

QUARTERLY TELECOM STATISTICS

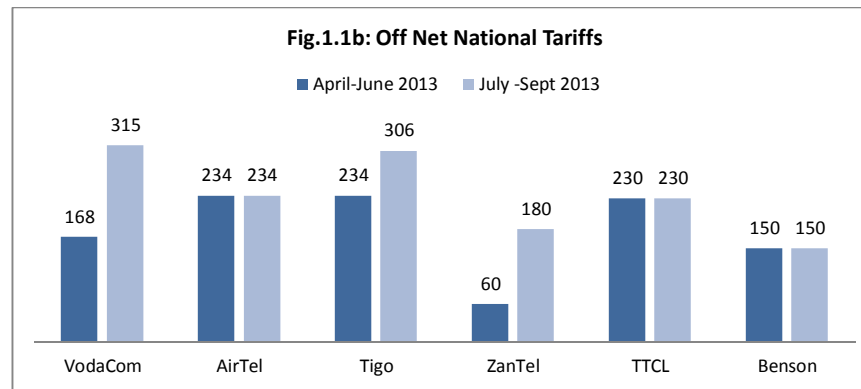
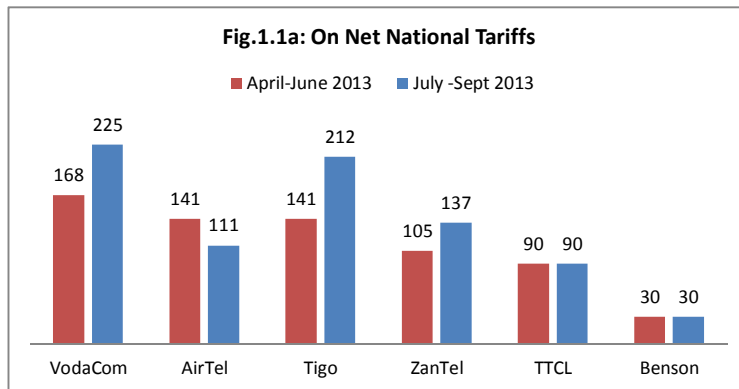
Quarter 1 (September 2013) Report

1. Voice Prepaid Tariffs (Without TAX)

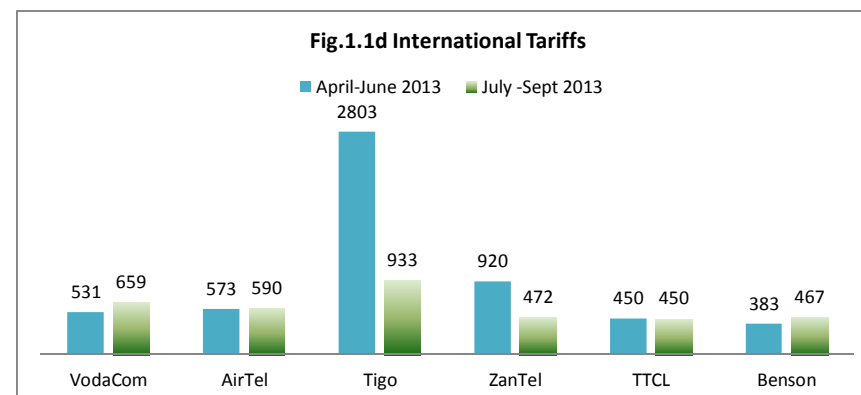
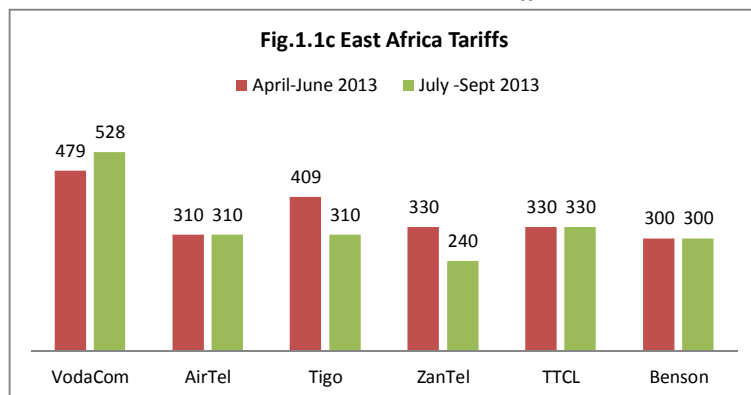
1.1 Weighted Prepaid Tariffs per Operators (Tshs)

