



CORPORATE BUSINESS

Kazakhtelecom is the leader of the telecommunications market in the Republic of Kazakhstan, including the corporate segment. The Company possesses the most advanced infrastructure, an extensive branch network, as well as strong technical and human resource potential.

139.2

KZT billion

The Company's corporate segment revenue for 2024

The Company offers its clients a wide range of modern telecommunications services, including telephony, data transmission, internet access, and satellite communications.

Revenue in the corporate segment totaled KZT 139.2 billion in 2024, exceeding the target by KZT 3.2 billion or +2.3%. The average revenue per user (ARPU) increased by +6.3%.

15%

NPS (corporate segment)

+6.3%

the average revenue per user (ARPU)





PRODUCT DEVELOPMENT

To expand its product portfolio and strengthen its position in the B2B and B2G segments, the Company launched an innovative solution – the “AI Video Analytics Platform.” This product is a modern service for viewing, recording, storing, and analyzing video footage from surveillance cameras using artificial intelligence technologies. Its objective is to provide clients with advanced tools to enhance security and automate video surveillance processes.

The product targets a wide range of users, including commercial enterprises (shops, supermarkets, restaurants, hotels, warehouses, and offices) and government organizations (schools, hospitals, police departments, local authorities, railway stations, and airports).

To improve safety and the quality of education, as well as to promote the digital transformation of educational institutions, Kazakhtelecom initiated

a pilot project “AQYLDY MEKTEP.” This project aims to implement SMART solutions that enhance learning conditions and ensure the safety of all participants in the educational process.

The pilot project was implemented in three educational institutions: in the city of Konaev, in the village of Arna (Almaty Region), and in the city of Atyrau. Each school underwent major upgrades, including the installation of a 500 Mbps internet channel with traffic filtering to block unwanted content, the deployment of a local Wi-Fi network, and the connection of surveillance cameras to the AI Video Analytics Platform. In addition, emergency buttons were installed with signal transmission to the Emergency Response Center.

Thus, the “AQYLDY MEKTEP” project became an important step towards digitalizing the educational environment and enhancing its safety.



PROJECT IMPLEMENTATION

INSTALLATION OF VIDEO SURVEILLANCE SYSTEMS IN EDUCATIONAL INSTITUTIONS

Almaty Region

In this region, 361 facilities have been connected to the video surveillance system. A total of 5,776 cameras were installed and integrated with the Kazakhtelecom JSC platform, with video recordings stored for 30 days. Real-time video streams are transmitted to the Emergency Response Center (ERC) of the Almaty Region Police Department, enabling continuous monitoring and rapid response to emergencies. Data transmission is carried out through isolated communication channels, ensuring the

system’s security and stability. The service contract was signed with the Municipal Public Institution “Almaty Regional Research and Practical Center for Information Technologies in Education” of the Department of Education of Almaty Region and remains valid through the end of 2025.

Atyrau Region

A total of 2,485 video surveillance cameras were installed in 202 educational institutions in Atyrau Region, including 2,081 cameras with audio and video recording capabilities in classrooms. This allows for effective monitoring of the educational environment and ensures student safety. Cameras were also installed at entrances to enhance access control. The video archive is stored on the Kazakhtelecom JSC platform for 30 days. Video streams are transmitted through secure channels to the ERC of the Atyrau

Region Police Department, ensuring prompt monitoring and timely response to emergencies. The contract was signed with the Municipal Public Institution “Department of Education of Atyrau Region” and is valid until the end of 2026.

City of Karaganda

In the city of Karaganda, 86 educational institutions were connected to the video surveillance system, with a total of 2,064 cameras installed. Video streams are transmitted to the Kazakhtelecom JSC platform, where they are stored for 30 days and then forwarded to the ERC of the Karaganda Region Police Department. Additionally, the “Emergency Button” service was

implemented at these educational institutions, with alerts transmitted directly to the police department, ensuring rapid response and support in case of incidents.



