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2.5.2. Assessment of the capacity and structure of the Kazakhstani telecommunications market for 2025

Based on the results of 2025, the telecommunications market of Kazakhstan retained positive development dynamics: the market volume increased by 10% as compared with 2024 and amounted to KZT 1,475 billion.

Based on the results of 2025, revenues from mobile communications retained the largest share in the structure of the telecommunications market — 56%. The leading position of the segment is conditioned by the stable growth of the consumption of mobile

internet and digital services on its basis, and also by the consistent improvement of the quality of the network infrastructure and the development of data transmission technologies.

The data transmission and fixed internet segment formed 23% of the market, providing a significant contribution through the expansion of broadband access, the development of digital services and the growth of demand for corporate solutions. The share of other telecommunications services, including ICT services and the B2O direction, amounted to 15%, which reflects the stable demand from communications operators, business and government organizations for infrastructure and digital solutions. The pay-TV and fixed telephony segments took 4% and 3% respectively, demonstrating relatively stable dynamics against the backdrop of the gradual decline of the significance of traditional voice services.

Revenues from communications services of the RK, KZT billion



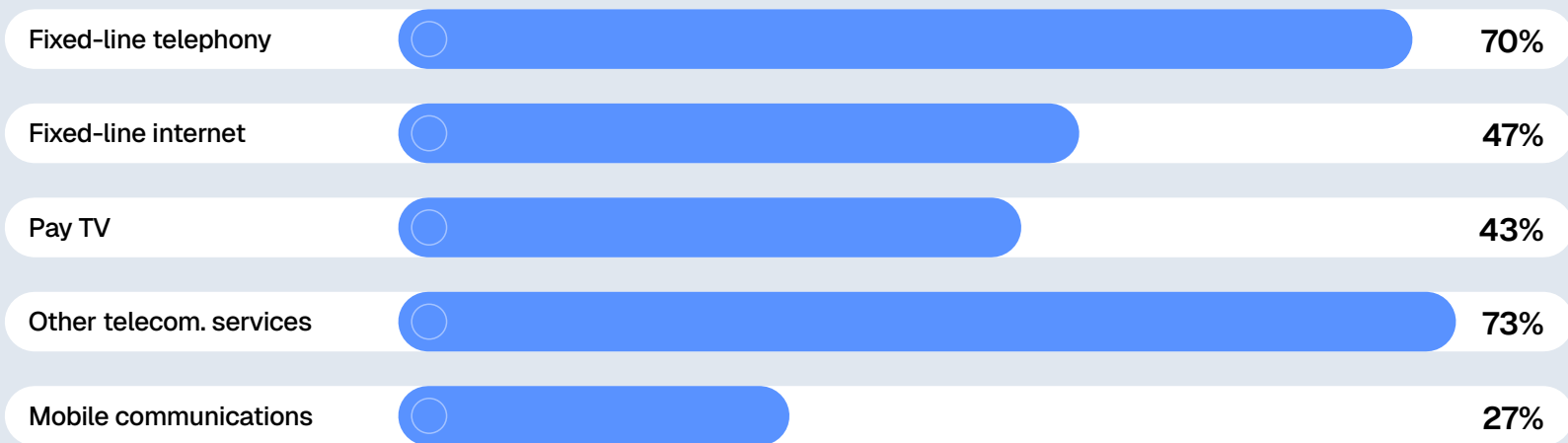
▶ Market size ▶ Growth rate

Source: BNS data, assessment of the working group.

