

Price developments for March 2018

As at 31st March 2018

- The Malta Communications Authority is publishing the pricing developments taking place in the electronic communications market.
- The Pricing developments outlined herein, show:
 - Features and allowances of new entry-level products launched by operators;
 - How new plans compare with their predecessor; and
 - A cross-comparison between plans offered by different service providers.



Main changes outlined in this presentation

| | |
|----------|--|
| Melita | New post-paid mobile telephony line-up for residents (Slide 5) |
| GO | New post-paid mobile telephony line-up for residents (Slide 6) |
| Vodafone | New post-paid mobile telephony line-up for business (Slide 8) |
| Vodafone | New pre-paid mobile telephony line-up for residents (Slide 10) |



Abbreviations

| | |
|----------------------|--|
| ETF | Early termination fee |
| On-net | SMS/calls terminating on the same network |
| Off-net | SMS/calls terminating on a different network |
| FTF | fixed-to-fixed |
| FTM | fixed-to-mobile |
| FTI | fixed-to-international |
| MTF | mobile-to-fixed |
| MTM | mobile-to-mobile |
| MTI | mobile-to-international |
| T&Cs | terms and conditions |
| Outside bundle rates | Cost of data when the monthly data allowance is exceeded |

Comparison of entry-level pre-paid plans

Entry-level plans comparison as at March 2018

| Mobile telephony pre-paid plans – SIM only | Vodafone 500 Mix Units | Melita Tentastic | GO Smart Start |
|--|---|---|-----------------|
| Required top-up | €10.00 | €10.00 | €8.00 |
| Monthly allowance | 500 Mix Units; where 1 unit = 1 SMS / 1 MB of data / 1 Minute Call | 100MB | 200MB |
| Roll-over of monthly allowance | Any unused units | no | no |
| WiFi data allowance | Not applicable | 10GB Melita WiFi | Not applicable |
| Outside bundle data allowance add-on rates | €2.00 per 100MB | Not applicable | €2.00 per 100MB |
| Outside bundle data rates – per MB | Not applicable | €0.10 per MB (i.e. €10.00 per 100MB) | Not applicable |
| Calling allowances / Calling rates (per minute) | | | |
| On-net (MTM) | €0.25 | €0.10 | Unlimited |
| Off-net (MTM) | €0.25 | €0.10 | €0.15 |
| On-net (MTF) | €0.25 | €0.10 | Unlimited |
| Off-net (MTF) | €0.25 | €0.10 | €0.15 |
| SMS allowances / SMS rates | | | |
| Rate per SMS | €0.05 | €0.01 | €0.15 |
| Other allowances | | | |
| Credit / calling | €2.00 Credit + Additional 100 Units when topping up with Vodafone Application/Webpage | Not applicable | Not applicable |



MALTA COMMUNICATIONS AUTHORITY

Comparison of entry-level post-paid plans

Entry-level plans comparison as at March 2018

| SIM card only – 24 month agreement | Vodafone RED S Calls | Vodafone RED S Data | Melita Unlimited3 Mobile plan | GO Lite Talk | GO Lite Data |
|--|----------------------|--------------------------------------|-------------------------------|-----------------|--------------------------------------|
| Monthly access fee | €35.00 | €35.00 | €25.00 | €35.00 | €35.00 |
| Monthly data allowance | 1.5GB | 5GB | 3GB | 2GB | 6GB |
| Outside bundle rates | €5.00 per 500MB | | €5.00 per 1GB | €5.00 per 500MB | |
| WiFi data allowance | Not applicable | | 50GB Melita Wi-Fi | Not applicable | |
| Calling allowances / Calling rates (per minute) | | | | | |
| On-net (MTM) | Unlimited | Unlimited | Unlimited | Unlimited | Unlimited |
| Off-net (MTM) | Unlimited | €0.25 | Unlimited | Unlimited | €0.25 |
| On-net (MTF) | Unlimited | Unlimited | Unlimited | Unlimited | Unlimited |
| Off-net (MTF) | Unlimited | €0.25 | Unlimited | Unlimited | €0.25 |
| SMS allowances / SMS rates | | | | | |
| On-net SMS | Unlimited | Unlimited | Unlimited | Unlimited | Unlimited |
| Off-net SMS | Unlimited | €0.05 | Unlimited | Unlimited | €0.05 |
| Other allowances | | | | | |
| Calls / SMSs | Not applicable | 100 mins & SMS to local & EU numbers | Not applicable | Not applicable | 100 mins & SMS to local & EU numbers |



