

Y'elloSMS PRICING and REVENUE SHARE

All prices include VAT

Subscription:

Monthly Subscription Fee:

ZAR 100.00

Additional Monthly Subscription for eMail-to-SMS:

First 10 eMail addresses: ZAR 0.00

eMail addresses > 10: ZAR 10.00 per eMail address

Monthly Free SMS:

YéllloSMS will credit the subscriber on the 10th day of each month with 100 free SMS, provided the subscriber has paid the Monthly Subscription.

Free SMS will not be awarded to post-paid subscribers.

Price Structure for Bulk Messaging:

MT SMS Batch Purchases:

Batch of 500 SMS's: ZAR 0.29 per MT SMS

Batch of 1,000 SMS's: ZAR0.28 per MT SMS

Batch of 2,000 SMS's: ZAR 0.27 per MT SMS

Batch of 5,000 SMS's: ZAR 0.26 per MT SMS

Batch of 10,000 SMS's: ZAR 0.24 per MT SMS

Price & Revenue Share Structure for Premium Rated Messaging:

Once-off Set-up Fee per campaign:

ZAR 900.00 (The setup fee is payable on the date the campaign is created)

Return Path SMS Cost:

ZAR 0.29 per MT SMS (Optional Reply SMS's will be charged at R0.29 per SMS. This charge will be deducted from the Client's revenue share (TPR) provided the revenue share exceeds this charge. If the Reply SMS charge exceeds the revenue share, a SMS credit will be deducted from available bulk SMS credits. If the Client has no available bulk SMS credits, the Reply SMS will not be sent.

Revenue Share on Premium Rated Messages

The following tables indicate the revenue share IWS as a Wireless Application Service Provider (WASP) receives from the local GSM networks for premium rated services, called Third Party Revenue (TPR).

IWS will share 80% of TPR with the Client.

For MTN traffic:

MTN			
TARIFF		TPR EXCL. VAT	
INCL. VAT	EXCL. VAT	AMOUNT	%
R 0.86	R 0.75	R 0.25	32.95%
R 1.00	R 0.88	R 0.33	37.24%
R 1.50	R 1.32	R 0.61	46.04%
R 2.00	R 1.75	R 0.88	50.44%
R 3.00	R 2.63	R 1.44	54.83%
R 5.00	R 4.39	R 2.56	58.35%
R 7.50	R 6.58	R 3.95	60.11%
R 10.00	R 8.77	R 5.35	60.99%
R 15.00	R 13.16	R 8.14	61.87%
R 20.00	R 17.54	R 10.93	62.31%
R 25.00	R 21.93	R 13.72	62.57%
R 30.00	R 26.32	R 16.51	62.75%

For Vodacom traffic:

VODACOM			
TARIFF		TPR EXCL. VAT (AMOUNTS)	
INCL. VAT	EXCL. VAT	POST-PAID	PRE-PAID
R 0.90	R 0.79	R 0.30	R 0.26
R 1.00	R 0.88	R 0.37	R 0.33
R 1.20	R 1.05	R 0.52	R 0.46
R 1.50	R 1.32	R 0.75	R 0.66
R 2.00	R 1.75	R 1.12	R 0.99
R 3.00	R 2.63	R 1.86	R 1.66
R 5.00	R 4.39	R 3.36	R 2.98
R 7.50	R 6.58	R 5.22	R 4.64
R 10.00	R 8.77	R 7.08	R 6.29
R 15.00	R 13.16	R 10.81	R 9.60
R 20.00	R 17.54	R 14.54	R 12.91
R 25.00	R 21.93	R 18.27	R 16.23
R 30.00	R 26.32	R 22.00	R 19.54

For Cell C traffic:

CELL C			
TARIFF		TPR EXCL. VAT	
INCL. VAT	EXCL. VAT	AMOUNT	%
R 1.00	R 0.88	R 0.29	32.89%
R 1.50	R 1.32	R 0.59	44.52%
R 2.00	R 1.75	R 0.89	50.63%
R 3.00	R 2.63	R 1.48	56.37%
R 5.00	R 4.39	R 2.68	60.94%
R 7.50	R 6.58	R 4.17	63.32%
R 10.00	R 8.77	R 5.66	64.51%
R 15.00	R 13.16	R 8.64	65.66%
R 20.00	R 17.54	R 11.62	66.26%
R 25.00	R 21.93	R 14.61	66.60%
R 30.00	R 26.32	R 17.59	66.82%

IWS will have the right to change the above numbers and/or percentage of TPR with immediate effect and without notice by IWS to the Client in an event where the applicable numbers/rates have been changed by the local GSM networks. However, IWS will endeavor to notify the Client in advance, wherever possible, of such changes.

Payment of Client share of TPR:

IWS will present a reconciliation of the Client's share of TPR (see Section 4 above) to the Client between the 20th and 30th of each month for the previous month's figures, requesting the Client to submit an invoice for payment.

IWS will pay against the invoice received only once the Networks have settled with IWS, which is usually within about 60 days from receipt of invoice. In addition, such payment is subject to the Client's share of TPR for the month in question being at least R300 (three hundred rand) per campaign. Should the Client's share of TPR be less than R300 per campaign, the Client's share of TPR for that campaign for that month will be forfeit.