

# QUARTERLY TELECOM STATISTICS

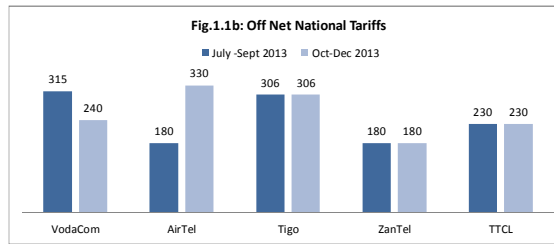
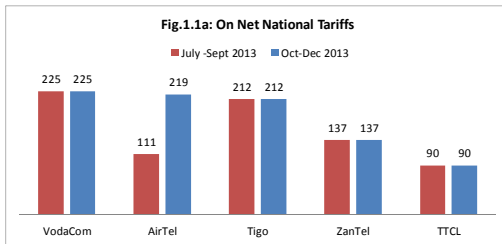
Quarter 2 (December 2013) Report

## 1. Voice Prepaid Tariffs (Without TAX)

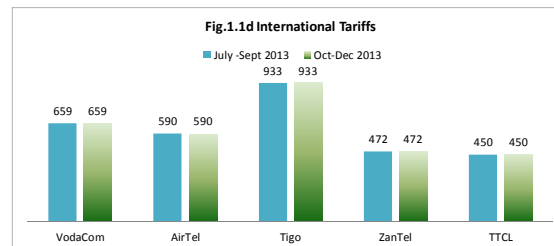
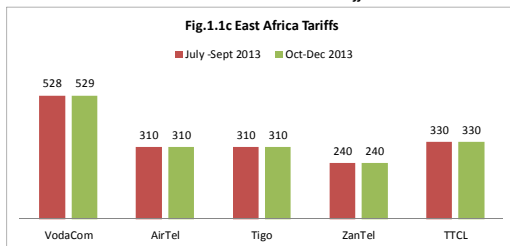
1.1 Weighted Prepaid Tariffs per Operators (Tshs)

		VodaCom	AirTel	Tigo	ZanTel	TTCL
July -Sept 2013	On Net Calls	225	111	212	137	90
	Off Net calls	315	180	306	180	230
	East Africa calls	528	310	310	240	330
	International Calls	659	590	933	472	450
	SMS National	50	45	49	50	0
	SMS International	100	100	98	100	0
Oct-Dec 2013	On Net Calls	225	219	212	137	90
	Off Net calls	240	330	306	180	230
	East Africa calls	529	310	310	240	330
	International Calls	659	590	933	472	450
	SMS National	50	45	49	50	0
	SMS International	100	100	98	100	0

1.1a & b: National Tariffs



1.1c & d: International Tariffs

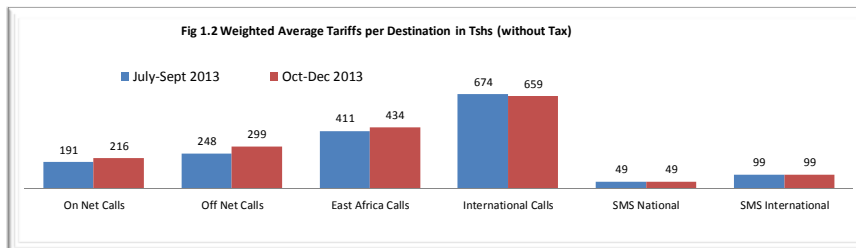


1.2 Weighted Average Tariffs per Destination (WAD) Tshs

These are estimated charges incurred on average per each call destination. They are obtained by weighting the tariffs per operator with its market shares on traffic

	On Net Calls	Off Net Calls	East Africa Calls	International Calls	SMS National	SMS International	Aggregate Tariff (Voice)	Aggregate Tariff (SMS)
July-Sept 2013	191	248	411	674	49	99	204	50
Oct-Dec 2013	216	299	434	659	49	99	237	49

Fig 1.2 Weighted Average Tariffs per Destination in Tshs (without Tax)