2.5.3. Positions of the Kazakhtelecom JSC group of companies on the market



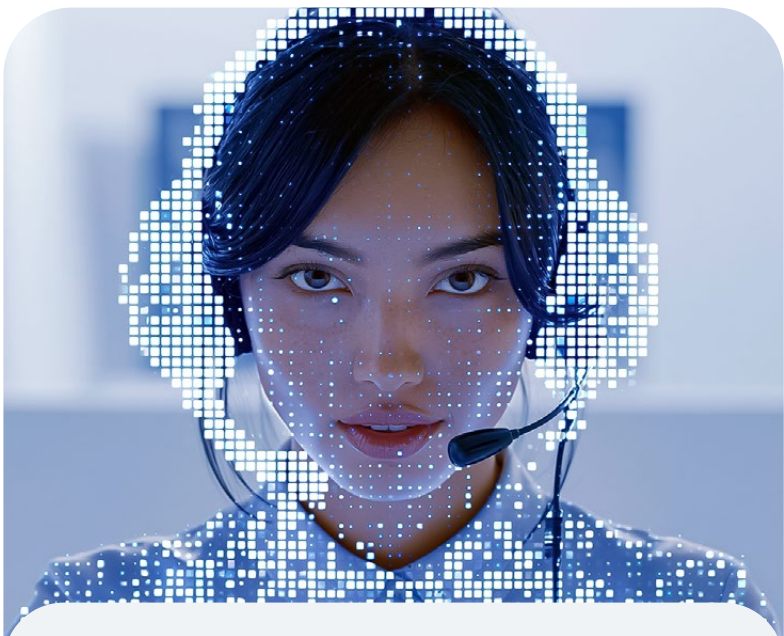
Share of the Kazakhtelecom JSC group of companies by market segments for 2025, %



Source: BNS data, assessment of the working group.

2.5.3.1. Fixed telephony

Based on the results of 2025, the volume of the fixed telephony market amounted to KZT 42.2 billion, having decreased by 5% as compared with 2024. The reduction of revenues is conditioned by the continuing replacement of wired communications services by mobile communications and internet services, which forms a stable trend of the reduction of consumption of traditional voice services.



42.2 -5%

KZT billion

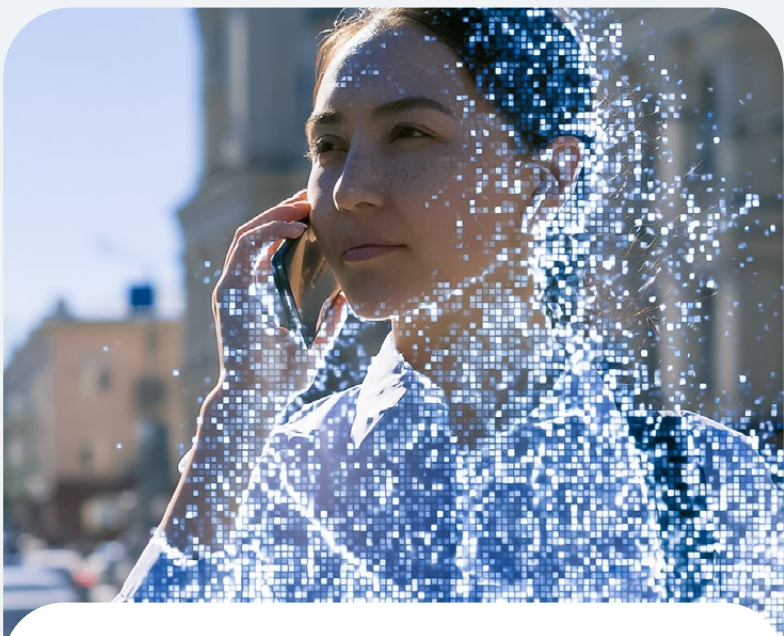
fixed-line telephony market volume for the full year 2025

In the structure of revenues, the largest share is taken by local telephony services, the volume of which amounted to KZT 26.6 billion, which confirms their preserved role within the framework of the current subscriber base. In the long term, the continuation of the gradual reduction of the segment is expected, at the same time fixed telephony services retain significance for the corporate and government sectors, where the reliability of connections and infrastructure resilience remain priorities.

2.5.3.2. Mobile communications

The mobile communications market, despite a high degree of maturity, continues to play a key role in the development of the telecommunications industry both in Kazakhstan and in the world. This is conditioned by the stable growth of the need for mobility, digital services and fast access to information. The development of network technologies and the enhancement of the quality of mobile internet contribute to the expansion of the range of services that are effectively monetised and stimulate consumption growth.

Based on the results of 2025, the volume of the mobile communications market in Kazakhstan amounted to KZT 821.3 billion, having increased by 19% as compared with the previous year. The growth of the segment was ensured first of all by the increase of consumption of mobile internet traffic, the development of digital and OTT services, the improvement of tariff offerings, and also the further development of 4G networks and the introduction of 5G technologies in large cities.



821.3 +19%

KZT billion

mobile communications market volume in Kazakhstan for the full year 2025

Revenues from cellular communications services, 2022–2025, KZT billion

