

QUARTERLY TELECOM STATISTICS

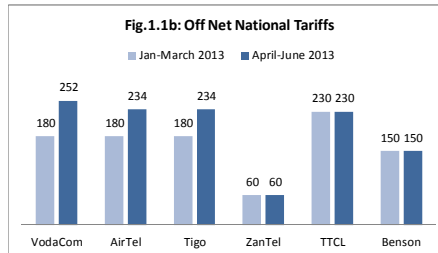
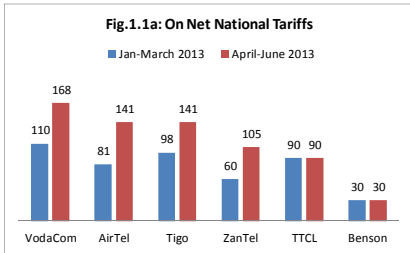
Quarter 4 (June 2013) Report

1. Voice Prepaid Tariffs (Without TAX)

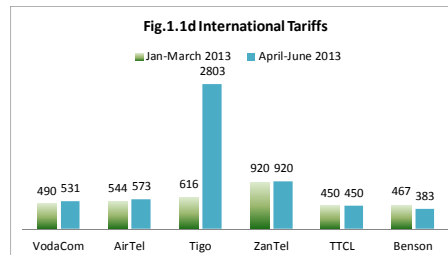
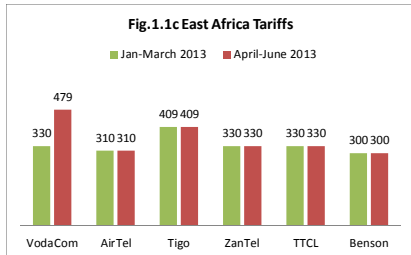
1.1 Weighted Prepaid Tariffs per Operators (Tshs)

	VodaCom	AirTel	Tigo	ZanTel	TTCL	Benson
Jan-March 2013						
On Net Calls	110	81	98	60	90	30
Off Net calls	180	180	180	60	230	150
East Africa calls	330	310	409	330	330	300
International Calls	490	544	616	920	450	467
SMS National	25	45	49	25	0	25
SMS International	100	100	98	92	0	70
April-June 2013						
On Net Calls	168	141	141	105	90	30
Off Net calls	252	234	234	60	230	150
East Africa calls	479	310	409	330	330	300
International Calls	531	573	2803	920	450	383
SMS National	50	45	49	25	0	25
SMS International	100	100	98	92	0	70

1.1a & b: National Tariffs



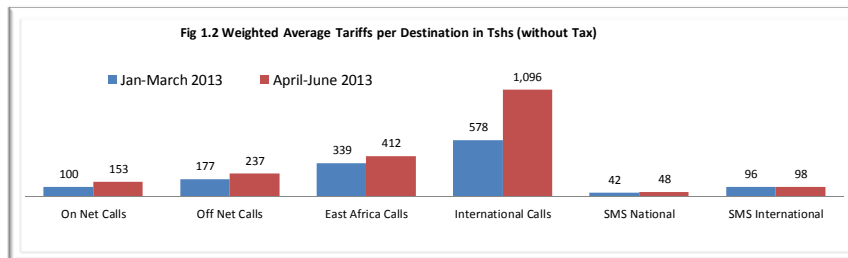
1.1c & d: International Tariffs



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)
Jan-March 2013	100	177	339	578	42	96	96	42
April-June 2013	153	237	412	1,096	48	98	169	49