		VodaCom	AirTel	Tigo	ZanTel	TTCL	Benson
April-June 2013	<i>On Net Calls</i>	168	141	141	105	90	30
	<i>Off Net calls</i>	168	234	234	60	230	150
	<i>East Africa calls</i>	479	310	409	330	330	300
	<i>International Calls</i>	531	573	2803	920	450	383
	<i>SMS National</i>	50	45	49	25	0	25
	<i>SMS International</i>	100	100	98	92	0	70
	July -Sept 2013	<i>On Net Calls</i>	225	111	212	137	90
<i>Off Net calls</i>		315	234	306	180	230	150
<i>East Africa calls</i>		528	310	310	240	330	300
<i>International Calls</i>		659	590	933	472	450	467
<i>SMS National</i>		50	45	49	50	0	25
<i>SMS International</i>		100	100	98	100	0	70

1.1a & b: National Tariffs



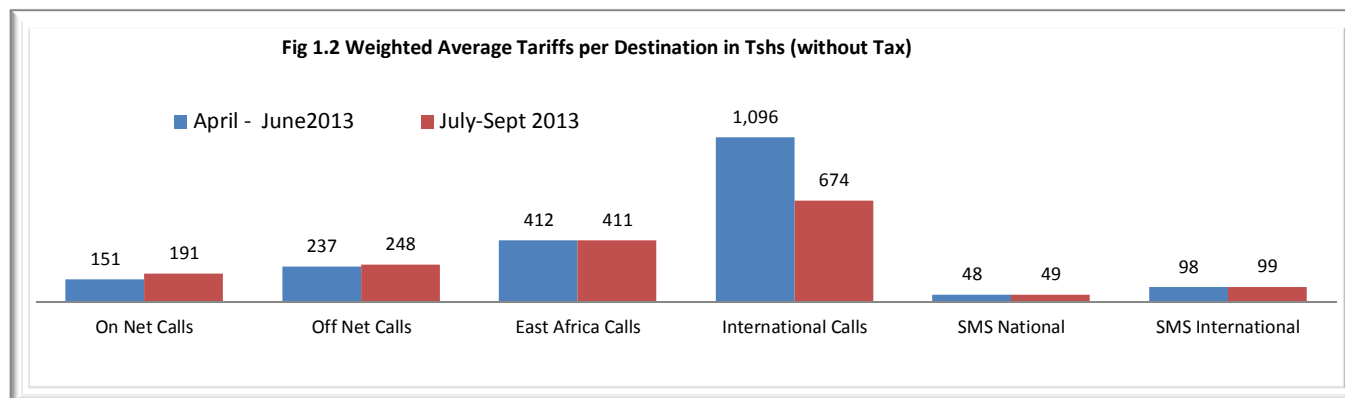
1.1c & d: International Tariffs



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)
April - June 2013	151	237	412	1,096	48	98	167	49
July-Sept 2013	191	248	411	674	49	99	204	50

