

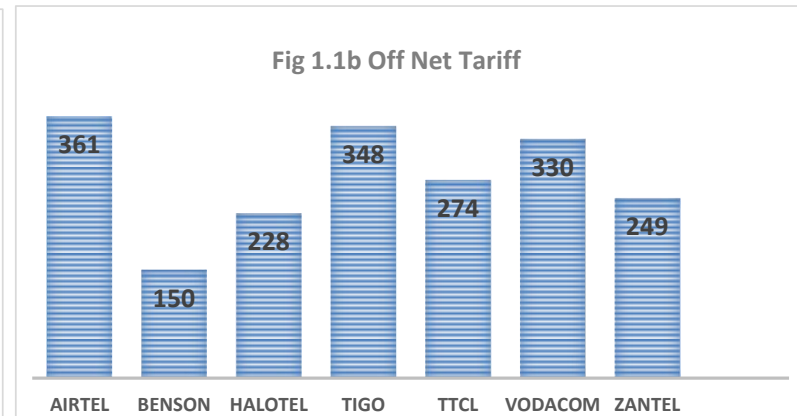
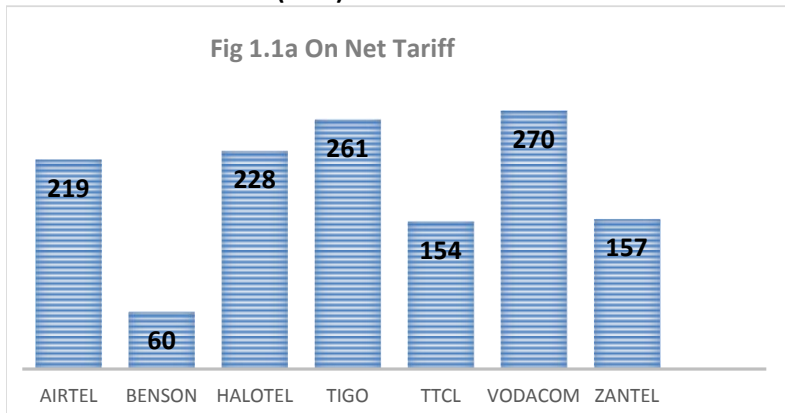
QUARTERLY COMMUNICATIONS STATISTICS REPORT

October- December 2017 Operator Returns

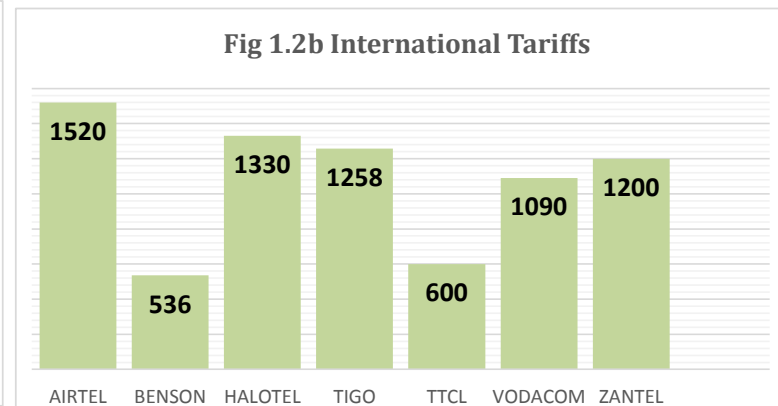
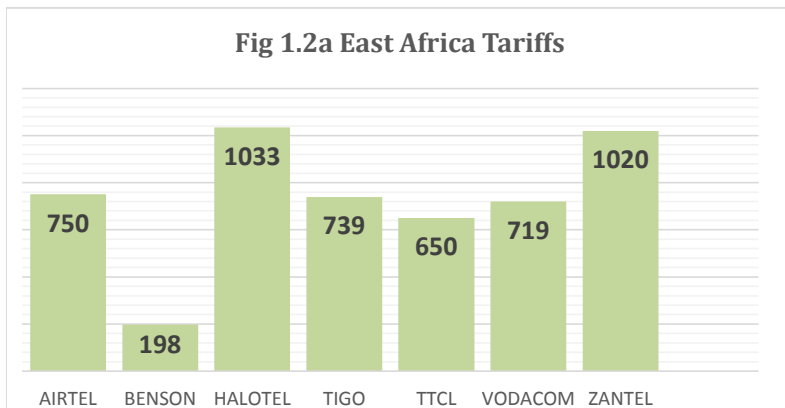
NOTE: The SOURCE of all data contained in this report are from quarterly submission of Operators' returns

1. BASIC PREPAID PER MINUTE TARIFF (WITHOUT TAX) AS AT DECEMBER 2017

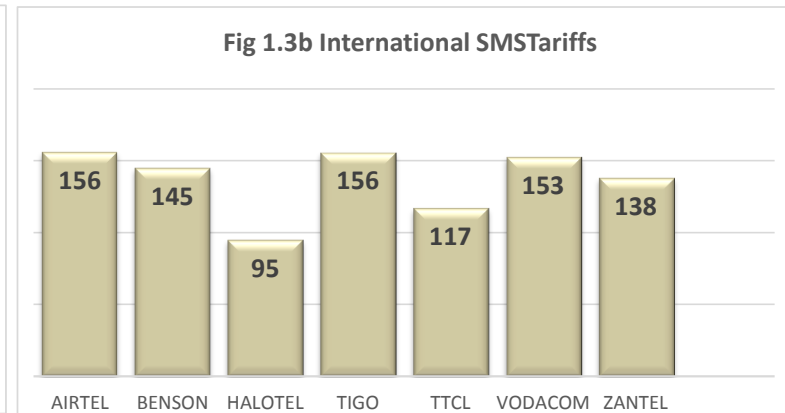
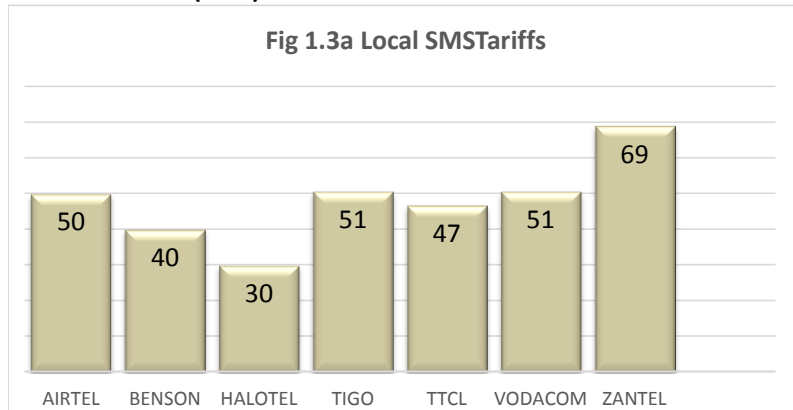
1.1. Voice Local Tariffs (Tshs)