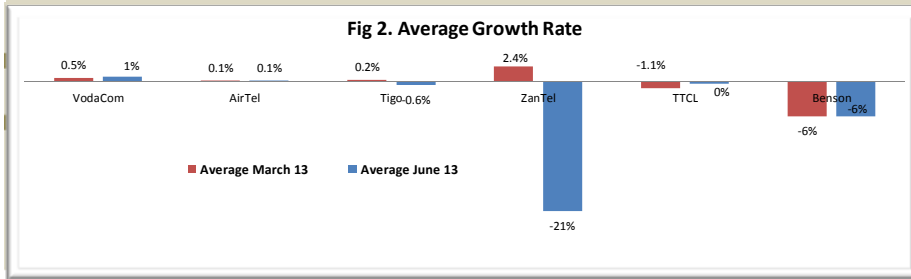


2. Voice TeleCom Subscriptions

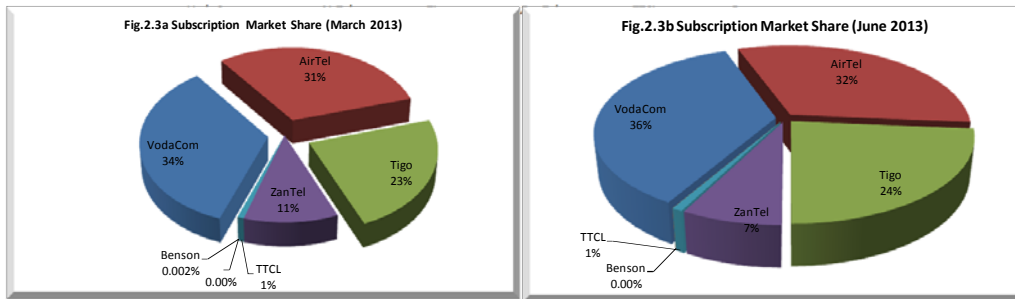
2.1 Subscriptions per Operator

	VodaCom	AirTel	Tigo	ZanTel	TTCL	Benson	TOTAL
Jan 2013	9,367,186	8,418,145	6,377,632	2,927,526	216,055	593	27,307,137
Feb 2013	9,454,790	8,446,963	6,391,592	3,045,913	214,336	550	27,554,144
Mar 2013	9,467,484	8,440,040	6,408,742	3,070,728	211,167	528	27,598,689
April 2013	9,521,600	8,495,035	6,408,849	2,849,651	210,701	593	27,486,429
May 2013	9,633,555	8,500,446	6,451,870	2,043,360	210,127	550	26,839,908
June 2013	9,666,122	8,519,427	6,331,845	1,997,185	209,111	528	26,724,218

2.2 Quarterly Average Growth Rate(AGR) per Operator



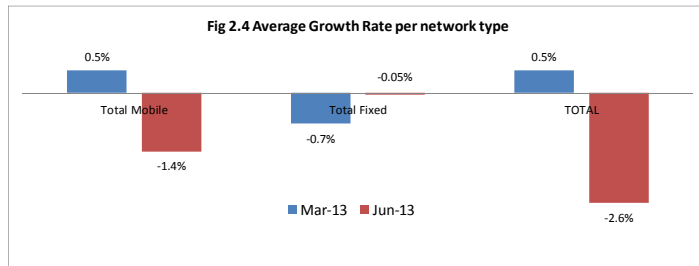
2.3 Quarterly Operator's Subscriptions Market Shares



2.4 Subscriptions to Fixed and Mobile Networks

	Total Mobile	TTCL Fixed	Zantel Fixed	Total Fixed	TOTAL
Jan 2013	27,134,828	162,148	10,161	172,309	27,307,137
Feb 2013	27,382,346	161,498	10,300	171,798	27,554,144
March 2013	27,428,903	159,639	10,147	169,786	27,598,689
April 2013	27,316,570	159,673	10,186	169,859	27,486,429
May 2013	26,670,157	159,460	10,291	169,751	26,839,908
June 2013	26,555,053	159,520	9,645	169,165	26,724,218

