top Messaging

Employee Comms
Staff Rostering
Government Comms

Permission Marketing



Remote and Mobile Asset Management

Increase productivity and customer responsiveness
decrease costs and error rates

Telemetry
System Alerts

Fleet Management

Asset Tracking

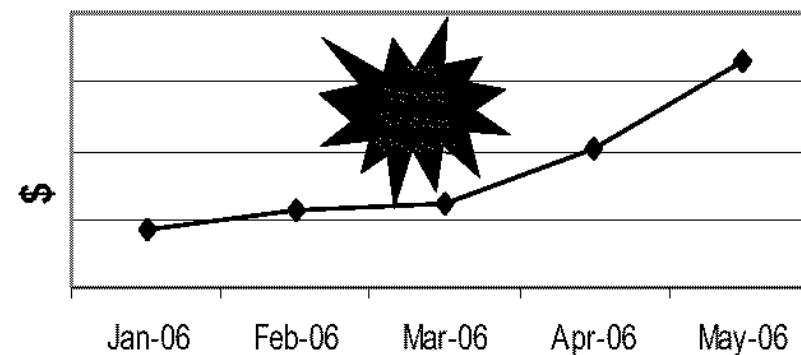
Security Monitoring

Our services and applications

Consumer 3G: content and email is currently driving usage

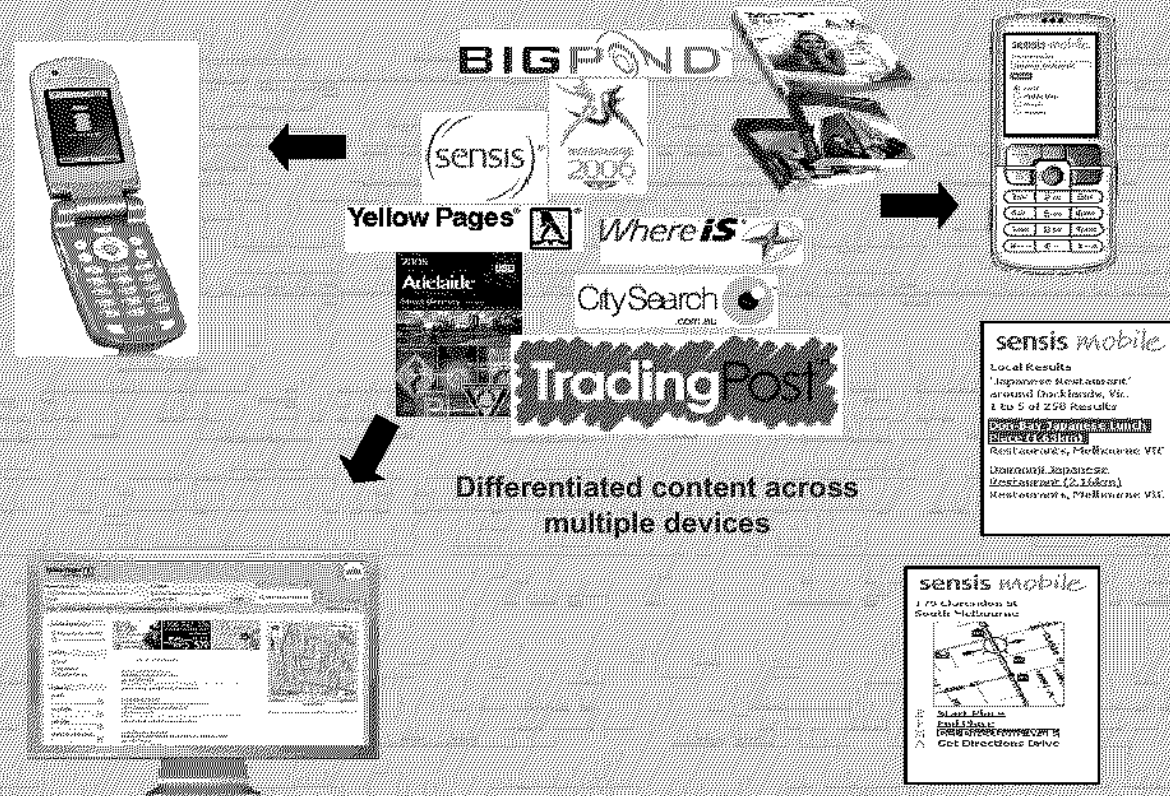
- Email and internet over your phone is driving usage
- Video streaming use and revenue is taking off
- Video calls now used by one in five
- Our content is superior:
 - AFL, NRL, Commonwealth Games, World Cup soccer, V8 supercars
 - More news: ABC, CNN, The Age
 - Music, games and movies
 - Sensis content: Whereis.com

Streaming revenue



Our services and applications

1 – click integration and differentiated content will be our competitive advantages as the 3G market grows



Questions