1.2 Voice International Tariffs (Tshs)



1.3 SMS Tariffs (Tshs)



NOTE: For more tariffs details, please visit operators website

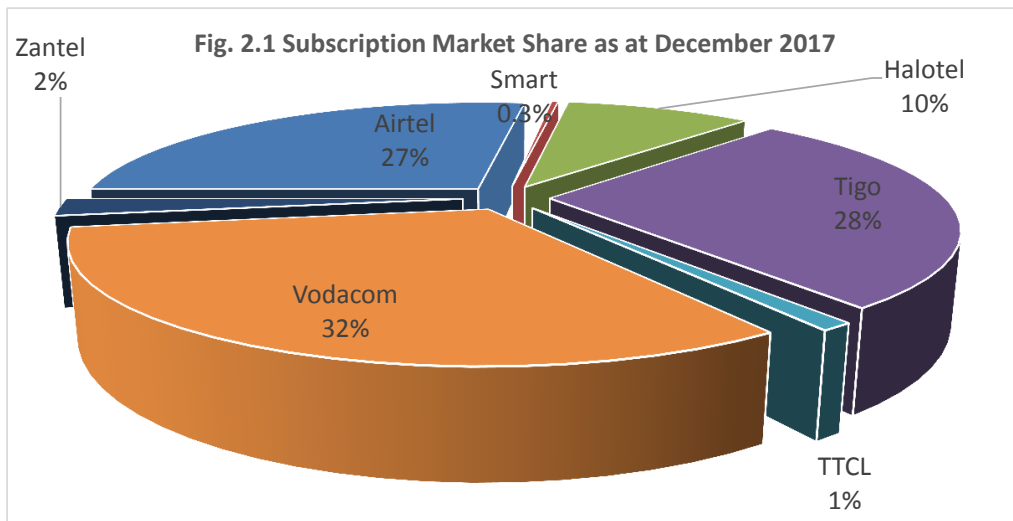
1.4 Weighted Average Tariffs (WAT) for the quarter

<u>Destination</u>	<u>WAT</u>
On Net	249
Off Net	329
EA	745
Other Int.	1,273
Local SMS	51
<u>International SMS</u>	<u>95</u>

2. TELECOM SUBSCRIPTIONS

2.1 Voice Telecom Subscriptions

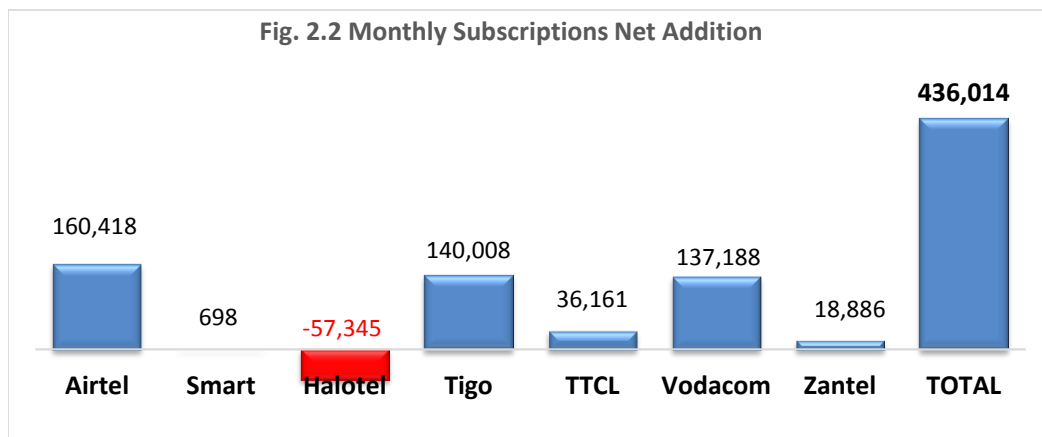
Operator	OCTOBER	NOVEMBER	DECEMBER
Airtel	10,695,537	10,846,477	10,855,955
Smart	130,803	131,159	131,501
Halotel	3,857,036	3,711,410	3,799,691
Tigo	10,922,844	10,923,214	11,062,852
TTCL	393,574	415,871	429,735
Vodacom	12,728,871	12,820,891	12,866,059
Zantel	916,275	1,012,125	935,161
TOTAL	39,644,940	39,861,147	40,080,954



2.2 Monthly Subscriptions Net Additions

Operator	NOVEMBER	DECEMBER	Operator NET ADDITION
Airtel	150,940	9,478	160,418
Smart	356	342	698
Halotel	-145,626	88,281	-57,345
Tigo	370	139,638	140,008
TTCL	22,297	13,864	36,161
Vodacom	92,020	45,168	137,188
Zantel	95,850	-76,964	18,886
TOTAL	216,207	219,807	436,014