PROVISION OF REPUBLICAN L1 CHANNELS (ALIEN WAVELENGTH SERVICE)

A core data transmission network was established via the Kazakhtelecom JSC OTN (Optical Transport Network) using WDM technology in accordance with the OSI model. The service is provided to National Information Technologies JSC as part of the implementation of the Unified Transport Environment for government agencies of the Republic of Kazakhstan.

Service functionality: Provision of an alien wavelength (optical wavelength on existing OTN/DWDM networks of Kazakhtelecom JSC). The project provides an optical

wavelength with a frequency of 100 GHz and bandwidth of 100 Gbps, in accordance with the Technical Specifications of the Trunk Network 2, to the buildings of local executive bodies (akimats) in 16 cities of the Republic of Kazakhstan: Astana, Almaty, Kokshetau, Kostanay, Petropavlovsk, Karaganda, Pavlodar, Oskemen, Taldykorgan, Taraz, Shymkent, Kyzylorda, Aktobe, Oral, Atyrau, and Aktau.

The client is National Information Technologies JSC. The contract is valid through the end of 2025.

TARIFF POLICY IN THE CORPORATE SEGMENT

In May 2024, the Company conducted a comprehensive revision of the tariff policy for internet access services in the corporate segment, improving the technical characteristics.

TV+ digital television service offerings were expanded: the number of channels in tariff plans for corporate clients was increased, and two new online cinemas – Salem and Kinoroom – were added. Specialized tariff plans were launched for sports bars, hotels and apartments, and rotational camps. Additionally, new tariff plans were developed for embassies, internet

cafes, as well as for condominium committees (CC) and homeowners’ associations (HA).

All of these measures implemented in 2024 helped strengthen the Company’s position in the telecommunications market, provide corporate clients with a broader range of products tailored to the specific needs of their businesses, and increase their operational efficiency through innovative solutions from Kazakhtelecom JSC.

DEVELOPMENT OF INTERNATIONAL TELECOMMUNICATIONS SERVICES

One of the key focus areas of DKB is building mutually beneficial partnerships with major telecommunications operators, as well as expanding the range of telecommunications services offered to partners. In 2024, a new version of the Corporate Segment Price List was approved, which enabled the creation of more competitive conditions in the international telecommunications services market and strengthened DKB’s position among international telecom operators in Central Asia.

In the reporting year, targeted efforts were made to increase DKB’s share in the international segment, including:

- › a memorandum was signed with international operator China Telecommunications Corporation to expand the transit interconnection network with a capacity of 7×100 Gbps along the China–Europe route for 2025–2027;

- › contracts were concluded to organize transit channels with a capacity of 6×100 Gbps along the China–Europe route with the following companies: China Mobile International (UK) Limited, China Unicom Global, and China Telecommunications Corporation;
- › transit channels were organized along the Europe–Uzbekistan route with a capacity of 2×100 Gbps for Uzbektelecom;
- › a transit channel was organized along the Europe–Kyrgyzstan route with a capacity of 1×100 Gbps for Kyrgyztelecom.

In parallel with the implementation of new projects, the modernization of international voice interconnections continued, including the migration of traffic from the MSC to the NGN network. In 2024, voice traffic from the following operators was successfully transferred: MTT, China Telecom, Baikonur Svyaz Inform State Unitary Enterprise, Turkmentehnogurlushyk CJSC, Kyrgyztelecom, TransTeleCom Company JSC (TTK), and Rostelecom PJSC. The released channels on the MSC were decommissioned.





NETWORK DEVELOPMENT

In 2024, optical networks were commissioned throughout the territory of the Republic of Kazakhstan under Capital Investment Budget (CIB) projects, enabling high-speed internet access for 832 corporate segment facilities.

In 2024, the project “Establishment of communication channels for video traffic transmission to the Operations Control Center of the Police Department (OCC PD) from educational facilities in Atyrau Region” was implemented. The project included the installation of 2,485 surveillance cameras at 202 facilities under the jurisdiction of the Education Department. As part of the implementation, video streams from 404 cameras installed at entrance points were directed to the OCC PD, and video streams from 2,081 cameras with audio recording capability, installed in classrooms, were transmitted to the methodological center of the Education Department.

