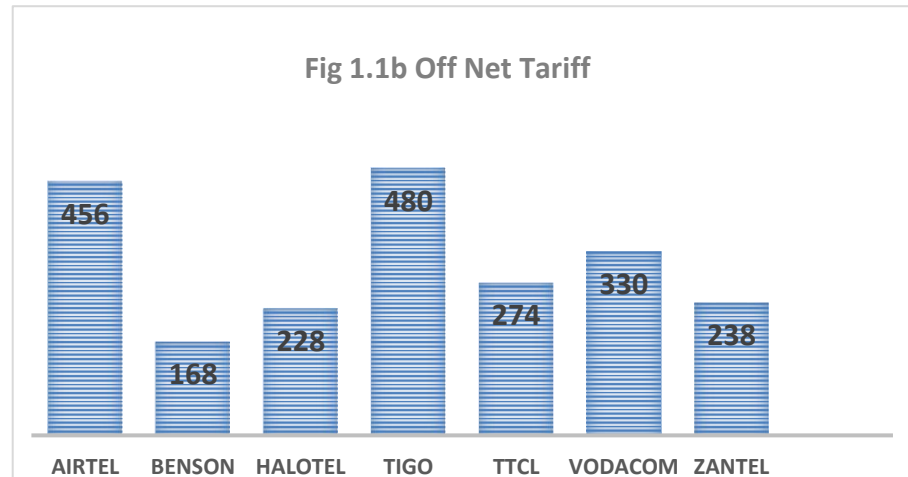
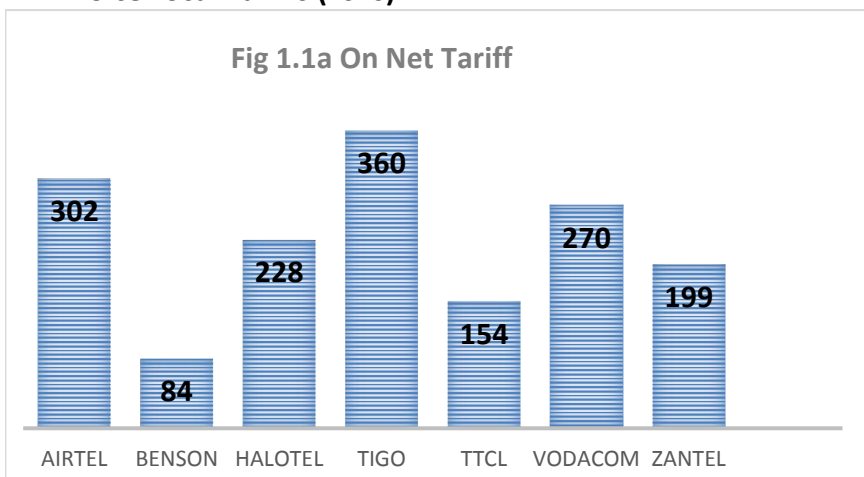


QUARTERLY COMMUNICATIONS STATISTICS REPORT

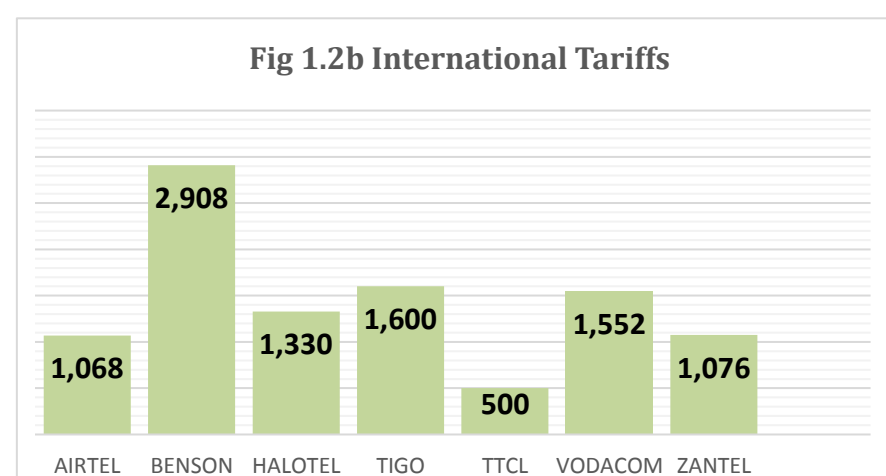
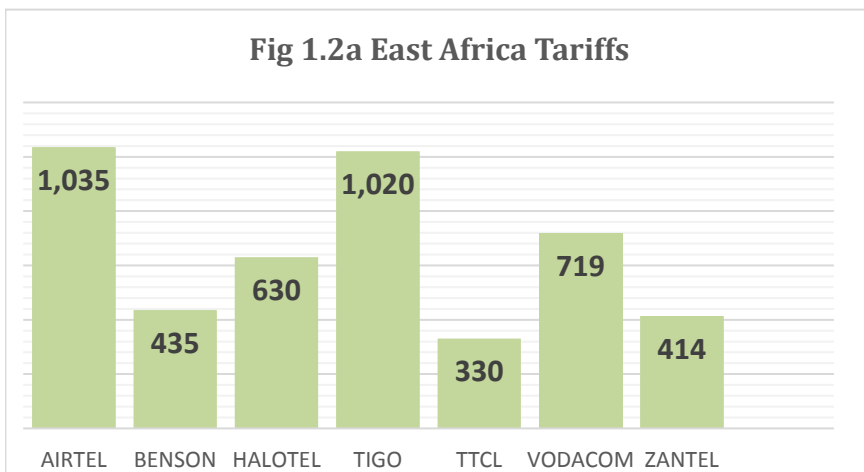
January- March 2016 Quarter

