

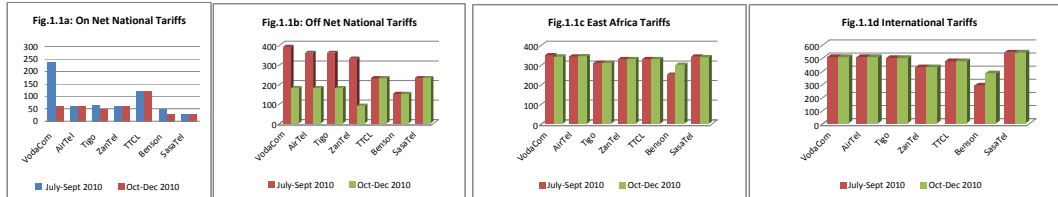
QUARTERLY TELECOM STATISTICS

Quarter 2 (December 2010) Report

1. Tariffs

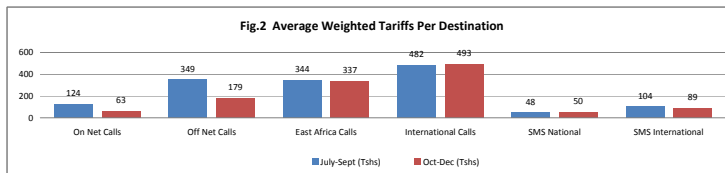
1.1 Tariffs per Operators

| | VodaCom | AirTel | Tigo | ZanTel | TTCL | Benson | SasaTel | |
|----------------------------|---------|--------|------|--------|------|--------|---------|--|
| July - Sept (Q1 2010/11) | | | | | | | | |
| <i>On Net Calls</i> | 240 | 60 | 68 | 60 | 120 | 50 | 30 | |
| <i>Off Net Calls</i> | 390 | 360 | 360 | 330 | 230 | 150 | 231 | |
| <i>East Africa Calls</i> | 350 | 343 | 310 | 330 | 330 | 250 | 342 | |
| <i>International Calls</i> | 507 | 507 | 500 | 430 | 475 | 290 | 541 | |
| <i>SMS National</i> | 45 | 59 | 49 | 40 | 0 | 20 | 0 | |
| <i>SMS International</i> | 100 | 132 | 98 | 75 | 0 | 0 | 0 | |
| Oct - Dec (Q2 2010/11) | | | | | | | | |
| <i>On Net Calls</i> | 60 | 60 | 50 | 60 | 120 | 30 | 30 | |
| <i>Off Net Calls</i> | 180 | 180 | 180 | 90 | 230 | 150 | 231 | |
| <i>East Africa Calls</i> | 342 | 345 | 310 | 330 | 330 | 300 | 339 | |
| <i>International Calls</i> | 507 | 507 | 500 | 430 | 475 | 383 | 542 | |
| <i>SMS National</i> | 45 | 59 | 49 | 40 | 0 | 25 | 40 | |
| <i>SMS International</i> | 100 | 132 | 90 | 75 | 0 | 70 | 77 | |



1.2 Weighted Average Tariffs per Destination (AWD)

| | On Net Calls | Off Net Calls | East Africa Calls | International Calls | SMS National | SMS International | Aggregate Tariff (Voice) | Aggregate Tariff (SMS) |
|------------------|--------------|---------------|-------------------|---------------------|--------------|-------------------|--------------------------|------------------------|
| July-Sept (Tshs) | 124 | 349 | 344 | 482 | 48 | 104 | 136 | 49 |
| Oct-Dec (Tshs) | 63 | 179 | 337 | 493 | 50 | 89 | 73 | 51 |