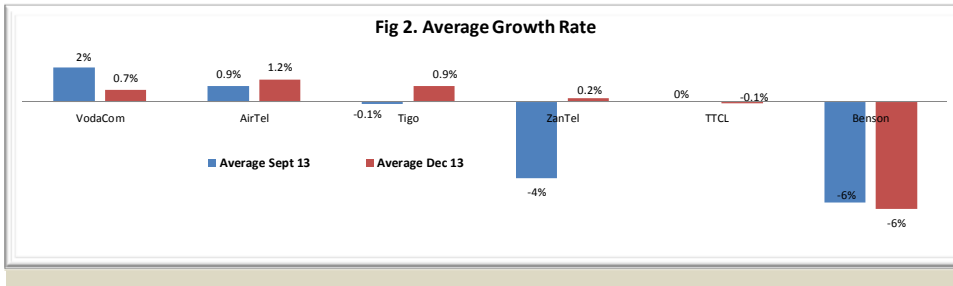


## 2. Voice TeleCom Subscriptions

2.1 Subscriptions per Operators

	VodaCom	AirTel	Tigo	ZanTel	TTCL	Benson	TOTAL
July 2013	9,638,268	8,615,897	6,229,538	1,953,199	211,315	593	26,648,810
Aug 2013	9,899,687	8,682,304	6,241,903	1,939,020	211,315	550	26,974,779
Sept 2013	10,023,206	8,772,285	6,217,214	1,798,379	211,315	528	27,022,927
Oct 2013	10,149,970	8,772,285	6,183,074	1,807,211	211,038	593	27,124,171
Nov 2013	10,239,188	8,772,285	6,231,840	1,814,901	210,766	550	27,269,530
Dec 2013	10,288,972	8,995,824	6,297,288	1,814,444	210,766	528	27,607,822

Fig 2. Average Growth Rate



2.3 Quarterly Operator's Subscriptions Market Shares

Fig.2.3a Subscription Market Share (September 2013)

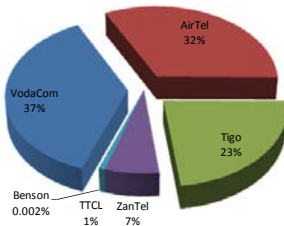
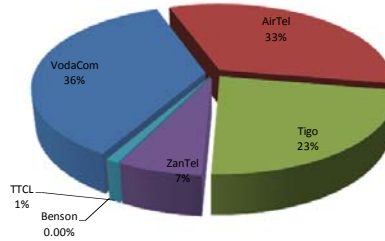


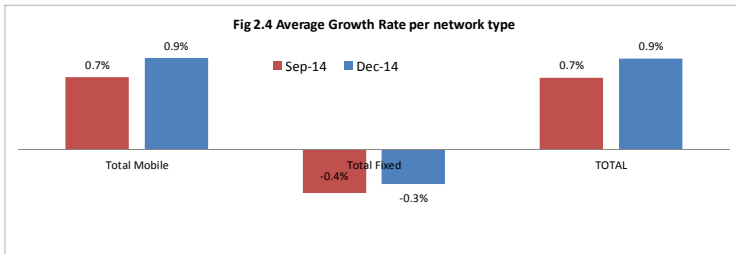
Fig.2.3b Subscription Market Share (December 2013)



2.4 Subscriptions to Fixed and Mobile Networks

	Total Mobile	TTCL Fixed	ZanTel Fixed	Total Fixed	TOTAL
July 2013	26,480,180	159,528	9,102	168,630	26,648,810
August 2013	26,806,863	159,528	8,388	167,916	26,974,779
September 2013	26,855,735	159,528	7,664	167,192	27,022,927
Oct 2013	26,958,044	159,267	6,860	166,127	27,124,171
Nov 2013	27,104,311	158,935	6,284	165,219	27,269,530
Dec 2013	27,442,823	158,935	6,064	164,999	27,607,822

