

Independent Communications Authority of South Africa

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BI-ANNUAL REPORT ON THE ANALYSIS OF TARIFF NOTIFICATIONS SUBMITTED TO ICASA FOR THE PERIOD 01 JANUARY 2016 TO 30 JUNE 2017

Disclaimer: Information contained in this Report is based on notifications submitted by licensees in terms of regulation 9(1) of the Standard Terms and Conditions Regulations, Government Gazette No. 33294 and regulation 5(1) of the End User and Subscriber Service Charter Regulations, Government Gazette No. 39898. Where necessary additional research was conducted to compare tariff plans and benchmark data prices.

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Glossary

TERM	DEFINITION
Flat-rate tariffs	Tariffs that charge the same retail rate for calls to any subscriber
Dynamic tariffs	Are tariff plans which offer lower retail prices depending on the time of day and location.
In-bundle rate	This according to Manx telecom refers to a package in which a subscriber is offered allocated capacity at a lower price; anything used within this package is charged at in-bundle rates.
On-Net (On network) Tariff	Manx telecom, defines this as the price per minute of a call from a mobile cellular prepaid telephone to a mobile cellular subscriber of the same network.
Out-of-Bundle-Rate	This is a rate that a subscriber is charged when they have depleted the allocated capacity purchased (Manx Telecom).
Off-Net (Off network) tariff	This according to Manx Telecom, is the price per minute of a call from a mobile cellular prepaid telephone to a mobile cellular subscriber of another (competing) network.
Post-paid Plan	This according to International Telecommunications Union (ITU, 2010), is a mobile cellular service in which a subscriber pays monthly

	subscription and usage charges at the end of each month for the allocation of voice minutes, SMS and data.
Pre-paid Plan	The ITU (2010), defines this as a mobile cellular service in which a subscriber is pays in advance for the allocation of voice minutes, SMS and data in fixed amounts.

Executive Summary

The Independent Communications Authority of South Africa (ICASA, hereon referred to as the Authority) is mandated to regulate electronic communications in the public interest, in ensuring that it carries this mandate effectively, it monitors the electronic communications and telecommunications (ICT) sector to ensure that interests of the consumers are promoted as per object 2(n) of the Electronic Communications Act No. 36 of 2005 (ECA, as amended). This tariff analysis report aims to ensure that end-users (customers) are aware of the various retail tariffs that are available or have been in existence in the telecommunications sector during the period of 02 January 2017 to 30 June 2017 as well as initiatives being undertaken by the Authority to reduce the cost to communicate. This ensures that there is retail tariff transparency, which could potentially encourage competition as it is likely to minimise pricing and product information asymmetries in the sector.

The Authority received 118 tariff notifications, inclusive of promotions, during the period under review, i.e. 02 January 2017 to 30 June 2017. This report is categorised into four sections namely section 2 which provides an analysis of the notifications received, which are categorised as Standard Prepaid Voice Tariffs, Promotional Prepaid Voice Tariffs, Standard Prepaid Data Tariffs, Standard Prepaid and post-paid promotional data tariffs, Sim Only and post-paid data. The headline standard voice prepaid tariff remained unchanged during the period under review. However, there were changes on the data prepaid data bundles, since Cell C increased some of its prepaid data bundles, such as the 25MB bundle by 25% (from R8 to R10). Moreover, Cell C's prepaid out-of-bundle call rates increased by 11%, from R0.99 to R1.10 per minute. Although Cell C has increased its standard pre-paid data prices, it is still relatively cheaper than MTN and Vodacom. Furthermore, the Authority acknowledges that subscribers who signed up and used a variety of promotional tariffs provided by operators would have derived some benefit and/or experienced a reduction in standard tariff rates.

Section 3, benchmarks data prices for 500MB, 1GB and 2GB within identified African countries. The Authority has noted the concerns behind the #datamustfall

campaign. To this end, the Authority is currently working on various regulatory initiatives to address calls for a reduction in costs to communicate, particularly data prices, these are discussed in sub-section 3.4. and a brief progress report on these is provided. The initiatives, include collaborative partnerships with other regulatory bodies, i.e. the National Consumer Commission (NCC) and the Competition Commission (CC) to find ways in which data costs can be further reduced for the benefit of consumers and has also published a notice of an inquiry to determine the priority markets in the Electronic Communications sector to address the high cost of communication in South Africa to ensure that data and any other communication services become affordable for consumers.

The explanation of tariff notifications filed and/or in existence in the period under review, can be found in annexure A.

1. Introduction

In terms of the Standard Terms and Conditions Regulations of 2010 and End-user and Subscriber Regulations of 2016, Individual licensees are required to file notifications of tariffs and promotions with the Authority, seven (7) days prior to launching them in the market. The analysis contained in this report is based on tariffs that were filed during the period of 02 January to 30 June 2017 and those which continued to exist in the market as at end of June 2017.

The purpose of the report is to highlight the different tariff plans (prices and product offerings) which were filed and/or existed in the market during the period under review. The aim of this report is aligned to object 2(n) of the ECA which is to *"promote the interest of consumers with regard to the price, quality and the variety of electronic communication services"* as it seeks to ensure that there is retail price transparency. This would enable customers to make an informed choice, in terms of tariff plan preferences and/or preferred service providers based on their different offerings.

Following the second quarter tariff analysis report, published on ICASA's website on 27 March 2017, the purpose of this report is to provide an update on tariffs that were filed by the different mobile operators during the period under review.

This report entails an analysis of various retail tariff plans and promotions such as the standard prepaid voice and data, promotional voice and data, Sim only packages, Fibre-to-the-home (FTTH) and Fibre-to-the-business (FTTB) packages, filed by different individual licensees during the period under review. It also provides a precise data price benchmarking analysis in section 3 and ends with a conclusion in section 4.

2. Analysis of Tariffs Notified to the Authority

In terms of Schedule 3, regulation 9(1) of the Standard Terms and Conditions for Individual Licences Regulations (*Government Gazette No. 33294*) and in terms of regulation 5 (1) of the End User and Subscriber Charter Regulations (*Government Gazette No. 39898*), operators are required to notify the Authority of their proposed tariffs and promotions before they can implement them.

There were mainly four types of prepaid tariff plans that were on offer in the market:

- Standard prepaid voice tariffs;
- Promotional prepaid voice tariffs;
- Standard prepaid data tariffs; and
- Promotional prepaid data tariffs.

Each type of tariff is analysed in sub-sections 2.1, 2.2., 2.4. and 2.5. below. In terms of post-paid tariff plan/s, the Sim-only post-paid tariffs are analysed in sub-section 2.6. A brief comparative analysis of FTTH and FTTB plans and offerings, as per information submitted by licensees during the period under review, is provided in sub-section 2.7.

2.1. Analysis of Standard Prepaid Voice Tariffs

The Authority received 3 standard prepaid voice tariffs notifications during the period under review. There were mainly three types of prepaid tariff plans on offer:

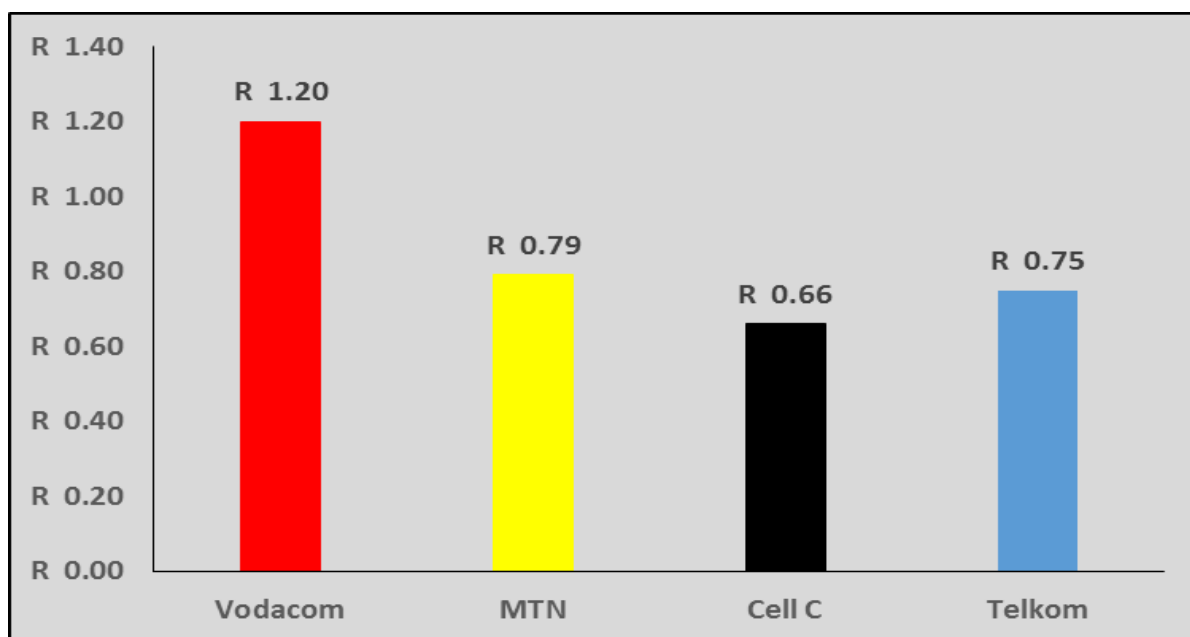
- Flat-rate tariffs that charge the same retail rate for calls to any subscriber;
- On-net focused tariffs give subscribers substantial benefits for calling other subscribers on the same network; and
- Dynamic tariffs are tariff plans which offer lower retail prices depending on the time of day and location.

2.1.1. Flat-rate tariffs

All flat-rate tariffs are charged on a per second basis, meaning that subscribers only pay for the duration of the call.

Figure 1 shows a comparison of the cheapest per minute (billed per second) tariff plans namely Vodacom Anytime Per Second, MTN Pay Per Second, Cell C 66c on Prepaid and Telkom SIM SONKE. Cell C has the lowest per second tariff plan at 66 c per minute followed by Telkom Mobile at 75 c per minute and MTN with a tariff plan of 79 c per minute. Vodacom charges R1.20 per minute which is the highest when compared to the other licensees' tariff plans.

Figure 1: Cheapest per minute retail tariffs per network operator



Source: ICASA database based on tariff notifications

Table 1 below shows an example of how much a subscriber would have paid based on the network chosen and the duration of a call.

Table 1: The price of a call over time per second tariffs

	Vodacom	MTN	Cell C	Telkom
Tariff plan	Anytime Per Second	Pay Per Second	66c on Prepaid	Sim-Sonke
Per minute fee	R 1.20	R 0.79	R 0.66	R 0.75
Length of a call (minutes)				
0.5	R 0.60	R 0.40	R 0.33	R 0.38
1	R 1.20	R 0.79	R 0.66	R 0.75
1.5	R 1.80	R 1.19	R 0.99	R 1.13
2	R 2.40	R 1.58	R 1.32	R 1.50
2.5	R 3.00	R 1.98	R 1.65	R 1.88
3	R 3.60	R 2.37	R 1.98	R 2.25
3.5	R 4.20	R 2.77	R 2.31	R 2.63
4	R 4.80	R 3.16	R 2.64	R 3.00
4.5	R 5.40	R 3.56	R 2.97	R 3.38
5	R 6.00	R 3.95	R 3.30	R 3.75

Source: ICASA database based on tariff notifications

In terms of Table 1 above a customer who is for instance on Vodacom and makes a call for 3 minutes will pay R3.60, whilst if they were on MTN they would pay R2.37 for the same number of minutes, R1.98 on Cell C and R2.25 on Telkom.

2.1.2. On-net focused tariffs

Vodacom and MTN offered on-net focused tariffs. Vodacom offered the Daily Free Calls plan whilst MTN offered the Talk Free plan. Table 2 below shows how much each network charges.

Table 2: On-net focused tariff plans: Vodacom and MTN

Tariff plan name	On-net call	Call to another network
Vodacom Daily Free Calls	R1.20	R1.20
MTN Talk Free	R1.20	R0.79

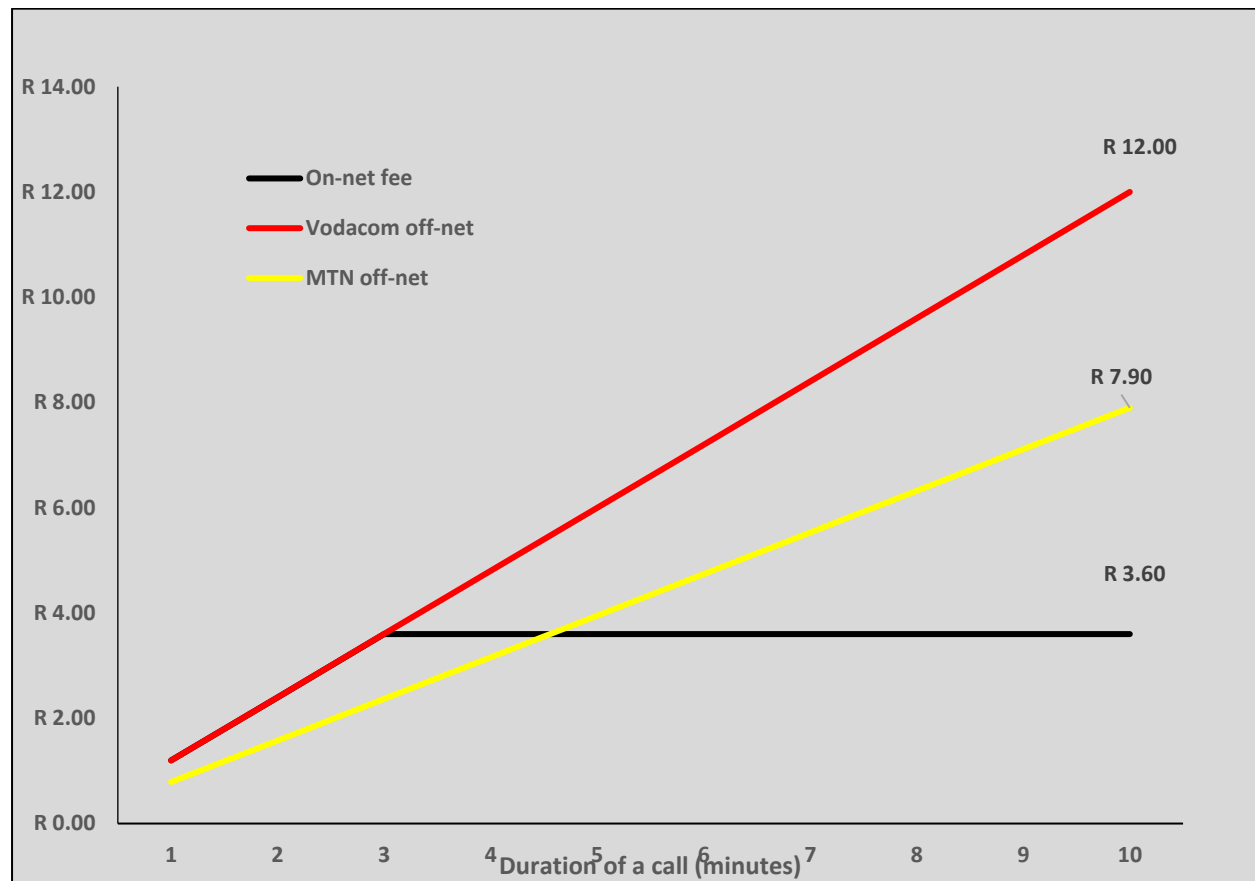
Source: ICASA database based on tariff notifications

Table 2 above shows that both Vodacom and MTN charged the same rate of R1.20 per minute for on-net calls. Furthermore, for an on-net call with a duration of at least 3 minutes and not longer than 60 minutes, both networks capped the total charge for a call at R3.60, meaning that a subscriber received a benefit of 57 additional minutes (at no additional cost) when making an on-net call. This means that effectively, a subscriber pays a rate of R0.06 per minute if the duration of a call is 60 minutes. However, the effective rate per minute of on-net calls vary as the durations of an on-net call accumulates per minute.

Table 2 shows that MTN's Talk Free package charged a rate of R0.79 per minute and Vodacom charged a rate of R1.20 per minute, for off-net calls. MTN Talk Free subscribers paid, on average, more for on-net calls on a per minute basis compared to off-net calls where the duration of the call was less than 4 minutes. This means that on-net calls only became cheaper than off-net calls after a duration of 5 minutes or longer.

Figure 2 below shows the impact of the different tariffs on the price a subscriber paid for a call made for a duration of 1 to 10 minutes.

Figure 2: Vodacom Daily Free Calls versus MTN Talk Free

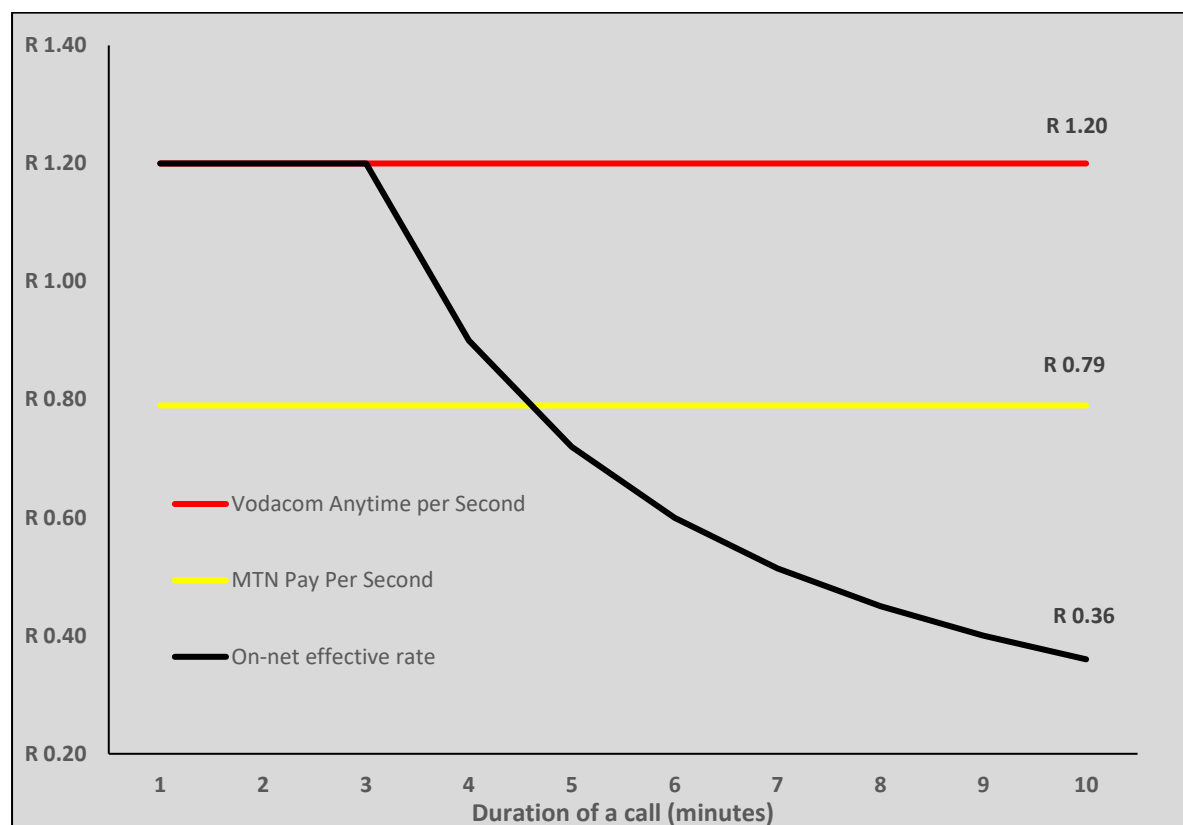


Source: ICASA database based on tariff notifications

Figure 2 above shows how Vodacom's Daily Free Calls and MTN's Talk Free subscribers paid a total fee of R3.60 for any on-net call more than three minutes. Additionally, Vodacom's Daily Free Calls and MTN's Talk Free subscribers paid a total fee of R12.00 and R7.90 respectively for an off-net call with a duration of 10 minutes.