1. BASIC PREPAID PER MINUTE TARIFF (WITHOUT TAX) AS AT MARCH 2016

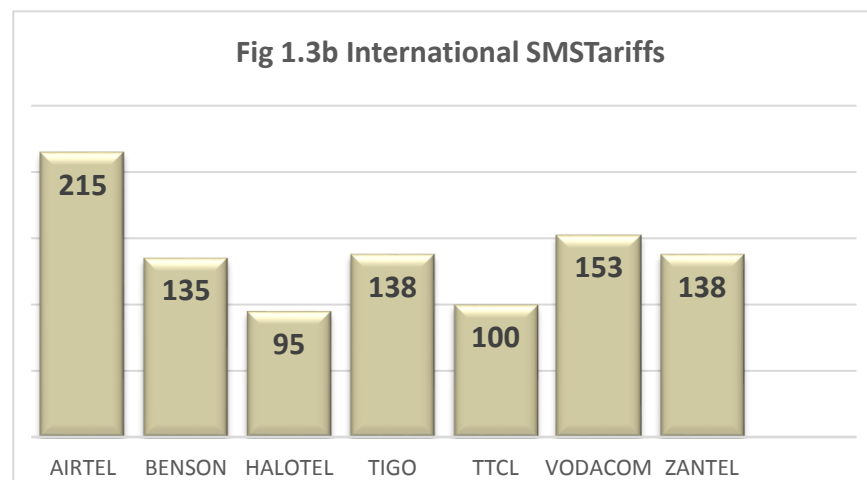
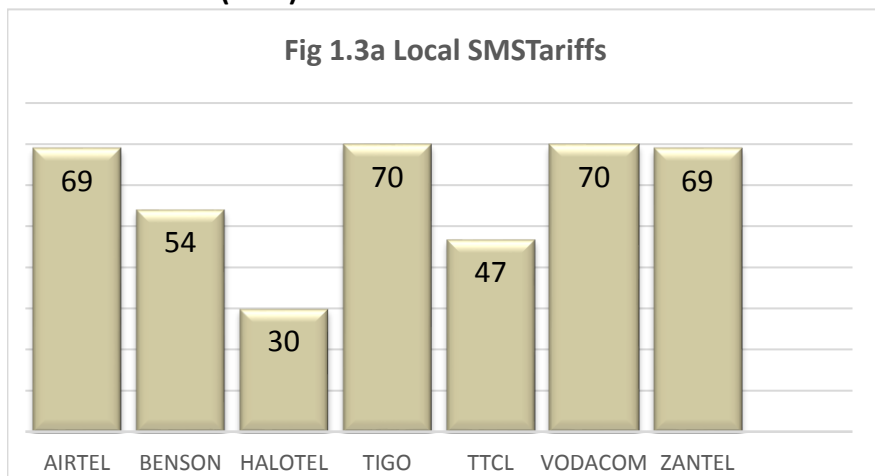
1.1. Voice Local Tariffs (Tshs)



