

3.3. Corporate business

Key results

Kazakhtelecom JSC is oriented to the provision of integrated telecommunications and digital solutions to corporate clients, including state bodies, the quasi-state sector, large and medium-sized enterprises. The Company provides solutions for the stable and secure exchange of information, the support of business processes and the digital transformation of clients.

The management of the quality of services of the corporate business is aimed at the enhancement of the satisfaction of corporate clients and the sustainable development of the telecommunications infrastructure of the Republic of Kazakhstan.

146.7

KZT billion

Revenue of the Company for the Corporate Business Division for 2025 (without account for the CO, DCB and DC, in connection with the absence of consolidated data for 2025 on the corporate segment in the CO)

1.1 KZT billion

overfulfillment of the revenue plan for the Corporate Business Division

+0.8%

+10.2%

growth in average revenue per user (ARPU)

3.3.1. Implementation of projects

3.3.1.1. Implemented and planned projects (2025–2026)

Commissioning of optical networks within telecommunication tower projects Period and territory 2025, Republic of Kazakhstan Description Optical networks were put into operation, which provided the possibility of connection to high-speed internet for 331 facilities of the corporate segment.	“Construction of the GPON network in the Shchuchinsk-Borovoye resort zone of the Burabay district of Akmola Region” Period and territory 2025, Akmola Region Description FOCL was built to the resort zones of the Burabay district, 54 B2B facilities were put into operation; 114 new connections were provided; 35 subscribers were transferred from the copper network to the GPON network.	Provision of high-speed Internet access for educational organizations Period and territory 2025, Republic of Kazakhstan Description Kazakhtelecom JSC provided high-speed Internet access to 524 schools across the Republic of Kazakhstan. On the eve of the August Conference, Kazakhtelecom JSC organized SmartED Seminar 2.0 jointly with the Ministry of Education of the Republic of Kazakhstan, in which representatives of the Company, the Ministry and the Digitalization Department participated, discussing the key directions of the modernization and digitalization of education. Such interaction contributed to the strengthening of cooperation with government bodies and the promotion of initiatives to improve the educational environment in the country.	“FTTH network deployment” project (SKBP) Period and territory 2026 (planned), all regions of the RK, including rural population centres Description The implementation of the project is aimed at the modernization of the subscriber access infrastructure, the Optimization of network architecture and the enhancement of operational efficiency through the decommissioning of obsolete copper communication lines and equipment. As a result, it is planned to release around 7.7 thousand tonnes of copper cable, as well as more than 200 buildings and premises of the “environment and shell” category, which will reduce operating expenses for network maintenance. The project provides for full FTTH network coverage of 88 cities of the Republic of Kazakhstan and 128 rural population centres: - in cities of the RK –multi-apartment residential buildings (MFB) –81,073 and individual housing development (IHD) –372,746; - in rural population centres –MFB –57,670 and IHD –173,008; - development of new territories (“capture of new squares”) –120,060 facilities; - transfer of subscribers in the B2B/B2G segments to FTTH technology –31,135; - connection of mobile operators’ base stations –4,436; - provision of L2VPN services –32 connections. The expected effect of the project is the enhancement of service quality, the expansion of the subscriber base and the growth of the Company’s revenues.
“Construction of communication channels for mobile operators” Period and territory 2025, Republic of Kazakhstan Description FOCL was built to organise the transport network of mobile operators; optical transmission was provided to 151 4G (LTE) base stations and 476 5G base stations for mobile operators Kcell JSC and MTS.	Pilot project to assess the service of the OneWeb non-geostationary satellite system operator Period and territory 2025, Azgir village, Kurmangazy district, Atyrau Region Description OneWeb subscriber equipment was installed; a stable data transmission speed of 100 Mbit/s downlink and 20 Mbit/s uplink was ensured.		

3.3.1.2. Tariff policy in the corporate segment

In 2025, in the B2B segment, new package offerings for individual entrepreneurs and representatives of small and medium-sized business with expanded filling and improved technical characteristics were launched. Within the framework of the update of the tariff line, the compositions of packages were revised and additional services were added, including TV+ digital television with expanded content (an increased number of TV channels, the Salem and Kinoroom cinemas), and also digital security services — video monitoring and antivirus protection.

Thus, the implementation of the indicated measures in the area of tariff policy in 2025 made it possible to strengthen the Company's positions on the telecommunications services market, to provide clients with a broader and more flexible choice of solutions oriented to the needs of business, and also to enhance the efficiency of corporate clients' activities thanks to the introduction of modern digital products of Kazakhtelecom JSC.