Figure 3 below provides an illustration of how the average effective price per on-net minute were reduced as the duration of an on-net call increased. Subscribers may have effectively paid as low as R0.36 per minute for a call lasting ten minutes.

Figure 3: The effective rate for On-net Vodacom Daily calls and MTN Talk Free in comparison with on-net Vodacom Anytime Per Second and MTN Per second



Source: ICASA database based on tariff notifications

When compared with the flat rate tariffs, subscribers may have only benefited from these low average effective tariffs when the following conditions were met:

- Vodacom: the on-net call lasted longer than three minutes when compared with Vodacom Anytime per second.
- MTN: the on-net call lasted longer than five minutes when compared to MTN Pay Per Second minutes.

2.1.3. Dynamic tariffs

Vodacom and MTN also offered dynamic retail tariffs. The aim of these types of tariffs is usually to stimulate subscriber demand on the networks during periods of low traffic or call volumes in specific geographic locations and at a particular time of the day. The tariffs (before discounts) for these plans are outlined in Table 3, below.

Table 3: Vodacom and MTN tariffs before discounts for dynamic tariff plans

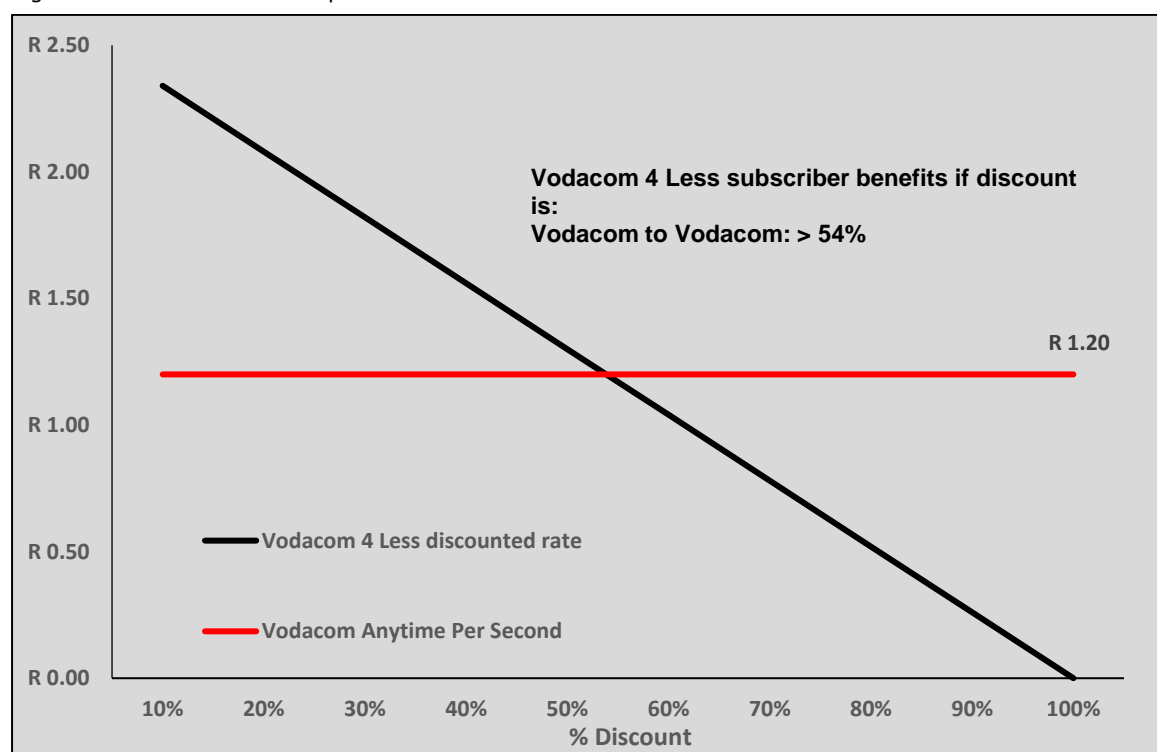
Tariff plan name	On-net call	Call to another network
Vodacom 4 Less	R 2.60	R 2.60
MTN Zone	R 2.50	R 2.50

Source: ICASA database based on tariff notifications

Table 3 shows that the tariff, before discounts, per minute for these plans was more than double the tariff per minute of the on-net focused tariff plans that Vodacom and MTN offered. However, dynamic tariff plan subscribers had to receive a discount of over 50% on average for these tariff plans to be beneficial when compared to on-net focused tariff plans.

Figures 4 and 5 below show how big the discount had to be for subscribers to benefit from location and time based discounts.

Figure 4: Vodacom 4 Less Impact of discount on actual tariff

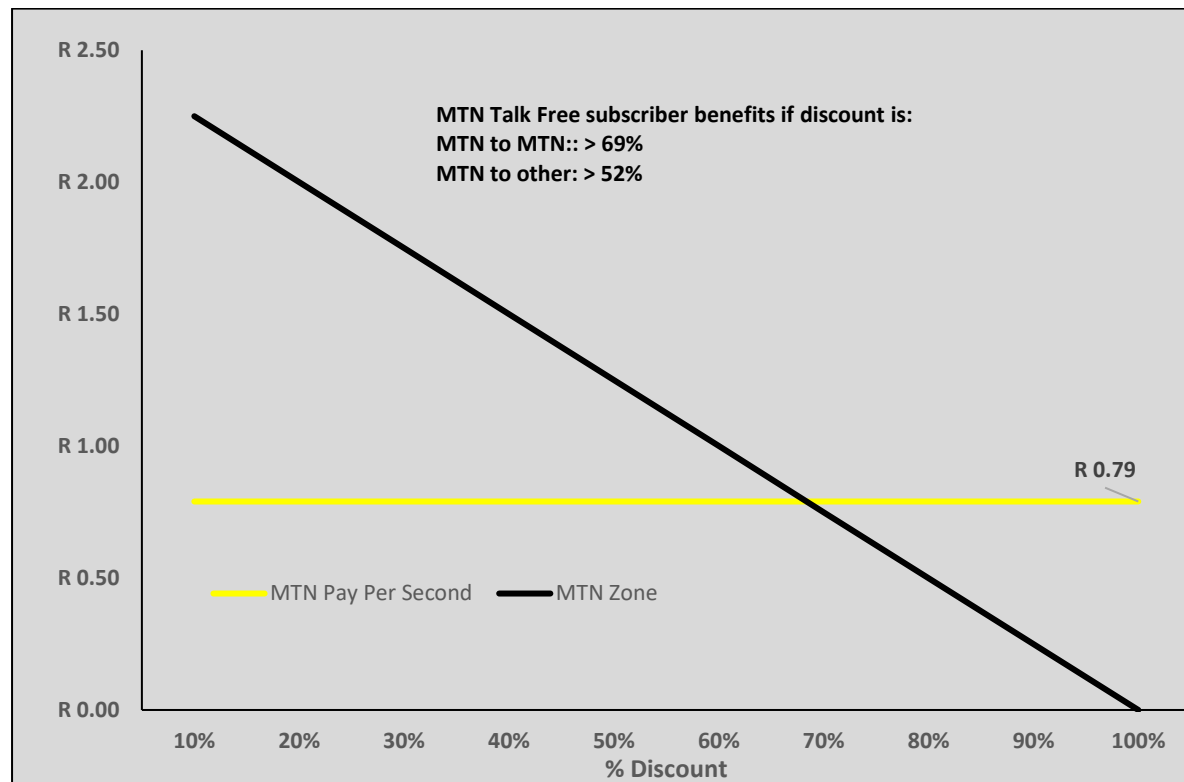


Source: ICASA database based on tariff notifications

Figure 4 above, illustrates that a Vodacom subscriber on a Vodacom 4 Less tariff plan had to receive, at least, a 54% discount to pay less than the standard call tariff using Vodacom Anytime per Second. For example, if a subscriber makes a call at 21h00 when the traffic volume is lower, they might receive 60% discount

of the tariff plan, instead of paying R2.60 on Yebo 4 less per minute voice call. On the other hand, a subscriber making a call during peak period at 14h00 might receive 10% discount due to the higher traffic volume on the network. It is worth noting that the discount could be up to 100%.

Figure 5: MTN Zone Free: impact of discount on actual tariff



Source: ICASA database based on tariff notifications

Figure 5 above, illustrates that a subscriber on an MTN Zone tariff plan had to receive a discount of at least 69% discount, to pay less than the standard call tariff using MTN per Second. For example, if a subscriber makes a call at 21h00 when the traffic volume is lower, they might receive a discount of 80%, instead of paying R2.50 on MTN Zone per minute voice call. On the other hand, a subscriber making a call during peak period at 14h00 might receive 10% discount due to the higher traffic volume on the network. It is worth noting that the discount could be up to 100%.

2.2. Analysis of Promotional Prepaid Voice Tariffs

This section analyses the promotional prepaid voice tariffs which were filed during the period under review. The promotional tariff plans are short term in nature and their validity period range from one day up to 6 months.

2.2.1. Power Hour Promotion

Vodacom's Power Hour Promotion was initially launched on 12 July 2012, and has been extended since then. The promotion is a voice bundle that offers customers 60 on-net voice minutes at R8. The bundle is valid from the time of purchase until mid-night of the day of purchase with no carry over. The bundle is available for purchase between 6am and 10pm.

In terms of the usage policy, a customer is allowed to activate a power hour once a day. When a customer has exhausted the 60 voice minutes allocated, they are then charged at the primary price plan rate. For instance, in the case of the Vodacom Per Second Plan, once the bundle minutes are used up, voice call per minute will charge at a subscriber's current price plan rate.

Table 4: Power Hour Promotion

Length of the call-in minutes	Power hour, R8	Power hour, R8, Effective rate	Anytime Per Second
1	R 8.00	R 8.00	R 1.20
2	R 8.00	R 4.00	R 2.40
3	R 8.00	R 2.67	R 3.60
5	R 8.00	R 1.60	R 6.00
10	R 8.00	R 0.80	R 12.00
15	R 8.00	R 0.53	R 18.00
20	R 8.00	R 0.40	R 24.00
30	R 8.00	R 0.27	R 0.04
60	R 8.00	R 0.13	R 72.00

Source: ICASA database based on tariff notifications

Table 4 compares the total cost and benefit of a call lasting 60 minutes between Vodacom's Anytime Per Second prepaid plan with Power Hour. Table 4 also illustrates that the Anytime Per Second prepaid plan with Power Hour is beneficial only when the duration of a call is more than 5 minutes. For example, a three-

minute call is R8 instead of R3.60 if a Power Hour plan is activated. This means that the Anytime Per Second prepaid plan without a Power Hour plan is beneficial only if the duration of a call is less than 5 minutes.

At the point where the duration of a call is 60 minutes, Anytime Per Second prepaid plan with Power Hour activation would be beneficial as the 60-minute call duration is charged at R8, whilst a customer on an Anytime Per Second prepaid plan without activation of Power Hour is charged at R72. It is worth noting that customers that activate Power Hour Promotion must ensure that the allocated 60 minutes are used up by midnight on the day of purchase. For instance, if a customer spends only 5 minutes of a call duration of the total 60 minutes allocated, that customer would not realise the full benefit of the Power Hour Promotion and would pay an effective rate of R1.40 per minute. The promotion is valid until 26 October 2017.

2.2.2. Vodacom Chat for 30 Promotion

Vodacom's Chat 30 was initially launched on 10 October 2015 and has since been extended. The Promotion offered subscribers 30 minutes' worth of calls across all mobile networks for a price of R10 between 6am and midnight, unlike Power Hour whose bundle minutes can be used for on-net voice calls only. The bundle is measured on a per-minute basis and is valid from the time of purchase to midnight on the day of purchase. This promotion was not available to the subscribers on the 79c Prepaid Promotion. Table 5 below shows the comparison of Chat for 30, Power Hour Daily and Anytime per second against the length of the call in minutes.

Table 5: Vodacom Chat for 30 Promotion

Length of the call in minutes	Chat for 30 Promotion	Power hour, R8	Daily Free	Anytime Per Second
1	R 10.00	R 8.00	R 1.20	R 1.20
2	R 5.00	R 4.00	R 2.40	R 2.40
3	R 2.50	R 2.67	R 3.60	R 3.60
5	R 1.25	R 1.60	R 3.60	R 6.00
10	R 0.63	R 0.80	R 3.60	R 12.00
15	R 0.31	R 0.53	R 3.60	R 18.00
20	R 0.16	R 0.40	R 3.60	R 24.00
30	R 0.08	R 0.27	R 3.60	R 36.00

Source: ICASA database based on tariff notifications

Table 5 shows that Vodacom's Daily Free Prepaid Plan is the cheapest, if a call is more than a 3-minute duration. However, if a call is less than a 3-minute duration, the Vodacom Chat for 30 Promotion is the cheapest when compared with Daily Free and Anytime Per Second prepaid tariff plan. Unlike Vodacom Daily the Chart 30 Promotional Plan is not limited to on-net calls. The promotion is valid until 27 August 2017.

2.2.3. Vodacom 79c Promotion

Vodacom's 79c was initially launched on 30 April 2014, and has since been extended. The Promotion is a voice plan targeted at new and existing prepaid customers. The promotion charges 79c per minute accumulated on a per-second basis for each call. Customers subscribing to the 79c Promotion can save as much as 41c per minute compared to the Vodacom Call Per Second prepaid plan. The promotion is available until 27 August 2017.

2.2.4. Vodacom NXT LVL Back to Campus Promotion

Vodacom Next Level Youth (NXTLVL) was initially launched on 30 April 2014, and has since been amended. The promotion is targeted at youth under 25 years old. It is available to prepaid and top up customers. Table 6 below shows the prices of the NXTLVL promotion.

Table 6: Vodacom Next Level Youth Proposition (NXTLVL) Promotion

Bundle	Validity period	Data	Night Owl	Data gift Prepaid Friend
R 5.00	1 Day	50MB	50MB	50MB
R 12.00	1 Day	250MB	250MB	50MB
R 89.00	30 Days	500MB	500MB	50MB

Source: ICASA database based on tariff notifications

Table 6 above illustrates the different NXTLVL bundles according to its validity period and the allocation of data, for example, if a subscriber purchases a R5.00 NXTLVL bundle, they will get 50MB of data and an additional 50MB Night Owl data which is valid for a day.

2.2.5. Vodacom New Additional NXT LVL Top-up offering

NXT LVL Back to Campus Promotion is targeted at youth under 25 years of age.

Table 7 below shows the prices of the NXT LVL top-up offering.

Table 7: New additional NXTLVL Bundles Top-up offering

	Subscription	Incl. Minutes	Out of bundle rates				
			MB	SMS	Voice	Data	SMS
NXT LVL Sim Only	R 129.00	R 30.00	1024	10	R 1.85	R1.00	R0.35
NXT LVL Bundles Offer	R 219.00	R 20.00	1024	10	R 1.85	R1.00	R0.35

Source: ICASA database based on tariff notifications

Table 7 illustrates that customers receive a monthly allocation which is valid for 30days, which depend on the respective bundle. The promotion was available until 8 April 2017. NXT LVL Back to Campus Promotion benefitted customers who are under 25 years only, through choice and effectively lower prices.

2.2.6. Vodacom NXT LVL Smart plan

Vodacom NXT LVL Smart plan trial is targeted at prepaid customers under 25 years old, except for those who are on the Vodacom 79c prepaid promotion. The trial offer will be run for 6 months from 22 June 2017, until a maximum of 3000 contracts have been sold. It is only available to registered university students from the following institutions:

- Cape Peninsula University of Technology;
- Cape Town University of Technology;
- Tshwane University of Technology; and
- Cape Town University.

Vodacom stated that the reason for choosing the abovementioned Universities is because their provinces, Gauteng and Western Cape, collectively contribute 55% of the Top Up plans. Customers on this plan get a free 50MB data gift bundle to give away to another Vodacom prepaid customer.

The NXT LVL Smart plan benefits students with lower prices and choice to subscribe to this plan or choose other Top Up plans in the market. Students also benefit from the additional 25 SMS offered with their respective data plan.

2.2.7. Vodacom Summer Promotion Competition: Play Everyday

The Vodacom Summer promotion was initially launched on 01 November 2012. Since this date, the promotion has been launched annually in November.

On the other hand, Play Everyday was launched on 15 November 2016. The promotional competition, which was ongoing as at end of June 2017, offers its customers the opportunity to play a game named Play Everyday and win a variety of rewards. The rewards include the following:

- Vodacom network service rewards, e.g. data bundles, SMS bundles, minutes bundles for voice calls and bonus airtime;
- Content rewards, e.g. music, games, videos and news content; and
- Lifestyle rewards, e.g. vouchers.