Fig. 2.2 Monthly Subscriptions Net Addition



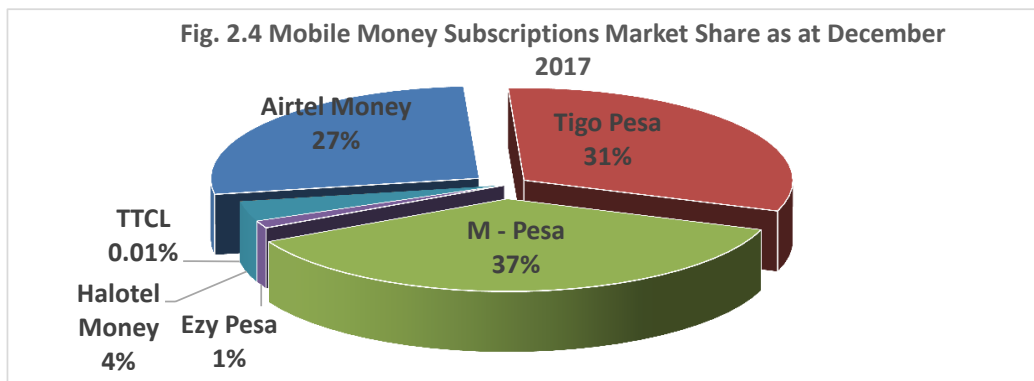
2.3 Subscriptions to Mobile and Fixed Network

NETWORK	OCTOBER	NOVEMBER	DECEMBER
Mobile Network	39,516,545	39,734,369	39,953,860
TTCL	128,378	126,693	127,009
ZANTEL	17	85	85
Fixed Network	128,395	126,778	127,094
TOTAL	39,644,940	39,861,147	40,080,954

2.4 Mobile Money Subscriptions (Mobile Money Accounts)

Operator	OCTOBER	NOVEMBER	DECEMBER
Airtel Money	7,508,549	5,262,491	5,875,149
Tigo Pesa	6,091,578	6,137,786	6,863,349
M - Pesa	8,011,939	8,053,177	8,085,684
Ezy Pesa	259,975	266,768	280,825
Halotel Money	618,919	814,755	781,476
TTCL	1,870	2,752	3,135
TOTAL	22,492,830	20,537,729	21,889,618

Fig. 2.4 Mobile Money Subscriptions Market Share as at December 2017



2.5 Registered Subscriptions as at December 2017

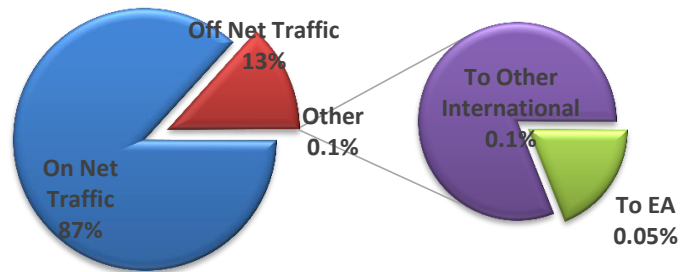
Operator	SUBSCRIPTIONS	REGISTERED	PERCENTAGE
Airtel	10,855,955	10,571,110	97%
Smart	131,501	131,501	100%
Halotel	3,799,691	3,799,691	100%
Tigo	11,062,852	11,044,520	99.8%
TTCL	302,726	302,726	100%
Vodacom	12,866,059	12,714,297	99%
Zantel	935,076	935,076	100%
TOTAL	39,953,860	39,498,921	99%

3. TRAFFIC MINUTES

3.1 Total Traffic

Destination	OCTOBER	NOVEMBER	DECEMBER	TOTAL
On Net Traffic	4,529,365,035	4,361,079,113	4,466,481,405	13,356,925,553
Off Net Traffic	686,467,129	655,426,573	693,387,707	2,035,281,409
To EA	1,476,239	1,454,835	1,434,434	4,365,508
To Other International	6,423,973	5,968,800	6,329,516	18,722,289
TOTAL	5,223,732,376	5,023,929,321	5,167,633,062	15,415,294,759

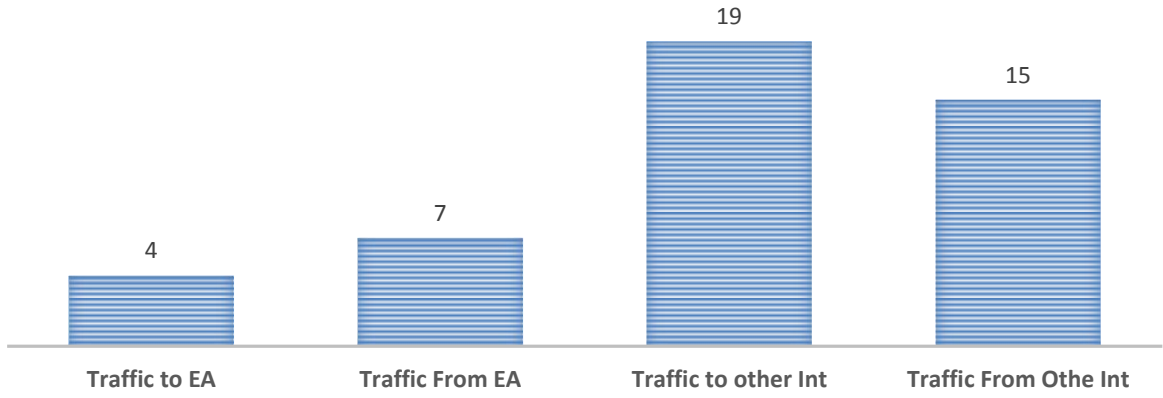
Fig.3.1 Percentage Share of Traffic per call Destination



3.2 Traffic to and from International

Destination	OCTOBER	NOVEMBER	DECEMBER	TOTAL
Traffic to EA	1,476,239	1,454,835	1,434,434	4,365,508
Traffic From EA	2,104,931	2,166,536	2,396,696	6,668,163
Traffic to other Int	6,423,973	5,968,800	6,329,516	18,722,289
Traffic From Othe Int	4,762,947	5,390,562	4,992,202	15,145,711
TOTAL	14,768,090	14,980,733	15,152,848	44,901,671