1.2 Voice International Tariffs (Tshs)



1.3 SMS Tariffs (Tshs)



NOTE: For more tariffs in BUNDLES, please visit operators website or try to subscribe to *148*01# for Tigo, *149*99# for Airtel, *149*01# for Vodacom

1.4 Weighted Average Tariffs (WAT) for the quarter

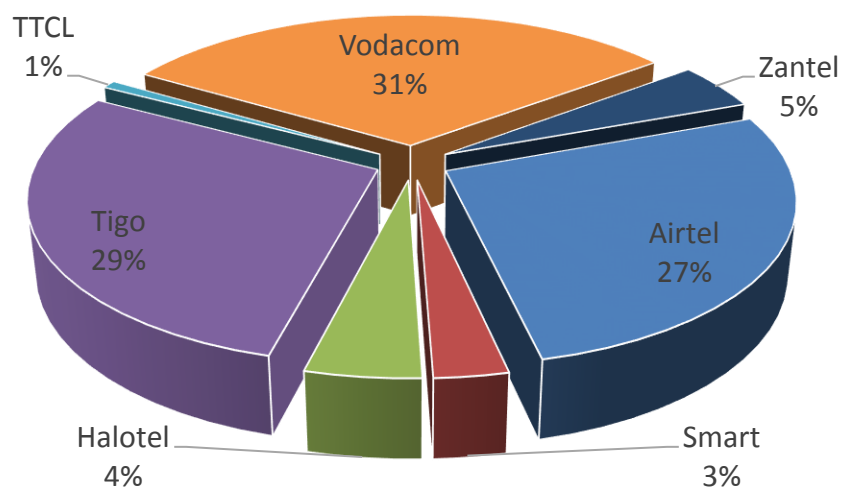
Destination	WAT
On Net	306
Off Net	417
EA	824
Other Int.	1,318
Local SMS	70
International SMS	164

2. TELECOM SUBSCRIPTIONS

2.1 Voice Telecom Subscriptions

Operator	JANUARY	FEBRUARY	MARCH
Airtel	10,937,277	10,847,091	10,715,438
Smart	1,385,390	1,190,251	1,152,908
Halotel	1,428,226	1,518,218	1,798,348
Tigo	11,165,619	11,279,747	11,371,431
TTCL	304,089	304,169	304,248
Vodacom	12,666,622	12,543,285	12,374,151
Zantel	1,798,250	1,464,525	1,858,902
TOTAL	39,685,473	39,147,286	39,575,426

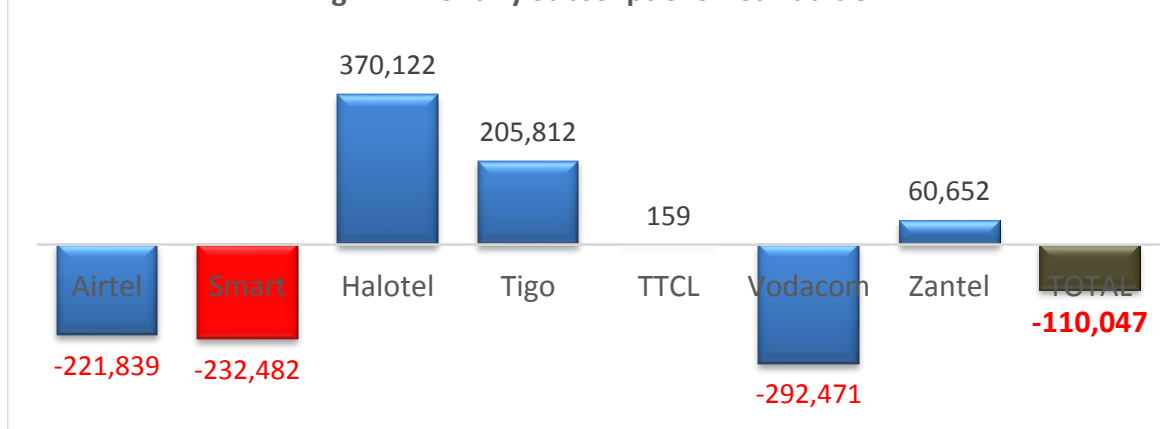
Fig. 2.1 Subscription Market Share as at March 2016