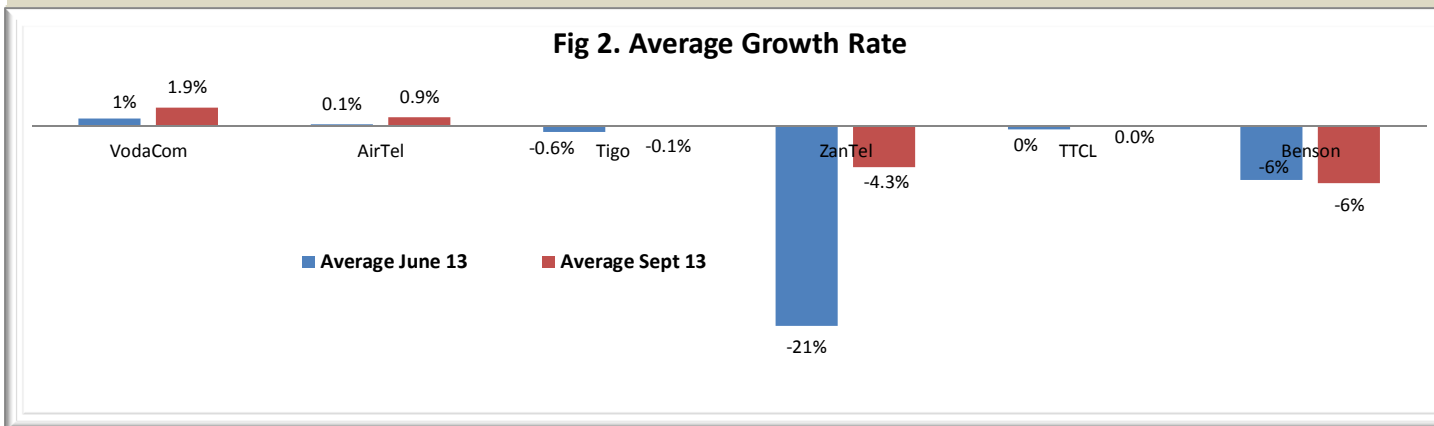


2. Voice TeleCom Subscriptions

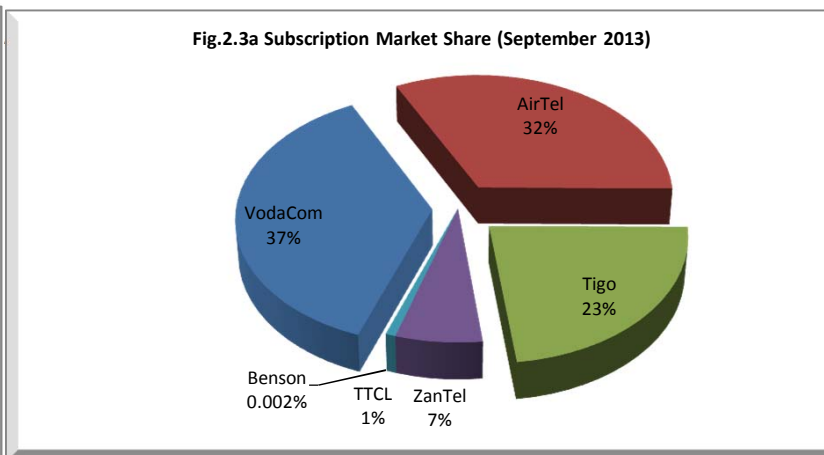
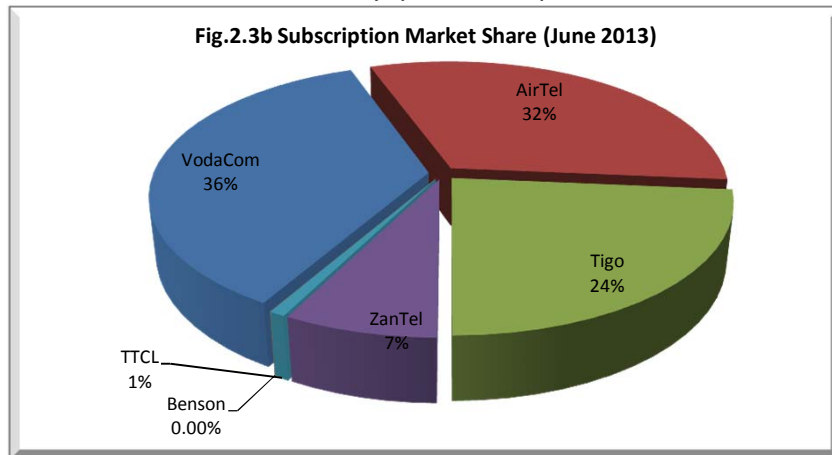
2.1 Subscriptions per Operators

	VodaCom	AirTel	Tigo	ZanTel	TTCL	Benson	TOTAL
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
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