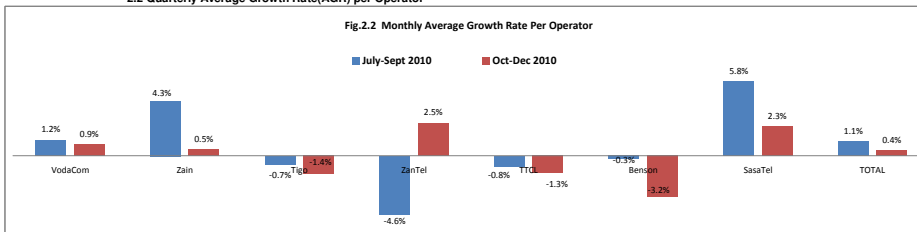


2. Voice TeleCom Subscriptions

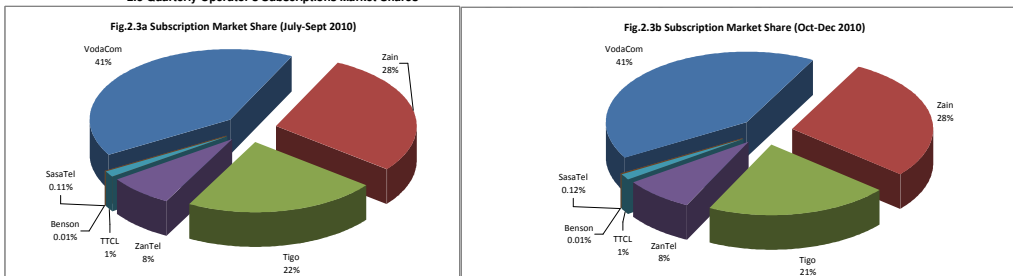
2.1 Subscriptions per Operators

| | VodaCom | AirTel | Tigo | ZanTel | TTCL | Benson | SasaTel | TOTAL |
|-----------|-----------|-----------|-----------|-----------|---------|--------|---------|------------|
| July | 8,225,245 | 5,430,000 | 4,638,994 | 1,743,183 | 260,364 | 2,584 | 20,624 | 20,320,994 |
| August | 8,370,291 | 5,546,721 | 4,588,693 | 1,630,742 | 258,371 | 2,576 | 21,939 | 20,419,333 |
| September | 8,426,097 | 5,901,634 | 4,575,534 | 1,586,516 | 256,064 | 2,571 | 23,071 | 20,771,487 |
| October | 8,521,990 | 5,967,169 | 4,604,586 | 1,632,045 | 252,720 | 2,560 | 23,744 | 21,004,814 |
| November | 8,583,565 | 6,010,210 | 4,546,149 | 1,658,273 | 250,602 | 2,386 | 24,254 | 21,075,439 |
| December | 8,670,536 | 6,021,091 | 4,477,510 | 1,715,985 | 246,019 | 2,396 | 24,827 | 21,158,364 |

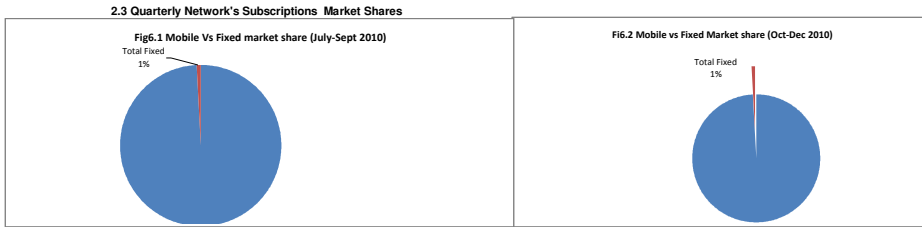
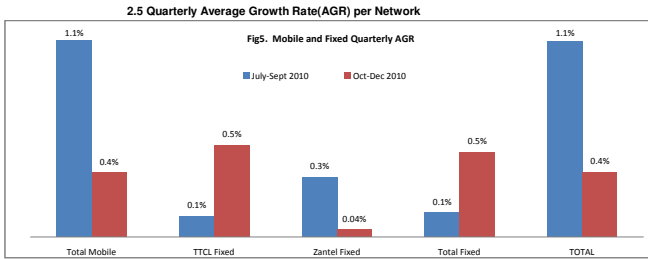
2.2 Quarterly Average Growth Rate(AGR) per Operator