MALTA COMMUNICATIONS AUTHORITY

Comparison of entry-level post-paid plans (Business)

Entry-level plans comparison as at March 2018

| Mobile telephony post-paid plans SIM card only – 24 month agreement | Red Business Ultra | Red Business Super | Melita Unlimited ³ Mobile plan | Business Infinity One |
|--|--------------------|--|---|-----------------------|
| Monthly access fee | €38.00 | €38.00 | €25.00 | €36.00 |
| General allowances | Not applicable | 100 minutes and 100 SMS to all other local and EU numbers + 50 minutes and 50 SMS to rest of world | Not applicable | Not applicable |
| Monthly data allowance | 1.8GB | 6GB | 3GB | 2GB |
| Outside bundle rates | €5.00 per 500MB | | €5.00 per 1GB | €5.00 per 500MB |
| WiFi data allowance | Not applicable | | 50GB Melita Wi-Fi | Not applicable |
| Calling allowances / Calling rates (per minute) | | | | |
| On-net (MTM) | Unlimited | | Unlimited | Unlimited |
| Off-net (MTM) | Unlimited | €0.25 | Unlimited | Unlimited |
| On-net (MTF) | Unlimited | | Unlimited | Unlimited |
| Off-net (MTF) | Unlimited | €0.25 | Unlimited | Unlimited |
| SMS allowances / SMS rates | | | | |
| On-net / Off-net SMSs | Unlimited | €0.05 | Unlimited | Unlimited |

- This publication contains information, which may include statistics, that have been obtained from sources believed to be reliable in regard to the subject matter covered.
- This publication does not constitute commercial, legal or other advice however so described. In publishing this information the Malta Communications Authority (“MCA”) is not responsible and cannot be held liable for the quality, completeness, adequacy and accuracy of any information, statements and statistics however so described, contained within this document.
- The MCA reserves the right to change and update any such information including any statements and statistics provided in this document at its discretion and without prior notification.
- To the fullest extent permitted by law, neither the MCA nor any of its officers or its agents, however so described, will assume responsibility and/or liability for any loss or damage, however so described, arising from or related to the use of the content of this document.



MALTA COMMUNICATIONS AUTHORITY

APPENDICES

New pre-paid line-up by Vodafone

Effective as at March 2018

| Mobile telephony pre-paid plans | As at March 2018 | |
|--|--|---|
| | Vodafone 500 Mix Units | Vodafone 1,000 Mix Units |
| Required top-up | €10.00 | €20.00 |
| Monthly allowance | 500 Mix Units; where 1 unit = 1 SMS / 1 minute Call / 1 MB of data | 1000 Mix Units; where 1 unit = 1 SMS / 1 minute Call / 1 MB of data |
| Roll-over of monthly allowance | Any unused units | Any unused units |
| Outside bundle data allowance add-on rates | €2.00 per 100MB | €2.00 per 100MB |
| Calling allowances / Calling rates (per minute) | | |
| On-net / off-net - MTM | €0.25 | €0.25 |
| On-net / off-net - MTF | €0.25 | €0.25 |
| SMS allowances / SMS rates | | |
| SMSs | €0.05 | €0.05 |
| Other allowances | | |
| Credit / calling | €2.00 Credit + Additional 100 Units when topping up using the Vodafone Application | €4.00 Credit + Additional 1000 Units when topping up using the Vodafone Application |



