

01 October 2015

Telkom offers SMBS customers digital boost.

Telkom's Small and Medium Business (SMBS) customers have been given the opportunity to develop the digital end of their business with Telkom's offer to double their data allocation for free from 01 October 2015 to 31 March 2016.

Telkom has also reduced prices on some high end data packages and DSL and Fibre to the Business bundles. In these instances customers can receive up to 1 terrabyte of data for R1599 and new in bundle data prices now give customers 100 gigabytes of data for R145 per month.

"ICT is a critical enabler for developing small businesses, providing them the opportunity for greater innovation and efficiencies. Our focus on value and price reductions means our customers can explore further enablement of a more connected business in this digital era," said Telkom's Managing Executive for Small and Medium Business, Thami Magazi.

Value added services such as Static IP addresses, VoIP prioritisation, SmartSite and Multisite Internet have been geared to help SMBS customers improve efficiencies and gain a competitive edge.

Telkom's new SmartSite product makes it easy for SMBS' to take their businesses online for marketing and digital effectiveness. SmartSite offers customers professional and responsive websites for their business which functions on any device.

"We understand that our SMBS customers can only benefit from being present online. SmartSite makes it easy for them to do this without having to be a web whizz. We have also put the control of Internet usage in the customer's hands with our new Multisite Internet product which allows customers to pay for the amount gigabytes they use each month that is above the 20GB threshold without the Fair Usage Policy being applied," explained Magazi.

Static (Fixed) IP addresses allow businesses to make the most of their Internet service through more reliable connections and effective, secure remote access to business applications from any location. The Voice Prioritisation feature enables customers to configure their Internet traffic so that Voice over IP (VoIP) calls get preference over other applications, which means better voice quality and an improved Internet experience.

"The overhaul of our offers has been focused on developing and supporting digital innovation in the SMBS market. With more data, price reductions and new value propositions we hope our customers will gain even more momentum on their digital journey," concluded Magazi.

Additional Information

New Stand-alone product prices and data values

Stand-alone Soft cap Data

Product	Current Price	Promotional Data amount	New Price
10GB	R99	20GB	R99
20GB	R149	40GB	R149
50GB	R269	100GB	R269
100GB	R525	200GB	R525
200GB	R995	400GB	R699
300GB	R1495	600GB	R999
500GB	R2495	1TB	R1599

The double data promotion applies from 1 October 2015 to 31 March 2016

Uncapped customers can now also enjoy the benefit of lower prices.

Internet Business Uncapped Standalone

Product Description	Current Price	New Price
2Mbps Business Uncapped	R275	R275
4Mbps Business Uncapped	R395	R395
10Mbps Business Uncapped	R725	R725
20Mbps Business Uncapped	R1199	R1119
40Mbps Business Uncapped	R1899	R1749
100Mbps Business Uncapped	R2687	R2149

Price changes applicable from 1 October 2015

Premium Uncapped customers also benefit from lower prices.

ISP Premium Business Uncapped Standalone

Product Description	Current Price	New Price
2Mbps Premium Uncapped	R545	R545
4Mbps Premium Uncapped	R1045	R799
10Mbps Premium Uncapped	R1985	R1499
20Mbps Premium Uncapped	R2199	R1799
40Mbps Premium Uncapped	R2799	R2399
100Mbps Premium Uncapped	R4807	R3699

Price changes applicable from 1 October 2015

Customers of our bundled services will now be able to take advantage of doubled data (Soft Cap) as well as low in bundle data prices across all bundled products.

New Bundle product prices and Data values

Soft Cap Bundles

Product Description	Current Price	Promotional Data amount	New Price
2Mbps ADSL + 10GB + Micro VAS	R249	20GB	R249
2Mbps ADSL + 20GB + Micro VAS	R299	40GB	R299
2Mbps ADSL + 50GB + Starter VAS	R399	100GB	R369
4Mbps ADSL + 50GB + Starter VAS	R499	100GB	R459
10Mbps VDSL + 100GB + Specialised VAS	R799	200GB	R799
20Mbps VDSL + 100GB + Sophisticated VAS	R949	200GB	R899
40Mbps VDSL + 100GB + Sophisticated VAS	R1149	200GB	R1099
10Mbps FTTB + 50GB + Starter VAS	N/A	100GB	R699
20Mbps FTTB + 100GB + Starter VAS	R999	200GB	R999
40Mbps FTTB + 300GB + Starter VAS	R1499	600GB	R1499
100Mbps FTTB + 500GB + Starter VAS	R1999	1TB	R1999