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 |
| July | 20,148,815 | 156,925 | 15,254 | 172,179 | 20,320,994 |
| August | 20,246,844 | 157,139 | 15,350 | 172,489 | 20,419,333 |
| September | 20,598,836 | 157,294 | 15,357 | 172,651 | 20,771,487 |
| October | 20,831,951 | 157,419 | 15,444 | 172,863 | 21,004,814 |
| November | 20,901,066 | 158,927 | 15,446 | 174,373 | 21,075,439 |
| December | 20,983,853 | 159,054 | 15,457 | 174,511 | 21,158,364 |

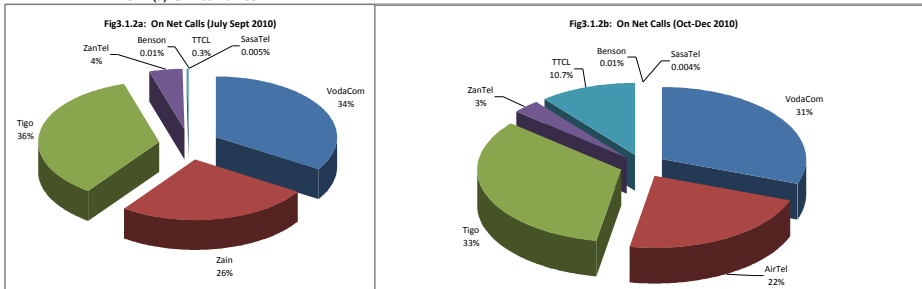


3. Traffic Calls (Minutes)

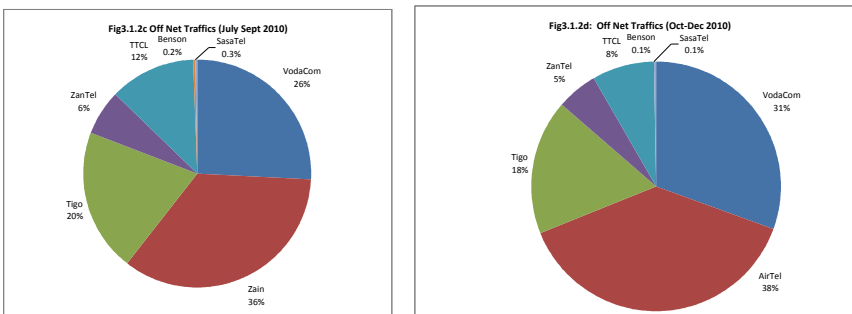
3.1 National Traffic

| | July-Sept 2010 | Oct-Dec 2010 |
|---------------|----------------------|----------------------|
| On Net Calls | 3,669,441,104 | 4,348,126,632 |
| Off Net Calls | 143,474,812 | 200,057,847 |
| Total | 3,812,915,916 | 4,548,184,479 |