For 2025, the CIB provides for the construction and expansion of optical access networks across all regions of the Republic of Kazakhstan, including rural settlements. The total coverage will include 8,820 facilities.

2,485 surveillance cameras

installed in educational institutions of Atyrau region

3,998 schools

were connected to FOCL by the end of 2024

INTERNATIONAL AWARD

GCCM and the CC-Global Awards 2024 Ceremony. Kazakhtelecom JSC acted as a partner of the event and was also honored with the “**Regional Telecommunications Operator in the CIS 2024**” award.

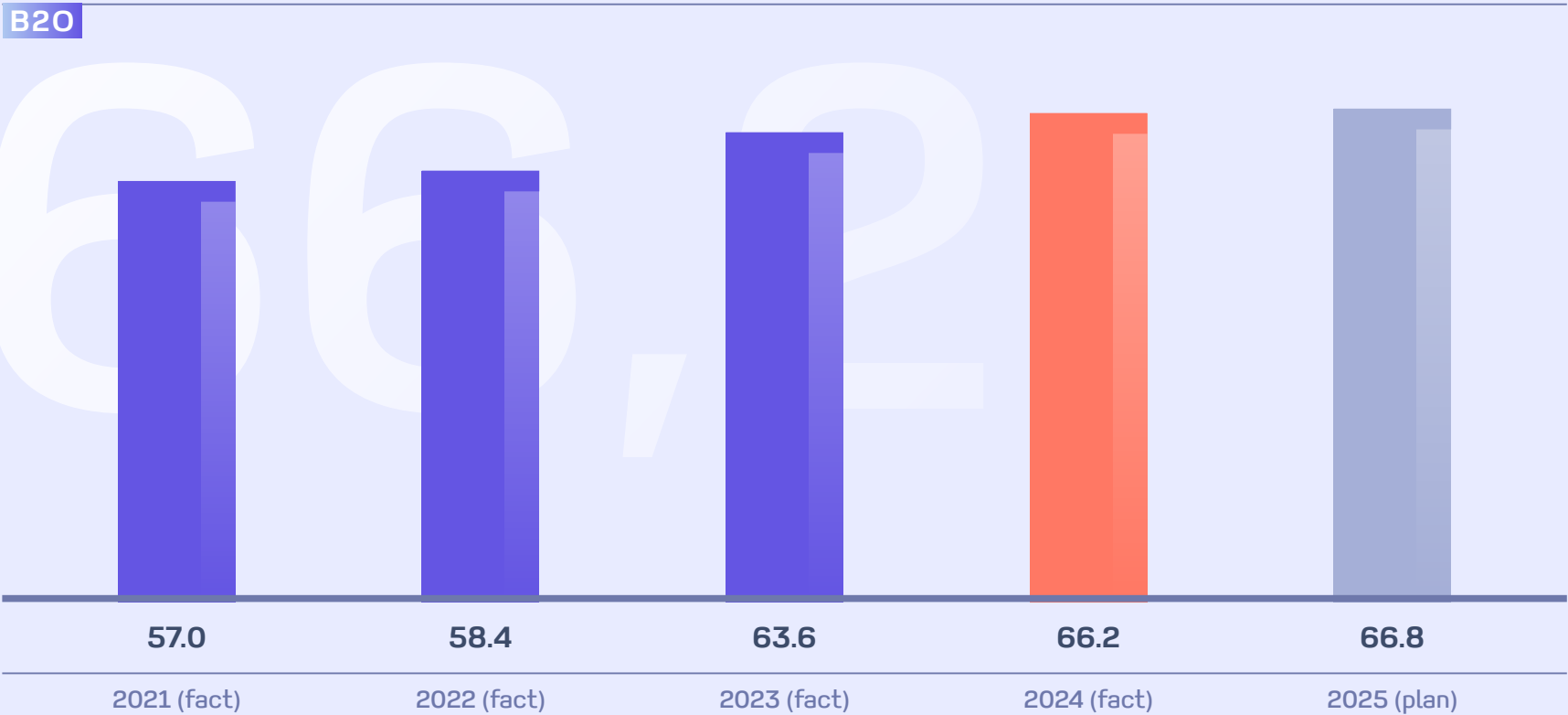
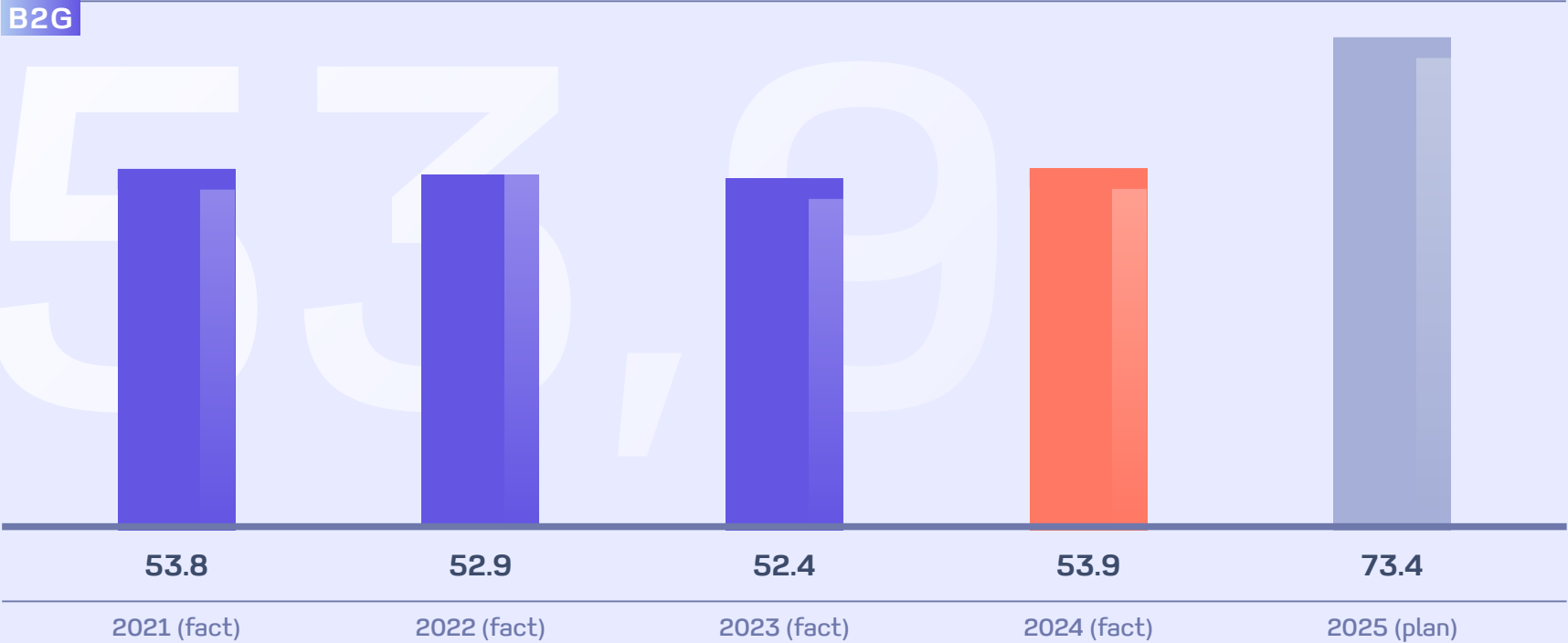
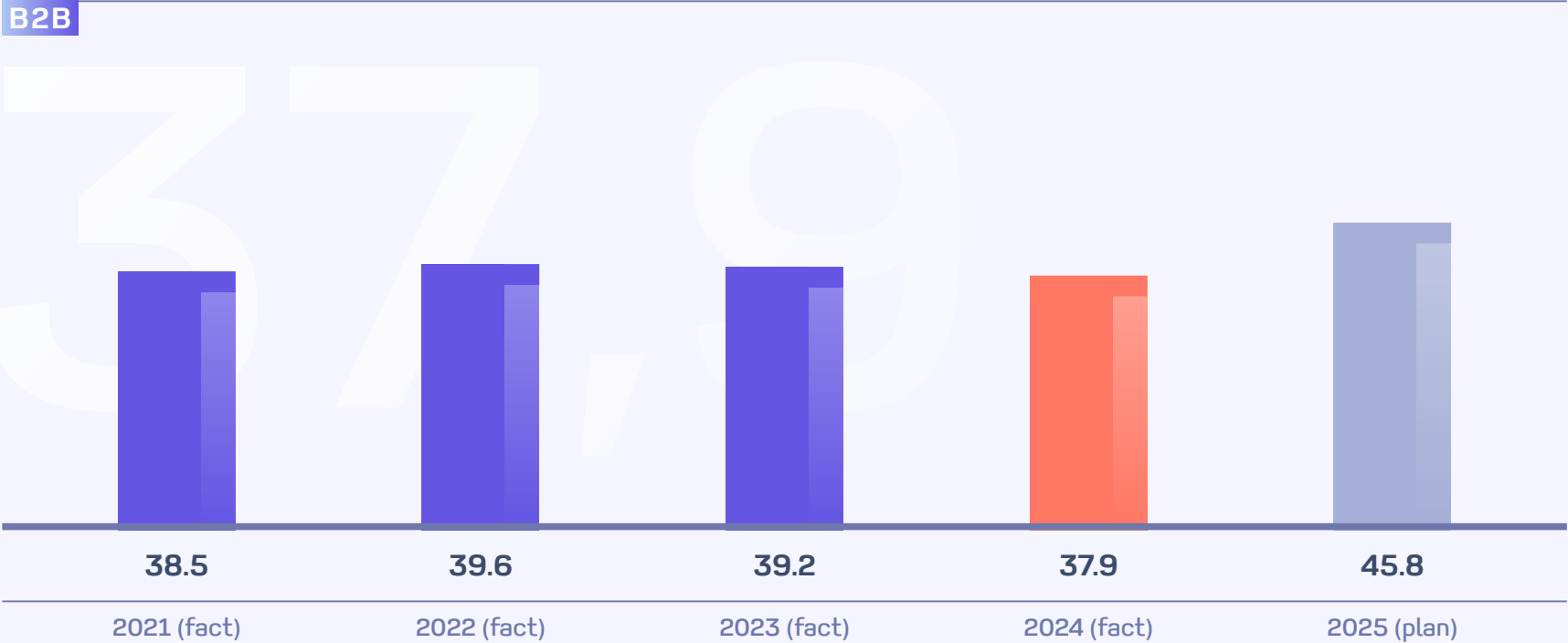
The Carrier Community international event has been held annually since 2008 and brings together more than 4,500 participants from 90 countries around the world, including major international telecommunications operators, cloud technology companies, digital infrastructure providers, content providers, transit operators, data centers, software developers, and related industries. The CC-Global Awards Ceremony represents official recognition of achievements and innovations in the telecommunications sector. Winners are selected by an independent panel of industry experts and analysts.