Fig 2.4 Average Growth Rate per network type



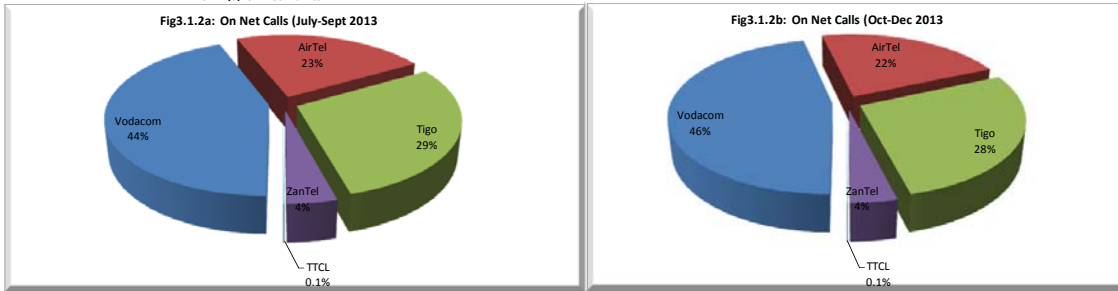
### 3. Traffic Calls (Minutes)

#### 3.1 National Traffic

	July-Sept 2013	Oct-Dec 2013	Change
On Net Calls	7,834,235,486	8,112,284,398	4%
Off Net Calls	1,601,715,593	1,927,455,068	20%
<b>Total</b>	<b>9,435,951,079</b>	<b>10,039,739,466</b>	<b>6%</b>

#### 3.1.2 Quarterly National Traffic Operator's Market Share

##### 3.1.2(a) On Net Traffics



##### 3.1.2(b) Off Net Traffics



#### 3.2 International Traffic

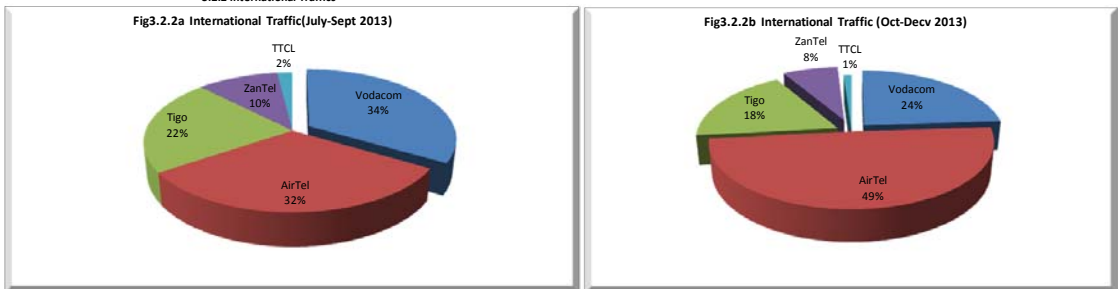
	July-Sept 2013	Oct-Dec 2013	Change
To East Africa	9,224,114	11,884,744	29%
From East Africa	13,377,130	16,084,372	20%
To other Internationals	42,320,781	53,860,779	27%
From other Internationals	49,628,017	45,184,004	-9%

#### 3.2.1 Quarterly International Traffic Operator's Market Share

##### 3.2.1 East Africa Traffics



##### 3.2.2 International Traffics

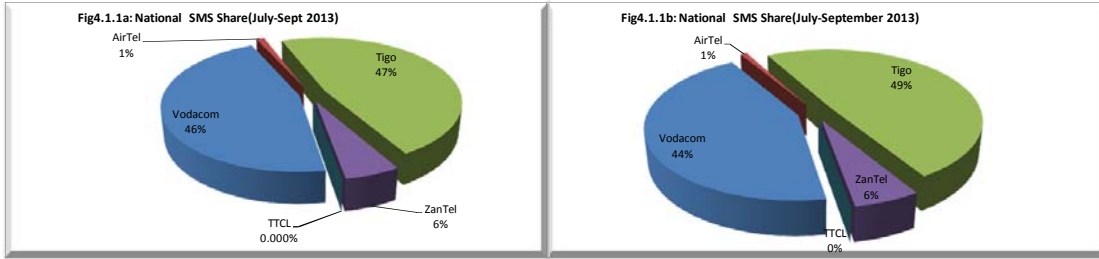


4. Data (SMS & MMS)

4.1 National Traffic

	July-Sept 2013	Oct-Dec 2013	Change
On Net SMS	4,802,212,415	5,286,606,987	10%
Off Net SMS	1,565,196,123	1,985,193,818	27%