2.2 Quarterly Average Growth Rate(AGR) per Operator



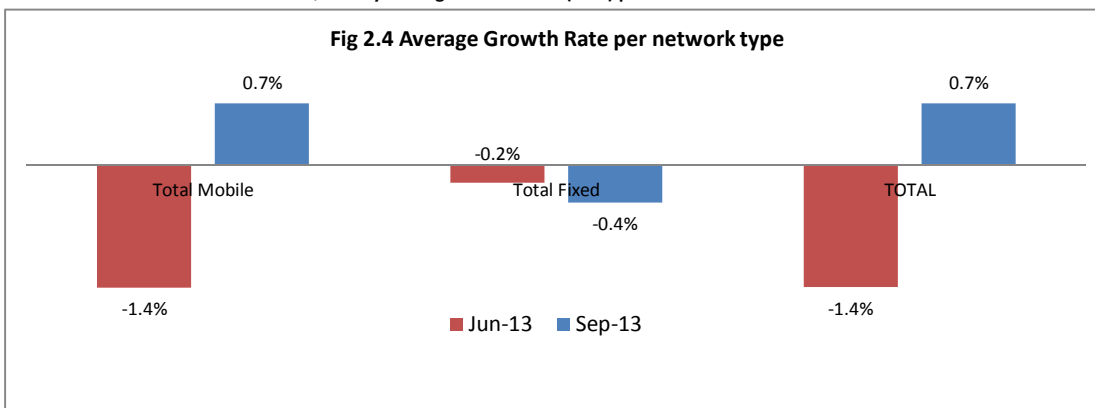
2.3 Quarterly Operator's Subscriptions Market Shares



2.4 Subscriptions to Fixed and Mobile Networks

	Total Mobile	TTCL Fixed	ZanTel Fixed	Total Fixed	TOTAL
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
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

2.5 Quarterly Average Growth Rate(AGR) per Network



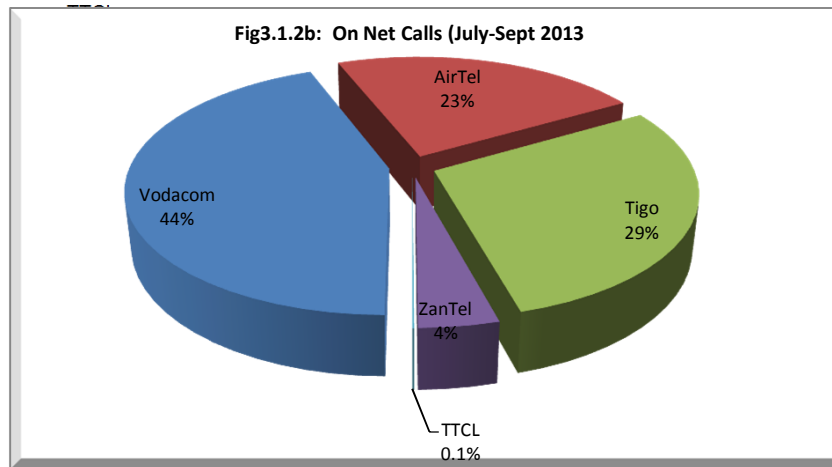
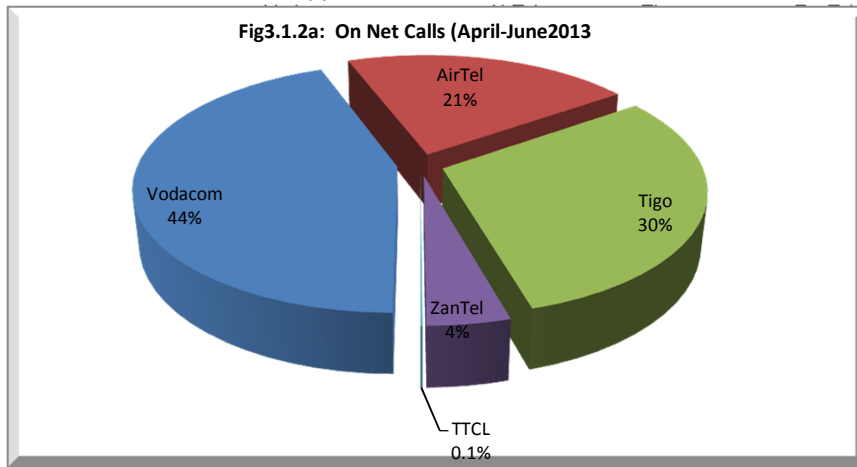
3. Traffic Calls (Minutes)