As part of the conference, representatives of Kazakhtelecom JSC held negotiations and business meetings with leading international telecom operators, including **China Mobile International Limited (UK), PCCW, AzerTelecom, Lumen, Etisalat, Cogent, NTT, Tata Communications, Global Cloud Exchange, and others.**

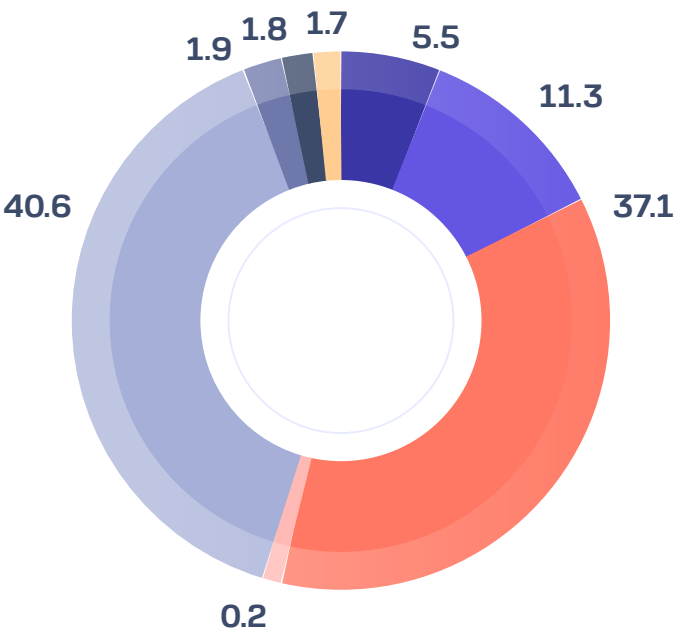




COMPANY REVENUE IN THE CORPORATE SEGMENT, KZT BILLION



COMPANY REVENUE STRUCTURE IN THE CORPORATE SEGMENT, 2024, %



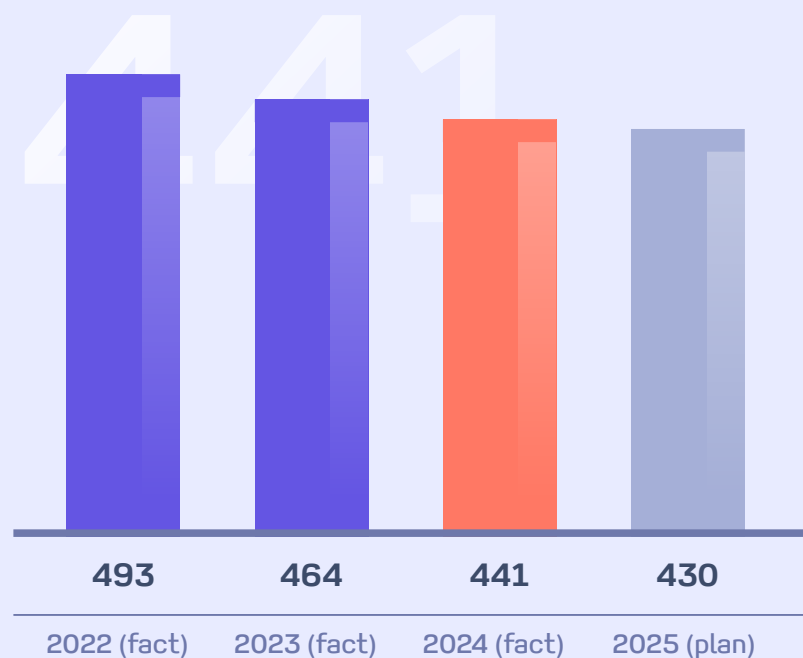
- Telephony
- International Telecommunications Market
- Domestic Telecommunications Market
- Television
- Data transmission
- New Businesses
- Corporate Infocommunication Services
- Other Services

In the structure of the Company’s revenue in the corporate segment, the largest share – 40.6% – is attributed to revenue from data transmission network services. Revenue from cooperation with operators in the Republic of Kazakhstan accounted for 37.1%, while revenue under agreements with international operators amounted to 11.3%.