2.2 Monthly Subscriptions Net Additions

Operator	FEBRUARY	MARCH	Operator NET ADDITION
Airtel	-90,186	-131,653	-221,839
Smart	-195,139	-37,343	-232,482
Halotel	89,992	280,130	370,122
Tigo	114,128	91,684	205,812
TTCL	80	79	159
Vodacom	-123,337	-169,134	-292,471
Zantel	-333,725	394,377	60,652
TOTAL	-538,187	428,140	-110,047

Fig. 2.2 Monthly Subscriptions Net Addition



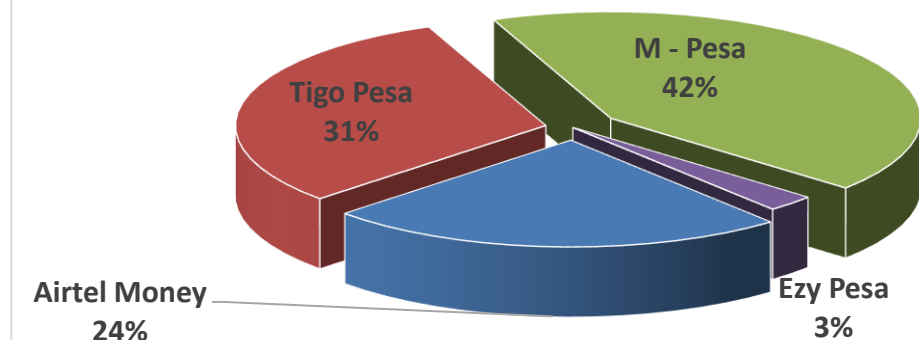
2.3 Subscriptions to Mobile and Fixed Network

NETWORK	JANUARY	FEBRUARY	MARCH
Mobile Network	39,547,166	39,008,754	39,436,645
TTCL	137,665	137,520	137,469
ZANTEL	642	1,012	1,312
Fixed Network	138,307	138,532	138,781
TOTAL	39,685,473	39,147,286	39,575,426

2.4 Mobile Money Subscriptions (Mobile Money Accounts)

Operator	JANUARY	FEBRUARY	MARCH
Airtel Money	4,056,498	4,099,632	3,980,831
Tigo Pesa	5,277,584	5,217,428	5,105,149
M - Pesa	7,469,540	7,180,124	7,030,132
Ezy Pesa	325,736	415,165	419,765
TOTAL	17,129,358	16,912,349	16,535,877

Fig. 2.4 Mobile Money Subscriptions Market Share



2.5 Registered Subscriptions as at March 2016

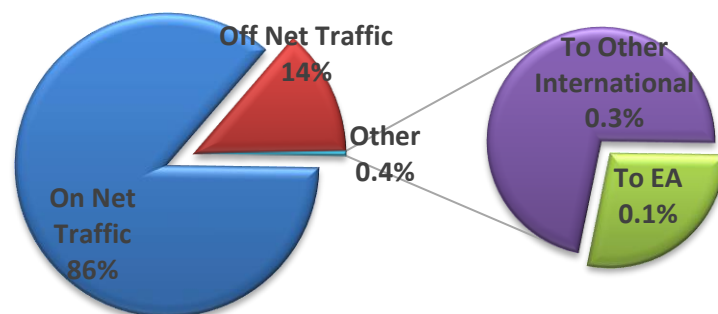
Operator	SUBSCRIPTIONS	REGISTERED	PERCENTAGE
Airtel	10,715,438	10,517,805	98%
Smart	1,152,908	229,250	20%
Halotel	1,798,348	1,226,678	68%
Tigo	11,371,431	11,363,472	100%
TTCL	166,779	165,460	99%
Vodacom	12,374,151	12,714,297	100%
Zantel	1,857,590	1,883,922	100%
TOTAL	39,436,645	38,100,884	97%

3. TRAFFIC MINUTES

3.1 Total Traffic

Destination	JANUARY	FEBRUARY	MARCH	TOTAL
On Net Traffic	3,405,490,104	3,086,969,729	3,301,564,699	9,794,024,532
Off Net Traffic	516,550,136	491,880,086	522,447,343	1,530,877,565
To EA	7,905,885	2,878,782	3,029,719	13,814,386
To Other International	16,530,412	9,499,136	9,503,115	35,532,663
TOTAL	3,946,476,537	3,591,227,733	3,836,544,876	11,374,249,146

