

QUARTERLY TELECOM STATISTICS

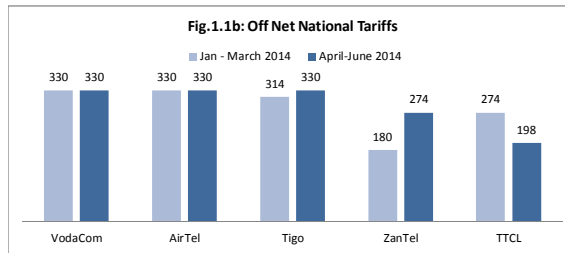
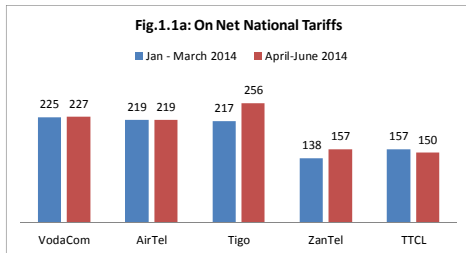
Quarter 4 (June 2014) Report

1. Basic Voice Prepaid Tariffs (Without TAX)

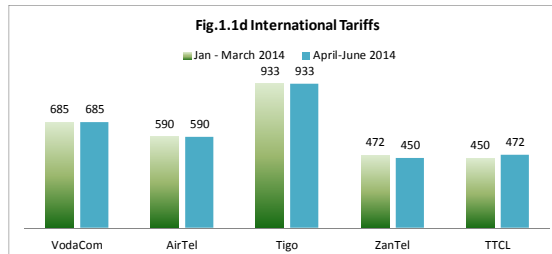
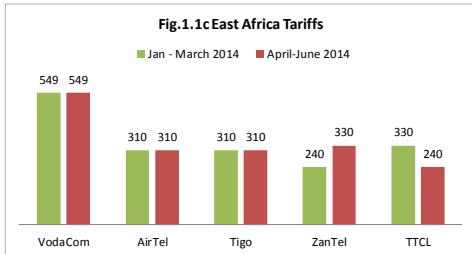
1.1 Weighted Prepaid Tariffs per Operators (Tshs)

Jan - March 2014	VodaCom	AirTel	Tigo	ZanTel	TTCL
On Net Calls	225	219	217	138	157
Off Net calls	330	330	314	180	274
East Africa calls	549	310	310	240	330
International Calls	685	590	933	472	450
SMS National	50	45	49	50	0
SMS International	100	100	98	100	0
April-June 2014					
On Net Calls	227	219	256	157	150
Off Net calls	330	330	330	274	198
East Africa calls	549	310	310	330	240
International Calls	685	590	933	450	472
SMS National	50	45	49	47	50
SMS International	100	100	98	100	100

1.1a & b: National Tariffs



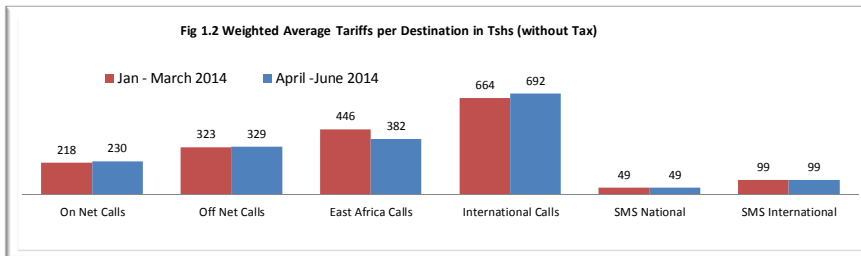
1.1c & d: International Tariffs



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 2014	218	323	446	664	49	99	243	50
April - June 2014	230	329	382	692	49	99	248	50