Customers on this promotion will benefit from getting additional data ranging from 5MB to 2048 MB, SMS allocations ranging from 20 to 200 SMS and voice minutes from 10 to 600 minutes as gifts. These will be valid for a certain period of time depending on the allocation of data. The promotion was valid until 31 March 2018.

2.2.8. Vodacom Night Shift Extension Promotion

Vodacom Night Shift promotion was launched on 14 July 2012. The promotion applies to on-net voice calls (Vodacom to Vodacom) made from 12am to 5am.

The promotion offers the subscribers free 60 on-net voice minutes daily from 12am to 5am. The customers are required to recharge with an airtime voucher of R12 or more to qualify for the Night Shift promotion.

The promotion is targeted at prepaid subscribers, except for customers on the Daily Free Calls and Prepaid 79c tariff plans. Qualifying customers are limited to 60 minutes of Night Shift calls daily. Vodacom Night shift promotion was extended to 31 August 2017.

2.2.9. Vodacom's Change of Name: Wuhu (Unilever) Vodacom Rewards

Vodacom Unilever Promotion has been changed from Vodacom Reward promotional to Wuhu. The promotion was initially launched on 24 May 2017 and

amended on 22 June 2017. The name change is because their third (3rd) party service provider has changed their name and therefore the reward is being realigned accordingly. The URL to view the deals has also changed from <http://www.unileverdeals.co.za> to <https://www.wuhu.co.za>.

The renaming of Unilever to WuHu doesn't impact customers as the standard terms and conditions remain unchanged. The customers still benefit from the rewards in the form of SMS, Voice minutes and data when buying specific Unilever products. The promotion is valid until 02 September 2017.

2.2.10. MTN Unlimited On-Net Calling Promotion

MTN's Unlimited On-Net Calling Promotion is a post-paid unlimited on-net voice calling promotion available to new MTN customers signing up for a fixed term post-paid contract or upgrading to the plan. This promotional plan provides customers with unlimited on-net voice calling minutes for the promotional period.

The unlimited on-net voice calling minutes are only valid for the first three months of the fixed term. Table 8 below, shows the tariff plans for which this promotional offer is provided.

Table 8: Post-paid unlimited on-net voice

Tariff Plan	Voice Promotional Value
My MTN Choice 200 min	Unlimited MTN to MTN
My MTN Choice 350 min	Unlimited MTN to MTN
My MTN Choice 500 min	Unlimited MTN to MTN
My MTN Choice 1000 min	Unlimited MTN to MTN
My MTN Choice Talk +S Plan	Unlimited MTN to MTN
My MTN Choice Talk+M Plan	Unlimited MTN to MTN
My MTN Choice Talk +L Plan	Unlimited MTN to MTN

Source: ICASA database based on tariff notifications

Customers benefit from choice, and an effectively lower price due to the post-paid unlimited on-net voice calling promotion.

2.2.11. Cell C MegaBonus Promotion

Cell C's MegaBonus Promotion was launched on the 3rd of September 2014. It offered customers two times their recharge value and an option to choose whether to use it for on-net calls, SMS or data. For instance, if a customer recharged with R20, they would receive R60 back in value (i.e. R20 actual recharge and R40 free value). The promotion ended on the 31st of January 2017.

2.3. Regulatory interventions underway in the Voice Market

The Authority has embarked on various initiatives to reduce the cost to communicate in both the voice and data markets. The regulatory interventions are time-bound and for the voice market in its short-term plans (i.e. less than 6 months' time) the Authority intends to:

2.3.1. Review of the 2014 Voice Wholesale Call Termination Regulations

The Authority is also undertaking the review of the 2014 voice Wholesale Call Termination Regulations in terms of section 67(8) of the ECA.

The review of the wholesale call termination regulations is intended to increase the effectiveness of competition in the wholesale call termination services markets.

Regulatory interventions in the data market are discussed separately in sub-section 3.4. below.

2.4. Analysis of Standard Prepaid Data Tariffs

2.4.1. Prepaid Data plans

Table 9 and Table 10 below indicates the comparative analysis of the data bundle prices charged by the four licensees in terms of their prepaid data bundles. This comparison shows the difference in terms of absolute value (variance (R)) and percentage value (variance (%)) of the data charges in terms of in-bundle (i.e. labelled as Normal subscription fee) plans and out of bundle rates (OOB) of the same volume of data (i.e. OOB equivalent subscription fee).

Although each licensee is charging an out-of-bundle rate that is different from other licensees, all out-of-bundle rates are standard in relation to the data bundles packages offered by that operator. Therefore, when comparing the variance between the in-bundle rates and the out-of-bundle rates the percentage increases amongst all the four licensees, increase as the size of the bundles increases.

The lower the size of the data bundle the lower the variance, the higher the size of data bundles the higher the variance in terms of the percentages. That is for instance, the absolute value variance (R) for a 500 MB ranges from R 76 to R 901.00 between the licensees, and the absolute value variance (R) for 1GB ranges between R 197.96 and R 1,899.00. Vodacom has the highest absolute value variance for both 500MB and 1GB, whilst Telkom Mobile has the lowest for both data bundles.

The variance in terms of percentages (%) for 500MB range between 110% and 910%, with Vodacom having the highest variance percentage and Telkom Mobile at the lowest percentage (%) variance. On the 1GB data bundle, variance ranges between 1545% and 200%, with Vodacom having the highest variance in terms of percentages and Telkom Mobile having the lowest percentage variances.

According to Table 9, Cell C and Vodacom are charging the same rates for the price of 1GB and 3GB. Both licensees charge R149.00 for 1GB and R299.00 for 3GB, with Telkom Mobile charging the lowest rates for both data bundles, R99.00 for 1GB and R199.00 for 3GB. Telkom Mobile had the lowest charges for most of the prepaid data packages in the period under review with respect to licensees who filed notifications.

Table 9: Prepaid data bundle for Vodacom and MTN

Bundle size (MB)	Vodacom				MTN			
	Normal subscription fee	OOB equivalent subscription fee (R2/MB)	Variance (R)	Variance (%)	Normal subscription fee	OOB equivalent subscription fee (R0.99/MB)	Variance (R)	Variance (%)
100	R 29.00	R 200.00	R 171.00	590%	R 35.00	R 99.00	R 64.00	183%
250	R 59.00	R 500.00	R 441.00	747%	N/A			
500	R 99.00	R 1,000.00	R 901.00	910%	R 105.00	R 495.00	R 390.00	371%
1024	R 149.00	R 2,048.00	R 1,899.00	1274%	R 160.00	R 1,013.76	R 853.76	534%
2048	R 249.00	R 4,096.00	R 3,847.00	1545%	R 260.00	R 2,027.52	R 1,767.52	680%
3072	R 299.00	R 6,144.00	R 5,845.00	1955%	R 330.00	R 3,041.28	R 2,711.28	822%
5120	R 399.00	R 10,240.00	R 9,841.00	2466%	R 430.00	R 5,068.80	R 4,638.80	1079%
10240	R 599.00	R 20,480.00	R 19,881.00	3319%	R 650.00	R 10,137.60	R 9,487.60	1460%
20480	R 999.00	R 40,960.00	R 39,961.00	4000%	R 1,250.00	R 20,275.20	R 19,025.20	1522%

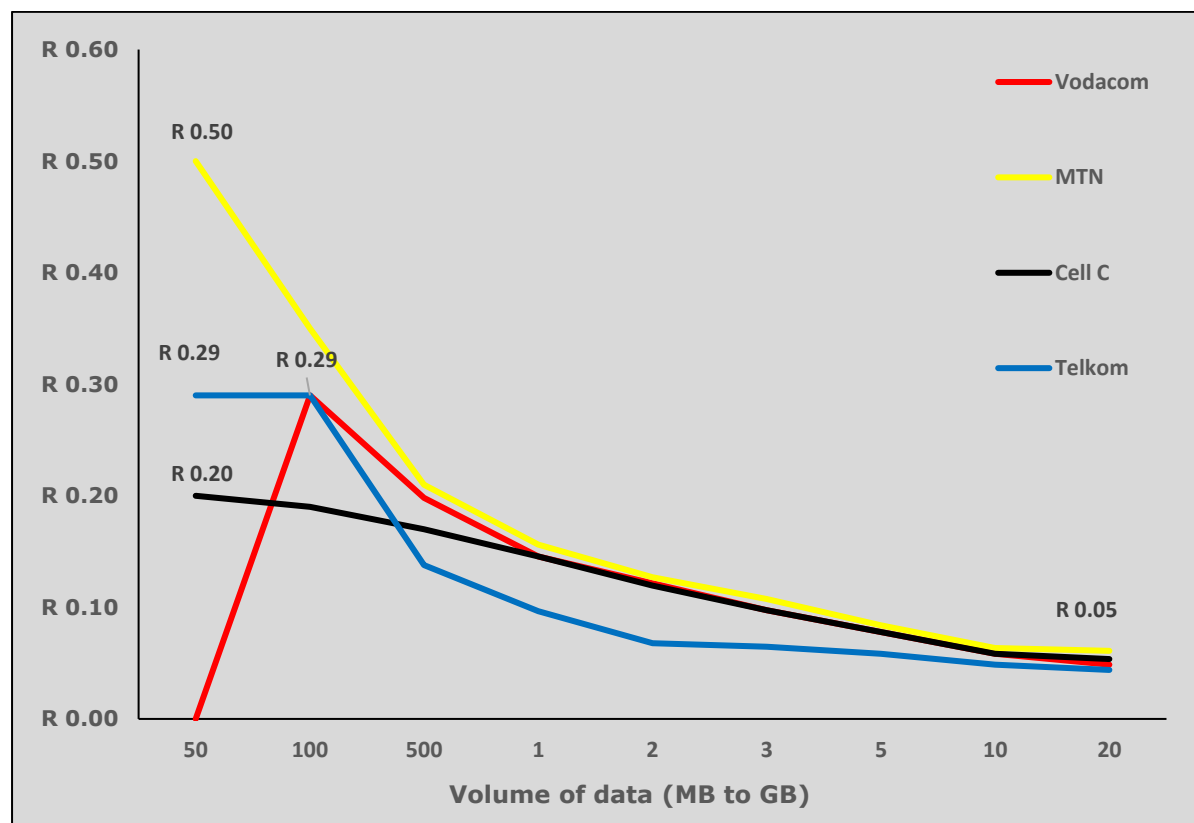
Bundle size (MB)	Cell C				Telkom Mobile			
	Normal subscription fee	OOB equivalent subscription fee (R1.10/MB)	Variance (R)	Variance (%)	Normal subscription fee	OOB equivalent subscription fee (R0.29/MB)	Variance (R)	Variance (%)
100	R 19.00	R 110.00	R 91.00	479%	R 29.00	R 29.00	R 0.00	0%
250	N/A				R 39.00	R 72.50	R 33.50	86%
500	R 85.00	R 550.00	R 465.00	547%	R 69.00	R 145.00	R 76.00	110%
1024	R 149.00	R 1,126.40	R 977.40	656%	R 99.00	R 296.96	R 197.96	200%
2048	R 245.00	R 2,252.80	R 2,007.80	820%	R 139.00	R 593.92	R 454.92	327%
3072	R 299.00	R 3,379.20	R 3,080.20	1030%	R 199.00	R 890.88	R 691.88	348%
5120	R 399.00	R 5,632.00	R 5,233.00	1312%	R 299.00	R 1,484.80	R 1,185.80	397%
10240	R 549.00	R 11,264.00	R 10,715.00	1952%	R 499.00	R 2,969.60	R 2,470.60	495%
20480	R 1,099.00	R 22,528.00	R 21,429.00	1950%	R 899.00	R 5,939.20	R 5,040.20	561%

Source: ICASA database based on tariff notifications. N/A means not offered.

The statistical data shown in Table 9, with regards to the in-bundle data rates, reveals that the rate decreases as the value of the data bundle increases. This is shown graphically in Figure 6 below, which illustrates the tariff per megabyte which is calculated as follows:

- tariff per megabyte = (Price of data bundle)/ (Volume of data).

Figure 6: Tariff per megabyte of for a 30-day data bundle



Source: ICASA database based on tariff notifications

Figure 6, shows that for example, a Vodacom customer that purchases a 1GB data bundle will pay an in-bundle rate of R0.15 per megabyte, whereas a Vodacom customer that purchases a 20GB data bundle will pay an in-bundle rate of R0.05 per megabyte. This is similar to MTN where an in-bundle rate of R0.16 per megabyte is charged for a 1GB data bundle and R0.06 per megabyte for a 2GB data bundle. Telkom Mobile's in-bundle rate is R0.10 per megabyte for a 1GB data bundle and R0.04 per megabyte for a 20GB data bundle. Cell C's in-bundle rate is at R0.15 per megabyte for a 1GB data bundle and R0.05 per megabyte for a 20GB data bundle. This means that the unit cost of data rapidly decreases as the size of

the bundle increases, i.e. the subscriber received more data per Rand amount as the bundle size increased.

2.5. Analysis of Promotional Prepaid Data Tariffs

2.5.1. Vodacom NXT LVL Back to Campus Promotion

NXT LVL Back to Campus promotion was valid until 8 March 2017. The Promotion was targeted at customers under 25 years of age. Table 10 below shows the prices of the NXT LVL Back to Campus promotion.

Table 10: Vodacom NXT LVL Back to Campus Promotion

Allocation per month	Total MB	Promotional Price	Total Allocation period
250 MB	1500MB	R179	6 Months
500MB	3000MB	R249	6 Months
1GB	12288MB	R549	12 Months

Source: ICASA database based on tariff notifications

Table 10 illustrates that customers with a monthly allocation of 250MB will receive a total of 1500MB for a period of 6 months. Customers with a monthly allocation of 500MB will receive a total of 3000MB for a period of 6 months. Customers with a monthly allocation of 1GB will receive a total of 12288MB for a period of 6 months. The promotion ended on 8 March 2017.

2.5.2. Vodacom's New Promotional 12 and 24 Month 30GB, 50GB, 100GB Data Price Plans.

This is a new promotion which was launched on 12 April 2017 and is available on 12 and 24-month bundles. It is available on post-paid or top-up option contracts and is billable monthly. It is a SIM only offer, i.e. not linked to any handset/device. Customers enjoy the benefit of Night Owl data which is included in post-paid contracts for 30GB, 50GB and 100GB top-up data price plans. The promotion is valid until 06 February 2018.

2.5.3. Vodacom Reward Bundle for my Vodacom App Promotion

The promotion was launched on 21 February 2017. The promotion was available to new and existing prepaid customers as well as contract subscribers. The customers with eligible smartphones got a free 100MB data bundle to use for downloading and updating the My Vodacom App. This data was only valid for two days.

Vodacom also offered a 1GB data bundle to new customers of new My Vodacom App which was valid for 7 days. The promotion ended on 31 March 2017.

2.5.4. Vodacom's 30GB Promotional Tariff

Vodacom's 30GB Promotional Tariff is a 24-month mobile broadband data contract. The plan is available as either a contract or top-up option billable monthly. Moreover, customers will be charged for the volume of data sent and received, and not the time spent connected. Vodacom's 30GB promotional plan benefits customers with choice and lower prices. The promotion is available until 30 September 2017.

2.5.5. Vodacom Night Owl

Vodacom Night Owl was initially launched in 2009 as a promotion for post-paid data plans. While it operates on the same principle as the initial night owl promotion, however, the aforementioned promotion offered customers double data. For instance, if a customer subscribed to Vodacom My Gig 2, then the respective customer will be offered an additional free 2GB to surf from 12am to 5am.

The Vodacom Night Owl bundles are similar to MTN Night Express Bundles. Both data bundles can be used between 12am midnight and 5am in any day of the week and they valid in one calendar months. The Night Owl Bundles will be available as 1, 7 and 30-day validity offers. Table 11 shows the price of Night Owl bundles.

Table 11: Vodacom Night Owl Bundles

Bundle	Vodacom Night Owl	Validity	MTN Night Express	Validity
50MB	R4	1 day	N/A	N/A
100MB	R7	2 days	R10	N/A
250MB	R14	1day	R5	1 day
500MB	R29	7 days	R35	30 days
1GB	R49	7 days	R59	30 days
3GB	R199	30 Days	R109	30 days
10GB	R299	30 Days	N/A	N/A
20 GB	R399	30 Days	N/A	N/A

Source: ICASA Database on Tariff Notifications

Table 11 above illustrates that Vodacom Night Owl bundles benefit customers with lower prices when compared Vodacom Daily bundles. For instance, a 50MB Night Owl bundle which costs the customer R4.00 when compares to 50MB of daily bundle costs R12. Customers on Vodacom Night Owl pay R14.00 for a 250MB data bundle whereas customers on Vodacom Daily bundle are charged R25 for 250MB.

Moreover, Vodacom's Night bundle appears to be cheaper when compared to MTN's Night express bundles, for instance MTN's 100MB, 500MB,1GB bundles are charged at R10, R35 and R59 respectively. Vodacom customers will typically save 20% and 30% more when compared with similar MTN bundles. The only data bundles that are cheaper on MTN Night Express as compared to Vodacom Night Owl are available on 250MB and 3GB bundles.

2.5.6. Vodacom's new Data Refill Promotion

Vodacom's new Data Refill promotion was launched on 7 June 2017. The promotion was a replacement of the Auto Allocate Data Bundle promotion, which was terminated before it was launched. The new Data Refill promotion has the same principle as the Auto Allocate Data Bundle promotion, whereby a customer is able to automatically refill a data bundle when its depleted. The service is available to prepaid, hybrid and post-paid customers.

The main aim of this promotion is to ensure that Vodacom customers never go out-of-bundle. The Auto Allocate Data Bundle promotion allocates 5MB of data bundle at R3, in the account of a customer who would have opted into the service,

once a customer has depleted their primary data bundle. The data bundle expires after 7 days.

Wherein a customer does not have enough funds for the next automatically allocated bundle, the following out of bundle rate will be apply:

- R0.60 per MB for prepaid and hybrid customers.
- The existing out-of-bundle rates will apply for post-paid plans whose out-of-bundle rate is less than R0.60 per MB.

Should the customer choose to opt out of the service, the applicable out-of-bundle rate will be R1 per MB. Vodacom's new Data Refill promotion benefits customers in terms of convenience, as subscribers will never run out of data bundles. Customers also benefit from increased choice as they can choose to opt in or opt out of the services. The promotion is valid until 31 October 2017.

