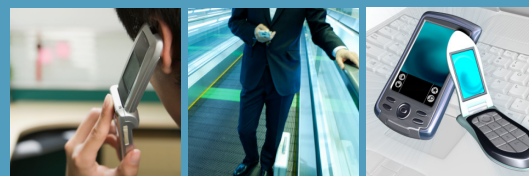


# Telecom Telego Asia/Pacific

January – March 2009



Telcos across the region are working to manage revenue through the recession and have been taking a hard look at the cost line. However, there are areas for growth. For example, the smartphone has created numerous opportunities with many carriers now exploring how to increase profits by getting more value from existing customers and being selective about new ones—particularly since the industry is fast-maturing and the pool of new customers is diminishing. Higher value, content-driven services and prepaid services appear to be the way forward.

## Telecom Telego (highlights January – March 2009)

### AT&T

- Toshinori Iwasawa has been promoted to President of AT&T Japan. Previously, Mr. Iwasawa served as Executive Director, Japan Solution and Services.

### Bharti Airtel

- Bharti Airtel has named Sanjay Kapoor to the new position of Deputy Chief Executive responsible for mobile, telemedia and direct-to-home TV service, and he will report to Manoj Kohli, Chief Executive. Most recently, Mr Kapoor was the company's President for mobile services. Following Mr Kapoor's appointment, the company has selected Atul Bindal as President of mobile services and K Srinivas as joint President of telemedia services.
- Bharti Airtel has appointed Joachim Horn as the Chief Information Officer. He will be based in India. Most recently, Mr Horn was Chief Information Officer of T-Mobile.

### China Unicom

- China Unicom has appointed Lu Yimin as President, effective 13 February 2009. Chang Xiaobing will continue to serve as Chairman and Chief Executive Officer.
- China Unicom has announced that Pei Aihua, Li Fushen, Li Gang, Li Jianguo, Zhao Jidong, Zhang Junan, Zuo Xunsheng and Jiang Zhengxin were appointed Senior Vice Presidents of the company.

### DiGi Telecommunications

- Zaiton Hj Idrus has been appointed Head of Corporate Affairs for DiGi Telecommunications. Prior to this, Ms Zaiton was Regional Head of Corporate Affairs for Standard Chartered, Africa.

### Flytxt

- Flytxt has appointed Dr Vinod V Vasudevan as group Chief Executive Officer. He succeeds Tim Williams, who will take on the role of Executive Vice President of Worldwide Sales. Prior to joining Flytxt, Dr Vasudevan was Senior Vice President and Head of Integrated Services at Reliance Communications.

### M1

- After nearly 13 years in the position, M1 announced that Neil Montefiore stepped down as Chief Executive Officer and Director of M1 on 1 February 2009. Mr Montefiore joined M1 before they launched service in 1997 and took the company to IPO in 2002. In addition to her responsibilities as Chief Financial Officer, Karen Kooi Lee Wah will serve as Acting CEO. Ms Kooi has been with the carrier since August 1995.



- Lim Chee Onn, the Chairman of M1, has resigned from the Board of Directors and has been replaced by a fellow board director, Teo Soon Hoe. Mr Lim, who is the Chairman of Keppel Corporation, has been a member of the M1 board since 1 November 1999. Mr Teo is Senior Executive Director and Group Finance Director of Keppel Corporation. He is also chairman of Keppel Telecommunications & Transportation, and Keppel Philippines Holdings.

## **Nokia**

- Nokia has appointed Michael Hsu, current Vice President of Greater China, as General Manager of Nokia Taiwan. He succeeds Tsung-kai Cheng, who has been appointed to head Nokia's retail sales in Greater China and South Korea. Mr Hsu will assume the post on 1 April.

## **Nokia Siemens Networks**

- Since 1 January, Lars Biese has assumed responsibility for all of Nokia Siemens Networks' sales operations in Brunei, Malaysia, Singapore, Sri Lanka and the Philippines. He will also lead and manage the customer team for the SingTel Group across the region. Mr Biese joined Nokia in 1998 and has held several executive level positions in Europe and Africa.

## **SK Telecom**

- SK Telecom has named Jung Man-won, head of affiliate SK Networks, as its new Chief Executive Officer. As part of a management restructuring, Mr Jung, 56, will replace Kim Shin-bae as Vice Chairman. Mr Kim will move to SK C&C Co.

## **Smart Communications**

- Smart Communications has appointed John Yong as Chief Security Advisor. He was formerly Vice President Sales & Marketing of Bartronics Asia Pte Ltd.

## **StarHub**

- Tan Tong Hai has rejoined StarHub as its new Chief Operating Officer as of 15 January 2009. He will report directly to Terry Clontz, StarHub's Chief Executive Officer. Prior to this, Mr Tan served as President and Chief Executive Officer of Singapore Computer Systems and Pacnet. He originally joined StarHub Internet in 1999 as General Manager.

## **Tadiran Telecom**

- Tadiran Telecom has appointed Mike Montgomery as Country Manager to lead the company's operations in Australia. Prior to his appointment, Mr Montgomery served in numerous senior management and marketing roles at Australian Communications Consortium, Datacraft Technologies, Fujitsu and Telstra.

## **TCL**

- Charles Yang has been named Vice President for TCL's Mobile Communications Sector. Prior to joining TCL, Mr Yang was the CEO and President for Dopod Communication.

## **Telstra**

- Greg Winn, Chief Operating Officer of Telstra, announced his decision to leave the company at the beginning of the first quarter. He remained a consultant to the Chief Executive Officer until the end of March.
- Bill Stewart, Telstra's Group Managing Director, resigned at the end of the first quarter to return to the US. Effective 30 March, Kate McKenzie, former General Managing Director for Telstra Wholesale, replaces Mr Stewart.
- Sol Trujillo, Telstra's Chief Executive Officer, will leave the company on 30 June after four controversial years at the helm.

## **Vocus**

- Trevor Harris has been appointed voice General Manager of Vocus, a wholesale voice and internet provider. In this role, he is in charge of building and growing sales of the company. Previously, Mr Trevor was in a leadership position at Soul Pattinson Telecommunications.

## About Russell Reynolds Associates

**Leadership.** In today's ever-changing global business environment, success is driven by the talent, vision and leadership capabilities of senior executives.

Russell Reynolds Associates is a leading global executive search and assessment firm with more than 300 consultants based in 39 offices worldwide. Our consultants work closely with public and private organizations to identify, assess and recruit senior executives and board members to drive long-term growth and success. We value teamwork, serving our clients with a collaborative approach that spans our international network of sector and functional experts.

Our in-depth knowledge of major industries and our clients' specific business challenges, combined with our understanding of who and what makes an effective leader ensure that our clients secure the best leadership teams for the ongoing success of their businesses. For more information, please visit us at [www.russellreynolds.com](http://www.russellreynolds.com).