

## Business Rules & Terms and Conditions

**Campaign:** PABX Rental Holiday (1–3 Months Free)

**Period:** 15 January 2026 – 31 March 2026

**Scope:** Exclusive to New-to-Franchise (NTF) and New-to-Business (NTB) deals.

**Exclusion:** Migrations of existing customers.

### 1. Eligibility

- Offer applies exclusively to NTF (New-to-Franchise) and NTB (New-to-Business) customers.
- Migrations of existing customers are excluded from this campaign.
- Contracts must be signed between 15 January 2026 and 31 March 2026.

### 2. Rental Holiday Structure

- 24-month contracts - 1-month free rental.
- 36-month contracts - 2 months free rental.
- 48- or 60-month contracts - 3 months free rental.
  - **One Month Free on the Unlimited VoIP and Unlimited Flexi on 48- or 60-month PABX Term Contracts only.**

### 3. Commission Rules

- Commission payable to salespersons will be calculated on the Total Contract Value (TCV) net of the free rental months.
- The free months will be deducted from the TCV before commission eligibility is determined.

Examples:

- 24-month contract @ R5,000/month = R120,000 gross TCV.
  - Deduction = R5,000 (1 month free).
  - Commissionable TCV = R115,000.
- 36-month contract @ R5,000/month = R180,000 gross TCV.
  - Deduction = R10,000 (2 months free).
  - Commissionable TCV = R170,000.
- 60-month contract @ R5,000/month = R300,000 gross TCV.
  - Deduction = R15,000 (3 months free).
  - Commissionable TCV = R285,000.

#### **4. Approval & Validation**

- All qualifying deals must be submitted by Sales as per the current PABX process for activation.
- The Product & Development Team will manage campaign oversight in collaboration with Sales Support.

#### **5. Tracking & Reporting**

- Uptake and conversion uplift will be tracked via monthly reporting.

#### **6. Early Termination**

- If a customer terminates early, the clawback of the rental holiday will be enforced.

#### **7. General Conditions**

- Offer is non-transferable and can be combined with other approved promotions.
- Telkom Business reserves the right to withdraw or amend the campaign at any time, subject to executive approval.
- Telkom Standard contract terms and conditions apply.