

Price developments for December'18 – January'19

As at 31st January 2019

- This publication outlines price developments for electronic communications in December 2018 & January 2019.
- Main items of this publication:
 - ✓ new plans and bundle add-ons;
 - ✓ changes to existing offers and services; and
 - ✓ comparison between plans and offers of different service providers.
- This document is not intended to provide an exhaustive description of the plans that are mentioned. More information can be retrieved from the website of local service providers (also refer to links in Slide 16).
- All figures quoted in this presentation include VAT but exclude excise tax.

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
PPU	pay per use
Outside bundle rates	rate per Mb / per minute / per SMS when exceeding monthly allowance

Effective as at December'18

Melita	New fixed broadband speeds for Flexi Bundle (slide 4)
Melita	Launch of 'Big Blue Unlimited' plans for bundles (slide 5)
Melita	Launch of 'Big Blue Unlimited' plans (slide 6)
Melita	Launch of 'Big Business Data' plans (slide 7)
GO	Launch of 'Business Infinity Mobile plans (slide 8)

Effective as at January'19

Vodafone	'Red' post-paid mobile plans updated (Slide 9)
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Higher download speeds for Melita's 'Flexi Bundle' effective as at December 2018

- Better download and upload speeds for existing and new subscribers to Melita's 'Flexi Bundle'. Entry-level package now with 250Mbps download speed instead of 100Mbps.

Flexi Bundle	Internet Fibre Power 250Mbps	Internet Fibre Power 500Mbps	Internet Fibre Power 1000Mbps
Monthly access fee (24-month contract term)	€32.99	€39.99	€49.99
Monthly access fee (month-on-month)	€42.99	€49.99	€59.99
Installation fee (one-time)	€15.00 installation charge for a 24-month contract €75.00 installation charge for a month-on-month contract		
Availability	Available in all localities		Limited to certain localities
Fixed broadband			
Download speed	250Mbps	500Mbps	1000Mbps
Upload speed	15Mbps	20Mbps	20Mbps
Download limit	Unlimited		
Pay-TV			
Pay-TV Starter	20 Digital channels + 9 HD channels		
Fixed telephony			
Telephony fixed line	Fixed-to-fixed calls at €0.05/minute and fixed-to-mobile calls at €0.23/minute		
Optional add-ons			
90+ TV channels	+€5.00 per month		
140+ TV channels	+€15.00 per month		
Unlimited fixed calls	+€3.00 per month		
Unlimited fixed and mobile calls	+€8.00 per month		

'Big Blue Unlimited' mobile telephony plans launched by Melita (1)
effective as at December 2018

- 'Big Blue Unlimited' mobile telephony plans now on offer, replacing the 'Unlimited' pay-monthly plans.
- The new range includes plans that are offered **solely stand-alone** (see table below) and others that are offered solely with the 'Flexi Bundle' (see table in next slide).

'Big Blue Unlimited' plans (Available only in stand-alone) – SIM only	Big Blue Unlimited 5	Big Blue Unlimited 10	Big Blue Unlimited 30
Monthly access fee (24-month contract term)	€25.00	€35.00	€50.00
Monthly access fee (month-on-month)	€35.00	€45.00	€60.00
Data allowance	5GB	10GB	30GB
Melita Wifi data allowance	50GB		
Voice minute allowance	Unlimited calls to all local numbers from Malta and anywhere in the EU	Unlimited calls to all local numbers and to all EU, Australia, Canada, China and USA numbers	
SMS allowance	Unlimited SMS to all local numbers from Malta and anywhere in the EU		
Outside bundle rates			
Data (MB)	€5.00 per 1GB		
Optional add-ons			
100 minutes towards EU, AU, Canada, China & USA	+€3.00	Not applicable	
500 minutes towards EU, AU, Canada, China & USA	+€10.00		

‘Big Blue Unlimited’ mobile telephony plans launched by Melita (2)
effective as at December 2018

- New ‘Flexi Bundle’ subscribers may also get one of the ‘Big Blue Unlimited’ plans as an **add-on to the ‘Flexi Bundle’** subscription.
- ‘Big Blue Unlimited 20’ and ‘Big Blue Unlimited 60’ allow for continued usage of mobile data once standard monthly data allowance is fully consumed, but at a lower download speed of 1Mbps.