2.5.7. MTN's 100% value promotion

MTN's 100% value promotion was launched on the 21st of April 2017 and was amended on 26 May 2017 to include additional packages in the tariff plan. The promotion offers customers an additional 100% value comprised of voice, data and SMS allocations. The additional 100% value is applicable for the first three months of the contract duration; thereafter the standard allocations will apply. The 100% free value is not carried over and therefore expires at the end of every month for the first three months. The promotion is available to all new and upgrade customers as well as SIM and device deals. Table 12 and 13 below shows MyMTNChoice data and voice packages.

Table 12: New Subscription fees for Data Packages and New packages

	My MTN Choice 500MB	My MTN Choice 1GB	My MTN Choice 2GB	My MTN Choice 3GB	My MTN Choice 5GB	My MTN Choice 10GB	My MTN Choice 20GB
Subscription	R39	R69	R89	R149	R199	R299	R499
Anytime Inclusive Data	500MB	1GB	2GB	3GB	5GB	10GB	20GB
Night Express Data	500MB	1GB	2GB	3GB	5GB	10GB	20GB
Promotional Value							
Anytime Inclusive Data	500MB	1GB	2GB	3GB	5GB	10GB	20GB
Night Express Data	500MB	1GB	2GB	3GB	5GB	10GB	20GB

Validity	3 Months	3 Months	3 Months	3 Months	3 Months	3 Months	3 Months
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Source: ICASA database based on tariff notifications

Table 13: MTN new subscription Fees for Voice packages

	Small	Medium	Large	X large		
Price plan	My MTN Choice +S	My MTN Choice +M	My MTN Choice +L	My MTN Choice +Lite	My MTN Choice +Medium	My MTN Choice +Max
Subscription	R199	R469	R719	R999	R1499	R1799
Inclusive Voice	100	350	500	Unlimited	Unlimited	Unlimited
Inclusive SMS	100	350	500	Unlimited	Unlimited	Unlimited
Inclusive Data	2GB	5GB	7GB	3GB	15GB	25GB
Promotional Value						
Voice	100	350	500	–	–	–
SMS	100	350	500	–	–	–
Data	2GB	5GB	7GB	3GB	15GB	25GB

Source: ICASA database based on tariff notifications

Table 12 and 13 above illustrate the options offered by the tariff plan in terms of the available voice and data packages. Customers are able to choose from voice packages ranging between R199.00 and R1799.00, and data packages ranging between R39.00 and R499.00 with additional promotional value of voice minutes and data bundles.

Moreover, the additional data packages on MyMTNChoice 5GB, 10GB and 20GB offer customers with choice in terms of the data options offered by the plan. Customers benefit with effectively lower prices due to the 100% value promotion on the plans and the reduction on the subscription fee for data packages. This promotion was launched on 21 April 2017 and will continue until further notice¹.

2.5.8. Cell C's Prepaid Bundle Promotion

The Cell C Prepaid Bundle Promotion is a new tariff plan and was launched on 12 July 2017. The promotion is available to customers on EasyChat tariff plan. The new and existing customers on the EasyChat tariff plan shall be able to participate in the promotion. As a result, the new customers are by default activated on the EasyChat tariff plan. The existing customers will need to migrate into EasyChat in

¹ As at 30th June 2017 i.e. last day of the period under review a tariff notification indicating that the tariff is to be terminated had not been filed with the Authority, and no end date was indicated when the tariff plan was filed hence it was ongoing, until further notice.

order to participate in the Promotion. Payment for the promotion bundles is via the customer's available airtime. Customers can only have one active bundle at a time. Loading of additional bundles within the validity period of an existing bundle is not allowed. The prepaid bundle promotion benefits customers with choice, and effectively lower rates. It is valid until 30 September 2017.

Table 14 below shows the prices of Cell C Prepaid Data Bundles promotion.

Table 14: Cell C Prepaid Bundle Promotion

Bundle	Price	Any use Data	Social Data	Games	Local Any-net minutes	Local Any-net SMS	Validity Period
1	R79	500MB	500MB	5 Games	30/day (450 total)	50/day	15 days
2	R129	1GB	1GB	5 Games	60/day (900 total)	50/day	15 days
3	R249	2GB	1.5GB	10 Games	60/day (1800 total)	50/day	30 days
4	R349	3GB	2GB	10 Games	120/day (3600 total)	50/day	30 days
5	R499	5GB	3GB	10 Games	120/day (3600 total)	50/day	30 days

Source: ICASA database based on tariff notifications

Table 14 above illustrates that if a subscriber purchase a data bundle, for instance anytime 500MB data bundle, they will be allocated 500MB of data to use for social media, download 5 games, 450 any-net minutes (30 minutes per day) and 50 SMS per day, all valid for 15 days. This promotion will benefit subscribers with a lower effective rate and is valid until 30 September 2017.

2.5.9. Cell C's Pinnacle Hero Deal Promotion

The Pinnacle Hero Deal Promotion was extended on 21 April 2017. The Pinnacle Hero Deal promotion is inclusive of a smartphone depending on the length of the contract, for instance deals with a phone it is available on 24-month contracts only. Pinnacle is available with variable length contracts of either one month, 6, 12, 18 or 24-month contract. All the Pinnacle plans are available as Top-Up options. Pinnacle is also available for customers who want to take up the product as a SIM only product.

Table 15 below shows the prices of Cell C Pinnacles Hero Deal Promotion.

Table 15: Cell C Pinnacle Hero Deal Promotion

Name	Pinnacle 250	Pinnacle 600	Pinnacle Unlimited
Subscription	R299	R499	R999
Handset	Samsung J5 Prime	Samsung S7 Edge	Apple iPhone 7 128 GB
Deal Price	R399	R899	R1399
Minute	250	600	Unlimited
Data	250MB	1GB	3GB + 7GB (Promo)
Promo Value (Minutes)	250	600	N/A
Promo Value Data	2GB	5GB	20GB

Source: ICASA database based on tariff notifications

Table 15 above illustrates the different bundles under Cell C's Pinnacle Hero Deal Promotion.

This promotion benefited customers with free Wi-Fi, a lower effective per minute rate and a lower out-of-bundle data rate per MB. For example, customers on Pinnacle 600, 1000 and Unlimited received a low out-of-bundle rate of 15c/MB. Moreover, the offer gave customers convenience as they had an option to top up if the allocated bundle was depleted. The promotion was extended until 30 June 2017.

2.5.10. Cell C's Pinnacle Business Deal Promotion

Cell C's Pinnacle Business Deal promotion was launched on 5 June 2017, and was extended to 31 August 2017. The promotion is available as post-paid plans to business channels, on a 24-month contract only. The plans are only available for sale via an online purchase or through telesales. Table 16 below shows the bundle details of Cell C's Pinnacle Business Deal promotion.

Table 16: Cell C's Pinnacle Business Deal Promotion

Name	Pinnacle Unlimited	Pinnacle 1000	Pinnacle 600
Subscription	R1799	R1399	R1149
Minutes	Unlimited	1000	600
SMS	Unlimited	1000	600
Data (MB)	3GB+7GB+10GB	2GB+5GB	1GB+3GB

Source: ICASA database based on tariff notifications

Table 16 illustrates that Cell C's Pinnacle Business Deal promotion offers customers with three options to choose from. The plan offer customers with additional anytime recurring data valid for 30 days from the date of activation. The plan allows for a cash buy-out settlement of up to R10 000 per line and a choice of either a Samsung or an iPhone device. The additional free discretionary data of 2GB, 3GB, 5GB and 10GB will be available for the duration of the contract.

2.5.11. Cell C LTE Power Plan Promotion

Cell C's LTE Power Plan promotion was launched on 1 October 2013, and has since been extended to 30 September 2017. The promotion is an extended promotion and is available as a fixed LTE data bundle only. It does not include voice calls and does not work as a mobile connectivity solution. The plan provides customers Internet access with large volumes of data at faster speeds.

Table 17 below shows the plans that customers can choose from five LTE Power Plan packages, with subscription fees ranging from R299 to R1499.

Table 17: Cell C LTE Power Plans Promotion

Data Package	Any-time Data	Monthly Subscription	In-bundle Rate	Out-of-Bundle Rate
LTE 15GB	15360 MB	R299	R0.019	R0.99
LTE 25GB	25600 MB	R499	R0.019	R0.99
LTE 50GB	51200 MB	R699	R0.014	R0.99
LTE 100GB	102400 MB	R999	R0.010	R0.99
LTE 200GB	204800 MB	R1499	R0.007	R0.99

Source: ICASA database based on tariff notifications

Customers on this tariff plan and on any package shown in Table 17 above can browse, stream series, movies or songs or online gaming. Customers have five data plan options to choose from. However, customers need to ensure that they have an LTE enabled device to start surfing at higher speeds.

Customers will benefit from the large volumes of data at faster speeds as the plan offers customers with three times faster download and upload speed.

2.5.12. Cell C Smart Data Share Promotion

Cell C's Smart Data Share promotion was launched on 7 March 2017 and was since extended to 30 June 2017. This promotion is a post-paid data plan available on a 12 or 24-month contract.

Table 18 shows the different packages and prices of the promotion.

Table 18: Cell C Smart Data Promotion

Name	SmartData Share 5GB	SmartData Share 20GB	SmartData Share 50GB
Subscription	R199	R499	R899
AnyTime Data	5GB+5GB	20GB+20GB	50GB+50GB
Nite Data	5GB+5GB	20GB+20GB	50GB+50GB
Wi-Fi Calling Minutes (Any-Net)	1000	1000	1000
Shared SIMs	14	14	14
Shared SIM Per Month	R5	R5	R5
OOB Voice	R1.50	R1.50	R1.50
OOB SMS	R0.50	R0.50	R0.50
OOB Data	R0.99	R0.99	R0.99

Source: ICASA database based on tariff notifications

Cell C offers customers double data bundles, meaning customers receive extra data of the same value purchased. For instance, 5GB purchased got 5GB extra. Customers also received free Wi-Fi calling minutes and the ability to share their data and minutes to up to 14 SIM cards.

Qualifying customers who sign-up during the promotional period received double the standard volume of data, applicable to both anytime and night (referred to as "nite" by Cell C) data.

The Data Promotion benefitted customers with choice, and an effectively lower price due the double data principle. This plan's other benefit is the sharing of their data and minutes with family members and business customers. This promotion benefitted customers by offering them free night data that can be used from 12am to 6am.

2.5.13. Cell C Promotional Connector Tariff Plan

Cell C's Promotional Connector tariff plans was launched on 2 June 2017. The promotion is available as a SIM only product with variable length contracts of either a month to month or 24 months. The plans are available to new and existing customers, who are migrating or upgrading to new plans.

Table 19: Cell C Connector Promotional plan

Name	Connector1	Connector1	Connector1	Connector1	Connector1
Subscription	R499	R599	R799	R999	R1499
Mins	10000	10000	10000	10000	10000
SMS	10000	10000	10000	10000	10000
Data	3GB	5GB	10GB	20GB	50GB
Promo Data	3GB	5GB	10GB	20GB	50GB
OOB Voice	R0.50	R0.50	R0.50	R0.50	R0.50
OOB SMS	R0.15	R0.15	R0.15	R0.15	R0.15
OOB Data	R0.15	R0.15	R0.15	R0.15	R0.15

Source: ICASA database based on tariff notifications

Table 19 above illustrates that the Promotional Connector tariff plans offer customers with 5 options to choose from. The Promotional Connector tariff plans offer customers with on-net and off-net minutes ranging from 1000 to 3000, depending on the plan, 1000 SMS, free Facebook and double data promotion ranging from 3GB to 50GB. For instance, a customer on Connector 5 tariff plan with 50GB of data would have received 50GB extra, as promotional data. On-net and off-net Wi-Fi calls are charged from the inclusive minutes.

The plans offer customers with choice in terms of the options provided by the plans. Customers also benefitted from the plans through effectively lower prices due to the double data principle. Customers could use the inclusive minutes for calls to any network. The promotion was valid until 31 July 2017.

2.6. Analysis of Sim-Only Post Paid Tariffs

This section analyses fixed monthly subscription based SIM only tariff plans of Vodacom, MTN, Cell C and Telkom with contract terms of 24 Months. Tabulated below are the lowest monthly subscription SIM only packages from Vodacom,

MTN, Cell C and Telkom. They are similar in terms of the voice minutes, SMS and data offered, with the exception of Telkom, which only offers 75MB as a complement to the 50 voice minutes.

Table 20 below shows Fixed lowest monthly Subscription SIM only Package for Vodacom, MTN, Cell C and Telkom.

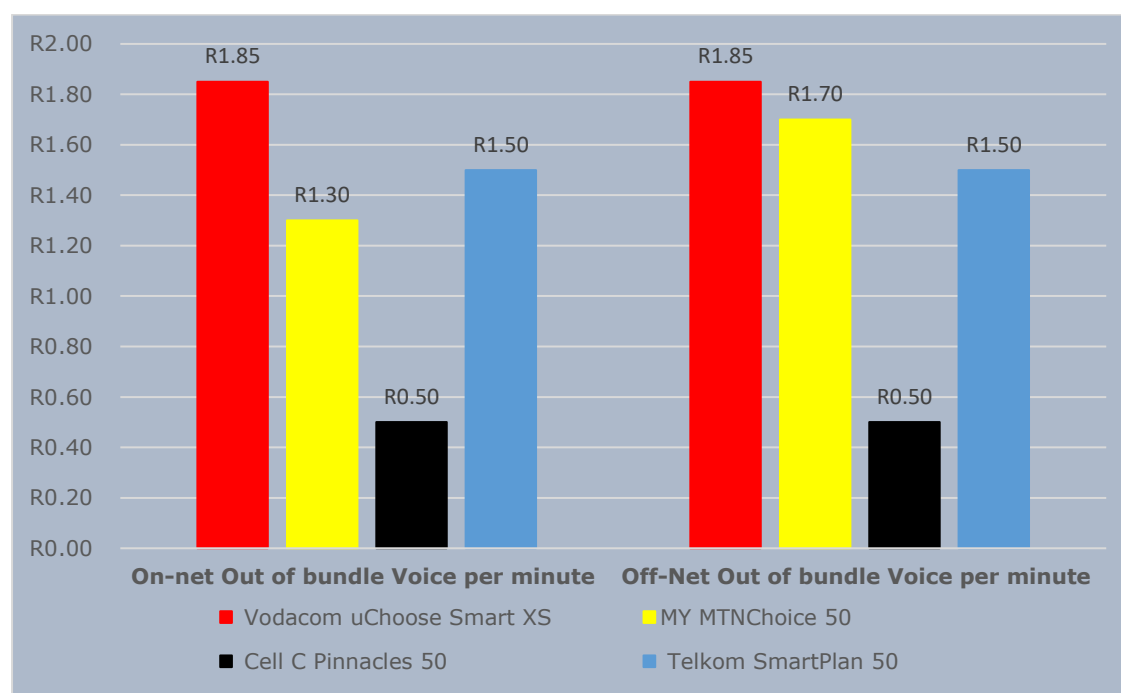
Table 20: Fixed lowest monthly subscription SIM only Package for Vodacom, MTN, Cell C and Telkom

	Vodacom uChoose Smart XS	MY MTNChoice 50	Cell C Pinnacles 50	Telkom SmartPlan 50
Monthly Subscription	R159.00	R79.00	R69.00	R50.00
Benefits included	50 Voice minutes, 100 SMSs, 100MB	50 Voice minutes, 100 SMSs, 100MB	50 Voice minutes, 100 SMSs, 100MB	50 Minutes, 75MB Anytime data

Source: ICASA database based on tariff notifications

Figure 7 below graphically projects the tariff charges in these packages, in terms of rates charged by Vodacom, MTN, Cell C and Telkom in their lowest fixed monthly subscription SIM only packages.

Figure 7: Fixed lowest monthly subscription SIM only Packages for Vodacom, MTN, Cell C and Telkom



Source: ICASA database based on tariff notifications

Figure 7 above compares on-net out-of- bundle voice per minute and off-net out-of-bundle voice per minute. It can be observed that Vodacom charges the highest for both on-net and off-net out of bundle voice per minute rates, whilst Cell C charges the lowest. Across all networks, on-net and off-net bundle rates are priced the same by operators except for MTN. MTN charges a slightly higher off-net out of bundle rate compared to its on-net out of bundle rate. Table 21 below shows the fixed highest Subscription sim only packages for Vodacom, MTN, Cell C and Telkom.

Table 21: Fixed highest subscription Sim Only packages for Vodacom, MTN, Cell C & Telkom

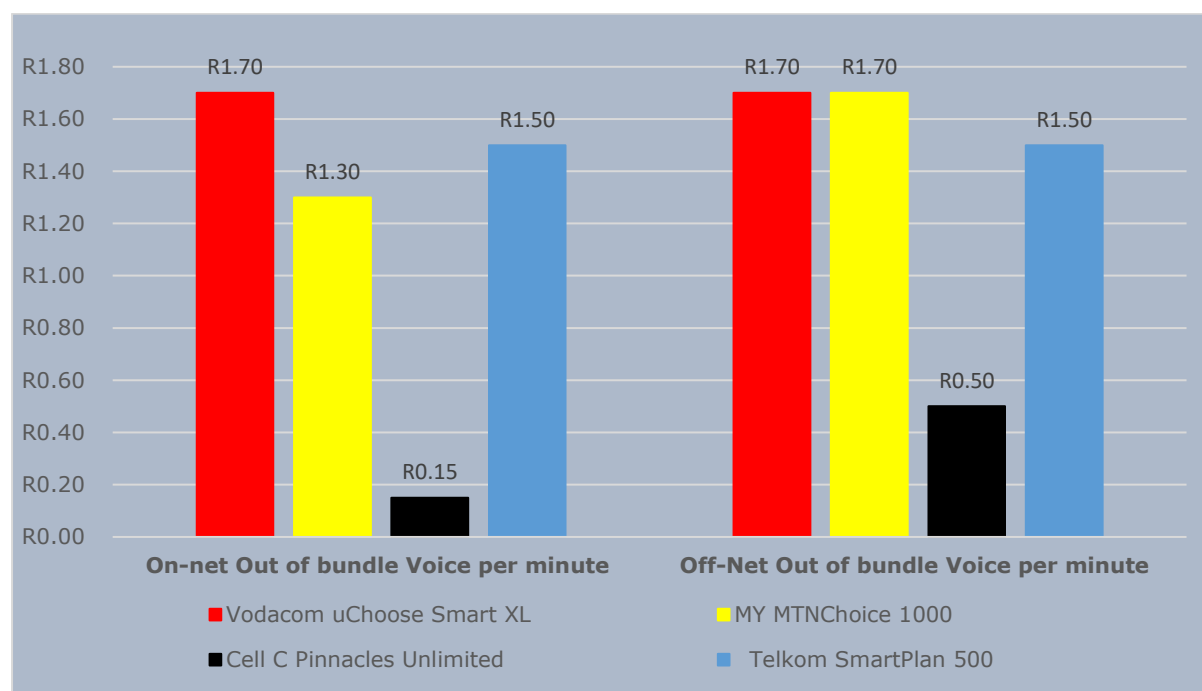
	Vodacom uChoose Smart XL	MY MTNChoice 1000	Pinnacles Unlimited	Telkom Smart Plan 500
Monthly Subscription	R809.00	R899.00	R999.00	R500.00
Benefits included	800 Voice Minutes, 1600 SMS, 1.6GB	1000 Voice Minutes, 500 SMSs, 1GB	Unlimited Voice minutes, Unlimited SMSs, 3 Gb+7GB	500 Minutes, 1.2GB Anytime data

Source: ICASA database based on tariff notifications

Tabulated above are similar highest SIM only packages offered by each of the operators. Each of these packages vary in terms of the voice minutes, SMS's and data bundles offered by each operator. Figure 8 below provides greater scrutiny on the tariffs charged in these packages.