Fig. 3.2 Traffic in Million to and from International



3.3 Percentage Shares of Traffic Per Operators

3.3(a) Local Traffic Shares

Fig 3.3a On net Traffic Shares

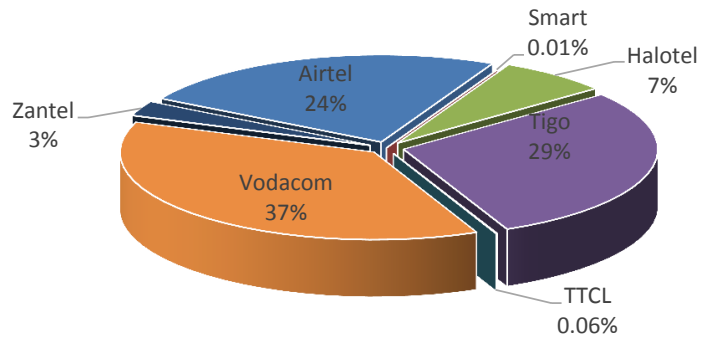
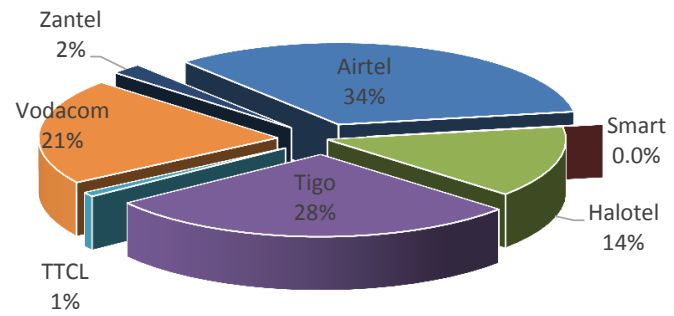


Fig 3.3b. Off Net Traffic Shares



3.3(b) International Traffic

Fig 3.3c EA Traffic Shares

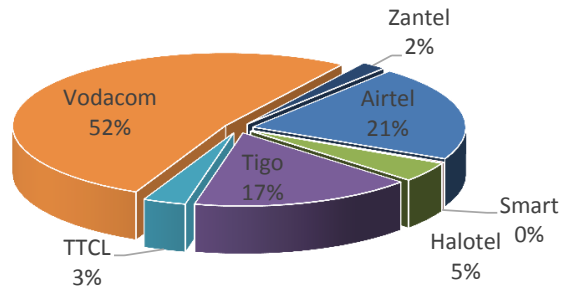
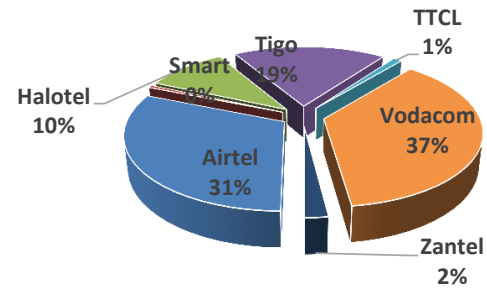


Fig 3.3d. Other Internationals Traffic Shares



3.4 Minutes Used Per Subscriber (MoU)

Destination	OCTOBER	NOVEMBER	DECEMBER	TOTAL
On net	114	109	111	335
Off Net	17	16	17	51
EA	0.0	0.0	0.0	0.1
Other Internationals	0.2	0.1	0.2	0.5
TOTAL	132	126	129	387

Fig.3.4a Monthly Percentage Shares on MoU

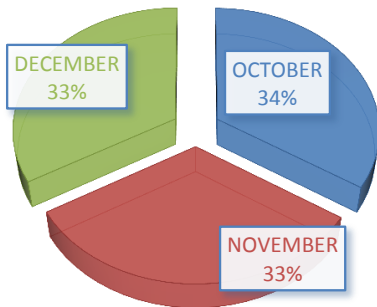
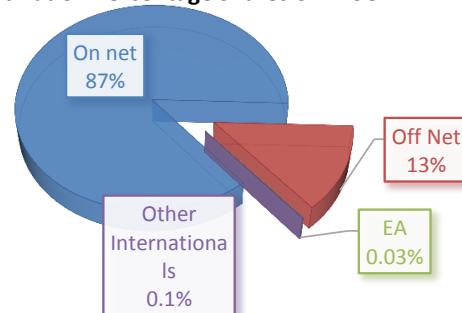


Fig.3.4b Destination Percentage Shares on MoU

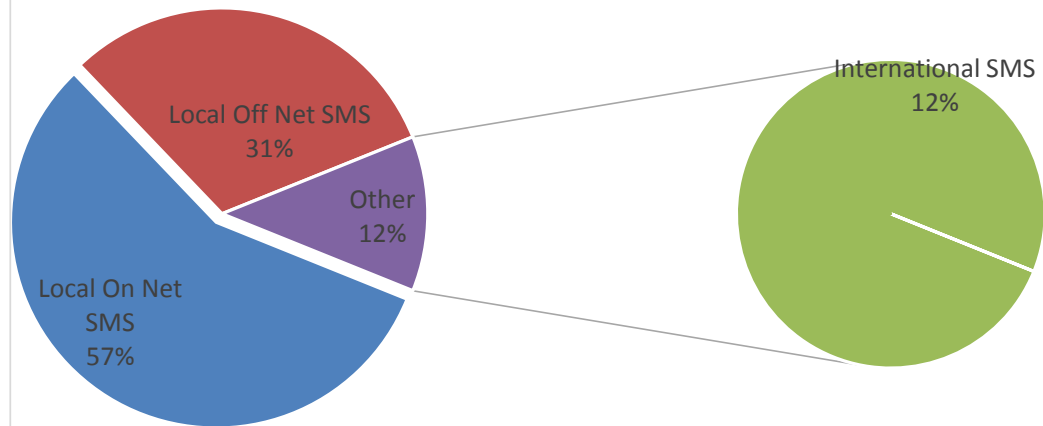


4. SHORT MESSAGES (SMS)

4.1 Local and International SMS

Destination	OCTOBER	NOVEMBER	DECEMBER	TOTAL
Local On Net SMS	4,520,158,563	4,650,709,628	4,979,650,976	14,150,519,167
Local Off Net SMS	2,219,060,419	2,510,586,786	3,010,105,188	7,739,752,393
International SMS	828,155,480	929,800,950.0	1,282,256,186.0	3,040,212,616
TOTAL	7,567,374,462	8,091,097,364	9,272,012,350	24,930,484,176