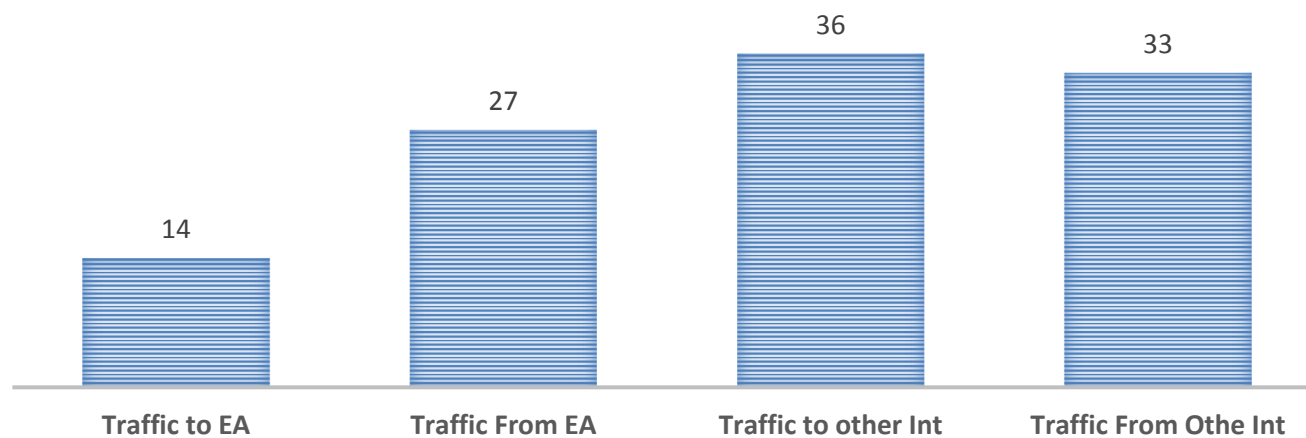
Fig.3.1 Percentage Share of Traffic per call Destination



3.2 Traffic to and from International

Destination	JANUARY	FEBRUARY	MARCH	TOTAL
Traffic to EA	7,905,885	2,878,782	3,029,719	13,814,386
Traffic From EA	15,420,805	6,347,190	5,638,646	27,406,641
Traffic to other Int	16,530,412	9,499,136	9,503,115	35,532,663
Traffic From Othe Int	14,951,848	8,919,476	9,626,556	33,497,880
TOTAL	54,808,950	27,644,584	27,798,036	110,251,570

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

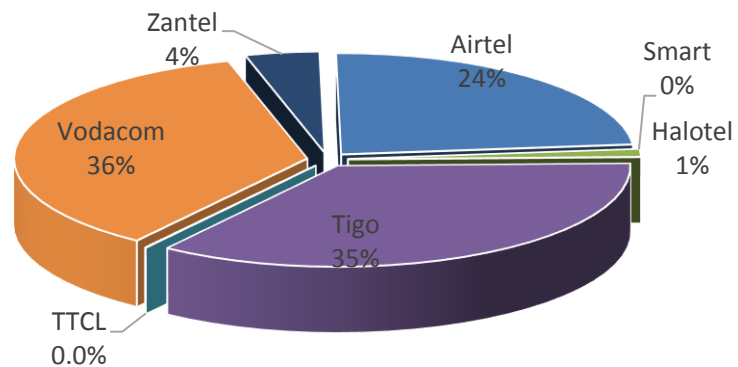
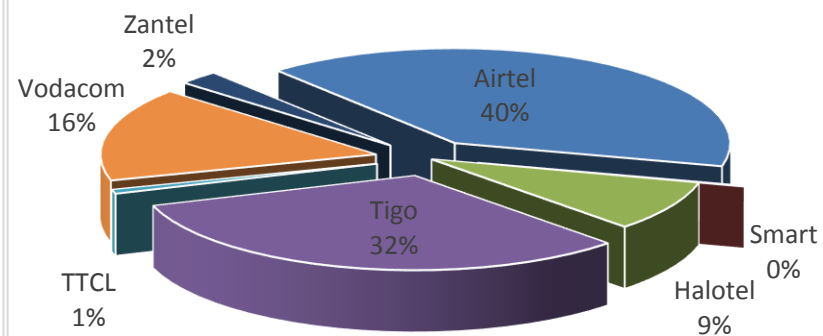