2.5 Quarterly Average Growth Rate(AGR) per Network



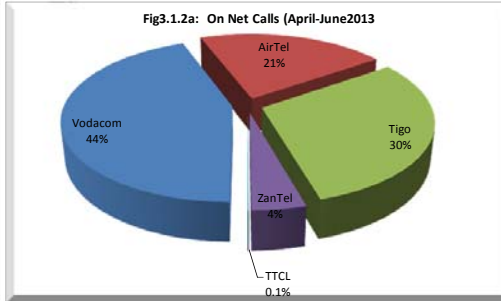
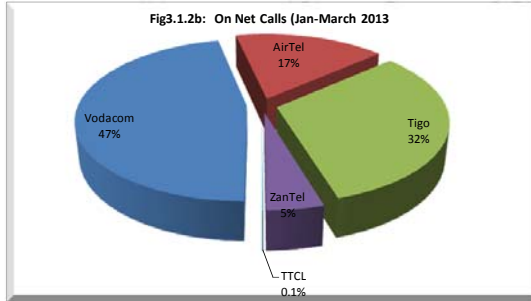
3. Traffic Calls (Minutes)

3.1 National Traffic

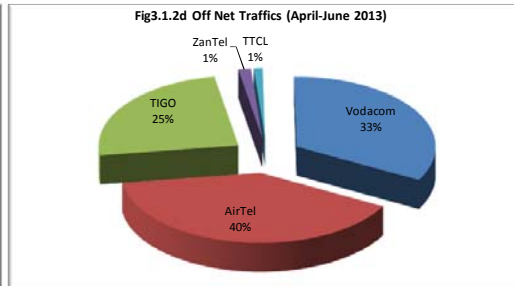
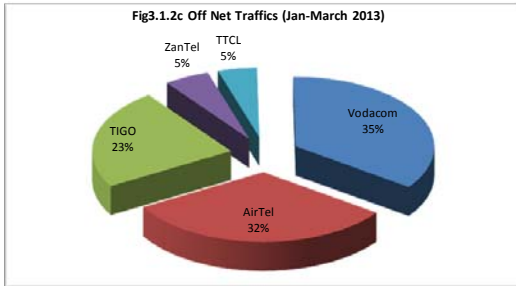
	Jan-March 2013	April-June 2013	Change
On Net Calls	6,940,819,091	7,227,814,880	4%
Off Net Calls	245,308,523	1,044,980,324	326%
Total	7,186,127,614	8,272,795,204	15%
	97%	87%	
	3%	13%	

3.1.2 Quarterly National Traffic Operator's Market Share

3.1.2(a) On Net Traffics



3.1.2(b) Off Net Traffics

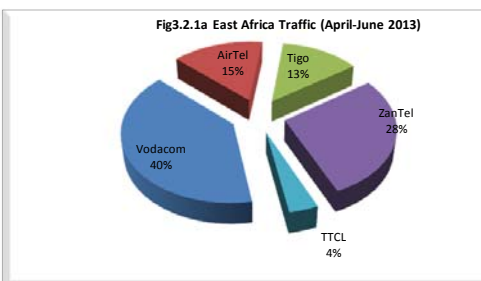
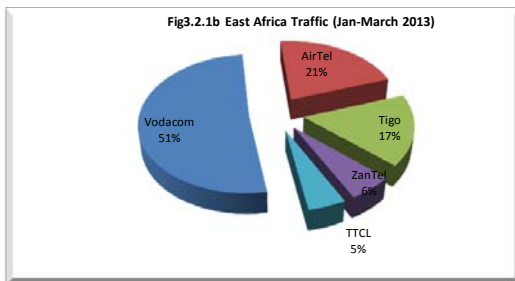


3.2 International Traffic

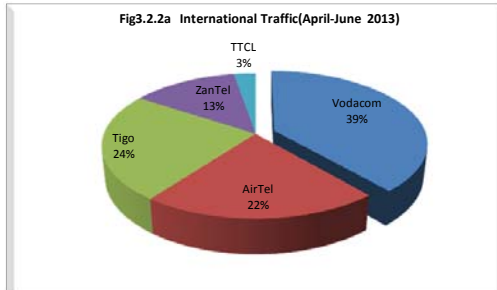
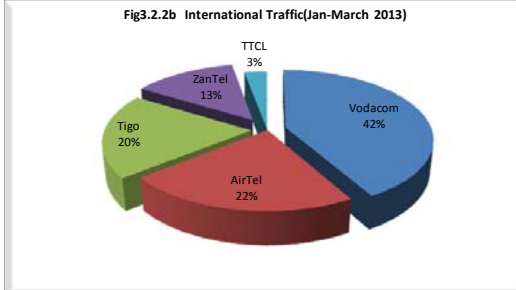
	Jan-March 2013	April-June 2013	Change
To East Africa	7,756,783	13,669,848	76%
From East Africa	10,799,907	16,363,531	52%
To other Internationals	30,077,185	29,322,408	-3%
From other Internationals	36,184,879	42,339,456	17%