Fig. 4.1 Percentage Shares of Local and International SMS



4.2 Percentage Shares of SMS Per Operators

Fig 4.2a Percentage Shares of Local SMS

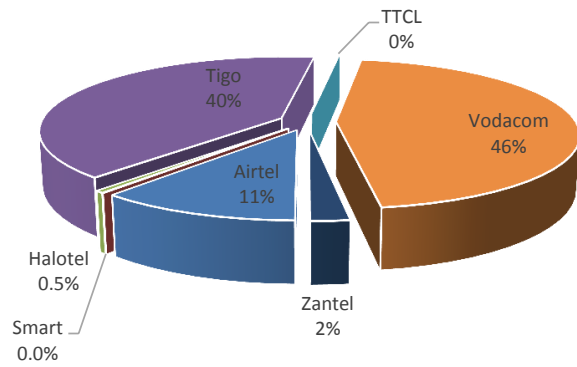
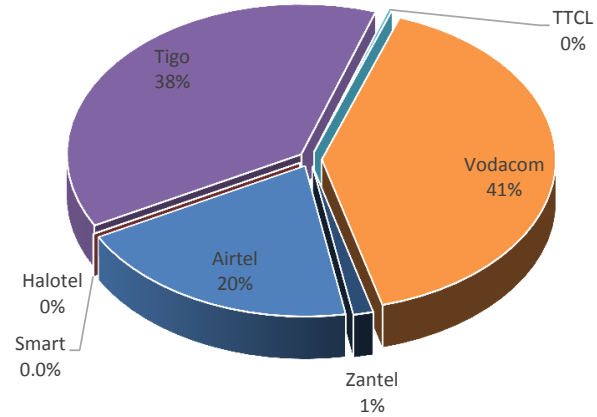


Fig 4.2b Percentage Shares of International SMS



5. SUMMARY OF COMMUNICATIONS STATISTICS

5.1 TELECOM SERVICES

5.1a Subscriptions and Teledensity

Year	2012	2013	2014	2015	2016	2017
Fixed	176,367	164,999	142,950	142,819	129,597	127,094
Mobile	27,450,789	27,442,823	34,108,851	39,665,600	40,044,186	39,953,860
Total	27,627,156	27,607,822	34,251,801	39,808,419	40,173,783	40,080,954
Penetration	61%	61%	71%	79%	80%	78%

Fig.5.1a Trend of Subscription on mobile and Fixed Lines in Million

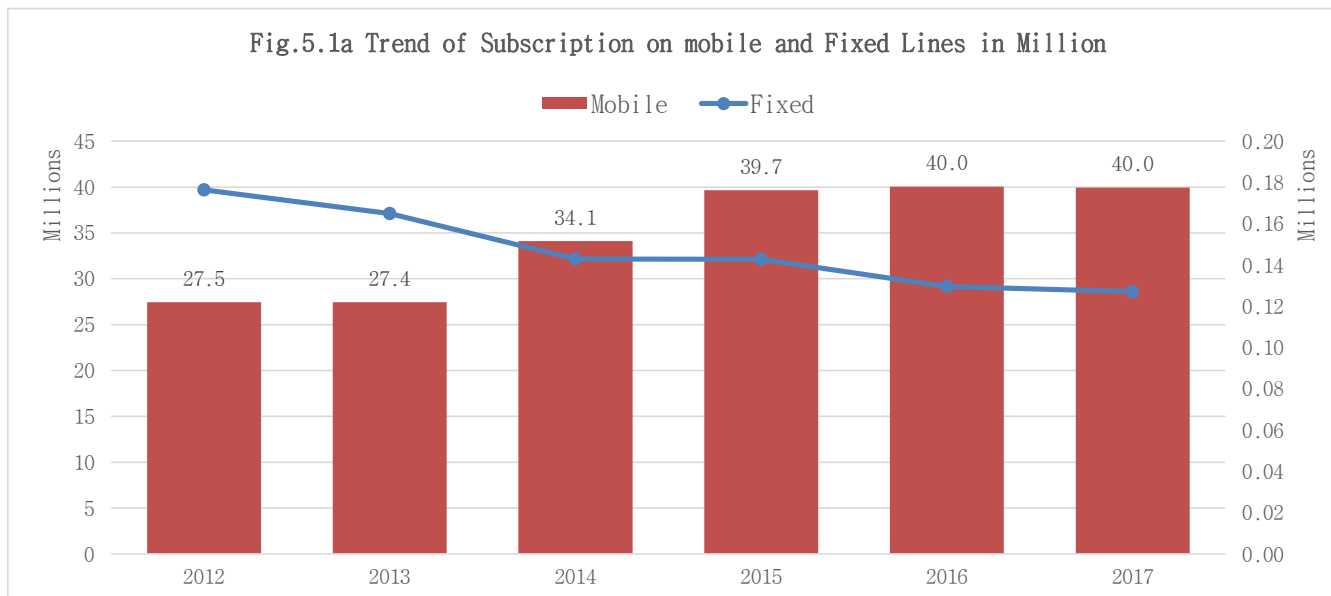
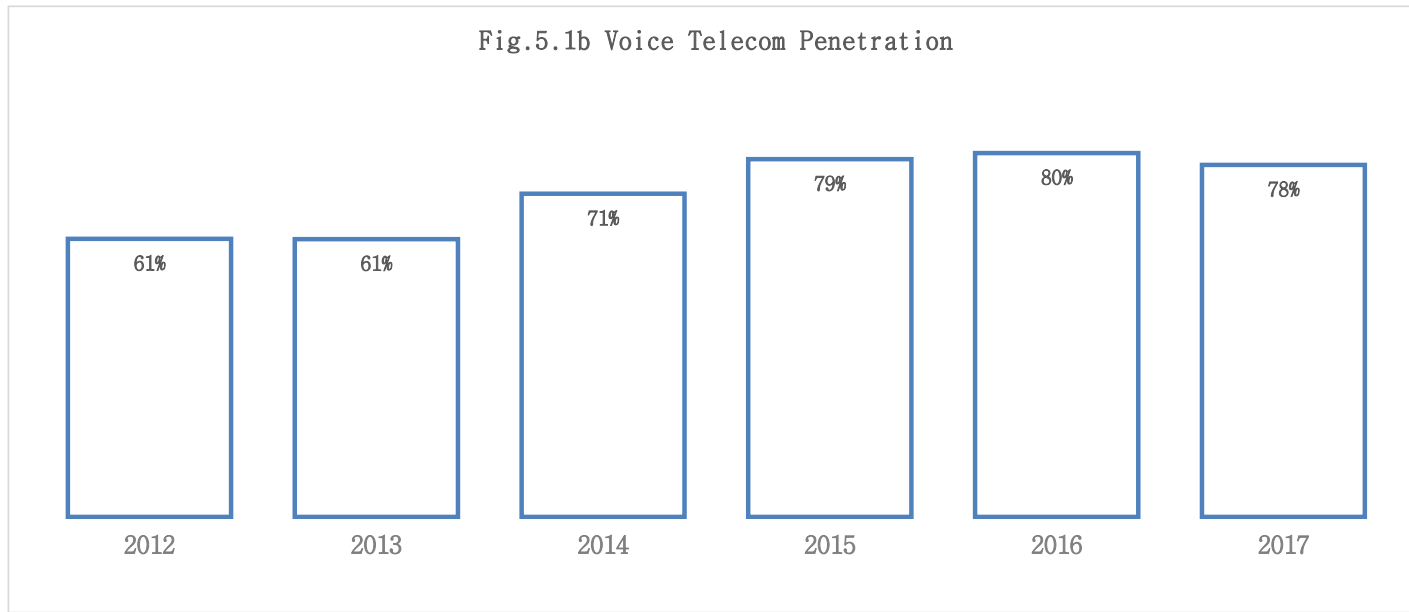