3.3.2. Development of international telecommunications services

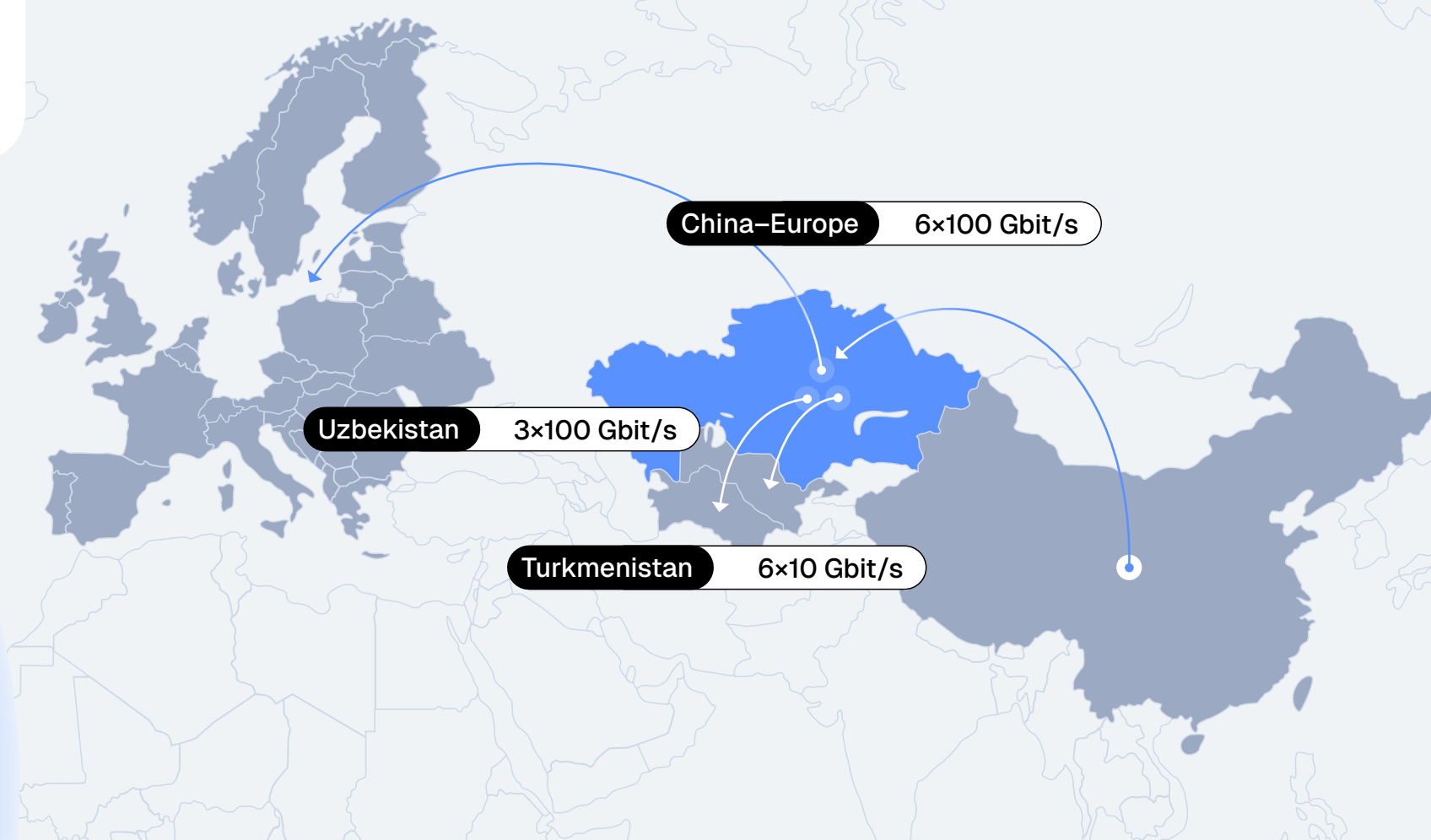
One of the key directions of the Company is the building of mutually beneficial cooperation with the largest communications operators, and also the expansion of the range of services provided for partners.

In the reporting year, targeted work was carried out on the increase of the share of Kazakhtelecom JSC in the international segment, including:

- contracts were signed on the organization of transit channels in the direction of:
 - China–Europe with a capacity of 6×100 Gbit/s;
 - Uzbekistan with a capacity of 3×100 Gbit/s;
 - Turkmenistan with a capacity of 6×10 Gbit/s;

- a contract was signed on the organization of services on the provision of access to peering connections and local cache servers of Kazakhtelecom JSC to communications operators of CA countries with a capacity of 90 Gbit/s.