3.2.1 Quarterly International Traffic Operator's Market Share

3.2.1 East Africa Traffics



3.2.2 International Traffics

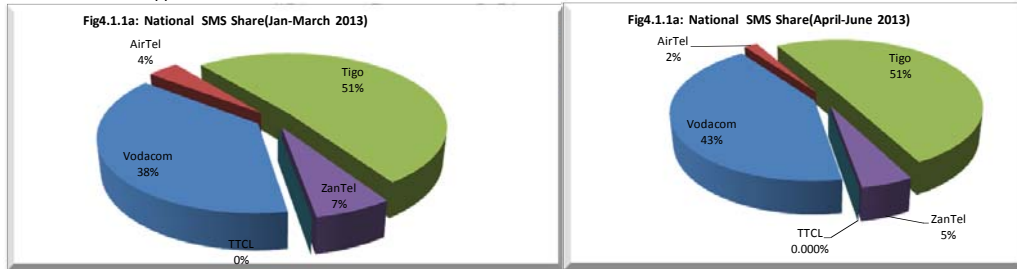


4. Data (SMS & MMS)

4.1 National Traffic

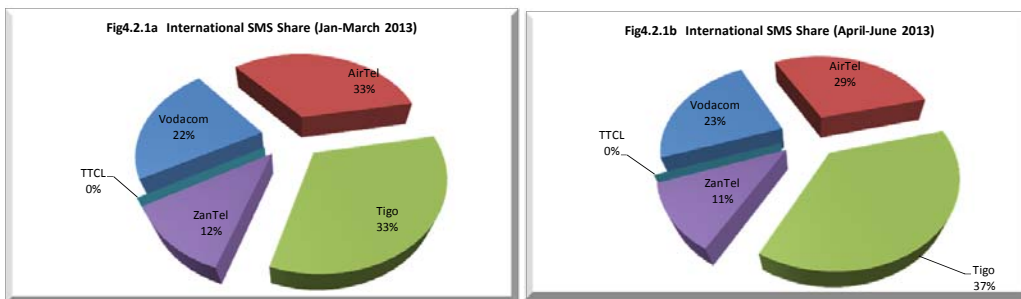
	Jan-March 2013	April-June 2013	Change
On Net SMS	4,066,704,931	5,884,907,253	45%
Off Net SMS	1,069,359,250	1,483,815,172	39%
On Net MMS	257,956	270,923	5%
Off Net MMS	51,496	76,600	49%

4.1.1 Quarterly national SMS Operator's Market Share
4.1.1(a) National SMS



4.2 International Traffic

	Jan-March 2013	April-June 2013	Change
SMS to International	11,171,862	10,038,158	-10%
SMS from International	788,896,336	252,768,667	-68%
MMS to International	16,133	19,424	20%
MMS from International	49	249	408%



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
Jan-March 2013	263	187	Tshs 27,333	Tshs 7,303	Tshs 34,636	Tshs 11,545
April-June 2013	308	273	Tshs 52,018	Tshs 13,383	Tshs 65,401	Tshs 21,800

6. SIMCARD Registration

6.1 Registered as at June 2013

	Vodacom	AirTel	Tigo	ZanTel	TTCL	Benson	Total
Total Mobile Subscriptions	9,666,122	8,519,427	6,331,845	1,997,185	148,391	528	26,663,498
Registered Subscriptions	9,523,707	7,807,844	6,301,283	1,649,670	148,391	528	25,431,423
% Registered	99%	92%	99.5%	83%	100%	100%	95%