Fig.5.1b Voice Telecom Penetration

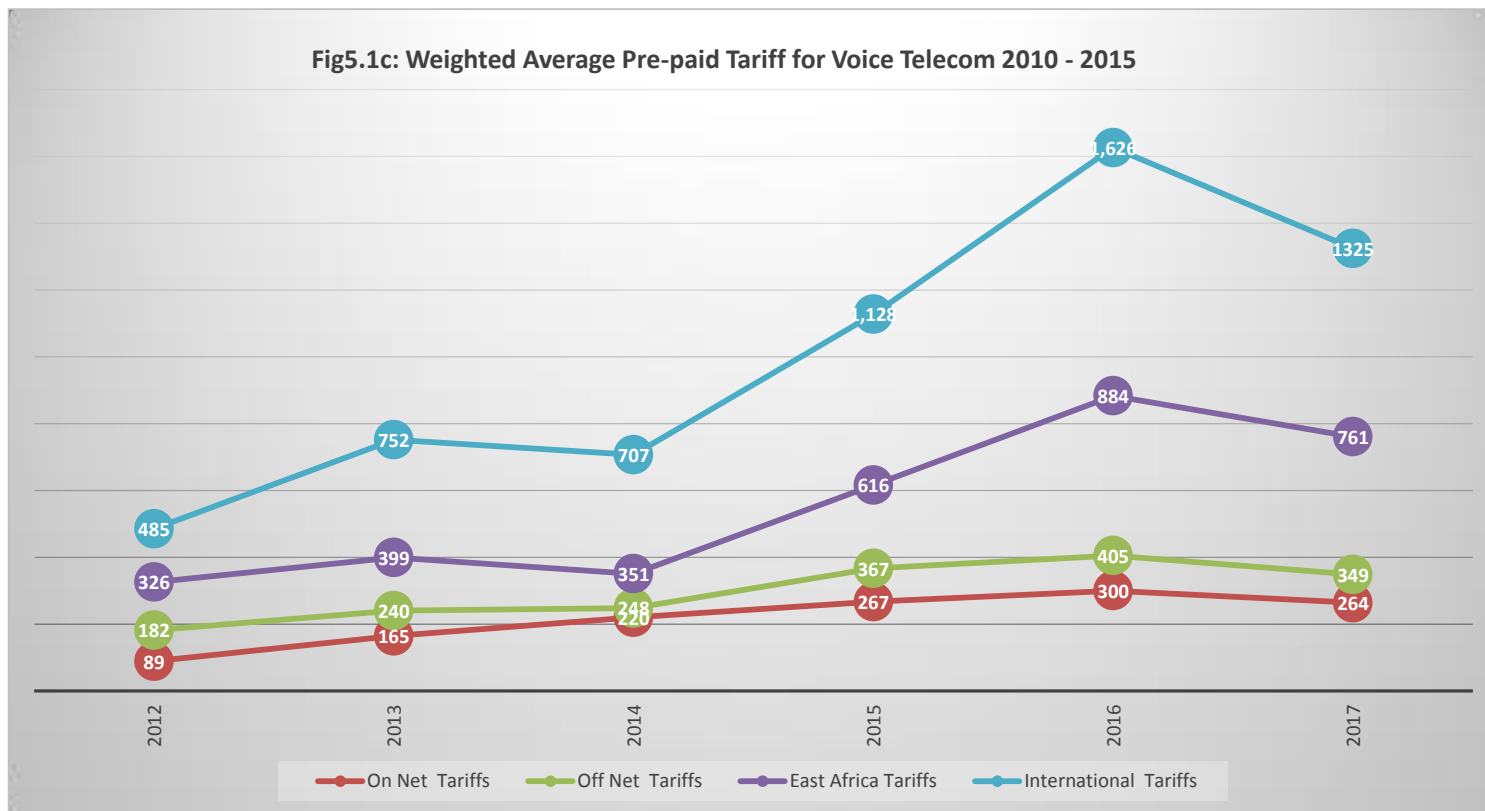


5.1b Traffic (in minutes)