Fig 3.3b. Off Net Traffic Shares



3.3(b) International Traffic

Fig 3.3c EA Traffic Shares

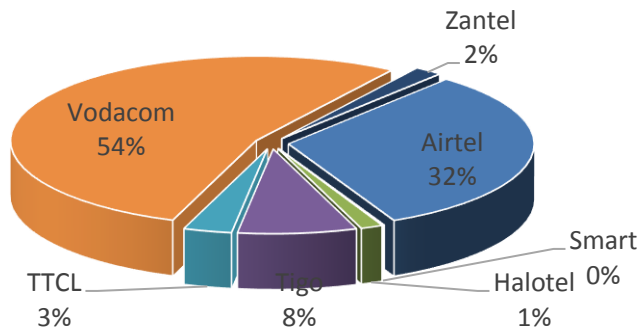
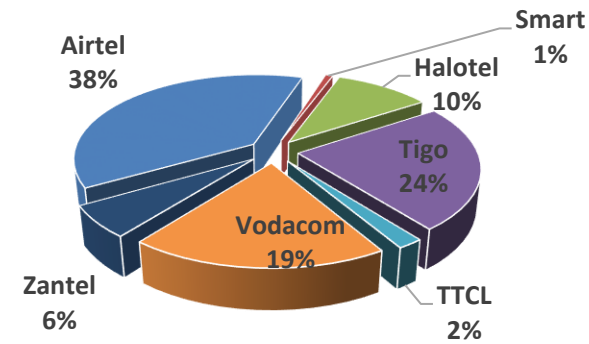


Fig 3.3d. Other Internationals Traffic Shares



3.4 Minutes Used Per Subscriber (MoU)

Destination	JANUARY	FEBRUARY	MARCH	TOTAL
On net	86	79	83	248
Off Net	13	13	13	39
EA	0.2	0.1	0.1	0.3
Other Internationals	0.4	0.2	0.2	0.9
TOTAL	99	92	97	288

Fig.3.4a Monthly Percentage Shares on MoU

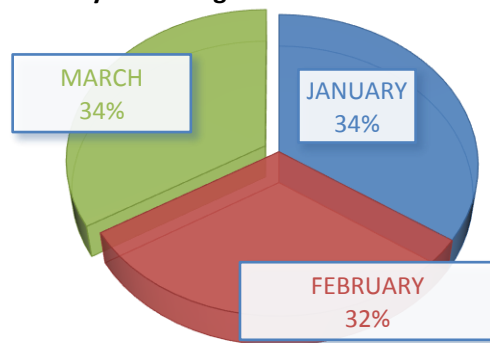
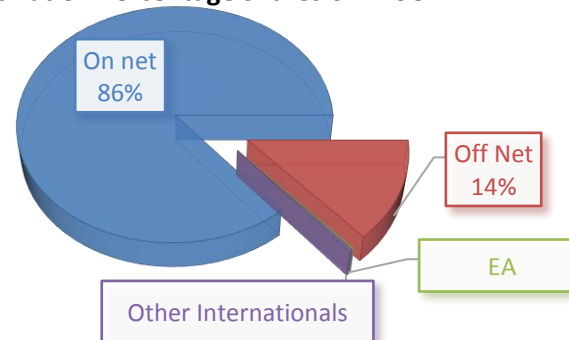


