

## Paul Geason appointed Group Managing Director of Telstra Wholesale

**June 11, 2009** – Telstra Chief Executive Officer David Thodey today announced the appointment of Paul Geason to Group Managing Director, Telstra Wholesale, effective from June 30.

Mr Geason has been Executive Director, Convergent Sales at Telstra Enterprise and Government (TE&G) since returning to Telstra in August 2006. In this role, he has been responsible for the marketing and sale of voice, data, mobile and unified communications to Telstra's enterprise and government customers.

Mr Geason's appointment to Telstra Wholesale comes after the group's previous GMD, Nerida Caesar, was moved to GMD, Telstra Enterprise and Government, a role she took up on Tuesday.

Mr Thodey said that Mr Geason's experience dealing with complex customer solutions in his TE&G role was perfect preparation to lead the Telstra Wholesale team.

"I have worked closely with Paul for the past three years and have seen at first hand his intellect, passion and ability to work in a multi-faceted customer environment," Mr Thodey said.

"It is important that Telstra Wholesale operates in a transparent manner that gives comfort to our wholesale customers that they are being treated on the same basis as our retail units in terms of price and service. Paul is an executive who I am sure will maintain his focus on meeting the needs and expectations of our wholesale customers."

Mr Thodey also thanked Glenn Osborne, who has been acting GMD, Wholesale, for the past month. Mr Osborne will return to his position as Executive Director, Telstra Wholesale Sales.

Mr Geason said he looked forward to the challenges and opportunities that lay ahead for Telstra Wholesale.

"Telstra Wholesale is a part of the company that has always been closely scrutinised by government, the regulator and our customers. At a time when there is a regulatory review that could lead to changes within our industry, I will be working hard to ensure our wholesale customers continue to take advantage of the many opportunities that access to our reliable, world-class networks offers them," Mr Geason said.

Mr Geason has had nearly a decade of high-level commercial experience. He was previously with Telstra between 1994 and 2005, holding positions in Telstra's legal division and in Telstra's product management teams.

Prior to re-joining Telstra in 2006, Mr Geason was Senior Vice President of Sales at Netcracker Corporation in Boston in the United States. In this role he was responsible for the sale and distribution of telecom operating software to service providers and enterprise customers in North America, Europe and Australia.

Mr Geason will continue in his current TE&G role until he starts at Telstra Wholesale on June 30. A replacement for Mr Geason will be announced in due course.