3.1 National Traffic

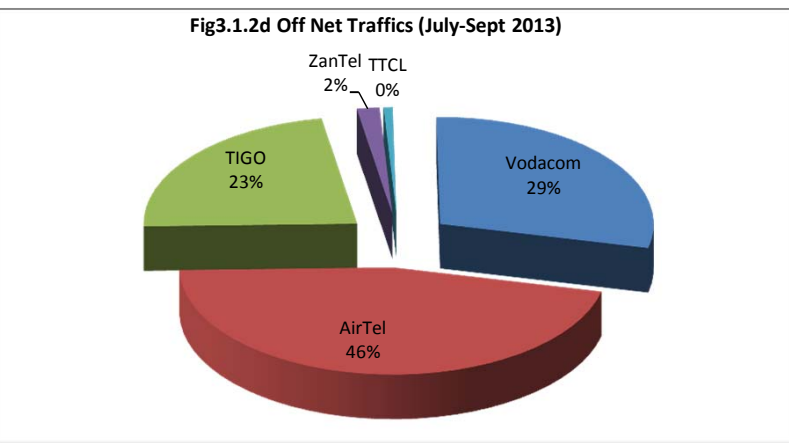
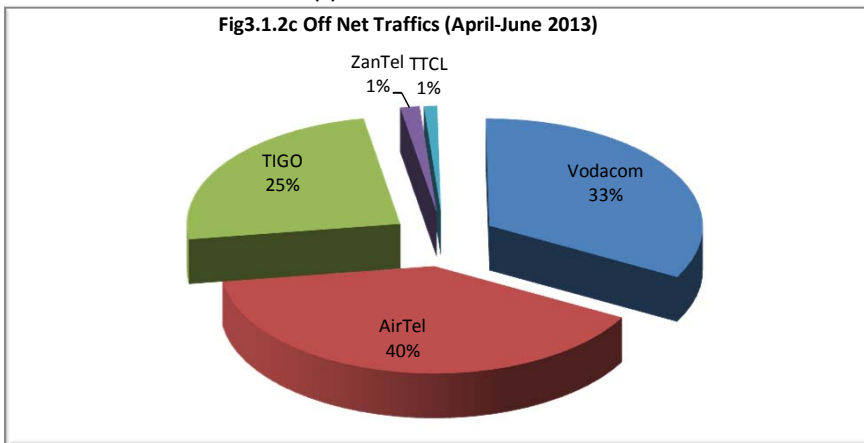
	April-June 2013	July-Sept 2013	Change
On Net Calls	7,227,814,880	7,834,235,486	8%
Off Net Calls	1,044,980,324	1,601,715,593	53%
Total	8,272,795,204	9,435,951,079	14%

3.1.2 Quarterly National Traffic Operator's Market Share

3.1.2(a) On Net Traffics



3.1.2(b) Off Net Traffics

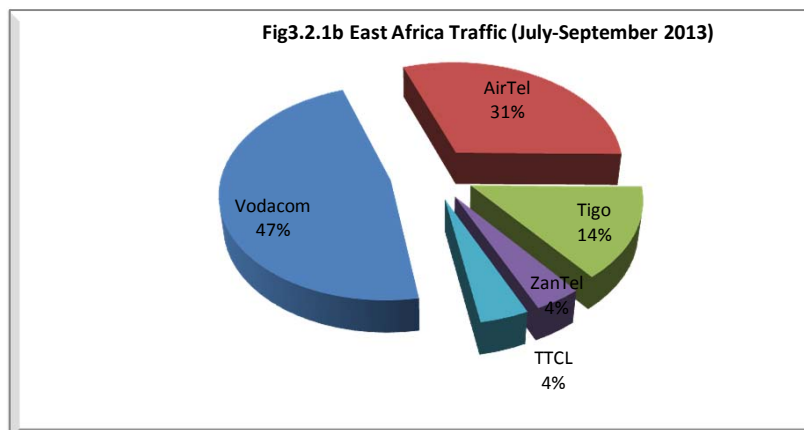
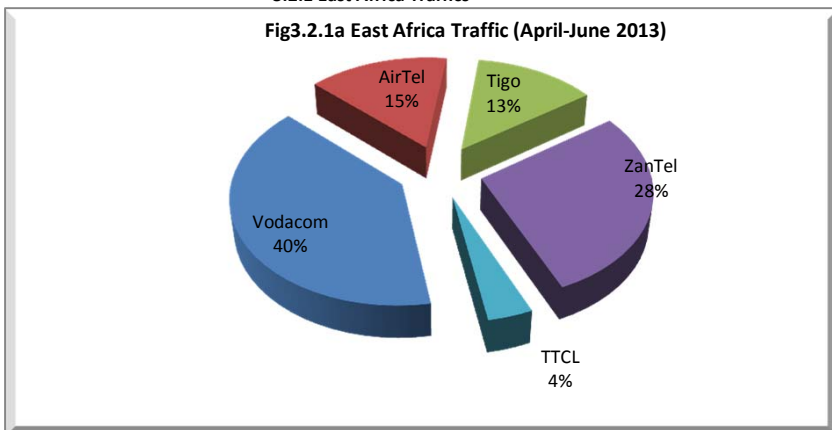


