

03 August 2017

Telkom reduces the cost to communicate for South African Businesses

Telkom today announced their innovative Uncapped Business Internet offering with the launch of Unlimited Business Internet and voice plans.

Telkom understands the business environment of their customers is ever changing. South Africa is currently facing an economic recession which was followed by the downgrade of South Africa's investment ratings to junk status by Moody, Standard & Poor and Fitch. This has sparked fears of increased liquidations and insolvencies among small and medium businesses leading them to enter a belt tightening period where costs in their business are put under pressure.

To aid the sustainability of small and medium businesses, Telkom is reducing the cost to communicate by offering businesses Uncapped Internet Data and Unlimited on-net Voice for both local and long distance with an exceptional offnet call rate. This includes Unlimited Calling from Telkom to Telkom & Telkom Mobile numbers, with a 50c call rate to offnet destinations and a 79c call rate to 12 predefined international fixed line destinations.

In addition, businesses will also receive the value-added benefits of CallAnswer, IdentiCall and WaitingCall as well as 1GB/2GB/3GB Telkom Internet Mobile data (dependant on package), a 3G Dongle, DSL/Fibre Router and Always on Voice Failover on DSL.

Telkom has been taking a stand against the high cost of broadband for some time now. It understands that the growth of South Africa's data-driven economy is constrained by high data and communication costs, which affects businesses whose survival depends on communication.

"Businesses in South Africa want more affordable, high speed connections, and effective and efficient communication means to assist in accelerating the growth of their business. Our Telkom Unlimited Business offering will provide both our existing and new customers with new opportunities for innovation, expansion, and e-commerce. We are reducing the cost to communicate and providing businesses with greater internet access," said Telkom Consumer CEO Attila Vitai.

"Our recently launched Unlimited Home offering to fixed line customers gives South Africans the freedom they need to communicate conveniently and cost-effectively. Unlimited Business extends our commitment of affordability to established and emerging businesses. We are at the forefront of reducing communication costs and Telkom has taken another big step to expand access together with high-speed internet which will contribute to sustainability of businesses, foster economic growth and job creation," he said.

Telkom's Unlimited Business offering

The following table provides an overview of the price of Telkom's new innovative business product portfolio.

Business Unlimited Uncapped Offers	Price	Customer Benefits
Unlimited Business DSL or Fibre 4Mbps	R799	• Business Uncapped internet

Unlimited Business DSL or Fibre 8Mbps	R899	<ul style="list-style-type: none"> • Unlimited Telkom Fixed to Telkom Fixed Onnet
Unlimited Business DSL or Fibre 10Mbps	R999	<ul style="list-style-type: none"> • Unlimited Telkom Fixed to Telkom Mobile
Unlimited Business DSL or Fibre 20Mbps	R1099	<ul style="list-style-type: none"> • Discounted Call Rate of R0.50c Fixed to Other Mobile (Vodacom, MTN & Cell-C)
Unlimited Business DSL or Fibre 40Mbps	R1399	<ul style="list-style-type: none"> • 12 predefined international fixed line destinations at R0.79c (VAT inclusive)
Unlimited Business Fibre 100Mbps	R1799	<ul style="list-style-type: none"> • Free Call Catcher includes (i.e. CallAnswer, WaitingCall and IdentiCall) • Pure per second billing • Free TI mobile data (4Mbps gets 1GB, 8/10Mbps gets 2GB, 20-100Mbps get 3GB) • Increased Fair Usage Policy • Free modem and Installation on 24 months • Business Hours priority on Internet traffic • Prioritised support • Business Tax benefits

From 3 August 2017, existing Uncapped Internet customers will derive value of double the speed or a reduced monthly subscription fee, with an average price reduction of 24% across all speeds. For example; for only R1 more per month, current uncapped business customers can transition from 2Mbps Uncapped to 4Mbps Uncapped with “free unlimited Telkom calls” and a discounted fixed to mobile call rate as an additional benefit. Whilst the 10Mbps Uncapped customers will save R299 a month, and also enjoy the benefit of unlimited Telkom calls and the discounted fixed to mobile rate of R50c.

The Unlimited Business plans entry level speeds will now be 4Mbps going up to 100Mbps on fibre. The service offers uncapped data, with day time priority on internet traffic as well as prioritised support. In addition signing up as a Telkom Business customer affords the business tax benefits.”

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ABOUT TELKOM:

Telkom is a leading information and communications technology services provider in South Africa. We had consolidated operating revenue of R41 billion and normalised profit after tax of R3 907 million for the year ended 31 March 2017. Total assets amounted to R48.0 billion and equity attributable to the owners of Telkom to R27.6 billion as of 31 March 2017.

As of 31 March 2017, we had approximately 3.0 million telephone access lines in service and 1,329,450 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 brand called Telkom Mobile;
- information technology services including converged communication, IT service solutions, application solutions, IT hardware and software and industrial technology service 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.