Figure 8 below shows the highest monthly subscription SIM only packages for Vodacom, MTN, Cell C and Telkom.

Figure 8: Highest monthly subscription SIM only packages for Vodacom, MTN, Cell C and Telkom



Source: ICASA database based on tariff notifications

Figure 8 above shows the rates charged by the various operators in their highest fixed monthly subscription SIM only packages. It compares on-net out-of-bundle voice per minute with off-net out-of-bundle voice per minute. While Vodacom and Telkom make no distinction between their on-net and off-net out of bundle voice rates, both MTN and Cell C charge their customers lower out of bundle voice rates for on-net calls.

2.7. Fibre-to-the-Home and Fibre-to-the-Business Tariff Plans

This section analyses the Fibre-to-the Home (FTTH) and Fibre-to-the-Business (FTTB) tariff plans offered in the market and prices charged by the operators. The analysis of the tariff plans will consider the current FTTH service offered during the period under review.

Table 22 and 23 below shows the prices charged for FTTH service according to capacity of speed per Mbps offered by Vodacom, MTN, Cell C, Telkom and Tech 5. Some of the licensee (such as Vodacom and Cell C) offer FTTH fibre broadband

services through the fibre networks provided by various Fibre Network Operators (FNO), including Vumatel, Frogfoot, Openserve and Mitsol.

The FTTH services are offered as both capped and uncapped services. The customers have an option of choosing between asymmetrical and symmetrical line speeds. The FTTH services with asymmetrical line speeds are mostly offered at line speeds of 4Mbps/1Mbps, 10Mbps/5Mbps, 20Mbps/2Mbps, 50Mbps/5Mbps and 100Mbps/10Mbps.

However, the prices charged across the different data line speeds differ as per the capacity, whether it is a Capped or Uncapped FTTH. For instance, Vodacom offers a 10Mbps/5Mbps line speed for R549 monthly charge, Telkom at R699.00 per month and Tech 5 d at R520.00 per month.

Table 22: FTTH Tariff plans offered by Vodacom, MTN and Cell C

Data speed per Mbps	Vodacom (Open Serve) (Uncapped)	Vodacom (Frog foot) (Uncapped)	Vodacom (Vumatel) (Uncapped)	MTN FTTH Capped	Cell C Asymmetrical		Cell C Symmetrical		
					(Vumatel)	(Open serve)	(Vumatel)	(Frogfoot)	(Mitsol)
4Mbps/1Mbps	N/A	N/A	R 599.00	399	R 699.00	N/A	N/A	N/A	N/A
10Mbps/5Mbps	R 799.00	549	N/A	R 549.00	N/A	R 999.00	N/A	R 749.00	R 749.00
20Mbps/2Mbps	R 1,299.00	799	R 799.00	R 699.00	R 849.00	N/A	R 899.00	R 799.00	R 799.00
50Mbps/5Mbps	N/A	R 899.00	R 999.00	R 899.00	R 1,049.00	N/A	R 1,099.00	R 899.00	R 899.00
100Mbps/10Mbps	R 1,299.00		R 999.00	R 1,299.00	R 1,299.00	N/A	R 1,499.00	R 999.00	R 999.00

Source: ICASA database based on tariff notifications

Table 23: FTTH and FTTB Tariff plans offered by Telkom and Tech 5

Data speed per Mbps	Telkom			Tech 5				
	FTTH Capped	FTTH Uncapped	FTTB Uncapped	Silver FTTH Capped	Bronze FTTH Capped	FTTB Capped	AirFibre Home FTTH Capped	AirFibre Business FTTH Uncapped
4Mbps/1Mbps	N/A	N/A	R 1,022.00	N/A	R678.00	N/A	N/A	R699.00
10Mbps/5Mbps	R 699.00	R 1,188.00	R 1,399.00	R520.00	N/A	N/A	N/A	N/A
20Mbps/2Mbps	R799.00	R 1,687.00	R 1,999.00	R595.00	R795.00	N/A	R499.00 Uncapped (R799.00)	R799.00
50Mbps/5Mbps				R 685.00	R1199.00	R4973.94	R599.00	R899.00
100Mbps/10Mbps	R 1,599.00	R 3,198.00	R 3,199.00			R5893.92	R699.00	R999.00

Source: ICASA database based on tariff notifications

3. Data Price Benchmarking: 500MB, 1GB and 2GB data prices in Africa

There is an increase in data usage over the years, due to the rate at which smartphone technology has evolved, with complementary Over the Top (OTT) services being the key driver of data traffic volume. This section provides an analysis of the prepaid data bundles prices for 500MB, 1GB and 2GB for South Africa and other African countries. South Africa is one of the developing economies within the African region, especially when compared with other SADC member countries. However, the mobile data market is still characterised by high data costs, which led to the #Datamustfall campaign which went viral on social media (Twitter), in September 2016, demanding that Mobile Network Operators (MNOs) reduce their mobile data prices.

The Authority conducted a benchmarking exercise on the prices of 500MB, 1GB and 2GB data bundles offered by mobile operators in the African countries, with a focus on Southern African Development Community ("SADC") region (where pricing information was readily available); and in other African countries where South African (SA) MNOs, have a footprint. Other factors such as mobile network reach/coverage, service quality (i.e. speed and latency), technology type (e.g. LTE), and the price of the mobile devices were not taken into account in conducting this analysis. The countries being compared in section 3.1., 3.2. and 3.3. therefore, differ because some are not within the SADC region, also because of unavailability of information similar countries for the 500MB, 1GB and 2GB data prices could not be compared throughout this report. The findings of the benchmarking exercise findings are presented in sub-sections 3.1., 3.2 and 3.3 respectively.

3.1. Benchmark of the 500MB Data bundles

Table 24 below illustrates the cheapest 500MB prepaid data bundles in African countries, reported as at end of first quarter of 2017 (January-March 2017)². The cheapest data prices charged by different operators in the specific countries were

² At the time of publication of this report information available for benchmarking was as at end March 2017 i.e. Q1 of 2017.

converted to US dollars (i.e. \$ or USD), using a simple conversion³ method a consistent comparator index.

Table 24: Cheapest 500MB Prepaid Package in some African Countries, priced in US Dollars (USD or \$)

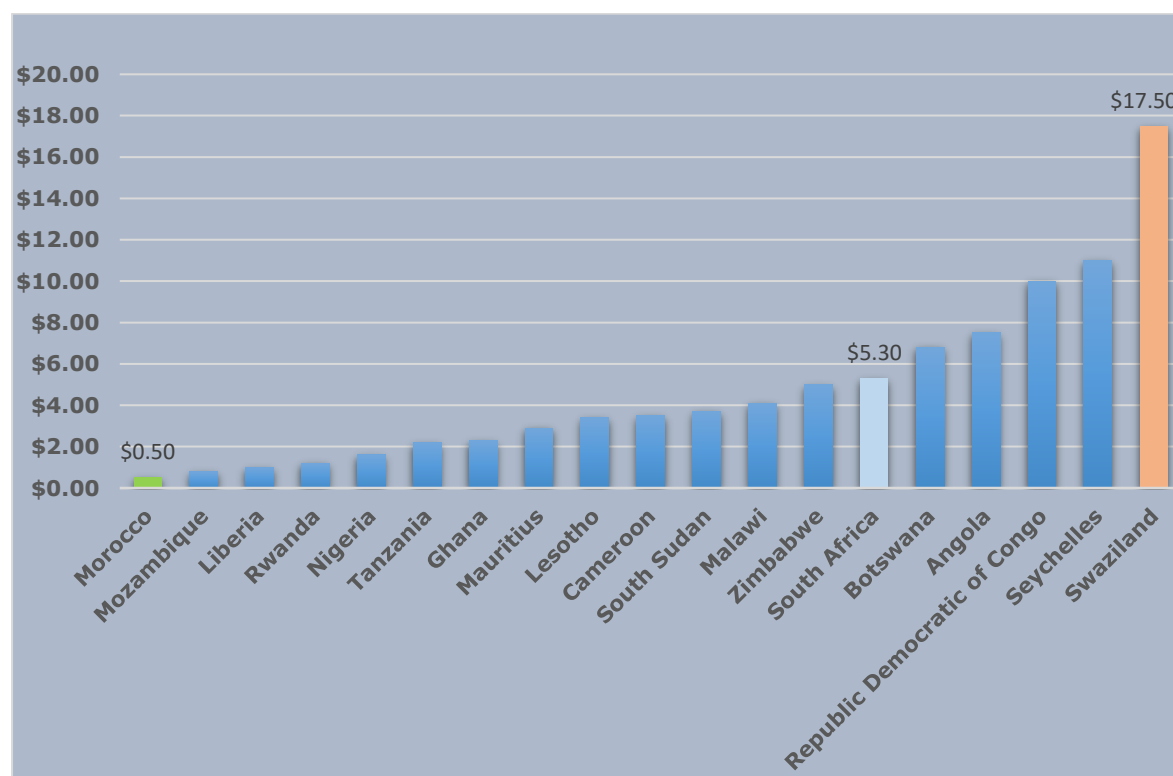
Country	Currency (\$)	Q1 2017	Ratings in Q1 2017
Morocco	USD	0.5	1
Mozambique	USD	0.8	2
Liberia	USD	1	3
Rwanda	USD	1.2	4
Nigeria	USD	1.6	5
Tanzania	USD	2.2	6
Ghana	USD	2.3	7
Mauritius	USD	2.9	8
Lesotho	USD	3.4	9
Cameroon	USD	3.5	10
South Sudan	USD	3.7	11
Malawi	USD	4.1	12
Zimbabwe	USD	5	13
South Africa	USD	5.3	14
Botswana	USD	6.8	15
Angola	USD	7.5	16
Republic Democratic of Congo	USD	10	17
Seychelles	USD	11	18
Swaziland	USD	17.5	19

Source: Respective Operator's website (accessed 26 July 2017)

In quarter (Q1) of 2017 South Africa (SA) is ranked number 14 out of the 19 countries compared above in Table 24, in terms of offering the cheapest 500MB data bundle. Swaziland has the least cheapest 500MB data bundle as it is ranked last out of the 19 countries. Morocco offers the cheapest 500MB priced at \$0.50, followed by Mozambique at \$0.8 per 500MB. This is also depicted graphically in Figure 9 below.

³ The average exchange rate was used for benchmarking the data prices

Figure 9: Cheapest 500MB Prepaid Package in some African Countries



Source: Respective Operator's website (accessed 26 July 2017)

Figure 9, indicates that the cheapest 500MB of data bundle in SA, which is priced at \$5.3 is approximately 3 times cheaper than Swaziland. However, it is by at least 10 times expensive, when compared to the price of the same data bundle value in Morocco, which is priced at \$0.5 per 500MB.

3.2. Benchmark of the 1GB Data bundles

The data in Table 25 below provides a comparative analysis of prices for 1GB data bundle as charged by each country, within the African region, as compared to South Africa. This analysis is based on the Research ICT Africa benchmarking study, which used the cheapest price for 1GB basket in Africa by country when conducted their data price comparison.

Table 25: Cheapest 1GB Prepaid Package in Africa by Country in US Dollars

Country	Currency	Q1 2015	Q1 2016	Q1 2017	Ranking in Q1 2017
	(\$)				
Ghana	USD	4.38	3.86	2.27	1
Mozambique	USD	4.78	3.35	2.27	1
Tanzania	USD	5.64	5.98	2.29	2

Rwanda	USD	4.42	4.06	3.06	3
Nigeria	USD	9.31	5.08	3.21	4
Uganda	USD	5.24	3.55	3.37	5
Sudan	USD	N/A	4.29	4.42	6
Cameroon	USD	13.72	6.72	4.87	7
Kenya	USD	8.3	4.99	4.92	8
Liberia	USD	12	12	5	9
Morocco	USD	10.46	5.14	5.03	10
Mauritius	USD	N/A	6.51	5.25	11
Malawi	USD	N/A	5.56	7.23	12
Ethiopia	USD	9.95	9.49	7.36	13
South Africa	USD	8.37	6.26	7.49	14
Lesotho	USD	N/A	7.59	7.57	15
Ivory Coast	USD	9.43	8.24	7.97	16
Namibia	USD	11.75	5.19	10.45	17
Zambia	USD	N/A	9.27	12.62	18
DRC	USD	N/A	13	13	19
Seychelles	USD	N/A	46.25	18.24	20
Botswana	USD	19.76	16.94	18.28	21
Angola	USD	N/A	16.16	19.99	22
Zimbabwe	USD	30	20	30	23
Swaziland	USD	N/A	28.78	34.43	24
South Sudan	USD	N/A	N/A	131.42	25

Source: Research ICT Africa, 2017

Table 25 above compares the data prices charged by 26 different countries, in US dollars (i.e. \$ or USD), between quarter 1 of 2015 to quarter 1 of 2017 for a 1GB data bundle. In quarter 1 of 2017, South Africa was ranked fourteen (14) out of 26 benchmark countries, as per Table 25. South Sudan's prices were the highest in Q1 of 2017, at \$131.42, followed by Swaziland at \$34.43 and Zimbabwe at \$30.00. Ghana and Mozambique had the cheapest 1GB package on average in Q1 of 2017 at \$2.27.

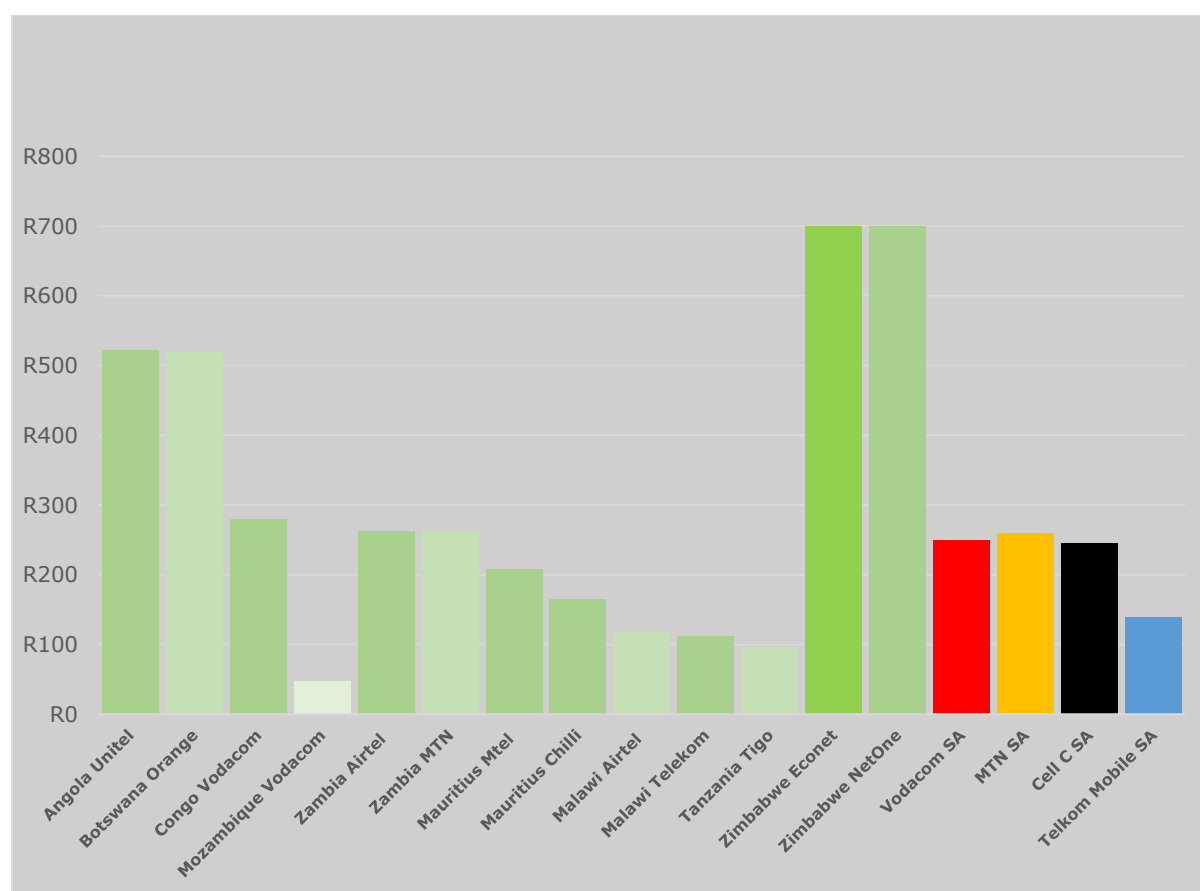
Tanzania, Sudan, Nigeria Rwanda, Uganda, Kenya, Cameroon and Liberia are also amongst the countries with the lowest price charged for 1GB data bundle. South Africa follow among these countries and currently stands at \$7.49 per 1GB. The country with the highest price charged for 1GB data bundle is the South Sudan, followed by Swaziland, Zimbabwe, Angola, Seychelles, Namibia and Botswana.

However, Table 25 above shows that the price of 1GB data bundle has been decreasing from quarter 1 in 2015 to quarter 1 in 2017 in countries like Cameroon, Tanzania, Ghana, Ivory Coast, Kenya, Morocco, Uganda, Tanzania and Swaziland.