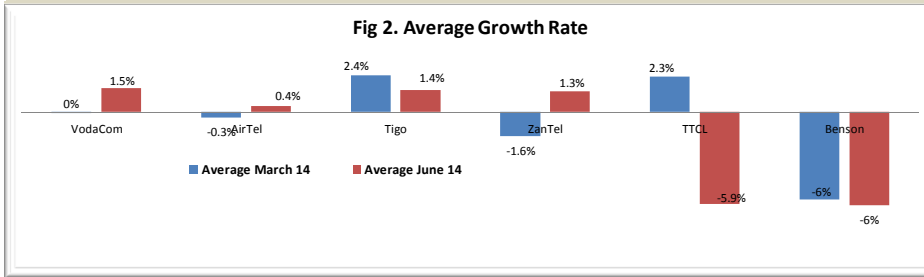


2. Voice TeleCom Subscriptions

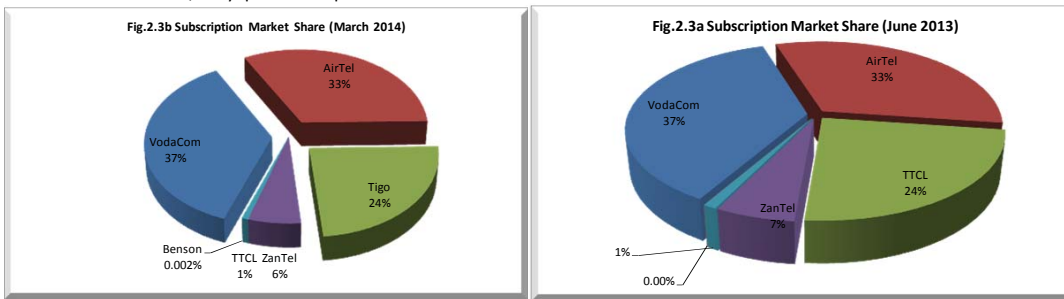
2.1 Subscriptions per Operator

	VodaCom	AirTel	Tigo	ZanTel	TTCL	Benson	TOTAL
Jan 2014	10,296,433	9,236,384	6,399,664	1,801,677	210,766	593	27,945,517
Feb 2014	10,281,911	9,197,231	6,536,159	1,828,765	218,887	550	28,063,503
March 2014	10,283,927	9,173,414	6,713,845	1,748,075	220,668	528	28,140,457
April 2014	10,311,669	9,173,414	6,792,325	1,674,697	322,020	593	28,274,718
May 2014	10,427,994	9,161,989	6,796,311	1,681,892	286,261	550	28,354,997
June 2014	10,637,520	9,245,778	6,988,165	1,720,651	288,136	528	28,880,778

2.2 Quarterly Average Growth Rate(AGR) per Operator

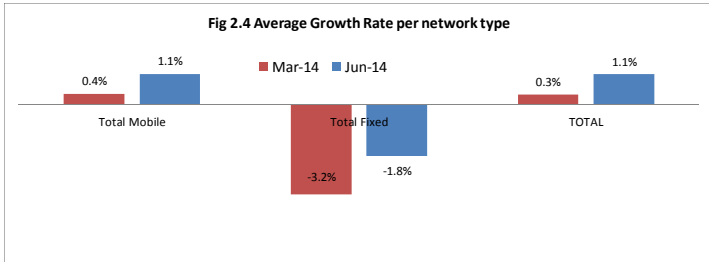


2.3 Quarterly Operator's Subscriptions Market Shares



2.4 Subscriptions to Fixed and Mobile Networks

	Total Mobile	TTCL Fixed	ZanTel Fixed	Total Fixed	TOTAL
Jan 2014	27,780,777	158,935	5,805	164,740	27,945,517
Feb 2014	27,909,778	148,128	5,597	153,725	28,063,503
March 2014	27,986,314	148,878	5,265	154,143	28,140,457
April 2014	28,118,875	149,408	6,435	155,843	28,274,718
May 2014	28,205,692	142,093	7,212	149,305	28,354,997
June 2014	28,730,705	142,153	7,920	150,073	28,880,778



3. Traffic Calls (Minutes)

3.1 National Traffic

	Jan-March 2014	April-June 2014	Change
On Net Calls	7,562,661,603	8,190,686,565	8%
Off Net Calls	1,534,420,890	1,715,564,935	12%
Total	9,097,082,493	9,906,251,500	9%

3.1.2 Quarterly National Traffic Operator's Market Share

3.1.2(a) On Net Traffic

Fig3.1.2a: On Net Calls (Jan-March 2014)