3.2. International Traffic

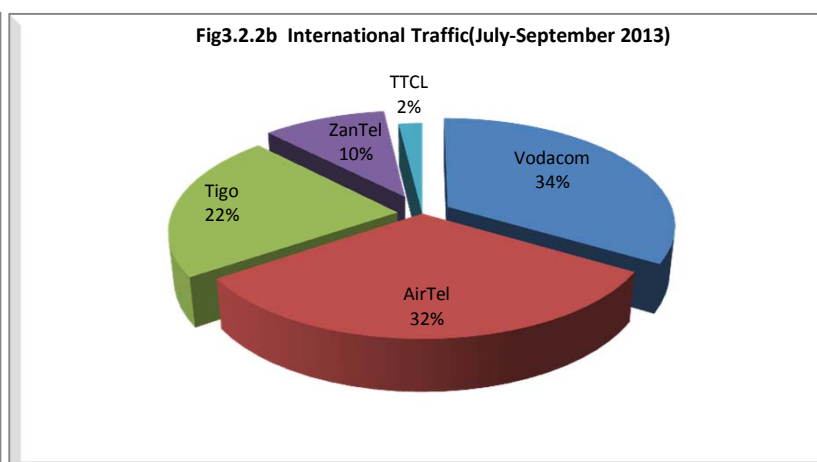
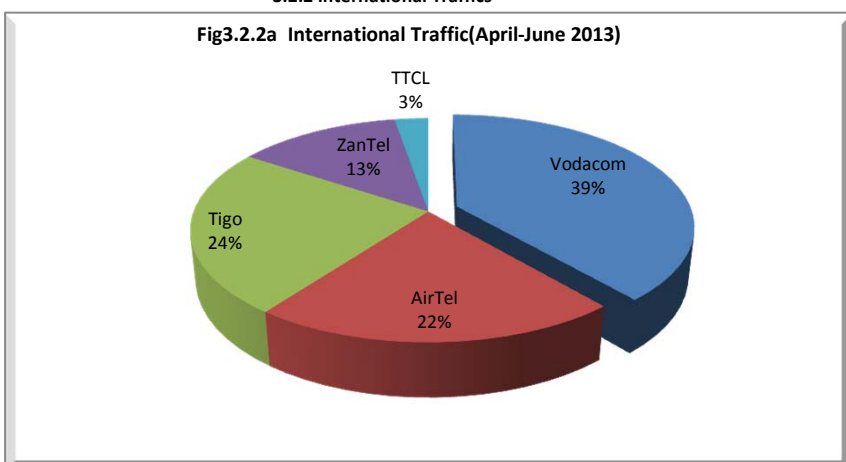
	April-June 2013	July-Sept 2013	Change
To East Africa	13,669,848	9,224,114	-33%
From East Africa	16,363,531	13,377,130	-18%
To other Internationals	29,322,408	42,320,781	44%
From other Internationals	42,339,456	49,628,017	17%