3.3. Benchmark of the 2GB Data bundles

Figure 10 below provides a graphical comparative analysis of prices for 2GB data bundle as charged in each country within the SADC region where information could be found on operators' websites.

Figure 10: Benchmark of 2GB Data bundle of various SADC Countries



Source: Various Operators Websites (2017)

The Figure above illustrate that, on average, the data prices of the comparator countries are relatively higher than those of South Africa's operators Vodacom, MTN, Cell C and Telkom Mobile. However, there are a few instances where operators in Mauritius, Malawi, Mozambique and Tanzania are relatively cheaper than South African operators by up to 80% in certain instances.

3.4. Regulatory interventions underway to address high data charges

The snapshot of data prices presented in the benchmarking of South Africa's 500MB, 1GB and 2GB data prices against other African countries within the SADC region where South African licensees operate, signals that South Africa's data prices are not the cheapest. For instance, the gap between the cheapest average price of 500MB i.e. in Morocco to that of South Africa, is almost 10 times more expensive, this is significant and supports the notion that data prices in South Africa are considerably high when compared to most African countries, such as those in Figure 9 and Table 25.

In addition, the price differentials between the in-bundle and out-of-bundle data rates are excessive (as high as 4000%, as per evidence presented in Table 9, in sub-section 2.3.1.), which disadvantages customers, who are unable to afford to buy a recurring/monthly bundle upfront. To this end, the Authority has undertaken various initiatives to address calls for regulatory interventions towards a potential reduction of data charges. These initiatives are:

3.4.1. Short-term initiatives

These refer to initiatives that could be implement in a period of six months or less.

3.4.1.1. ICASA / NCC Task Team assessment of mobile data services business rules

The Authority established a task team together with the National Consumer Commission ("NCC") to address challenges that have been raised by consumers with regards to the business rules of mobile data services (particularly the business rules on expiry of unused data bundles and the differentials between in-and-out-of-bundle rates).

It should be noted that the Task Team was guided by object 2(n) and (y) of the ECA as well as section 3 of the Consumer Protection Act, 2008 (the "CPA").

This process culminated in the amendment of the End-user and Subscriber Service Charter Regulations (“draft Regulations”). The amendment of the Regulations was directed at regulation 8(7) thereof and purports to minimise or remove harm to consumers due to unfairness of the current data bundles expiry rules and high out-of-bundle rates.

3.4.1.2. International benchmark on mobile retail data tariffs

The Authority will also undertake a comprehensive international benchmark study on South African mobile retail data tariffs against comparator countries.

This study is guided by section 4(h) of the ICASA Act. The objective of this report is to compare South African data bundles with other comparator countries to assess the level of competitiveness of South African data bundles.

This report is expected to clarify the concern raised by the general public about South African mobile data prices remain far more expensive compared to comparator countries. This study will inform ICASA’s ex-ante regulatory intervention into the data prices in line with international best practise.

3.4.2. Medium-term initiatives

These refer to initiatives that can be implemented in a period of 12 months or less.

3.4.2.1. Market inquiry into the broadband services markets

The purpose of the proposed broadband market inquiry is to identify broadband markets or market segments susceptible to *ex ante* regulation and immediately conduct market reviews in respect of those markets.

The inquiry will be conducted in terms of section 4B read with section 67(4) of the ECA also to address the concerns raised by various stakeholders regarding data prices and to respond to the final policy direction on effective competition in broadband markets and the reduction of data costs.

3.4.2.2. Rapid Deployment Regulations

The Authority is engaging the Department of Telecommunications and Postal Services (the "DTPS") with regards to the policy directive on the rapid deployment of infrastructure as this has a direct and indirect impact on the cost to communicate.

3.4.3. Long-term initiatives

These refer to initiatives that will take longer than twelve months to implement.

3.4.3.1. Priority Markets Inquiry

On the 30th of June 2017, the Authority published a notice of intention to conduct an inquiry in terms of section 4B of the ICASA Act to identify priority markets in the electronic communications sector.

The purpose of the inquiry is to identify markets that the Authority will prioritise for market reviews and potential regulation in terms of section 67(4) of the ECA following the conclusion of the inquiry.

4. Conclusion

The standard headline tariffs remain unchanged. However, the Authority observed changes in the standard tariffs for prepaid data bundles, where there were changes on the price of prepaid data bundles. For instance, Cell C increased its prepaid data bundles, such as the 25MB bundle, by 25% (from R8 to R10), 100MB was increased by 16% (from R25 to R29) and 500MB of data was increased by 10% (from R90 to R99). Moreover, Cell C's prepaid out-of-bundle call rates increased by 11% (from R0.99 to R1.10 per minute). This means that Cell C customers were now paying more on their data bundles in the period under review, than they were in the last period. Although Cell C has increased its data prices, it is still cheaper, than those of MTN and Vodacom.

The Authority observed an intense competition between licensees in terms of the number of promotions that were on offer in the market during the period under review. The Authority received 43 promotional notifications which were either new, an extension and/or amendments. Furthermore, it must be noted that customers who signed up for various promotions in the market may have benefited from lower tariffs and value adding services.

The Authority also noted the concerns behind the #datamustfall campaign. To this end, the Authority is currently working on various regulatory initiatives to ensure that data and any other communication services become affordable for consumers.

The Authority will continue to monitor and publish this report with retail market prices to ensure that subscribers have information on the competitive rates which are prevailing in the market.

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Manx Telecom. (2017), Available online:

< <https://www.manxtelecom.com/support/mobile/number-portability/on-net-and-off-net>> [Accessed on 17 July 2017].

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Research ICT Africa. (2017). *Cheapest price for 1GB basket in Africa by country: OECD Basket: 1GB data based on prepaid data top ups or bundled top ups.* Available online: < http://www.researchictafrica.net/pricing/ramp_1gb.php> [Accessed on 25 July 2017].

Annexure A : List of All Tariff Notifications Received and/or in Existence During the Period Under Review

TARIFF PLAN	EXPLANATION OF THE TARIFF PLAN	RELEVANT DATES	PRICING/PRODUCT/PACKAGE INFORMATION	STATUS												
Vodacom Call Per Second	Prepaid Voice Per Second Tariff Plan which attracts R1.20 per minute and R0.02 per second. It enables customers to use voice (local & international), SMS, MMS (local & international) and Data.	Filed: 6 March 2013 Effective/ Launch Date: 26 March 2016	<p>Table 1: Vodacom Call Per Second tariff plan</p> <table><tr><th></th><th>Prices</th></tr><tr><td>On- Net</td><td>R1.20</td></tr><tr><td>Off - Net</td><td>R1.20</td></tr><tr><td>SMS peak</td><td>R0.80</td></tr><tr><td>SMS off peak</td><td>R0.35</td></tr><tr><td>Data Per MB</td><td>R1.20 up to R2.00</td></tr></table> <p>Additional information is available at the licensee’s website by following the link below: http://www.vodacom.co.za/vodacom/shopping/plans/anytime-per-se</p>		Prices	On- Net	R1.20	Off - Net	R1.20	SMS peak	R0.80	SMS off peak	R0.35	Data Per MB	R1.20 up to R2.00	Ongoing as at 30 June 2017
	Prices															
On- Net	R1.20															
Off - Net	R1.20															
SMS peak	R0.80															
SMS off peak	R0.35															
Data Per MB	R1.20 up to R2.00															
Vodacom Daily Free Calls	Spend 3 minutes, get 57 minutes free to all Networks. Prepaid Voice per minute Tariff Plan which attracts R1.20 per minute and R0.02 per second. It enables customers to use voice (local & international), SMS, MMS (local & international) and Data.	Filed: 30 January 2013 Effective/ Launch Date: 7 February 2013	<p>Table 2: Vodacom Daily Free Calls tariff plan</p> <table><tr><th></th><th>Prices</th></tr><tr><td>On- Net</td><td>R1.20</td></tr><tr><td>Off - Net</td><td>R1.20</td></tr><tr><td>SMS Peak</td><td>R0.80</td></tr><tr><td>SMS Off Peak</td><td>R0.35</td></tr><tr><td>Data Per MB</td><td>R1.20 up to R2.00</td></tr></table> <p>Additional information is available at the licensee’s website by following the link below: http://www.vodacom.co.za/vodacom/shopping/plans/daily-free-calls</p>		Prices	On- Net	R1.20	Off - Net	R1.20	SMS Peak	R0.80	SMS Off Peak	R0.35	Data Per MB	R1.20 up to R2.00	Ongoing as at 30 June 2017
	Prices															
On- Net	R1.20															
Off - Net	R1.20															
SMS Peak	R0.80															
SMS Off Peak	R0.35															
Data Per MB	R1.20 up to R2.00															

Vodacom 4 Less	Prepaid Voice Per Second Tariff Plan which attracts R1.20 per minute and R0.02 per second. It enables customers to use voice (local & international), SMS, MMS (local & international) and Data.	Filed: 18 April 2008 Effective/ Launch Date: 11 May 2008	<p>Table 3: Vodacom 4 Less tariff plan</p> <table><tr><th></th><th>Prices</th></tr><tr><td>On- Net</td><td>R1.20</td></tr><tr><td>Off - Net</td><td>R1.20</td></tr><tr><td>SMS peak</td><td>R0.80</td></tr><tr><td>SMS off peak</td><td>R0.35</td></tr><tr><td>Data Per MB</td><td>R1.20 up to R2.00</td></tr></table> <p>Additional information is available at the licensee's website by following the link below: http://www.vodacom.co.za/vodacom/shopping/plans/vodacom-4-less</p>		Prices	On- Net	R1.20	Off - Net	R1.20	SMS peak	R0.80	SMS off peak	R0.35	Data Per MB	R1.20 up to R2.00	Ongoing as at 30 June 2017
	Prices															
On- Net	R1.20															
Off - Net	R1.20															
SMS peak	R0.80															
SMS off peak	R0.35															
Data Per MB	R1.20 up to R2.00															
MTN R0.79	Prepaid Voice per second Tariff Plan which attracts R0.79 per minute and R0.01 per second. It enables customers to use voice (local & international), SMS, MMS (local & international) and Data.	Filed: 23 June 2014 Effective/ Launch Date: 23 July 2014	<p>Table 4: MTN R0.79 tariff plan</p> <table><tr><th></th><th>Prices</th></tr><tr><td>On- Net</td><td>R1.20</td></tr><tr><td>Off - Net</td><td>R1.20</td></tr><tr><td>SMS Peak</td><td>R0.80</td></tr><tr><td>SMS Off Peak</td><td>R0.35</td></tr><tr><td>Data Per MB</td><td>R1.20 up to R2.00</td></tr></table> <p>Additional information is available at the licensee's website by following the link below: https://shop.mtn.co.za/crs/siteInformation/staticPage.jsp?breadcrumb=Pre-Paid%20Plans&siteInformation=PrePaidPlans</p>		Prices	On- Net	R1.20	Off - Net	R1.20	SMS Peak	R0.80	SMS Off Peak	R0.35	Data Per MB	R1.20 up to R2.00	Ongoing as at 30 June 2017
	Prices															
On- Net	R1.20															
Off - Net	R1.20															
SMS Peak	R0.80															
SMS Off Peak	R0.35															
Data Per MB	R1.20 up to R2.00															
MTN Talk free tariff plan	Spend 3 minutes, get 57 minutes free to all Networks. Prepaid Voice per minute Tariff Plan which attracts R1.20 On -Net voice per minute, Off- Net R0.75 On -Net voice per minute. It enables customers to use voice (local	Filed: 26 August 2014 Effective/ Launch Date:	<p>Table 5: MTN Talk free tariff plan</p> <table><tr><th></th><th>Prices</th></tr><tr><td>On- Net</td><td>R1.20</td></tr><tr><td>Off - Net</td><td>R0.75</td></tr><tr><td>SMS</td><td>R0.50</td></tr><tr><td>Data Per MB</td><td>R0.99</td></tr></table>		Prices	On- Net	R1.20	Off - Net	R0.75	SMS	R0.50	Data Per MB	R0.99	Ongoing as at 30 June 2017		
	Prices															
On- Net	R1.20															
Off - Net	R0.75															
SMS	R0.50															
Data Per MB	R0.99															

	& international), SMS, MMS (local & international) and Data.	31 August 2014	Additional information is available at the licensee's website by following the link below: https://shop.mtn.co.za/crs/siteInformation/staticPage.jsp?breadcrumb=Pre-Paid%20Plans&siteInformation=PrePaidPlans											
Cell C R0.66	Prepaid Voice per second Tariff Plan which attracts R0.66 per minute and R0.01 per second. It enables customers to use voice (local & international), SMS, MMS (local & international) and Data.	Filed: 19 September 2014 Effective/ Launch Date: 26 September 2017	<p>Table 6: Cell C R0.66 tariff plan</p> <table><tr><th></th><th>Prices</th></tr><tr><td>On- Net</td><td>R0.66</td></tr><tr><td>Off - Net</td><td>R0.66</td></tr><tr><td>SMS Peak / Off Peak</td><td>R0.50</td></tr><tr><td>Data Per MB</td><td>R2.00</td></tr></table> <p>Additional information is available at the licensee's website by following the link below: https://www.cellc.co.za/cellc/prepaid-contract-detail/66c</p>		Prices	On- Net	R0.66	Off - Net	R0.66	SMS Peak / Off Peak	R0.50	Data Per MB	R2.00	Ongoing as at 30 June 2017
	Prices													
On- Net	R0.66													
Off - Net	R0.66													
SMS Peak / Off Peak	R0.50													
Data Per MB	R2.00													
Telkom Mobile Sim-Sonke	Voice per second Tariff Plan which attracts 75c per minute on calls to other SA mobile and landline networks (billed per second) R0.75 per minute and R0.02 per second. Attract R0.29 to One Net voice calls. It enables customers to use voice (local & international), SMS, MMS (local & international) and Data.	Filed: 11 July 2013 Effective/ Launch Date: 18 July 2013	<p>Table 7: Telkom Mobile Sim-Sonke tariff plan</p> <table><tr><th></th><th>Prices</th></tr><tr><td>On- Net</td><td>R0.29</td></tr><tr><td>Off - Net</td><td>R0.79</td></tr><tr><td>SMS</td><td>R0.29</td></tr><tr><td>Data Per MB</td><td>R0.29</td></tr></table> <p>Additional information is available at the licensee's website by following the link below: https://secure.telkom.co.za/today/shop/personal/plan/sim-sonke-v-plan/#!k=plan-slider-261</p>		Prices	On- Net	R0.29	Off - Net	R0.79	SMS	R0.29	Data Per MB	R0.29	Ongoing as at 30 June 2017
	Prices													
On- Net	R0.29													
Off - Net	R0.79													
SMS	R0.29													
Data Per MB	R0.29													
MTN Unlimited On-Net Calling Promotion	MTN Unlimited On-Net Calling Promotion is a post-paid unlimited on-net voice calling promotion available	Filed: 22 June 2017	<p>Table 8: Post-paid Unlimited On-Net Voice Promotion</p> <table><tr><th>Tariff Plan</th><th>Voice Promotional Value</th></tr><tr><td>My MTNChoice 200 min</td><td>Unlimited MTN to MTN</td></tr></table>	Tariff Plan	Voice Promotional Value	My MTNChoice 200 min	Unlimited MTN to MTN	Ongoing as at 30 June 2017						
Tariff Plan	Voice Promotional Value													
My MTNChoice 200 min	Unlimited MTN to MTN													

	<p>to new MTN customers signing up for a fixed term post-paid contract or upgrading to the plan.</p> <p>This promotional plan will provide customers with unlimited on-net voice calling minutes for the promotional period. The unlimited on-net voice calling minutes will only be valid for the first three months of the fixed term.</p>	<p>Effective/ Launch Date: 01 July 2017</p>	<table><tr><td>My MTNChoice 350 min</td><td>Unlimited MTN to MTN</td></tr><tr><td>My MTNChoice 500 min</td><td>Unlimited MTN to MTN</td></tr><tr><td>My MTNChoice 1000 min</td><td>Unlimited MTN to MTN</td></tr><tr><td>My MTNChoice Talk +S</td><td>Unlimited MTN to MTN</td></tr><tr><td>My MTNChoice Talk +M</td><td>Unlimited MTN to MTN</td></tr><tr><td>My MTNChoice Talk +L</td><td>Unlimited MTN to MTN</td></tr></table> <p>Additional information is available at the licensee’s website by following the link below:</p> <p>https://shop.mtn.co.za/crs/siteInformation/staticPage.jsp?breadcrumb=Contracts&siteInformation=contracts</p>	My MTNChoice 350 min	Unlimited MTN to MTN	My MTNChoice 500 min	Unlimited MTN to MTN	My MTNChoice 1000 min	Unlimited MTN to MTN	My MTNChoice Talk +S	Unlimited MTN to MTN	My MTNChoice Talk +M	Unlimited MTN to MTN	My MTNChoice Talk +L	Unlimited MTN to MTN	
My MTNChoice 350 min	Unlimited MTN to MTN															
My MTNChoice 500 min	Unlimited MTN to MTN															
My MTNChoice 1000 min	Unlimited MTN to MTN															
My MTNChoice Talk +S	Unlimited MTN to MTN															
My MTNChoice Talk +M	Unlimited MTN to MTN															
My MTNChoice Talk +L	Unlimited MTN to MTN															
C-Fibre Symmetrical Tariff Plan	<p>Cell C, C-Fibre Symmetrical Tariff Plan is an uncapped FTTH broadband service. The product offerings are the same as those offered in the Asymmetrical Tariff Plan as explained in this Annexure: A.</p> <p>C-Fibre Symmetrical Tariff Plans are offered on a month-to-month contracts through Mitsol, Frogfoot and Vumatel Fibre Network Operators (FNO) for all line speeds.</p>	<p>Filed: 26 April 2017</p> <p>Effective/ Launch Date: 09 May 2017</p>	<p>Table 9: C-Fibre Symmetrical Tariff Plans</p> <table><tr><th>Symmetrical Line Speeds</th><th>Fixed Monthly Charge</th></tr><tr><td>5Mbps/5Mbps</td><td>R699</td></tr><tr><td>10Mbps/10Mbps</td><td>R749</td></tr><tr><td>20Mbps/20Mbps</td><td>R799</td></tr><tr><td>50Mbps/50Mbps</td><td>R899</td></tr><tr><td>100Mbps/100Mbps</td><td>R999</td></tr></table> <p>Additional information is available at the licensee’s website by following the link below:</p> <p>https://www.cellc.co.za/cellc/c-fibre</p>	Symmetrical Line Speeds	Fixed Monthly Charge	5Mbps/5Mbps	R699	10Mbps/10Mbps	R749	20Mbps/20Mbps	R799	50Mbps/50Mbps	R899	100Mbps/100Mbps	R999	Ongoing as at 30 June 2017
Symmetrical Line Speeds	Fixed Monthly Charge															
5Mbps/5Mbps	R699															
10Mbps/10Mbps	R749															
20Mbps/20Mbps	R799															
50Mbps/50Mbps	R899															
100Mbps/100Mbps	R999															