In addition, in the period from 2 to 6 September 2025, international industry events were held in Almaty: Carrier Meeting Kazakhtelecom and GCCM. The events serve as venues for communication and the strengthening of partnership ties between international communications operators. During these events, meetings of communications operators are held for the purpose of discussing current trends in the area of telecommunications, prospects for the development of bilateral cooperation and the promotion of joint projects.



International awards



“Best Network Partner”

An award from China Telecom, presented at the Global Partner Conference “One Growth, Together for a Shared Future” at the international Mobile World Congress (MWC) Shanghai 2025.

“Global Connectivity”

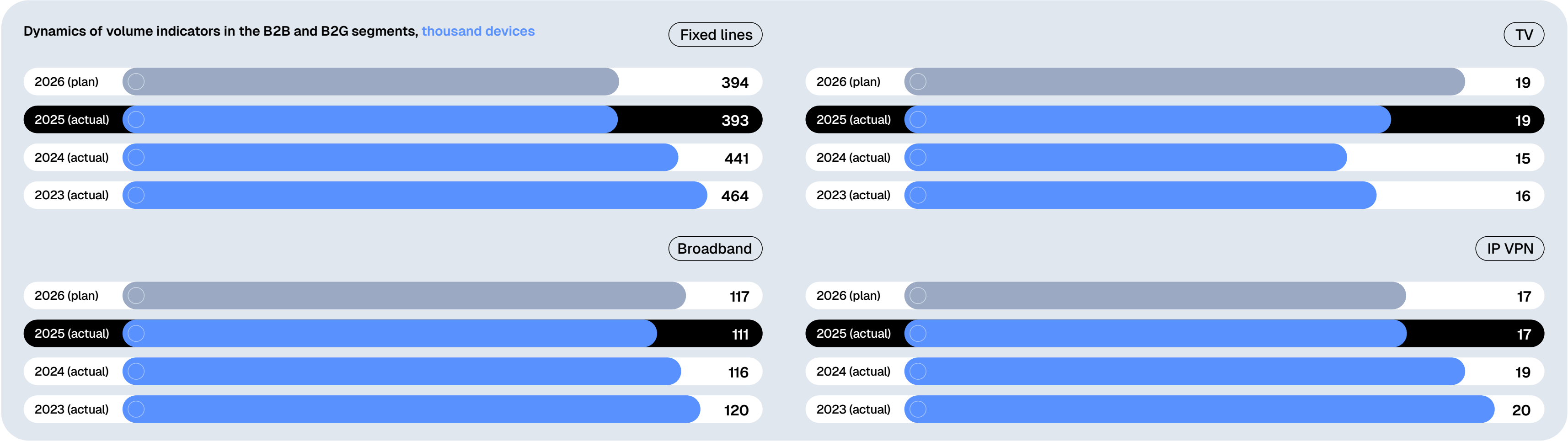
An award from China Unicom for the contribution to the strengthening of international connectivity, stable partnership and the growth of joint projects.

“Together we conquer the peaks”

An award from Rostelecom PJSC for the joint implementation of business projects and the expansion of throughput capacity at the RK/RF border.

CC Global Awards 2025

In the nomination “**Regional telecommunications operator in the CIS space**” — presented at the industry forum Carrier Community Global 2025 in Berlin. The award honours companies that demonstrate “leadership, innovation and contribution to the development of the digital economy”. The receipt of such an award for Kazakhstan means international recognition of the national operator at the CIS level, emphasises the role of Kazakhtelecom in the development of telecom infrastructure, the connection of schools and institutions, the development of optics and the provision of access to modern digital services.



The reduction of sales of fixed lines is a formed global trend in connection with the development of substitute services — messengers and social networks. In connection with the formation of new regions and the carrying out by clients of measures for relocation to new regional centres, inventory and the reduction of expenses, corporate networks were optimised, which led to the disbandment of points of FL, broadband, TV and IP VPN.

Based on the results of 2025 as compared with 2024, the commercial ARLB indicator grew on the provision of broadband to the Internet network by KZT 1.9 thousand monthly per each point, which amounts to +7.5%. On the provision of IP VPN the indicator grew by KZT 7.3 thousand (+8.3%), monthly per each connected point.