‘Big Blue Unlimited’ plans (available only with Flexi-bundle) – SIM Only	Big Blue Unlimited 10	Big Blue Unlimited 20	Big Blue Unlimited 60
Monthly access fee (24-month agreement)	€25.00	€35.00	€50.00
Monthly access fee (month-on-month)	€35.00	€45.00	€60.00
Data allowance – local and EU roaming	10GB	20GB	60GB
Melita WiFi data allowance	50GB		
Unlimited data	Not applicable	Unlimited data with download speed up to 1Mbps when the standard monthly allowance is exceeded.	
Voice minute allowance	Unlimited calls to all local numbers from Malta and anywhere in the EU	Unlimited calls to all local numbers and to all EU, Australia, Canada, China and USA numbers	
SMS allowance	Unlimited SMSs to all local numbers from anywhere in the EU		
Outside bundle rates			
Mobile data	€5.00 per 1GB	Not applicable	

'Business Big Data' mobile telephony plans launched by Melita effective as at December 2018

- 'Business Big Data' plans now available to Melita's existing and new business clients, replacing 'Business Big Data 4', 'Business Big Data 12' & 'Business Big Data 30'.

'Business Big Data' plans – SIM Only	Business Big Data 5	Business Big Data 20	Business Big Data 50
Monthly access fee (24-month contract term)	€30.00	€45.00	€65.00
Monthly access fee (month-on-month)	€40.00	€55.00	€75.00
Data allowance	5GB	20GB	50GB
Melita Wifi data allowance	50GB		
Voice minute allowance	Unlimited calls to all local numbers from Malta and anywhere in the EU		
SMS allowance	Unlimited SMS to all local numbers from Malta and anywhere in the EU		
Additional allowances	100 minutes and 100 SMSs to group 1 countries	Unlimited calls and 200 SMS to group 1 countries	Unlimited calls and 200 SMS to group 1 countries + 50 minutes & 50 SMS to group 2 countries
Outside bundle rates			
Data (MB)	€5.00 per 1GB		

'Business Infinity' mobile telephony plans launched by GO effective as at December 2018

- GO's 'Business Infinity Mobile' plans updated with new access fees and allowances.
- The plans below are not available on a month-on-month basis.

'Business Infinity Mobile' plans – SIM only	Business Infinity Mobile One	Business Infinity Mobile Two	Business Infinity Mobile Three
Monthly access fee (24-month contract term)	€39.00	€60.00	€85.00
Monthly access fee (with 'Business Infinity' bundle)	€35.00	€51.00	€63.00
Data allowance	7GB	15GB	35GB
Voice minute allowance	Unlimited calls to all local numbers from anywhere in the EU (zone 1)		
SMS allowance	Unlimited SMS to all local numbers from anywhere in the EU (zone 1)		
Additional allowances	Not applicable	60 minutes + 60 SMS to international numbers (Any country outside zone 1)	240 minutes + 240 SMS to international numbers (Any country outside zone 1)
Outside bundle rates			
Data (MB)	€5.00 per 500MB		
Optional add-ons			
GO Travel	Not applicable		+€15.00 every 3 days for 100 minutes, 500MB & free incoming calls whilst travelling outside the EU.

'Red' mobile post-paid plans updated by Vodafone effective as at January 2019

- New plans introduced under Vodafone's 'Red' post-paid line-up, entitled 'Super' and 'Giga'.
- Existing plans – the 'Data' and 'Voice' plans – now include bigger data allowances.
- The new 'Super' and 'Giga' plans provide end-users with unlimited monthly data download.

'Red' post-paid plans (SIM only)	Data	Voice	Super	Giga
Monthly access fee (24-month contract term)	€35.00	€35.00	€59.99	€89.99
Monthly access fee (12-month contract term)	€40.00	€40.00	€69.99	€109.99
Data allowance	12GB	4GB	<u>Unlimited</u> at a download speed of 10Mbps	<u>Unlimited</u>
Additional data allowance	Not applicable		1GB when roaming in Australia, Canada, Turkey & USA	3GB when roaming in Australia, China, Russia, Thailand, Turkey, UAE & USA
Voice minute allowance	Unlimited on-net minutes + 100 minutes to all local and EU numbers		Unlimited calls to all local and EU numbers	
SMS allowance	Unlimited on-net SMSs + 100 SMSs to local & EU numbers from Malta & the EU		Unlimited SMS to all local and EU numbers	
Additional voice minute allowances	Not applicable	100 minutes & SMSs to Australia, Canada, Turkey & USA	200 minutes & SMSs to Australia, Canada, Turkey & USA	300 minutes & SMSs to Australia, Canada, China, Russia, Thailand, UAE Turkey & USA
Outside bundle rates				
Data (MB)	€5.00 per 500MB		Not applicable	

Effective as at December'18

- End-users with a 'Starter' TV plan or a '90+' TV plan on Melita's Flexi bundle packages temporarily upgraded to the '140+' TV package. This free upgrade was applicable between the 14th December 2018 and the 16th January 2019.

Effective as at January'19

- Subscribers that signed up by the 29th January 2019 to GO's 'Home Pack Starter Jack' on a 2-year contract were able to avail themselves from GO's new 'Try & Buy' offer. End-users were not charged for the first month of their subscription and could have opted out of the bundle within the first 30 days of their contract without being subject to an early termination fee.