Years	2012	2013	2014	2015	2016	2017
National Traffic (On & Off Net)	24,354,279,292	34,934,613,363	41,689,212,148	43,461,094,130	51,023,633,898	56,053,981,867
Traffic to International	201,827,164	198,116,642	234,080,182	219,401,125	145,972,186	99,413,092
Traffic from International	253,811,569	229,961,296	258,420,938	221,145,509	171,320,372	104,148,723
Traffic to East Africa	67,648,652	42,535,489	53,329,431	44,821,161	35,811,296	21,952,159
Traffic from East Africa	68,978,489	56,624,940	54,174,595	54,078,219	79,875,098	43,845,601
Traffic to Other International	134,178,512	155,581,153	180,750,751	174,579,964	110,160,890	77,460,933
Traffic from Other International	184,833,080	173,336,356	204,246,343	167,067,290	91,445,274	60,303,122

5.1c Weighted Average Prepaid Tariff for voice Telecom (without Tax)

Years	2012	2013	2014	2015	2016	2017
On Net Tariffs	89	165	220	267	300	264
Off Net Tariffs	182	240	248	367	405	349
East Africa Tariffs	326	399	351	616	884	761
International Tariffs	485	752	707	1,128	1,626	1325

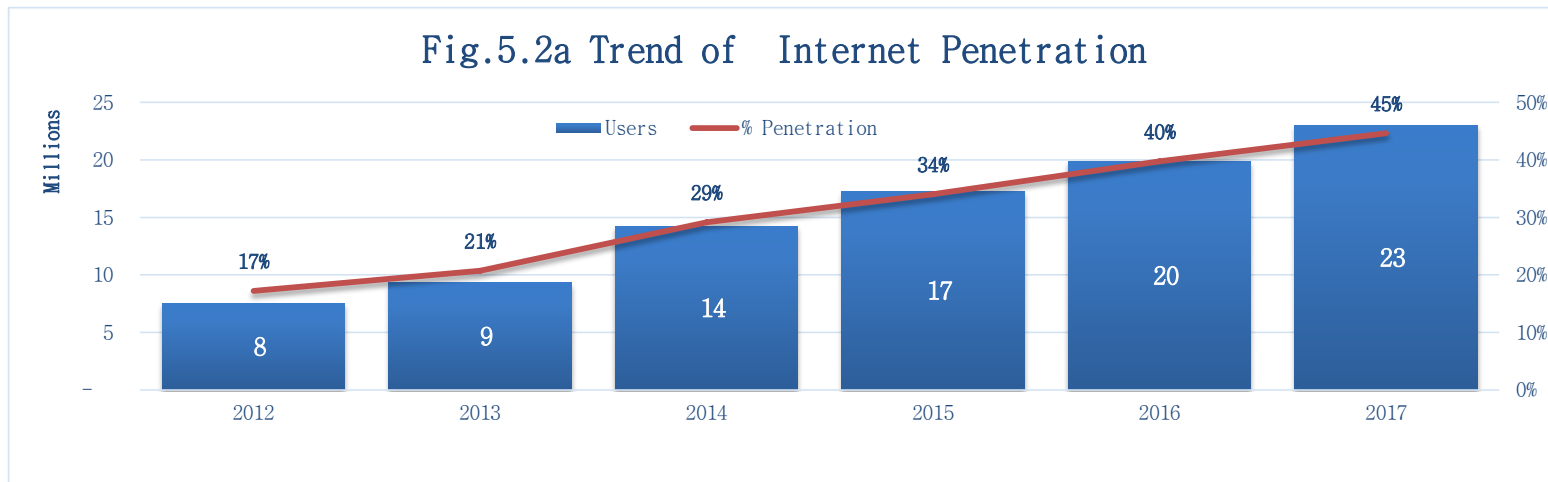


5.2 INTERNET SERVICES

5.2a Estimated number of users by technology type

Type of Service	2012	2013	2014	2015	2016	2017
Fixed Wireless	777,461	1,056,940	1,913,082	662,882	1,218,693	3,468,188
Mobile Wireless	6,031,323	7,493,823	11,320,031	16,280,943	18,014,358	19,006,223
Fixed Wired	712,095	761,508	984,198	319,698	629,474	520,698
Total	7,520,878	9,312,272	14,217,311	17,263,523	19,862,525	22,995,109
Penetration	17%	21%	29%	34%	40%	45%