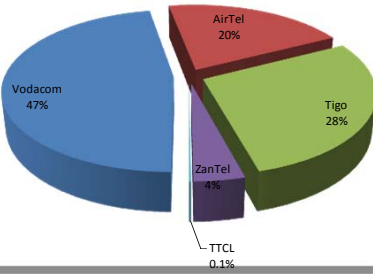
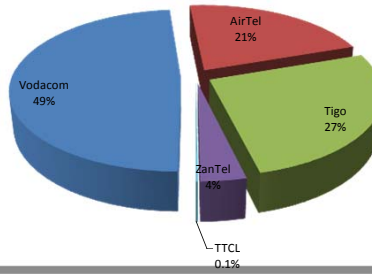


Fig3.1.2b: On Net Calls (April-June 2014)



3.1.2(b) Off Net Traffic

Fig3.1.2c Off Net Traffic (Jan-March 2014)

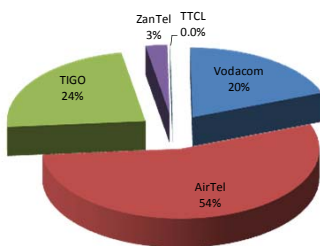
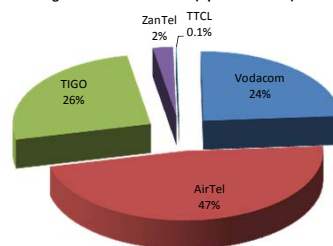


Fig3.1.2d Off Net Traffic (April-June 2014)



3.2. International Traffic

	Jan-March 2014	April-June 2014	Change
To East Africa	13,243,503	12,425,258	-6%
From East Africa	17,495,566	9,188,308	-47%
To other Internationals	48,728,875	44,246,813	-9%
From other Internationals	48,076,301	57,421,443	19%

3.2.1 Quarterly International Traffic Operator's Market Share

3.2.1 East Africa Traffics

Fig3.2.1a East Africa Traffic (Jan-March 2014)

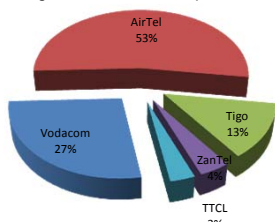
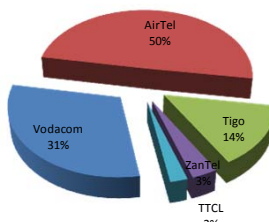


Fig3.2.1b East Africa Traffic (April-June 2014)



3.2.2 International Traffics

Fig3.2.2a International Traffic (Jan-March 2014)

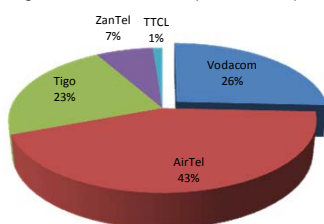
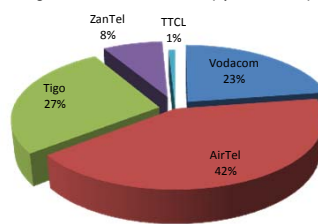


Fig3.2.2b International Traffic (April-June 2014)

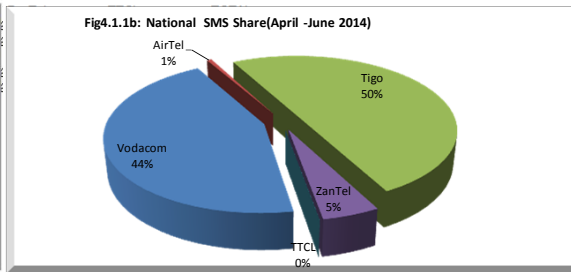
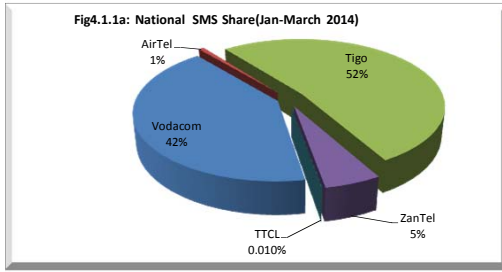


4. Data (SMS)

4.1 National Traffic

	Jan-March 2014	April-June 2014	Change
On Net SMS	5,097,321,291	5,149,392,539	1%
Off Net SMS	1,910,909,520	2,056,880,773	8%