C-Fibre Asymmetrical Tariff Plan	<p>Cell C, C-Fibre Asymmetrical Tariff Plan offers an uncapped Fibre to The Home (FTTH) broadband service. Customers are offered free Wi-fi Router, installation, connection and unlimited data access and unlimited streaming.</p> <p>C-Fibre asymmetrical tariff plans are offered on a month-to-month contracts through Vumatel and Frogfoot Fibre Network Operators (FNO). C-Fibre plans are provided on a virtual number and SIM swap is not be applicable.</p>	<p>Filed: 26 April 2017</p> <p>Effective/ Launch Date: 08 June 2017</p>	<p><i>Table 10: C-Fibre Asymmetrical Tariff Plans</i></p> <table><tr><th>Asymmetrical Line Speeds</th><th>Fixed Monthly Charge</th></tr><tr><td>4Mbps/1Mbps</td><td>R699</td></tr><tr><td>20Mbps/2Mbps</td><td>R849</td></tr><tr><td>50Mbps/5Mbps</td><td>R1049</td></tr><tr><td>100Mbps/10Mbps</td><td>R1299</td></tr><tr><td>1Gbps/100Mbps</td><td>R5999</td></tr></table> <p>Additional information is available at the licensee’s website by following the link below: https://www.cellc.co.za/cellc/c-fibre</p>	Asymmetrical Line Speeds	Fixed Monthly Charge	4Mbps/1Mbps	R699	20Mbps/2Mbps	R849	50Mbps/5Mbps	R1049	100Mbps/10Mbps	R1299	1Gbps/100Mbps	R5999	Ongoing as at 30 June 2017
Asymmetrical Line Speeds	Fixed Monthly Charge															
4Mbps/1Mbps	R699															
20Mbps/2Mbps	R849															
50Mbps/5Mbps	R1049															
100Mbps/10Mbps	R1299															
1Gbps/100Mbps	R5999															
Cell C Net1 Prepaid Tariff Plan	<p>Cell C’s Net1 Tariff Plan is only available on prepaid to new customers. The Net1 Tariff Plan offers 2 options for customers to choose from:</p> <ul style="list-style-type: none">Option 1: A first R50 recharge of the calendar month will get an additional 50% bonus of the airtime bought plus an additional 100MB of data.Option 2: A first R100	<p>Filed: 15 May 2017</p> <p>Effective/ Launch Date: 24 May 2017</p>	<p><i>Table 11: Net 1 Prepaid Tariff Plan</i></p> <table><tr><th>Service</th><th>New Tariff</th></tr><tr><td>Local Voice Calls (Any-net & Landlines)</td><td>R1.50</td></tr><tr><td>Data</td><td>R1.10</td></tr><tr><td>Local MMS and SMS</td><td>R0.50</td></tr><tr><td>International SMS</td><td>R1.70</td></tr></table> <p>Additional information is available at the licensee’s website by following the link below: https://www.cellc.co.za/cellc/prepaid-contracts</p>	Service	New Tariff	Local Voice Calls (Any-net & Landlines)	R1.50	Data	R1.10	Local MMS and SMS	R0.50	International SMS	R1.70	Ongoing as at 30 June 2017		
Service	New Tariff															
Local Voice Calls (Any-net & Landlines)	R1.50															
Data	R1.10															
Local MMS and SMS	R0.50															
International SMS	R1.70															

	<p>recharge of the calendar month customers will get an additional 50% bonus of the airtime bought plus an additional 100MB of data.</p> <p>Only customers who have reached the minimum qualifying recharge value will get the free value.</p> <p>The bonus airtime and the additional data bundles can be used for local calls and SMS's to any local networks and for standard data usage, anytime.</p> <p>The free airtime value and additional bonus data loaded on the recharge voucher is applicable and valid for a period of seven (7) days.</p>															
Cell C C-Fibre Open Serve Network Asymmetrical Tariff Plans	Cell C C-Fibre Open Serve Network Asymmetrical Tariff Plans are offered as uncapped Fibre to The Home (FTTH) broadband services.	Filed: 19 May 2017 Effective/ Launch Date: 29 May 2017	<table><tr><td colspan="2">Table 12: C-Fibre Openserve Asymmetrical Tariff</td></tr><tr><td>Asymmetrical Line Speeds</td><td>Fixed Monthly Charge</td></tr><tr><td>10Mbps/5Mbps</td><td>R999</td></tr><tr><td>20Mbps/10Mbps</td><td>R1099</td></tr><tr><td>40Mbps/20Mbps</td><td>R1499</td></tr><tr><td>100Mbps/50Mbps</td><td>R1699</td></tr></table>	Table 12: C-Fibre Openserve Asymmetrical Tariff		Asymmetrical Line Speeds	Fixed Monthly Charge	10Mbps/5Mbps	R999	20Mbps/10Mbps	R1099	40Mbps/20Mbps	R1499	100Mbps/50Mbps	R1699	Ongoing as at 30 June 2017
Table 12: C-Fibre Openserve Asymmetrical Tariff																
Asymmetrical Line Speeds	Fixed Monthly Charge															
10Mbps/5Mbps	R999															
20Mbps/10Mbps	R1099															
40Mbps/20Mbps	R1499															
100Mbps/50Mbps	R1699															

	Customers are offered free Wi-fi Router, installation, connection and unlimited data access and unlimited streaming. C-Fibre plans are offered on a month-to-month contracts.		Additional information is available at the licensee's website by following the link below: https://www.cellc.co.za/cellc/c-fibre											
Cell C Pink Mobile Tariff Plan	<p>Cell C's Pink Mobile Tariff Plan is available to all Pink customers. The Pink Mobile Tariff Plan offers voice and SMS bundles to post-paid customers only and data bundles to post-paid and prepaid customers.</p> <p>The customers can either buy the data bundles either as ad-hoc with a 30-day expiry period or as a recurring bundle, which does not carry the expiry period.</p> <p>All local voice calls, including calls to any network and landlines are charged at similar rate of R1.19 p/min.</p> <p>The Tariff Plan offers the customers with eight options to choose from, with five offering insurance cover for breast and prostate cancer. This Value-Added Service (VAS) is included at no cost.</p>	<p>Filed: 07 June 2017</p> <p>Effective/ Launch Date: 20 June 2017</p>	<p><i>Table 13: Pink Mobile Tariff Plan</i></p> <table><tr><th>Service</th><th>New Tariff</th></tr><tr><td>Local Voice Calls (Any-net & Landlines)</td><td>R1.99</td></tr><tr><td>Data</td><td>R0.99</td></tr><tr><td>Local MMS and SMS</td><td>R0.60</td></tr><tr><td>International SMS</td><td>R1.70</td></tr></table> <p>Additional information is available at the licensee's website by following the link below: https://www.cellc.co.za</p>	Service	New Tariff	Local Voice Calls (Any-net & Landlines)	R1.99	Data	R0.99	Local MMS and SMS	R0.60	International SMS	R1.70	Ongoing as at 30 June 2017
Service	New Tariff													
Local Voice Calls (Any-net & Landlines)	R1.99													
Data	R0.99													
Local MMS and SMS	R0.60													
International SMS	R1.70													

Cell C Virgin Mobile Prepaid Tariff Plan	<p>Cell C’s Virgin Mobile Prepaid Tariff Plan is available to new and existing Virgin Mobile prepaid customers. The starter pack is available at zero rate.</p> <p>The customers will be billed on a per second basis. Both the on-net and off-net voice call rates will be charged at a similar rate of R0.99 p/min, including calls to all other networks.</p> <p>On every recharge customer, will receive free Virgin Mobile to Virgin Mobile (V2V) on-net minutes, depending on the amount the customer recharges with. The on-net bonus minutes are only available to customers that recharges with a minimum of R10 or more.</p> <p>The free on-net minutes will be consumed first, thereafter the airtime will be paid for all calls. Customers may use only a maximum of 500 V2V minutes per day.</p>	<p>Filed: 05 June 2017</p> <p>Effective/ Launch Date: 16 June 2017</p>	<p>Table 14: Virgin Mobile Prepaid Tariff Plan</p> <table><tr><th>Service</th><th>New Tariff</th></tr><tr><td>Starter Pack</td><td>R0.00</td></tr><tr><td>On-Net Voice Calls</td><td>R0.99</td></tr><tr><td>Off-Net Voice Calls</td><td>R0.99</td></tr><tr><td>Data (Out-of-Bundle)</td><td>R0.40</td></tr><tr><td>SMS</td><td>R0.50</td></tr><tr><td>MMS</td><td>R0.75</td></tr><tr><td>International SMS</td><td>R1.50</td></tr></table> <p>Additional information is available at the licensee’s website by following the link below: https://www.cellc.co.za</p>	Service	New Tariff	Starter Pack	R0.00	On-Net Voice Calls	R0.99	Off-Net Voice Calls	R0.99	Data (Out-of-Bundle)	R0.40	SMS	R0.50	MMS	R0.75	International SMS	R1.50	Ongoing as at 30 June 2017
Service	New Tariff																			
Starter Pack	R0.00																			
On-Net Voice Calls	R0.99																			
Off-Net Voice Calls	R0.99																			
Data (Out-of-Bundle)	R0.40																			
SMS	R0.50																			
MMS	R0.75																			
International SMS	R1.50																			

	<p>The table above shows the recharge bonus for example a customer who recharges for R10 have the validity of 5 days to use bonus airtime with a maximum of 500 free V2V minutes per day.</p> <p>The customers with a charge between R50 to R500 will have the validity of 30 days to use bonus airtime with a maximum of 500 free V2V minutes per day.</p>																																			
Cell C Pinnacle Hero Deal Promotion	<p>The Pinnacle Hero Deal Promotion was available as a SIM product and/or inclusive with a smartphone depending on the length of the contract (6,12,18 or 24-months), for instance deals with a phone were available on 24 months’ contracts only.</p> <p>The deal enabled customers to receive unlimited calls, unlimited SMS’s and</p>	<p>Extension: 21 April 2017</p> <p>Filed: 30 March 2017</p> <p>Effective/ Launch Date: 10 April 2017</p>	<p><i>Table 15: Pinnacle Hero Deal Tariff Plans</i></p> <table><tr><th>Name</th><th>Pinnacle 250</th><th>Pinnacle 600</th><th>Pinnacle Unlimited</th></tr><tr><td>Subscription</td><td>R299</td><td>R499</td><td>R999</td></tr><tr><td>Handset</td><td>Samsung J5 Prime</td><td>Samsung S7 Edge</td><td>Apple iPhone 7 128 GB</td></tr><tr><td>Deal Price</td><td>R399</td><td>R899</td><td>R1399</td></tr><tr><td>Minute</td><td>250</td><td>600</td><td>Unlimited</td></tr><tr><td>Data</td><td>250MB</td><td>1GB</td><td>3GB + 7GB (Promo)</td></tr><tr><td>Promo Value (Minutes)</td><td>250</td><td>600</td><td>N/A</td></tr><tr><td>Promo Value Data</td><td>2GB</td><td>5GB</td><td>20GB</td></tr></table>	Name	Pinnacle 250	Pinnacle 600	Pinnacle Unlimited	Subscription	R299	R499	R999	Handset	Samsung J5 Prime	Samsung S7 Edge	Apple iPhone 7 128 GB	Deal Price	R399	R899	R1399	Minute	250	600	Unlimited	Data	250MB	1GB	3GB + 7GB (Promo)	Promo Value (Minutes)	250	600	N/A	Promo Value Data	2GB	5GB	20GB	Valid until 30 June 2017
Name	Pinnacle 250	Pinnacle 600	Pinnacle Unlimited																																	
Subscription	R299	R499	R999																																	
Handset	Samsung J5 Prime	Samsung S7 Edge	Apple iPhone 7 128 GB																																	
Deal Price	R399	R899	R1399																																	
Minute	250	600	Unlimited																																	
Data	250MB	1GB	3GB + 7GB (Promo)																																	
Promo Value (Minutes)	250	600	N/A																																	
Promo Value Data	2GB	5GB	20GB																																	

	3GB of data with an added promotional 7GB of data for the duration of their contract term.		Additional information is available at the licensee’s website by following the link below: https://www.cellc.co.za/cellc/voice-contract-detail/Pinnacle-contracts																					
Cell C Promotional Pinnacle Business Deals	<p>Cell C’s Promotional Pinnacle Business Deals are available as post-paid plans to business channels on a 24 months’ contract only.</p> <p>The plans are only available for sale via an online purchase or through Telesales. The Promotional Pinnacle Business Deals offers customers with 3 options to choose from.</p> <p>The plans offer customers with additional anytime recurring data valid for 30 days from the date of activation.</p> <p>The plan allows for a cash buy-out settlement of up to R10 000 per line</p>	<p>Filed: 24 May 2017</p> <p>Effective/ Launch Date: 05 June 2017</p>	<p><i>Table 16: Pinnacle Business Deal Tariff Plans</i></p> <table><tr><th>Name</th><th>Pinnacle Unlimited</th><th>Pinnacle 1000</th><th>Pinnacle 600</th></tr><tr><td>Subscription</td><td>R1799</td><td>R1399</td><td>R1149</td></tr><tr><td>Minutes</td><td>Unlimited</td><td>1000</td><td>600</td></tr><tr><td>SMS</td><td>Unlimited</td><td>1000</td><td>600</td></tr><tr><td>Data (MB)</td><td>3GB+7GB +10GB</td><td>2GB+5GB</td><td>1GB+3GB</td></tr></table> <p>Additional information is available at the licensee’s website by following the link below: https://www.cellc.co.za/cellc/voice-contract-detail/Pinnacle-contracts</p>	Name	Pinnacle Unlimited	Pinnacle 1000	Pinnacle 600	Subscription	R1799	R1399	R1149	Minutes	Unlimited	1000	600	SMS	Unlimited	1000	600	Data (MB)	3GB+7GB +10GB	2GB+5GB	1GB+3GB	Ongoing until 31 August 2017
Name	Pinnacle Unlimited	Pinnacle 1000	Pinnacle 600																					
Subscription	R1799	R1399	R1149																					
Minutes	Unlimited	1000	600																					
SMS	Unlimited	1000	600																					
Data (MB)	3GB+7GB +10GB	2GB+5GB	1GB+3GB																					

	<p>and a choice of either a Samsung or an iPhone device.</p> <p>The additional free discretionary data of 2GB, 3GB, 5GB and 10GB will be available for the duration of the contract.</p>													
Cell C Viva Mobile Prepaid Tariff Plan	<p>Cell C Viva Prepaid Tariff Plan is available to all Viva Prepaid customers. All local calls, including any network and landlines shall be charged at a similar rate of R1.19 VAT inclusive.</p> <p>The Viva Prepaid Tariff Plan offers customers with life insurance coverage between R2500.00 and R50 000.00 based on recharge values from R25 to R540 of the previous calendar month. Data bundles are available to both post-paid and prepaid customers.</p>	<p>Filed: 21 June 2017</p> <p>Effective/ Launch Date: 03 July 2017</p>	<p><i>Table 17: Viva Mobile Prepaid Tariff Plan</i></p> <table><tr><th>Service</th><th>New Tariff</th></tr><tr><td>Local Voice Calls (Any-net & Landlines)</td><td>R1.19</td></tr><tr><td>Data</td><td>R0.99</td></tr><tr><td>Local SMS & MMS</td><td>R0.60</td></tr><tr><td>International SMS</td><td>R1.70</td></tr></table> <p>Additional information is available at the licensee’s website by following the link below: https://www.cellc.co.za/cellc/prepaid-contracts</p>	Service	New Tariff	Local Voice Calls (Any-net & Landlines)	R1.19	Data	R0.99	Local SMS & MMS	R0.60	International SMS	R1.70	<p>Ongoing as at 30 June 2017</p>
Service	New Tariff													
Local Voice Calls (Any-net & Landlines)	R1.19													
Data	R0.99													
Local SMS & MMS	R0.60													
International SMS	R1.70													