Fig.3.4b Destination Percentage Shares on MoU

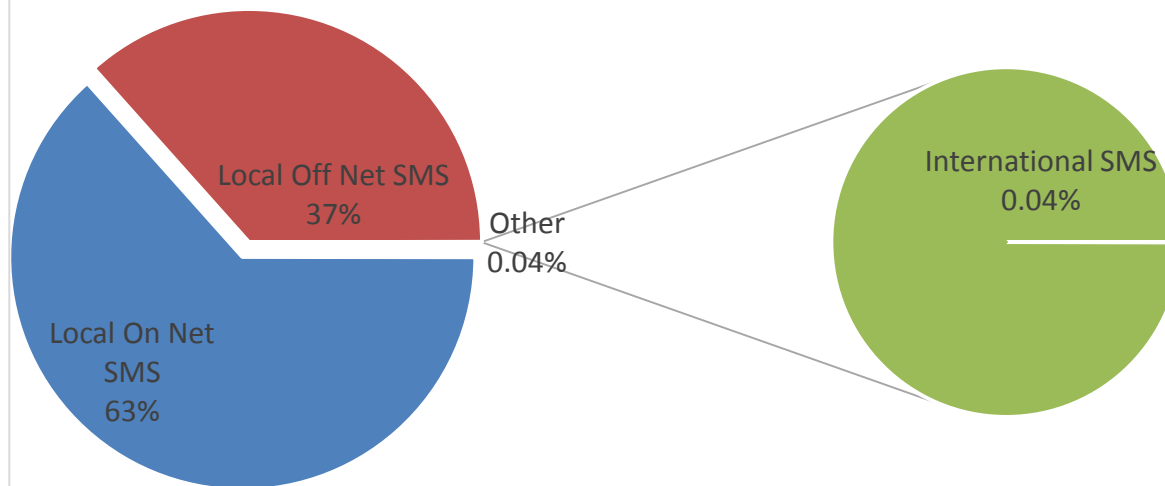


4. SHORT MESSAGES (SMS)

4.1 Local and International SMS

Destination	JANUARY	FEBRUARY	MARCH	TOTAL
Local On Net SMS	2,518,440,913	2,210,286,636	2,364,323,956	7,093,051,505
Local Off Net SMS	1,492,264,169	1,284,985,297	1,315,828,191	4,093,077,657
International SMS	1,681,132	1,473,587.0	1,214,894.0	4,369,613
TOTAL	4,012,386,214	3,496,745,520	3,681,367,041	11,190,498,775

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

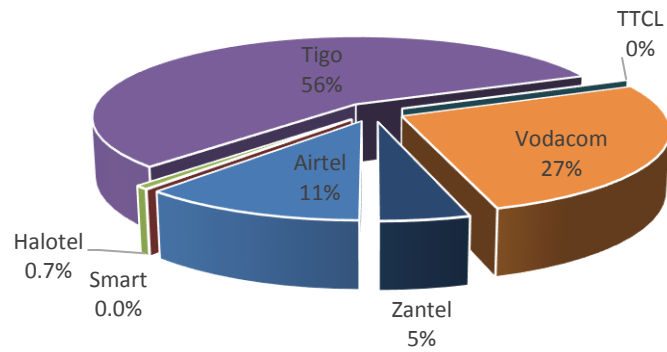
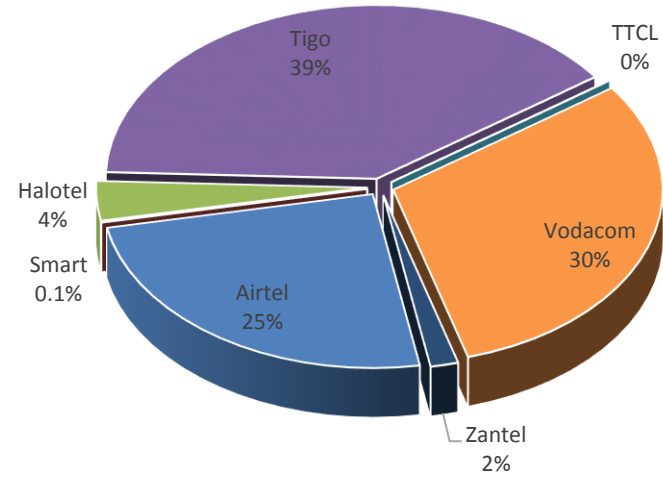


Fig 4.2b Percentage Shares of International SMS



5. SUMMARY OF COMMUNICATIONS STATISTICS

5.1 TELECOM SERVICES

5.1a Subscriptions and Teledensity

Year	2010	2011	2012	2013	2014	2015
Fixed	174,511	161,063	176,367	164,999	142,950	142,819
Mobile	20,983,853	25,666,455	27,450,789	27,442,823	34,108,851	39,665,600
Total	21,158,364	25,827,518	27,627,156	27,607,822	34,251,801	39,808,419
Penetration	50%	59%	61%	61%	71%	79%