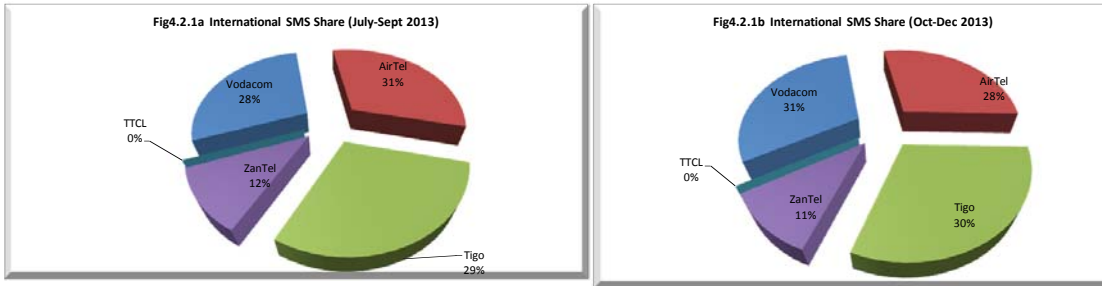
4.1.1 Quarterly national SMS Operator's Market Share



4.2 International Traffic

	April-June 2013	July-September 2013	Change
SMS to International	10,038,158	9,651,251	-4%
SMS from International	252,768,667	193,837,858	-23%

4.2.1 Quarterly International SMS Operator's Market Share



5. Average Usage of Voice and SMS per quarter

	No. Minutes Per User	No. SMS Per User	ARPU Voice	ARPU SMS	Total ARPU	ARPU/ Month
July-Sept 2013	353	237	Tshs 71,998	Tshs 11,861	Tshs 83,859	Tshs 27,953
Oct-Dec 2013	370	266	Tshs 87,620	Tshs 13,053	Tshs 100,673	Tshs 33,557.80

6. SIMCARD Registration

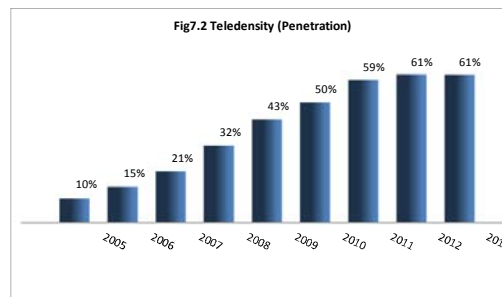
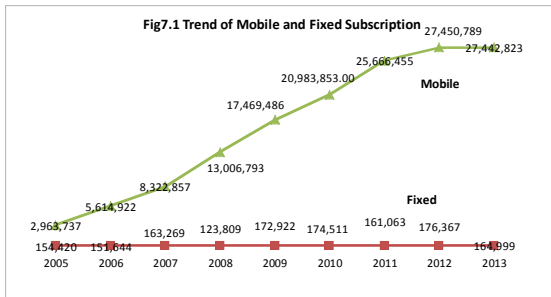
6.1 Registered as at December 2013

	Vodacom	AirTel	Tigo	ZanTel	TTCL	Benson	Total
Total Mobile Subscriptions	10,288,972	8,995,824	6,297,288	1,814,444	153,864	528	27,550,920
Registered Subscriptions	10,175,986	9,002,970	6,287,494	1,775,706	153,864	528	27,396,548
% Registered	99%	100%	99.8%	98%	100%	100%	99%