Cell C Extension of LTE Power Plans Promotion	<p>Cell C's LTE Power Plan is fixed LTE data only; it does not include voice calls and also does not work as a mobile connectivity solution. The plan provides customers internet access with large volumes of data at faster speeds. Moreover, it enables the customers to browse, stream series, movies or songs, online gaming or running a business. Customers have 5 data plans as options to choose from. Customers need to ensure that they have are LTE enabled device to start surfing at higher speeds.</p> <p>Customers benefits from the large volumes of data at faster speeds. LTE power plans offers the customer 3 times faster download and upload speed and enables the customers to browse, stream music and videos and online gaming or running a business. The promotion also offers customers with choice since it offers 5 data plans as options to choose from. The</p>	<p>Extension: 22 June 2017</p> <p>Filed: 21 September 2016</p> <p>Effective/ Launch Date: 01 October 2016</p>	<p><i>Table 18: LTE Power Plans Tariffs</i></p> <table border="1"> <thead> <tr> <th>Data Package</th><th>Any-time Data</th><th>Monthly Subscription</th><th>In-bundle Rate</th><th>Out-of-Bundle Rate</th></tr> </thead> <tbody> <tr> <td>LTE 15GB</td><td>15360 MB</td><td>R299</td><td>R0.019</td><td>R0.99</td></tr> <tr> <td>LTE 25GB</td><td>25600 MB</td><td>R499</td><td>R0.019</td><td>R0.99</td></tr> <tr> <td>LTE 50GB</td><td>51200 MB</td><td>R699</td><td>R0.014</td><td>R0.99</td></tr> <tr> <td>LTE 100GB</td><td>102400 MB</td><td>R999</td><td>R0.010</td><td>R0.99</td></tr> <tr> <td>LTE 200GB</td><td>204800 MB</td><td>R1499</td><td>R0.007</td><td>R0.99</td></tr> </tbody> </table> <p>Additional information is available at the licensee's website by following the link below: https://www.cellc.co.za/cellc/data-contract-detail/LTE-power-plans</p>	Data Package	Any-time Data	Monthly Subscription	In-bundle Rate	Out-of-Bundle Rate	LTE 15GB	15360 MB	R299	R0.019	R0.99	LTE 25GB	25600 MB	R499	R0.019	R0.99	LTE 50GB	51200 MB	R699	R0.014	R0.99	LTE 100GB	102400 MB	R999	R0.010	R0.99	LTE 200GB	204800 MB	R1499	R0.007	R0.99	Ongoing until 30 September 2017
Data Package	Any-time Data	Monthly Subscription	In-bundle Rate	Out-of-Bundle Rate																														
LTE 15GB	15360 MB	R299	R0.019	R0.99																														
LTE 25GB	25600 MB	R499	R0.019	R0.99																														
LTE 50GB	51200 MB	R699	R0.014	R0.99																														
LTE 100GB	102400 MB	R999	R0.010	R0.99																														
LTE 200GB	204800 MB	R1499	R0.007	R0.99																														

	promotion has been extended until 30 September 2017.																																											
Cell C Smart Data Share Promotion	<p>Cell C Smart Data Share Promotion is a post-paid data plan available on a 12 or 24 months’ period. It offers 5GB, 10GB, 20GB and 50GB data packages.</p> <p>Cell C offers customers double data bundles, meaning customers receive extra data of the same value purchased.</p> <p>For instance, 5GB purchased will get 5GB extra. Customers also receive free Wi-Fi calling minutes and the ability to share their data and minutes to up to 14 SIM cards.</p> <p>Qualifying customers that sign-up during the promotional period will receive double the standard volume of data, applicable to both anytime and night (referred to as “night” by Cell C) data.</p>	<p>Filed: 03 March 2017</p> <p>Effective/ Launch Date: 07 March 2017</p>	<p>Table 19: Smart Data Share Promotion</p> <table><tr><th>Name</th><th>SmartData Share 5GB</th><th>SmartData Share 20GB</th><th>SmartData Share 50GB</th></tr><tr><td>Subscription</td><td>R199</td><td>R499</td><td>R899</td></tr><tr><td>AnyTime Data</td><td>5GB+5GB</td><td>20GB+20GB</td><td>50GB+50GB</td></tr><tr><td>Nite Data</td><td>5GB+5GB</td><td>20GB+20GB</td><td>50GB+50GB</td></tr><tr><td>Wi-Fi Calling Minutes (Any-Net)</td><td>1000</td><td>1000</td><td>1000</td></tr><tr><td>Shared SIMs</td><td>14</td><td>14</td><td>14</td></tr><tr><td>Shared SIM Per Month</td><td>R5</td><td>R5</td><td>R5</td></tr><tr><td>OOB Voice</td><td>R1.50</td><td>R1.50</td><td>R1.50</td></tr><tr><td>OOB SMS</td><td>R0.50</td><td>R0.50</td><td>R0.50</td></tr><tr><td>OOB Data</td><td>R0.99</td><td>R0.99</td><td>R0.99</td></tr></table> <p>OOB means Out-of-Bundle Rates</p> <p>Additional information is available at the licensee’s website by following the link below: https://www.cellc.co.za/cellc/data-contract-detail/smartdata-contract</p>	Name	SmartData Share 5GB	SmartData Share 20GB	SmartData Share 50GB	Subscription	R199	R499	R899	AnyTime Data	5GB+5GB	20GB+20GB	50GB+50GB	Nite Data	5GB+5GB	20GB+20GB	50GB+50GB	Wi-Fi Calling Minutes (Any-Net)	1000	1000	1000	Shared SIMs	14	14	14	Shared SIM Per Month	R5	R5	R5	OOB Voice	R1.50	R1.50	R1.50	OOB SMS	R0.50	R0.50	R0.50	OOB Data	R0.99	R0.99	R0.99	Ongoing until 30 September 2017
Name	SmartData Share 5GB	SmartData Share 20GB	SmartData Share 50GB																																									
Subscription	R199	R499	R899																																									
AnyTime Data	5GB+5GB	20GB+20GB	50GB+50GB																																									
Nite Data	5GB+5GB	20GB+20GB	50GB+50GB																																									
Wi-Fi Calling Minutes (Any-Net)	1000	1000	1000																																									
Shared SIMs	14	14	14																																									
Shared SIM Per Month	R5	R5	R5																																									
OOB Voice	R1.50	R1.50	R1.50																																									
OOB SMS	R0.50	R0.50	R0.50																																									
OOB Data	R0.99	R0.99	R0.99																																									

	<p>Cell C Data Promotion will benefit customer with choice, and an effectively lower price due the double data principle.</p> <p>The plan benefit customers who wants to share their data and minutes with family members and business customers.</p> <p>This promotion is also benefitting customers by offering them free night data that can be used from 12am to 6am.</p>																																																			
Cell C Promotional Connector Tariff Plans	<p>Promotional Connector Tariff Plans are available as SIM only products with a variable length contracts of either a month to month contract or 24 months’ contract. The Plans are available to new and existing customers, migrating or upgrading to new plans.</p> <p>The Promotional Connector Tariff Plans offer customers with 5 options to choose from. The Promotional</p>	<p>Filed: 19 May 2017</p> <p>Effective/ Launch Date: 02 June 2017</p>	<p>Table 20: Promotional Connector Tariff Plan</p> <table><tr><th>Name</th><th>Connector1</th><th>Connector1</th><th>Connector1</th><th>Connector1</th><th>Connector1</th></tr><tr><td>Subscription</td><td>R499</td><td>R599</td><td>R799</td><td>R999</td><td>R1499</td></tr><tr><td>Mins</td><td>10000</td><td>10000</td><td>10000</td><td>10000</td><td>10000</td></tr><tr><td>SMS</td><td>10000</td><td>10000</td><td>10000</td><td>10000</td><td>10000</td></tr><tr><td>Data</td><td>3GB</td><td>5GB</td><td>10GB</td><td>20GB</td><td>50GB</td></tr><tr><td>Promo Data</td><td>3GB</td><td>5GB</td><td>10GB</td><td>20GB</td><td>50GB</td></tr><tr><td>OOB Voice</td><td>R0.50</td><td>R0.50</td><td>R0.50</td><td>R0.50</td><td>R0.50</td></tr><tr><td>OOB SMS</td><td>R0.15</td><td>R0.15</td><td>R0.15</td><td>R0.15</td><td>R0.15</td></tr></table>	Name	Connector1	Connector1	Connector1	Connector1	Connector1	Subscription	R499	R599	R799	R999	R1499	Mins	10000	10000	10000	10000	10000	SMS	10000	10000	10000	10000	10000	Data	3GB	5GB	10GB	20GB	50GB	Promo Data	3GB	5GB	10GB	20GB	50GB	OOB Voice	R0.50	R0.50	R0.50	R0.50	R0.50	OOB SMS	R0.15	R0.15	R0.15	R0.15	R0.15	Ongoing until 31 July 2017
Name	Connector1	Connector1	Connector1	Connector1	Connector1																																															
Subscription	R499	R599	R799	R999	R1499																																															
Mins	10000	10000	10000	10000	10000																																															
SMS	10000	10000	10000	10000	10000																																															
Data	3GB	5GB	10GB	20GB	50GB																																															
Promo Data	3GB	5GB	10GB	20GB	50GB																																															
OOB Voice	R0.50	R0.50	R0.50	R0.50	R0.50																																															
OOB SMS	R0.15	R0.15	R0.15	R0.15	R0.15																																															

	<p>Connector Tariff Plans offer customers with Any-Net minutes ranging from 1000 to 3000 minutes, depending on the plan, 1000 SMS, free Facebook and inclusive double data promotion ranging from 3GB to 50GB.</p> <p>For instance, a customer on Connector 5 Tariff Plan with 50GB of data, will get 50GB extra, as promotional data. On-net and off-net Wi-fi calls will be charged from the inclusive minutes.</p> <p>Cell C has amended the Promotional Unlimited Plans by increasing the promotional data bundle in Connector 1 from 2GB to 3GB. The plans are available via Cell C Online and Retentions Call Centre only.</p>		<table><tr><td>OOB Data</td><td>R0.15</td><td>R0.15</td><td>R0.15</td><td>R0.15</td><td>R0.15</td></tr></table> <p>Additional information is available at the licensee’s website by following the link below: https://www.cellc.co.za/cellc/voice-contract-detail/Connector</p>	OOB Data	R0.15	R0.15	R0.15	R0.15	R0.15	
OOB Data	R0.15	R0.15	R0.15	R0.15	R0.15					
Cell C MegaData Prepaid Tariff Plan	Cell C MegaData is only available to Prepaid Cell C customers on the MegaData Tariff Plan. Customers are standard rate of R1.50 p/min VAT	Filed: 30 June 2017	<p>Table 21: MegaData Prepaid Tariff Plan</p> <table><tr><th>Service</th><th>Tariff Price</th></tr><tr><td>Local Voice Calls to Any Networks and Landlines)</td><td>R1.50</td></tr></table>	Service	Tariff Price	Local Voice Calls to Any Networks and Landlines)	R1.50	Ongoing as at 30 June 2017		
Service	Tariff Price									
Local Voice Calls to Any Networks and Landlines)	R1.50									

<p>Inclusive for on-net and off-net calls to any local networks and landlines.</p> <p>Customers receive free MegaData on all recharges of R50 and above and every recharge will attract 3 times the recharge value. For example, a customer with a recharge of R50 will receive 150MB.</p> <p>Variable/Flexi recharges, for example, R55 recharge at an ATM will receive 165MB free MegaData.</p> <p>MegaData is awarded according to the recharge amount which ranges between R50 and R1000. Customers can receive free MegaData bonus value between of 150MB and 3GB, with the validity/expiry period of between 3 and 7 days depending on the recharge amount.</p> <p>New and existing customers will automatically qualify for the promotion.</p>	<p>Effective/ Launch Date: 07 July 2017</p>	<table><tr><td>Data</td><td>R1.10</td></tr><tr><td>Local SMS and MMS</td><td></td></tr><tr><td>International SMS</td><td>R1.70</td></tr><tr><td>First tariff migration</td><td>R0.00</td></tr><tr><td>Second tariff migration (in a month)</td><td>R5.00</td></tr></table>	Data	R1.10	Local SMS and MMS		International SMS	R1.70	First tariff migration	R0.00	Second tariff migration (in a month)	R5.00														
		Data	R1.10																							
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		International SMS	R1.70																							
		First tariff migration	R0.00																							
Second tariff migration (in a month)	R5.00																									
<p>Table 22: MegaData Recharge Rewards</p> <table><tr><th>Recharge Voucher</th><th>Bonus Value</th><th>Expiry/ Validity</th></tr><tr><td>R50</td><td>150MB</td><td rowspan="4">3 Days</td></tr><tr><td>R60</td><td>180MB</td></tr><tr><td>R70</td><td>210MBMB</td></tr><tr><td>R100</td><td>300MB</td></tr><tr><td>R120</td><td>360MB</td><td rowspan="6">5 Days</td></tr><tr><td>R150</td><td>450MB</td></tr><tr><td>R200</td><td>600MB</td></tr><tr><td>R300</td><td>900MB</td></tr><tr><td>R500</td><td>1.5GB</td></tr><tr><td>R1000</td><td>3GB</td></tr></table>		Recharge Voucher	Bonus Value	Expiry/ Validity	R50	150MB	3 Days	R60	180MB	R70	210MBMB	R100	300MB	R120	360MB	5 Days	R150	450MB	R200	600MB	R300	900MB	R500	1.5GB	R1000	3GB
Recharge Voucher	Bonus Value	Expiry/ Validity																								
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<p>Additional information is available at the licensee’s website by following the link below: https://www.cellc.co.za/cellc/prepaid-contract-detail/MegaData</p>																										

Cell C New Prepaid Bundle Promotion	<p>The Cell C Prepaid Bundle Promotion is available to new and existing customers on EasyChat Tariff Plan. As a result, the new customers are by default activated on the EasyChat tariff plan.</p> <p>The prepaid bundle promotion offers customers to choose between the prepaid bundles starting from the price of R79 with R500MB (Any use data) + 500 MB (Social data) + 5 Games + 30/day local Any-net minutes + 50/day Any-net SMS valid for 15 days.</p> <p>The highest prepaid bundle in this tariff plan is available at R499 which includes 5GB (Any use data) + 3GB (Social data) + 10 Games + 120/day local Any-net minutes + 50/day local Any-net SMS valid for 30 days.</p>	<p>Filed: 30 June 2017</p> <p>Effective/ Launch Date: 12 July 2017</p>	<p><i>Table 23: Prepaid Bundles</i></p> <table> <tr> <th rowspan="2">Bundle</th><th rowspan="2">Price</th><th colspan="2">Data</th><th rowspan="2">Games</th></tr> <tr> <th>Any-Use Data</th><th>Social Data</th></tr> <tr> <td>1</td><td>R79</td><td>500MB</td><td>500MB</td><td>5 Games</td></tr> <tr> <td>2</td><td>R129</td><td>1GB</td><td>1GB</td><td>5 Games</td></tr> <tr> <td>3</td><td>R249</td><td>2GB</td><td>1.5GB</td><td>10 Games</td></tr> <tr> <td>4</td><td>349</td><td>3GB</td><td>2GB</td><td>10 Games</td></tr> <tr> <td>5</td><td>499</td><td>5GB</td><td>3GB</td><td>10 Games</td></tr> </table> <p><i>Table 24: Prepaid Bundles (Continued)</i></p> <table> <tr> <th>Bundle</th><th>Price</th><th>Local Any-Net Minutes</th><th>Local Any-Net SMS</th><th>Validity</th></tr> <tr> <td>1</td><td>R79</td><td>30/Day</td><td>50/Day</td><td>15 Days</td></tr> <tr> <td>2</td><td>R129</td><td>60/Day</td><td>50/Day</td><td>15 Days</td></tr> <tr> <td>3</td><td>R249</td><td>60/Day</td><td>50/Day</td><td>30 Days</td></tr> <tr> <td>4</td><td>349</td><td>120/Day</td><td>50/Day</td><td>30 Days</td></tr> <tr> <td>5</td><td>499</td><td>120/Day</td><td>50/Day</td><td>30 Days</td></tr> </table> <p>Additional information is available at the licensee's website by following the link below:</p>	Bundle	Price	Data		Games	Any-Use Data	Social Data	1	R79	500MB	500MB	5 Games	2	R129	1GB	1GB	5 Games	3	R249	2GB	1.5GB	10 Games	4	349	3GB	2GB	10 Games	5	499	5GB	3GB	10 Games	Bundle	Price	Local Any-Net Minutes	Local Any-Net SMS	Validity	1	R79	30/Day	50/Day	15 Days	2	R129	60/Day	50/Day	15 Days	3	R249	60/Day	50/Day	30 Days	4	349	120/Day	50/Day	30 Days	5	499	120/Day	50/Day	30 Days	Ongoing until 30 September 2017
Bundle	Price	Data				Games																																																												
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	<p>Payment for the Promotion Bundles is via the customer's available airtime. Customers can only have one (1) active bundle at a time.</p> <p>Bundles are available as once-off purchases only and loading of additional bundles within the validity period of an existing bundle is not allowed.</p> <p>Once a bundle has expired the customer needs to purchase another bundle if they wish to continue to receive the benefits of the bundles.</p>		https://www.cellc.co.za/cellc/prepaid-contracts																	
Cell C C-Fibre 3 Months Free Subscription Promotion	The promotion is available to new residential customers that sign up for C-Fibre during the promotional period and it only applied to residential premises. The promotion will only be applied once per new fibre line application. Subsequent applications to the same residential address shall not attract the promotion.	File: 30 June 2017 Effective/ Launch Date: 12 July 2017	<p>Table 25: C-Fibre 3 Months Free Subscription</p> <table><tr><th>Symmetrical Line Speeds</th><th>Fixed Monthly Charge</th></tr><tr><td>5Mbps/5Mbps</td><td>R699</td></tr><tr><td>10Mbps/10Mbps</td><td>R749</td></tr><tr><td>20Mbps/20Mbps</td><td>R799</td></tr><tr><td>50Mbps/50Mbps</td><td>R899</td></tr><tr><td>100Mbps/100Mbps</td><td>R999</td></tr></table> <p>Table 26: C-Fibre 3 Months Free Subscription</p> <table><tr><th>Asymmetrical Line Speeds</th><th>Fixed Monthly Charge</th></tr><tr><td></td><td></td></tr></table>	Symmetrical Line Speeds	Fixed Monthly Charge	5Mbps/5Mbps	R699	10Mbps/10Mbps	R749	20Mbps/20Mbps	R799	50Mbps/50Mbps	R899	100Mbps/100Mbps	R999	Asymmetrical Line Speeds	Fixed Monthly Charge			Ongoing until 30 September 2017
Symmetrical Line Speeds	Fixed Monthly Charge																			
5Mbps/5Mbps	R699																			
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50Mbps/50Mbps	R899																			
100Mbps/100Mbps	R999																			
Asymmetrical Line Speeds	Fixed Monthly Charge																			

	<p>The promotion is valid across the Openserve, Vumatel, Frogfoot and Mitsol Fibre Networks. Customers signing up using the promotion will also receive the following inclusive value added services. Free Wi-Fi Router, Free Installation, Free Connection, Unlimited Data/streaming.</p> <p>The service is available at both symmetrical and asymmetrical line speeds with fixed monthly charges ranging between R699.00 VAT Inclusive for 5Mbps and R5999.00 for 1Gbps.</p> <p>The promotion is applicable for a period of 90 days from the date C-Fibre activation and customers signing up for C-Fibre during the promotional period will receive the first three months' subscription for free.</p>		<table><tr><td>10Mbps/5Mbps</td><td>R999</td></tr><tr><td>20Mbps/10Mbps</td><td>R1099</td></tr><tr><td>40Mbps/20Mbps</td><td>R1499</td></tr><tr><td>100Mbps/50Mbps</td><td>R1699</td></tr><tr><td>1Gbps/100Mbps</td><td>R5999</td></tr></table> <p>Additional information is available at the licensee's website by following the link below: https://www.cellc.co.za/cellc/c-fibre</p>	10Mbps/5Mbps	R999	20Mbps/10Mbps	R1099	40Mbps/20Mbps	R1499	100Mbps/50Mbps	R1699	1Gbps/100Mbps	R5999	
10Mbps/5Mbps	R999													
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