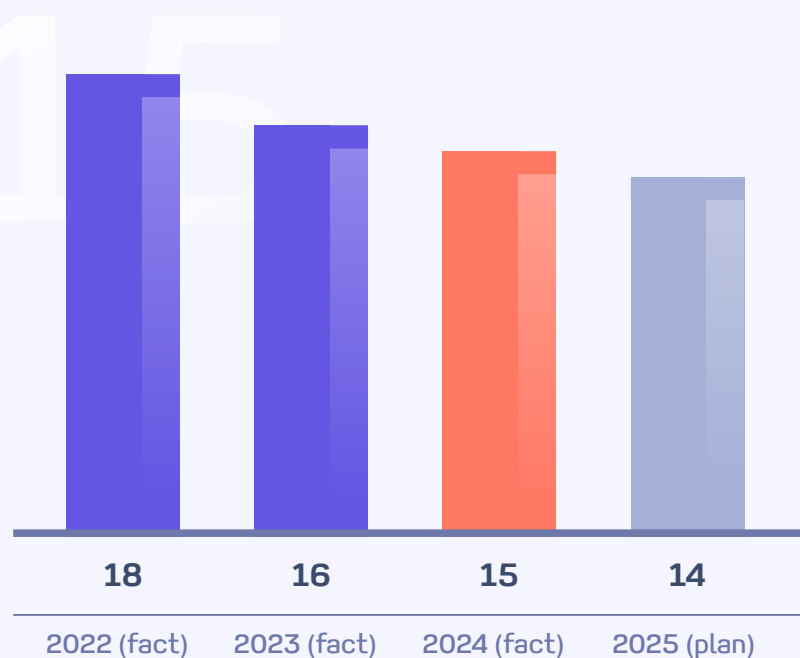


DYNAMICS OF VOLUME INDICATORS IN THE B2B AND B2G SEGMENTS, THOUSAND DEVICES

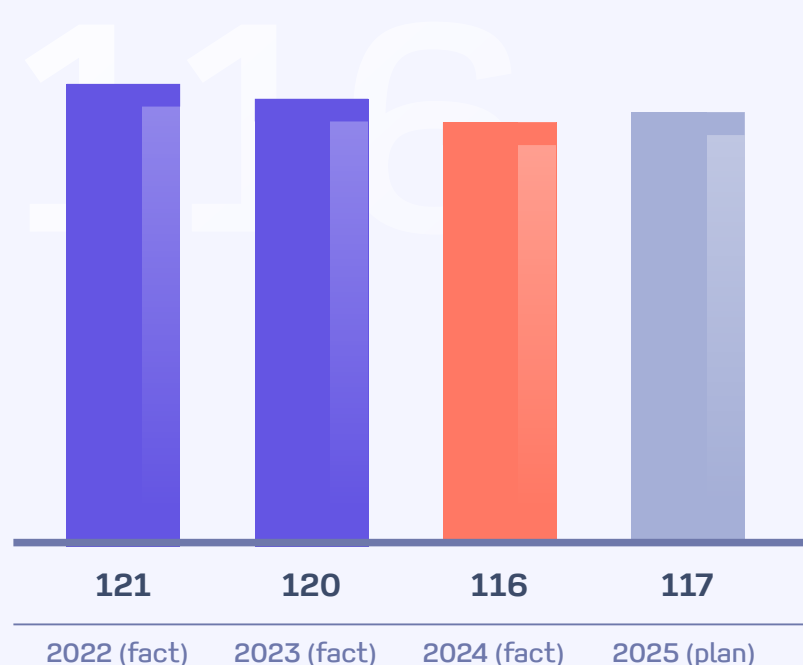
FIXED-LINE



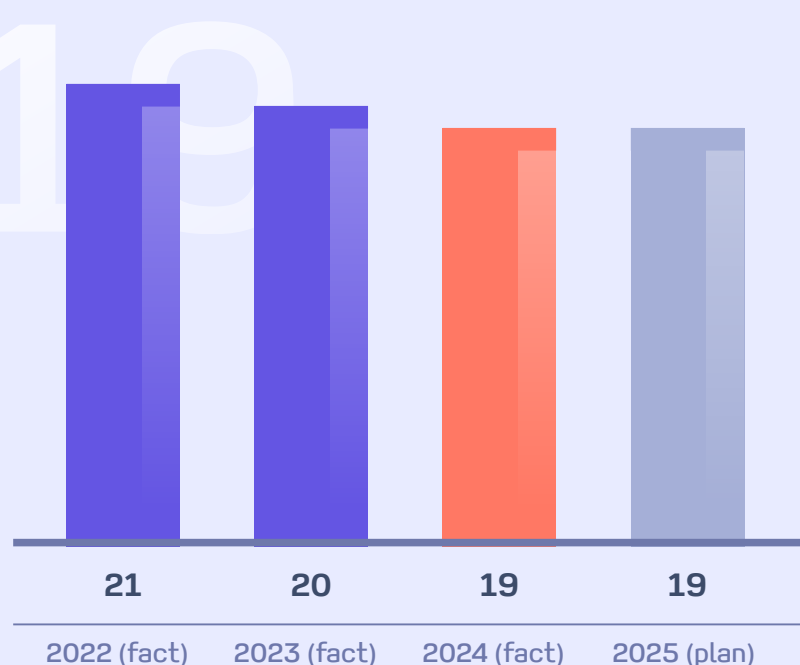
TV



FBB



IP VPN



The decline in fixed-line sales is a global trend driven by the development of substitute services – messengers and social networks. Due to the formation of new regions, client relocations to new regional centers, inventory reviews, and cost-cutting measures, corporate networks were optimized, leading to the decommissioning of fixed-line (FL), broadband (BB), TV, and IP VPN service points.

Based on the results of 2024 compared to 2023, the commercial indicator ARLB for providing fixed broadband (FBB) to the Internet network