Fig.5.2a Trend of Internet Penetration

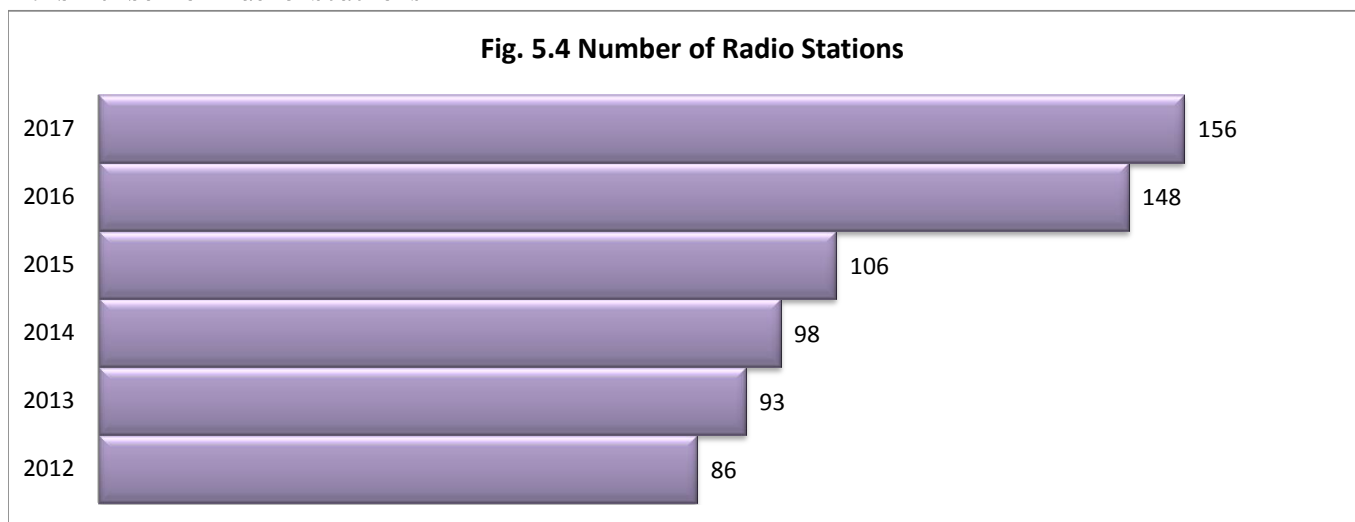


5.3 BROADCASTING SERVICES

5.3a Number of TV Stations

Type	2012	2013	2014	2015	2016	2017
Free To Air (FTA) TV	23	23	25	25	25	27
Satellite TV	3	3	3	3	3	3
Pay DTT	5	3	3	3	3	3
Cable TV	15	15	15	15	15	15
Total	46	44	46	46	46	48

5.3b Number of Radio Stations



5.3c Number of Active Subscribers/Active Decoders for Pay TVs Services in Tanzania

Year	2012	2013	2014	2015	2016	2017
DTT	319,078	449,941	715,339	717,824	837,461	1,508,229
SATELLITE	47,604	85,734	187,754	192,571	224,667	570,124
CABLE	55,702	74,562	96,823	125,043	158,224	158,224
TOTAL	422,384	610,237	999,916	1,035,438	1,220,352	2,236,577

5.4 POSTAL SERVICES

5.4a Postal Service Providers

CATEGORY	2012	2013	2014	2015	2016	2017
Public Postal	1	1	1	1	1	1
International	7	8	8	8	8	7
East Africa	8	4	3	4	2	1
Domestic	5	4	4	8	8	14
Intracity	4	4	4	6	9	5
Intercity	26	26	6	9	5	7
Total	51	47	26	36	33	35

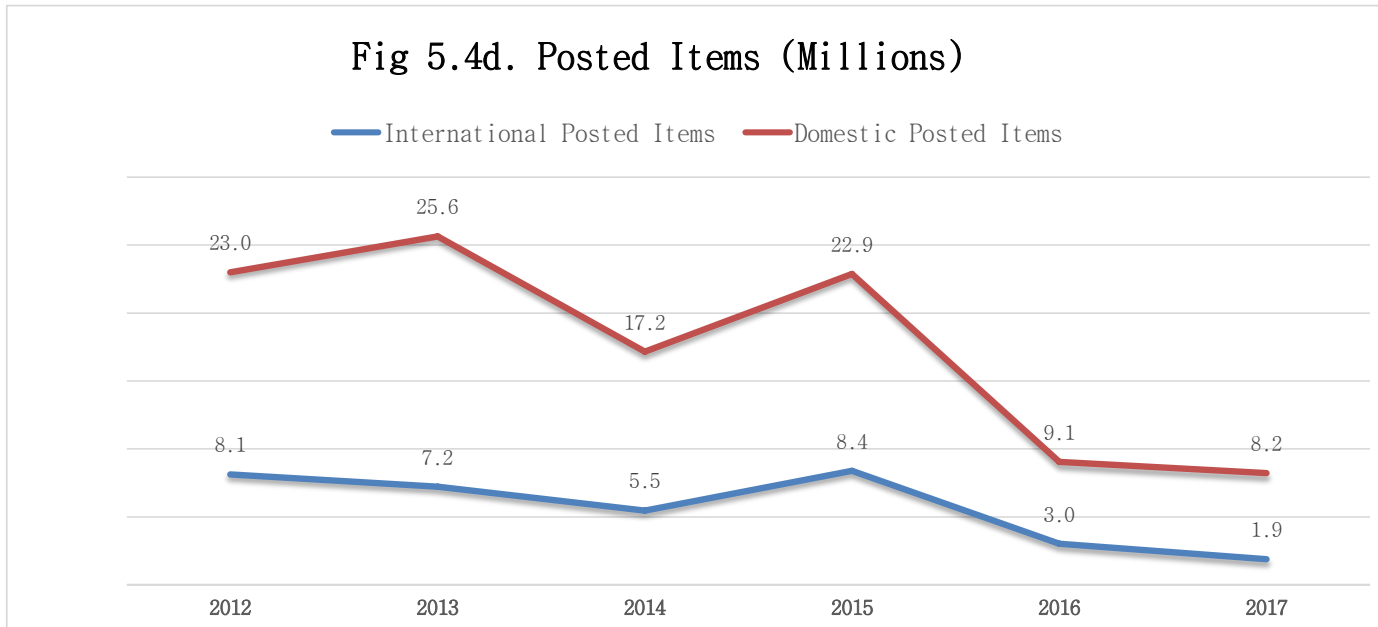
5.4b Postal Services Customers

Year	2012	2013	2014	2015	2016	2017
Corporate	547	718	694	158,487	16,423	180307
Individuals	158,827	190,418	187,603	364,458	364,953	364853
TOTAL	159,374	191,136	188,297	522,945	381,376	545,160

5.4c Domestic and International Posted Items

Item	2012	2013	2014	2015	2016	2017
Domestic Items	22,992,828	25,635,016	17,158,175	22,870,106	9,058,968	8,228,501
International Items	8,137,969	7,225,647	5,477,634	8,389,065	3,039,816	1,892,887
TOTAL	31,130,797	32,860,663	22,635,809	31,259,171	12,098,784	10,121,388

Fig 5.4d. Posted Items (Millions)



5.4e Items Posted to and Delivered from International

Year	2012	2013	2014	2015	2016	2017
Delivered from Int	26,058,369	7,772,254	7,363,436	9,014,973	4,240,327	2,339,149
Posted to Int	8,137,969	7,225,647	5,477,634	11,259,171	12,098,784	10,121,388
TOTAL	34,196,338	14,997,901	12,841,070	20,274,144	16,339,111	12,460,537

Fig. 5.4f Items posted to and Delivered from International