Comparison - entry-level residential bundle plans effective as at December 2018

Entry-level triple-play	GO	Melita
	Entertainment Queen	Flexi Bundle
Monthly access fee (24-month contract term)	€40.00	€32.99
Monthly access fee (month-on-month)	Not applicable	€42.99
Installation fee (one-time)	Free	€15.00
Fixed broadband		
Download speed	100Mbps (in fibre areas)	250Mbps
Upload speed	10Mbps	15Mbps
Download limit	Unlimited	Unlimited
Pay-TV		
Standard Definition channels	90	20
High Definition channels	17	9
Fixed telephony allowances / standard rates		
On-net FTF	Unlimited	€0.05 per minute
Off-net FTF	Unlimited	€0.05 per minute
On-net FTM	Unlimited	€0.23 per minute
Off-net FTM	€0.18 per minute	€0.23 per minute
Other		
Allowances	Unlimited Home Pack community minutes (up to 4 members)	10GB Melita Wi-Fi

Comparison – entry-level business post-paid plans effective as at December 2018

Entry-level post-paid mobile telephony plans for businesses – SIM only	'Business Infinity Mobile' GO	'Business Big Data' Melita	'RED Business' plans Vodafone Malta	
	Mobile 1	Big Data 5	Red Business Ultra	Red Business Super
Monthly Access fee (24-month agreement)	€39.00	€30.00	€38.00	
Monthly access fee (other contract term)	Not applicable	€40.00 (month-on-month)	€43.00 (12-month agreement)	
Data allowance – local and EU roaming	7GB	5GB	1.8GB	6GB
Additional data allowances	Not applicable	50GB Melita Wifi	Not applicable	
Voice minute allowance	Unlimited calls to all local and EU numbers	Unlimited calls to all local numbers from Malta and anywhere in the EU	Unlimited calls to all local and EU numbers	Unlimited calls to all local Vodafone numbers + 100 minutes to all other EU numbers
SMS allowance	Unlimited SMS to all local and EU numbers	Unlimited SMS to all local numbers from Malta and anywhere in the EU	Unlimited SMS to all local and EU numbers	Unlimited SMS to all local Vodafone numbers + 100 SMS to all other EU numbers
Additional call / SMS allowances	Not applicable	100 minutes and 100 SMS to group 1 countries	Not applicable	50 minutes & 50 SMS to non-EU zones 2 & 3
Outside bundle rates: per minute / per Mb / per SMS				
On-net/off-net calls	Not applicable	Not applicable	Not applicable	€0.25
On-net/off-net SMS	Not applicable	Not applicable	Not applicable	€0.05
Mobile data	€5.00 per 500MB	€5.00 per 1GB	€5.00 per 500MB	

Comparison – entry-level post-paid mobile plans effective as at January 2019

Entry-level post-paid mobile plans (SIM only)	'Freedom' plans GO	'Big Blue Unlimited' Melita	'RED' plans Vodafone Malta	
	Lite	Big Blue Unlimited 5	Data	Voice
Monthly access fee (24-month contract term)	€35.00	€25.00	€35.00	
Monthly access fee (other contract terms)	Not applicable	€35.00 (month-on-month)	€40.00 (12-month agreement)	
Data allowance	6GB	5GB	12GB	4GB
Other data allowance	Not applicable	50GB Melita Wifi	Not applicable	
Voice minute allowance	Unlimited calls to all EU numbers	Unlimited calls to all local and EU numbers	Unlimited on-net calls + 100 minutes to all local & EU numbers	Unlimited calls to all local and EU numbers
SMS allowance	Unlimited SMS to all local and EU numbers	Unlimited SMS to all local numbers from Malta and anywhere in the EU	Unlimited on-net SMSs + 100 SMSs to all local and EU numbers	Unlimited SMSs to all local and EU numbers
Additional voice and SMS allowances	Not applicable			100 minutes & SMSs to Australia, Canada, Turkey & USA
Outside bundle rates: per minute / per Mb / per SMS				
On-net/off-net calls	Not applicable	Not applicable	€0.25	Unlimited
On-net/off-net SMS	Not applicable	Not applicable	€0.05	Unlimited
Mobile data	€5.00 per 500MB	€5.00 per 1GB	€5.00 per 500MB	



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- Melita 'Flexi Bundle' packages: https://www.melita.com/bundle_category/flexi/
- Melita 'Big Blue Unlimited' plans: https://www.melita.com/mobile_category/postpaid-plans/
- Melita 'Business Big Data' plans: <https://www.melitabusiness.com/products-services/mobile/business-pay-monthly-mobile-plans/>
- Vodafone 'Red' packages: <https://www.vodafone.com.mt/red>
- GO 'Business Infinity Mobile' plans: <https://www.go.com.mt/infinitymobile>

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