



For Immediate Release

The story of LTE in Hong Kong told at Mobile World Congress in Barcelona

*CSL and ZTE announces details of the first phase of commercial LTE trial
in Hong Kong on CSL's Next G™ network*

Hong Kong, 17 February 2010 – CSL Limited (CSL), Hong Kong's leading mobile network operator, its parent company Telstra Corporation, and ZTE Corporation, a leading global provider of telecommunications technology and network solutions, unveiled the milestones achieved since the launch of Next G, Hong Kong's leading mobile network.

In March 2009, CSL unveiled the commercial launch of Next G, the award-winning All-IP mobile broadband network. Next G was the world's first Software Defined Radio (SDR)-based HSPA+ All-IP network. With peak download speeds up to 21 Mbps and offering the widest coverage in Hong Kong the network provides unrivalled mobility and performance.

Next G's SDR capability enables CSL to rapidly evolve from 3G to LTE through a software upgrade. This combined with CSL's LTE spectrum (awarded by auction in 2009) means that CSL has set out a smooth and readily accessible path to LTE.

In September 2009, CSL, Telstra and ZTE announced the commencement of a Long Term Evolution (LTE) commercial trial network and demonstrated speeds up to 127Mbps utilizing this technology, a first for Asia and one of the first in the world.

Today, CSL, Telstra and ZTE announced the progress of the LTE trial which has seen 20 active and fully operational LTE cell sites rolled out in Hong Kong. These sites are currently being trialed as CSL, Telstra and ZTE examine the capabilities and characteristics of the next generation of mobile technologies.

Chief technology officer of CSL, Mr. Christian Daigneault said "A unique aspect of this trial is that it has moved out of the laboratory and 'into the streets'. We are now testing the cell sites with a 'consumer ready' LTE USB modem and field trials of this are presently being conducted throughout our LTE network. We are very pleased with the results of these trials and the USB modem is performing extremely well showing peak download speeds upwards of 100Mbps on the streets of Hong Kong. This means that maybe we have to revisit the time in which LTE will be commercially available and rolled out in networks across the world."

The evolution of the LTE network in Hong Kong has been a hot topic in the industry over the last year as CSL and ZTE pioneer new wireless uses for consumers and enterprises in the city and position themselves at the forefront of the global mobile telecommunications industry.

Tarek Robbiati, group managing director of Telstra International and chief executive officer of CSL, also pointed out the stark changes in usage patterns since the launch of Next G. Mr. Robbiati said “Data traffic has increased by 20 times over that of the legacy 3G network and has now eclipsed voice traffic within our network. With the constant evolution of the network to higher speeds toward LTE and the proliferation of Smartphones and other devices, CSL expects the exponential growth in data traffic in Hong Kong to continue for many years. CSL will continue the investment in LTE technology to build one of the world’s most advanced networks in Hong Kong. This will deliver on our promise to our customers of a true mobile broadband service that helps them to live their lives in the way that they want; in Hong Kong that means on the move and always connected.”

Chief marketing officer of CSL, Aenil Premji said “This world-class infrastructure enables advanced corporate applications that maximize efficiency and productivity and for consumers, an enhanced mobile multimedia experience with unparalleled usability and functionality.”

Whilst CSL has focused on LTE trials, it has not neglected its HSPA+ network as it expects to continue using that network to service Hong Kong for many years to come. Also in September 2009, CSL announced the roll out of UMTS HSPA+ in the 900 MHz band, the first instance of spectrum re-farming seen in Hong Kong. Mr. Robbiati said “Deployment of mobile services using UMTS in the 900 spectrum range is designed to increase outdoor coverage and in-building penetration rates; something that is vitally important in the high density urban environment of Hong Kong; we are exploiting this unique advantage with the recent launch of our Next G Home Broadband Service.”

ZTE is very proud to see that the strategic cooperation with Telstra and CSL has created the leading mobile network not only in Hong Kong but also one of the world’s most advanced networks. The milestones of network evolution from peak download speeds up to 21Mbps, SDR-based all IP HSPA+ to the first spectrum re-farming in 900MHz band, to one cell site 127Mbps LTE and now to 20 cell sites in the LTE trial network with a LTE USB modem reaching 100Mbps shows our commitment to Telstra and CSL to overcome the challenges in one of the most competitive telecom environment in the world through our persistent technical innovation and outstanding engineering capabilities.” said Hou Weigui, Chairman of ZTE Corporation.

Mr Premji also said “Customers are demanding more and more mobile data broadband services, handsets and applications. CSL, are leaders in Hong Kong because we are the leader in customer focus. We listen to our customers to ascertain what is relevant to them and then we meet their needs and demands with appropriate technological solutions.”

About CSL

CSL is Hong Kong’s first and leading mobile network operator. It is also the first mobile company in Hong Kong to employ a distinctive market segmentation strategy and it uses leading-edge technologies to provide customer-focused services through segmented brands: [1010](#), [One2Free](#) and [New World Mobility](#). It operates Next G, a world-class GSM / WCDMA network through which it offers comprehensive post and pre-paid mobile services to both local and international customers. CSL is also the leading roaming operator in Hong Kong to provide unmatched international multi-media connectivity with over 470 mobile operators 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).

About ZTE

ZTE is a leading global provider of telecommunications equipment and network solutions. It has the widest and most complete product range in the world – covering virtually every sector of the wireline, wireless, service and terminals markets. The company delivers innovative, custom-made products and services to over 500 operators in more than 140 countries, helping them to achieve continued revenue growth and to shape the future of the world's communications. ZTE commits around 10% of its annual turnover to research and development and takes a leading role in a wide range of international bodies developing emerging telecoms standards. ZTE leads China's 3G industry with about 30% share of the total 3G equipment market in 2008. A company with sound corporate social responsibility (CSR) initiatives, ZTE is a member of the UN Global Compact that strictly adheres to the Ten Principles of the Global Compact in developing and carrying out CSR programs. ZTE is China's only listed telecoms manufacturer, with shares publicly traded on both the Hong Kong and Shenzhen Stock Exchanges (H share stock code: 0763.HK / A share stock code: 000063.SZ). For more information, please visit www.zte.com.cn

About Telstra

Telstra Corporation Ltd is Australia's leading telecommunications and information services company, with one of the best-known brands in the country. Telstra is the only true media communications company in Australia that can provide customers with a fully integrated telecommunications experience across fixed line, mobiles, broadband (BigPond®), information, transaction and search (Sensis®) and pay TV (FOXTEL). Telstra's international businesses include CSL New World Mobility Group, Hong Kong's leading mobile operators; TelstraClear Limited, the second largest full service carrier in New Zealand; Reach Ltd, a provider of global connectivity and international voice and satellite services and SouFun Holdings Limited, a leading real estate and furnishings website in China.

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Next G Hong Kong milestones

- **January 2009** CSL wins LTE auction for 2600Mhz (LTE/4G) spectrum
- **March 2009** CSL, Telstra and ZTE launch Next G in Hong Kong – world's first all IP HSPA+ commercial mobile network
- **September 2009** CSL, Telstra and ZTE announce the commencement of a commercial LTE trial network in Hong Kong
- **November 2009** UMTS 900 spectrum refarming utilized in the Next G network
- **January 2010** CSL and ZTE have over 20 LTE cell sites operational in Hong Kong
- **February 2010** LTE trial of 'consumer ready' USB modem in Hong Kong