7. Summary of Trend of Telecom Statistics

7.1 Subscriptions and Teledensity

	2005	2006	2007	2008	2009	2010	2011	2012	2013
Fixed	154,420	151,644	163,269	123,809	172,922	174,511	161,063	176,367	164,999
Mobile	2,963,737	5,614,922	8,322,857	13,006,793	17,469,486	20,983,853	25,666,455	27,450,789	27,442,823
Total	3,118,157	5,766,566	8,486,126	13,130,602	17,642,408	21,158,364	25,827,518	27,627,156	27,607,822
Penetration	10%	15%	21%	32%	43%	50%	59%	61%	61%

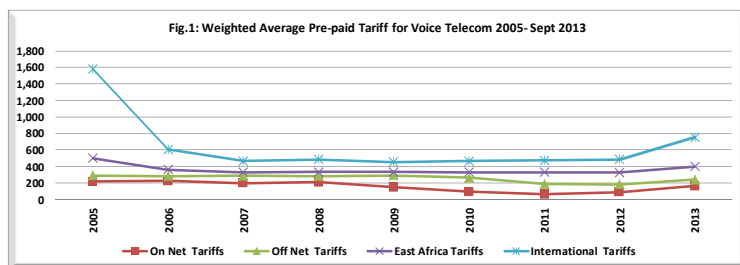


## 7.2 Traffic (in minutes)

Years	2006	2007	2008	2009	2010	2011	2012	2013
National Traffic (On & Off Net)	506,073,994	2,776,662,168	5,658,864,021	9,155,095,552	15,371,971,955	18,520,867,990	24,354,279,292	34,934,613,363
Traffic to International	22,625,483	102,072,070	160,481,940	135,579,347	157,599,602	171,431,668	201,827,164	198,116,642
Traffic from International	52,744,995	227,382,897	271,220,442	284,284,629	275,568,097	287,625,871	253,811,569	229,961,296
Traffic to East Africa	4,569,580	26,602,014	47,589,636	45,516,586	49,986,404	46,490,973	67,648,652	42,535,489
Traffic from East Africa	3,597,498	21,955,453	33,485,451	63,999,950	71,714,452	87,634,397	68,978,489	56,624,940
Traffic to Other International	18,055,903	75,470,056	112,892,304	90,062,761	107,613,199	124,940,695	134,178,512	155,581,153
Traffic from Other International	49,147,498	205,427,443	237,734,991	220,284,679	203,853,644	199,991,475	184,833,080	173,336,356

## 7.3 Weighted Average Prepaid Tariff for voice Telecom (without Tax)

Years	2005	2006	2007	2008	2009	2010	2011	2012	2013
On Net Tariffs	219	223	199	212	147	93	62	89	165
Off Net Tariffs	292	284	286	284	292	263	187	182	240
East Africa Tariffs	499	362	331	332	332	330	331	326	399
International Tariffs	1,580	608	465	485	453	468	476	485	752



## 7.4 Internet Services

### 7.4(a) Internet Subscribers by subscriptions type

	2008	2009	2010	2011	2012	2013
Internet Cafes	350	599	736	602	636	652
Organizations/Institutions	3,055	3,235	3,329	3,323	3,245	3,952
Household/Individuals	248,433	393,688	533,090	567,487	1,133,417	1,429,588
<b>TOTAL</b>	<b>251,838</b>	<b>397,522</b>	<b>537,155</b>	<b>571,412</b>	<b>1,137,298</b>	<b>1,434,192</b>

### 7.4(b) Estimates of Internet Users by Subscription type

	2008	2009	2010	2011	2012	2013
Internet Cafes	126,000	215,640	264,960	216,720	228,960	234,720
Organizations/Institutions	2,444,000	2,588,000	2,663,200	2,824,550	2,758,250	3,359,200
Household/Individuals	993,732	1,574,752	2,132,360	2,269,948	4,533,668	5,718,352
<b>TOTAL</b>	<b>3,563,732</b>	<b>4,378,392</b>	<b>5,060,520</b>	<b>5,311,218</b>	<b>7,520,878</b>	<b>9,312,272</b>