3.2.1 Quarterly International Traffic Operator's Market Share

3.2.1 East Africa Traffics



3.2.2 International Traffics

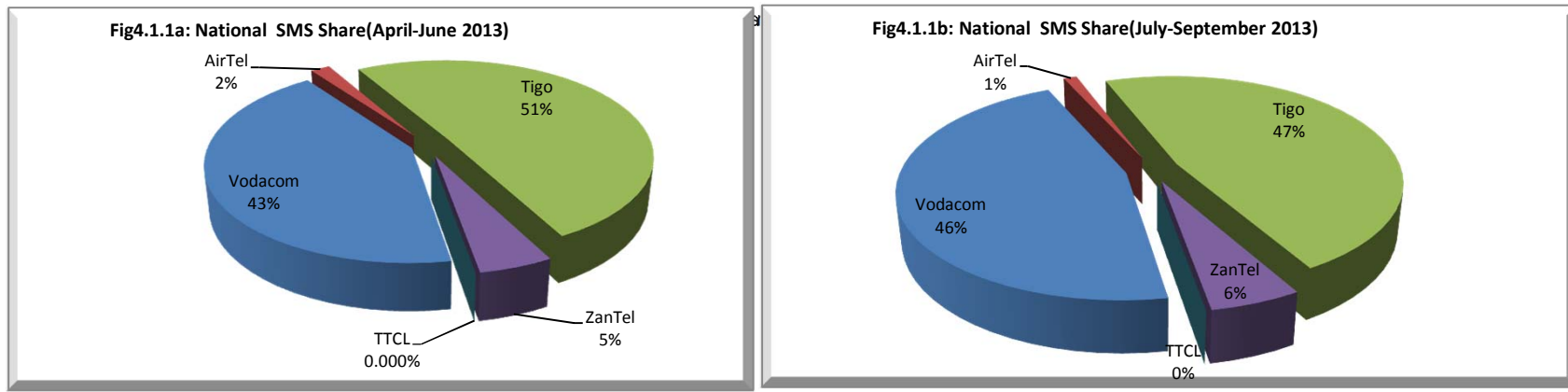


4. Data (SMS & MMS)

4.1 National Traffic

	April-June 2013	July-Sept 2013	Change
On Net SMS	5,884,907,253	4,802,212,415	-18%
Off Net SMS	1,483,815,172	1,565,196,123	5%
On Net MMS	270,923	0	-100%
Off Net MMS	76,600	0	-100%

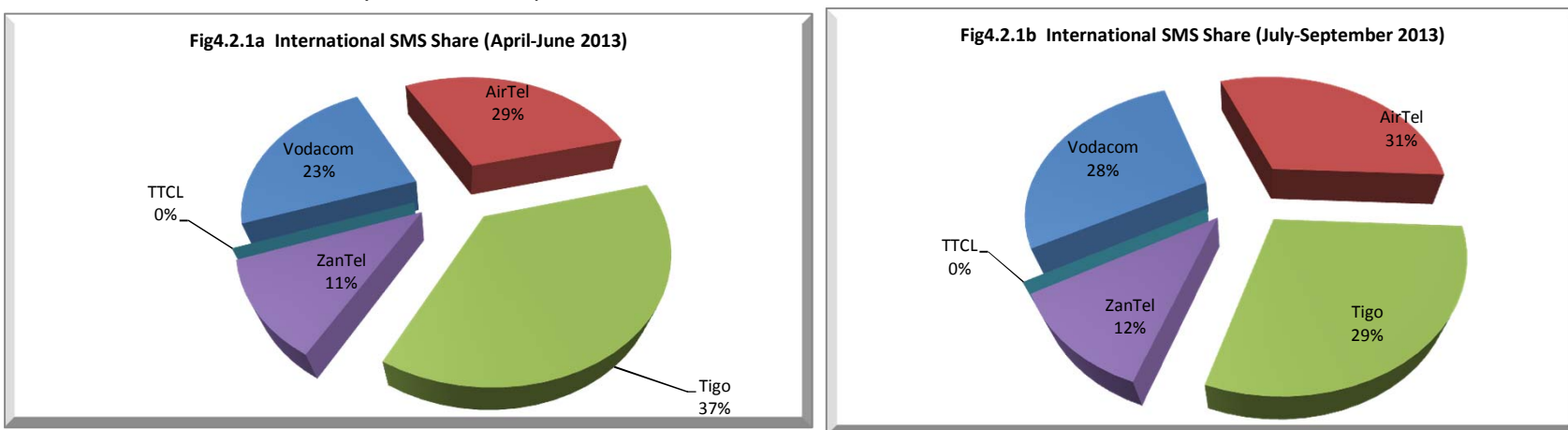
4.1.1 Quarterly national SMS Operator's Market Share



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%
MMS to International	19,424	9,835	-49%
MMS from International	249	46	-82%

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
Jan-March 2013	308	273	Tshs 52,018	Tshs 13,383	Tshs 65,401	Tshs 21,800
April-June 2013	353	237	Tshs 71,998	Tshs 11,861	Tshs 83,859	Tshs 27,953

6. SIMCARD Registration

6.1 Registered as at September 2013

	Vodacom	AirTel	Tigo	ZanTel	TTCL	Benson	Total
Total Mobile Subscriptions	10,023,206	8,772,285	6,217,214	1,798,379	153,864	528	26,965,476
Registered Subscriptions	9,874,481	7,736,993	6,202,910	1,649,670	153,864	528	25,618,446
% Registered	99%	88%	99.8%	92%	100%	100%	95%