MALTA COMMUNICATIONS AUTHORITY

New post-paid line-up by Melita

Effective as at March 2018

| | Available in March 2018 | | |
|--|---|--|-------------|
| SIM card only, direct debit – 24 month agreement | Unlimited3 | Unlimited10 | Unlimited20 |
| Monthly access fee | €25.00 | €40.00 | €50.00 |
| Monthly data allowance | 3GB | 10GB | 20GB |
| Outside bundle rates | €5.00 per 1GB | | |
| WiFi data allowance | 50GB | | |
| | Calling allowances / Calling minutes (per minute) | | |
| On-net / off-net - MTM | Unlimited | | |
| On-net / off-net - MTF | Unlimited | | |
| | SMS allowances / SMS rates | | |
| On-net / off-net | Unlimited | | |
| | Other allowances | | |
| International monthly call allowances | Not applicable | Unlimited calls to EU, Australia, Canada, China and USA from Malta | |

New post-paid line-up by GO

Effective as at March 2018

| | Available in March 2018 | | | |
|--|-------------------------|--------------------------------------|----------------|--|
| SIM card only, direct debit – 24 month agreement | Lite Talk | Lite Data | Essential | Beyond |
| Monthly access fee | €35.00 | €35.00 | €55.00 | €85.00 |
| Monthly data allowance | 2GB | 6GB | 12GB | 30GB |
| Outside bundle data rates | €5.00 per 500MB | | | |
| Calling allowances / Calling rates (per minute) | | | | |
| On-net (MTM) | Unlimited | | | |
| Off-net (MTM) | Unlimited | €0.25 per minute | Unlimited | |
| On-net (MTF) | Unlimited | Unlimited | Unlimited | |
| Off-net (MTF) | Unlimited | €0.25 per minute | Unlimited | |
| SMS allowances / SMS rates | | | | |
| On-net SMS | Unlimited | | | |
| Off-net SMS | Unlimited | €0.05 per SMS | Unlimited | |
| Other allowances | | | | |
| Calls | Not applicable | 100 mins & SMS to local & EU numbers | Not applicable | Caller priority when calling customer care |



MALTA COMMUNICATIONS AUTHORITY

New post-paid line-up by Vodafone for businesses

Effective as at March 2018

| | Available in March 2018 | | | |
|--|-------------------------|--|--|--|
| SIM card only, direct debit – 24 month agreement | Red Business Ultra | Red Business Super | Red Business Ultimate | Red Business Extreme |
| Monthly access fee | €38.00 | €38.00 | €60.00 | €95.00 |
| Call minute / SMS allowances | Not applicable | 100 minutes and 100 SMS to all other local and EU numbers + 50 minutes and 50 SMS to rest of world | 100 minutes and 100 SMS to rest of world | 240 minutes and 240 SMS to rest of world |
| Monthly data allowance | 1.8GB | 6GB | 12Gb | 30GB |
| Outside bundle rates | €5.00 per 500MB | | | |
| Calling allowances / Calling rates (per minute) | | | | |
| On-net (MTM) | Unlimited | | | |
| Off-net (MTM) | Unlimited | €0.25 | Unlimited | |
| On-net (MTF) | Unlimited | | | |
| Off-net (MTF) | Unlimited | €0.25 | Unlimited | |
| SMS allowances / SMS rates | | | | |
| On-net | Unlimited | | | |
| Off-net | Unlimited | €0.05 | Unlimited | |

- Vodafone pre-paid MIX plans: <https://www.vodafone.com.mt/mix>
- Melita post-paid 'Unlimited' plans: https://www.melita.com/mobile_category/postpaid-plans/
- GO post-paid 'Freedom' plans: <https://www.go.com.mt/personal/mobile/plans/pay-monthly/sim-only>
- Vodafone post-paid 'Red' plans: <https://www.vodafone.com.mt/redbusinessplans>



MALTA COMMUNICATIONS AUTHORITY

END

Malta Communications Authority

Valletta Waterfront,
Pinto Wharf, Floriana,
FRN 1913, Malta

T + 356 2133 6840
F + 356 2133 6846

E info@mca.org.mt
W www.mca.org.mt