3.1.2 Quarterly National Traffic Operator's Market Share



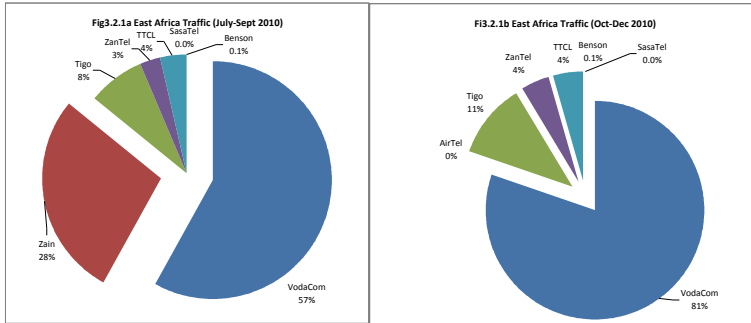
3.1.2(b) Off Net Traffics



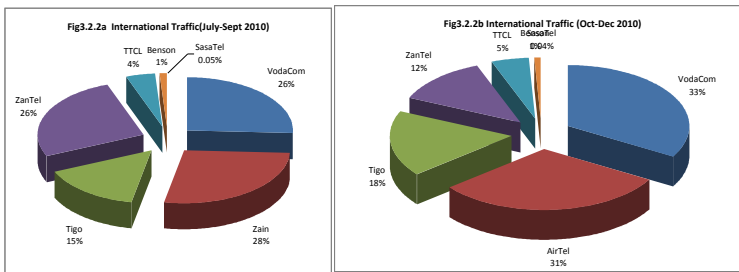
3.2. International Traffic

| | July-Sept 2010 | Oct-Dec 2010 |
|---------------------------|----------------|--------------|
| To East Africa | 14,407,400 | 10,094,069 |
| From East Africa | 16,852,041 | 17,310,463 |
| To other Internationals | 32,573,961 | 28,000,132 |
| From other Internationals | 47,908,217 | 56,473,466 |

3.2.1 Quarterly International Traffic Operator's Market Share
3.2.1 East Africa Traffics



3.2.2 International Traffics

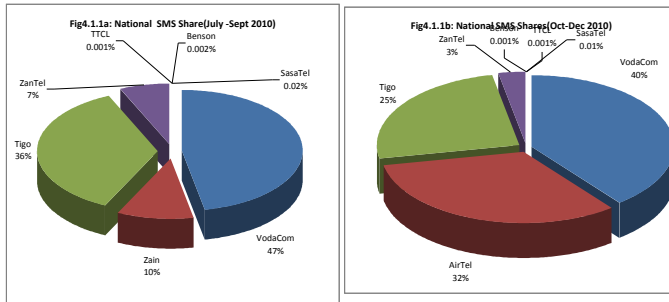


4. Data (SMS & MMS)

4.1 National Traffic

| | July-Sept 2010 | Oct-Dec 2010 |
|-------------|----------------|--------------|
| On Net SMS | 295,911,180 | 536,700,873 |
| Off Net SMS | 156,271,060 | 142,424,035 |
| On Net MMS | 29,319 | 112,180 |
| Off Net MMS | 4,189 | 13,682 |

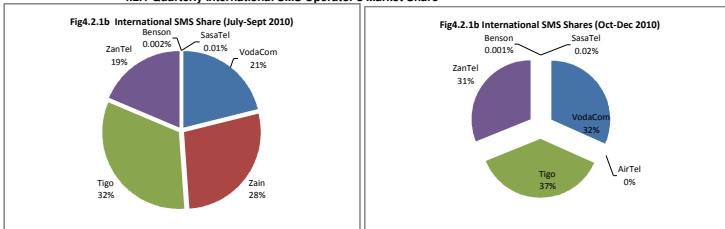
4.1.1 Quarterly National SMS Operator's Market Share
4.1.1(a) National SMS



4.2 International Traffic

| | July-Sept 2010 | Oct-Dec 2010 |
|------------------------|----------------|--------------|
| SMS to International | 13,170,544 | 8,264,695 |
| SMS from International | 47,099,921 | 39,483,296 |
| MMS to International | 3,492 | 2,938 |
| MMS from International | 0 | 3,619 |

4.2.1 Quarterly International SMS Operator's Market Share



5. Average Usage of Voice and SMS

| | Minutes/User | No. SMS/User | ARPU Voice | ARPU SMS | ARPU | ARPU Month |
|----------------|--------------|--------------|-------------|------------|-------------|------------|
| July-Sept 2009 | 188 | 23 | Tshs 25,602 | Tshs 1,122 | Tshs 26,724 | Tshs 8,908 |
| Oct-Dec 2010 | 218 | 33 | Tshs 15,883 | Tshs 1,863 | Tshs 17,546 | Tshs 5,849 |

