

16 January 2015

## Telkom ramps up SME focus.

The delivery of accessible and value-adding ICT functionality specifically tailored to South Africans growing Small and Medium Enterprises (SME) is a key priority for Telkom in 2015.

The SME sector is widely recognised as a key contributor to South Africa's economic growth and job creation agenda and Telkom is best placed to offer true convergence to these critical business players. Telkom's ability to offer all the components of fixed, data, cloud, IT and mobile capabilities, also means the company is well placed to offer innovative solutions that best serve the SME sector.

To better serve our SME customers, Telkom stores now also offer dedicated business desks. These were created to specialise in analysing the ICT needs of small to medium business customers and ensuring suitable product choices across the spectrum of mobile and fixed voice and data offerings. Computer hardware (e.g. PCs, laptops), office automation and security systems are also available to business customers.

Thami Magazi, Telkom's Managing Executive for the Small and Medium Business Services division, says, "Telkom recognises the vital role it can play in supporting the development of the SME sector. As a leading ICT player in the country, the products we develop will go a long way in enhancing efforts aimed at bringing the second economy into the first.

"Our aim is to provide valuable product offerings and solutions designed specifically for small and medium business as they seek to be sustainable and competitive," continued Magazi.

Speaking of Telkom Business' latest offerings to the SME market, Magazi emphasised that high quality, reliable and affordable communication was vital to the efficient functioning of all businesses.

Magazi says, "Productivity, convenience and cost effectiveness is critical to businesses in the SME sector and that is why it is imperative for us to develop product offerings and solutions specifically aimed at helping our customers achieve just that.

"We want to partner with SMEs as their ICT provider to help transcend their business approaches from mere survivalist small scale operations to leveraging opportunity identification in order to ensure sustainable growth. I believe that small and medium business owners with the appropriate, cost effective and scalable ICT setup in place are best positioned to achieve this," concluded Magazi.

For further enquiries, please contact:

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**Pynee Chetty**

OR **Leigh-Ann Francis**

Senior Specialist: Media Relations

Specialist: Media Relations

Group Communication

Group Communication

Tel:+27 12 642 1716

Tel: +27 12 642 1728

Mobile: +27 81 389 7874

Mobile: +27 81 391 4780

Email: [chettpr2@telkom.co.za](mailto:chettpr2@telkom.co.za)

Email: [francilm@telkom.co.za](mailto:francilm@telkom.co.za)

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## Telkom Park, The Apex

92 Oak Avenue

Technopark

Highveld

Centurion

### **ABOUT TELKOM:**

Telkom is a leading communications services provider in South Africa. We had consolidated operating revenue of R16.8 billion and normalised profit after tax of R1, 683 million for the period ended 30 September 2015. Total assets amounted to R41.9 billion and equity attributable to the owners of Telkom to R23.5 billion as of 30 September 2015. The group generated normalised free cash flow of R1.4 billion for the period ended 30 September 2015.

As of 30 September 2015, we had approximately 3.3 million telephone access lines in service and 1,030,441 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.