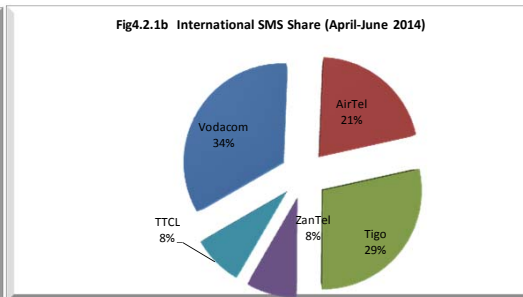
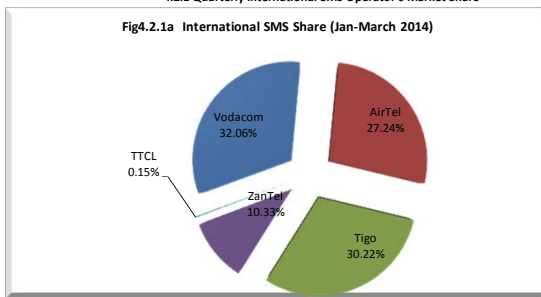
4.1.1 Quarterly national SMS Operator's Market Share



4.2 International Traffic

	Jan-March	April-June 2014	Change
SMS to International	7,391,762	7,686,781	4%
SMS from International	163,722,011	189,109,070	16%

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 2014	327	250	Tshs 79,346	Tshs 12,506	Tshs 91,852	Tshs 30,617
April-June 2014	350	253	Tshs 86,684	Tshs 12,655	Tshs 99,339	Tshs 33,113

6. SIMCARD Registration

6.1 Registered as at December 2013

	Vodacom	AirTel	Tigo	ZaNel	TTCL	Benson	Total
Total Mobile Subscriptions	10,637,520	9,245,778	6,988,165	1,720,651	288,136	528	28,880,778
Registered Subscriptions	10,327,350	8,427,602	6,977,557	1,710,706	288,136	528	27,731,879
% Registered	97%	91%	99.8%	99%	100%	100%	96%

7. Summary of Trend of Telecom Statistics

7.1 Subscriptions and Teledensity

	2005	2006	2007	2008	2009	2010	2011	2012	2013	June 2014
Fixed	154,420	151,644	163,269	123,809	172,922	174,511	161,063	176,367	164,999	150,073
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	28,730,705
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	28,880,778
Penetration	10%	15%	21%	32%	43%	50%	59%	61%	61%	64%

Fig.7.1 Trend of Mobile and Fixed Subscription

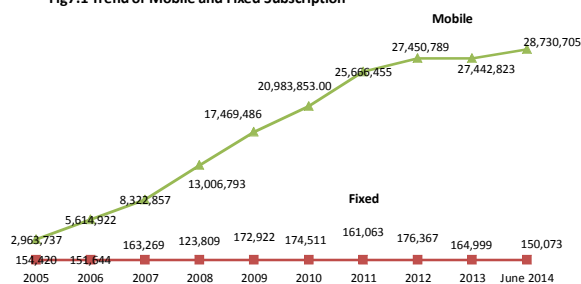
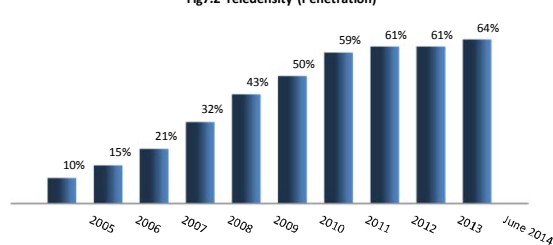


Fig.7.2 Teledensity (Penetration)



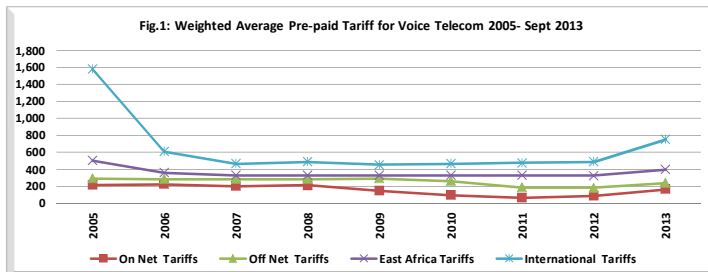
7.2 Traffic (in minutes)

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

Fig.1: Weighted Average Pre-paid Tariff for Voice Telecom 2005- Sept 2013



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/Institutive	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
TOTAL	251,838	397,522	537,155	571,412	1,137,298	1,434,192

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/Institutive	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
TOTAL	3,563,732	4,378,392	5,060,520	5,311,218	7,520,878	9,312,272