The double data promotion applies from 1 October 2015 to 31 March 2016

Business Uncapped DSL/Fibre and Internet Bundles

Product Description	Current Price	New Price
2Mbps ADSL + Business Uncapped + Starter VAS	R499	R499
4Mbps ADSL + Business Uncapped + Starter VAS	R753	R753
10Mbps ADSL + Business Uncapped + Starter VAS	R1209	R999
20Mbps VDSL + Business Uncapped + Starter VAS	R1757	R1399
40Mbps VDSL + Business Uncapped + Starter VAS	R2557	R1899
10Mbps FTTB + Business Uncapped + Starter VAS	N/A	R1399
20Mbps FTTB + Business Uncapped + Starter VAS	R2107	R1999
40Mbps FTTB + Business Uncapped + Starter VAS	R2907	R2699
100Mbps FTTB + Business Uncapped + Starter VAS	R3795	R3199

Price changes applicable from 1 October 2015

Premium Uncapped DSL/Fibre and Internet Bundles

Product Description	Current Price	New Price
2Mbps ADSL + Premium Uncapped + Sophisticated VAS	R849	R799
4Mbps ADSL + Premium Uncapped + Sophisticated VAS	R1483	R999
10Mbps VDSL + Premium Uncapped + Sophisticated VAS	R2549	R1899
20Mbps VDSL + Premium Uncapped + Sophisticated VAS	R2837	R2399
40Mbps VDSL + Premium Uncapped + Sophisticated VAS	R3537	R3399
10Mbps FTTB + Premium Uncapped + Sophisticated VAS	N/A	R2199
20Mbps FTTB + Premium Uncapped + Sophisticated VAS	R3187	R2699
40Mbps FTTB + Premium Uncapped + Sophisticated VAS	R3887	R3399
100Mbps FTTB + Premium Uncapped + Sophisticated VAS	R5995	R4799

Price changes applicable from 1 October 2015

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ABOUT TELKOM:

Telkom is a leading communications services provider in South Africa. We had consolidated operating revenue from continuing operations of R31.7 billion and profit after tax from continuing operations of R2,889 million for the year ended 31 March 2015. Total assets amounted to R42.0 billion and equity attributable to the owners of Telkom to R25.7 billion as of 31 March 2015. The group generated free cash flow of R3.9 billion for the year ended 31 March 2015.

As of 31 March 2015, we had approximately 3.4 million telephone access lines in service and 964,196 ports connected via MSAN access. We offer business, residential and payphone customers a wide range of services and products, including:

- fixed-line retail voice services using PSTN (Public Switched Telephone Network) lines, including ISDN (Integrated Services Digital Network) lines, and the sale of subscription based value-added voice services and calling plans;
- fixed-line customer premises equipment rental and sales services both voice and data needs and these include PABX, Computers, Routers, Modems, Telephone handsets and other ancillary equipment;
- interconnection services, including terminating and transiting traffic from South African mobile operators, as well as from international operators and transiting traffic from mobile to international destinations;
- fixed-line data services, including domestic and international data transmission services, such as point-to-point leased lines, ADSL (Asymmetrical Digital Subscriber Line) services, packet-based services, managed data networking services and internet access and related information technology services;
- Data Centre Operations includes e-commerce, application service provider, hosting, data storage, e-mail and security services;
- W-CDMA (Wideband Code Division Multiple Access), a 3G next generation network, including fixed voice services, data services and nomadic voice services;

- mobile communication services, including voice services, data services and handset sales through our mobile navbar-brand called Telkom Mobile;
- information and communication services including cloud services, infrastructure services, workspace services, global service integration management and hardware and network equipment sales locally, in seven African countries, the UK and Dubai through Business Connexion Group; and
- other services including directory services, through Trudon (Pty) Ltd, wireless data services, through Swiftnet (Pty) Ltd.

Convergence is one of our key strategic initiatives in building a sustainable future for Telkom. We will lead the provision of converged services in South Africa in support of our mission statement: Seamlessly connecting people to a better life.