increased by 2,800 tenge per month per connection, which is an 11.7% increase. For the provision of IP VPN, there was a decrease of 1,400 tenge (-1.6%) per month per connected point.

By the end of 2024, the customer base in the B2X segments consisted of 96,750 BINs, including 384 BINs from telecommunications operators in the B2O segment, 15,283 BINs from government organizations in the B2G segment, and 81,083 BINs from business companies in the B2B segment.

+11.7%

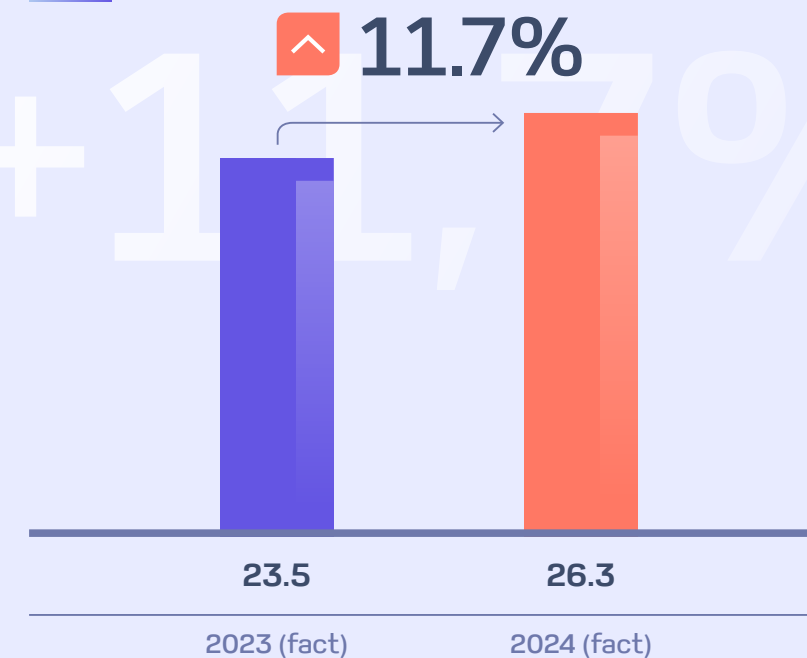
the growth of the ARLB indicator for providing broadband Internet access in 2024.

-1.6%

the decrease in the ARLB indicator for providing IP VPN in 2024

ARLB GROWTH IN 2024 COMPARED TO 2023 BY SERVICE TYPE (INTERNET ACCESS AND IP VPN, B2B + B2G), %

FBB



IP VPN

