



Melbourne IT Ltd  
ABN 21 073 716 793  
ACN 073 716 793  
Level Two 120 King Street  
Melbourne Victoria 3000 Australia

[www.melbourneit.com](http://www.melbourneit.com)  
Telephone +61 3 8624 2400  
Facsimile +61 3 8624 2499

8 February 2013

Attention: Ms Christine Willett  
VP gTLD Operations  
ICANN  
12025 Waterfront Drive, Suite 3000  
Los Angeles, CA 90094-2536  
UNITED STATES OF AMERICA

Dear Ms Willett,

Melbourne IT is working with several new gTLD applicants in the Asia-Pacific region. Many of these IDN gTLD applicants have contacted us to express their concern with the timing of the Clarifying Questions (CQs). The Chinese New Year (Spring Festival) commences today, 8 February, and continues until 17 February. This is the major holiday celebration in the region and businesses often close or greatly reduce their staff numbers. In some cases key staff do not return to work until the end of February.

As a consequence our clients inform us that they are finding it difficult to secure internal approvals for responses to CQs and getting new Letters of Credits issued by their financial institutions. Furthermore, since English is not a native language to these applicants, their response time is made shorter by the need to translate questions and responses.

I would urge ICANN to take into consideration the needs of the local community and grant reasonable extensions to applicants who make a good faith effort to respond to CQs during the Chinese holiday season.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Lena Carlsson', written in a cursive style.

Lena Carlsson  
Vice President Domain Strategy