Fig5.1a Trend of Mobile and Fixed Subscription

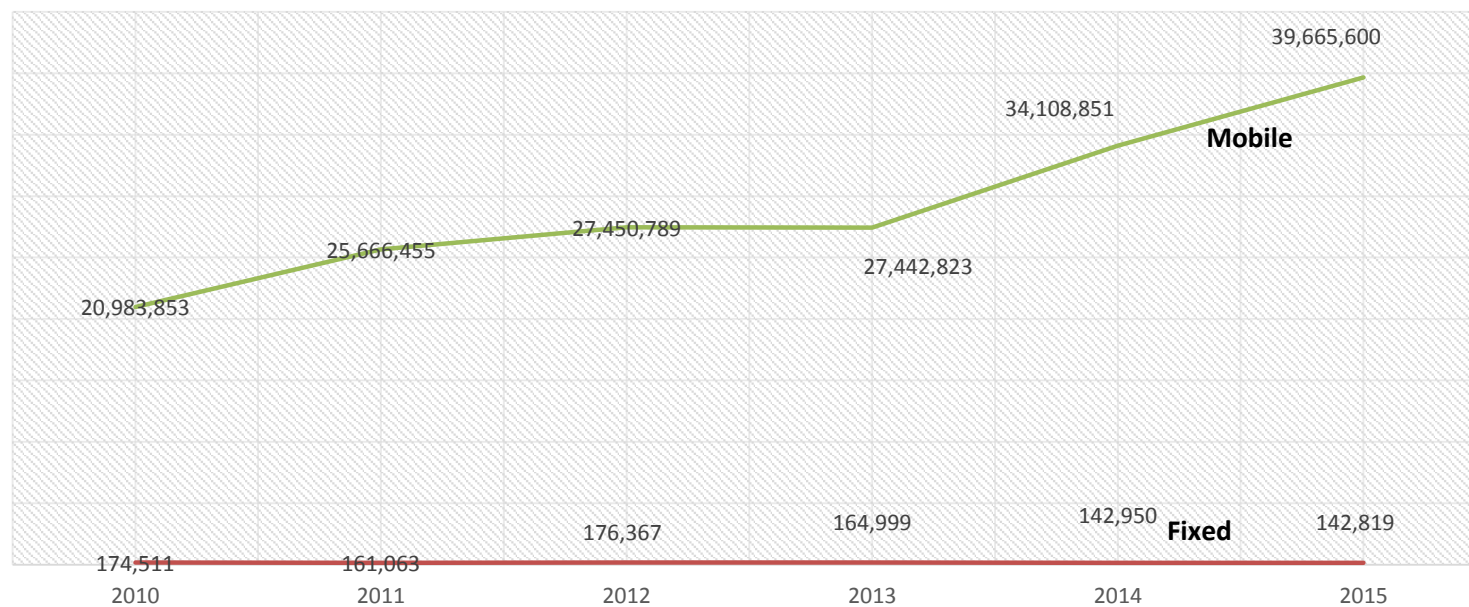
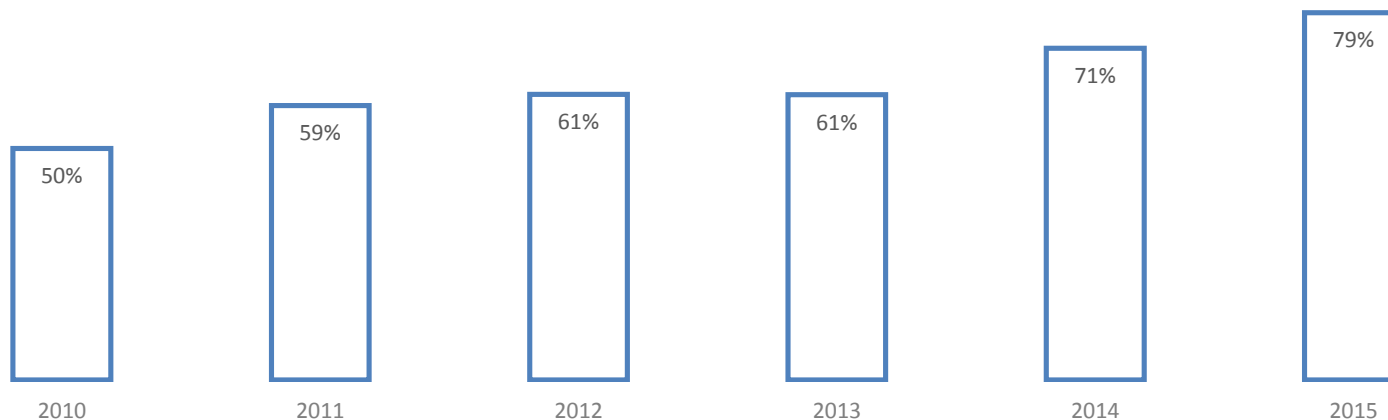


Fig.5.1b Voice Telecom Penetration



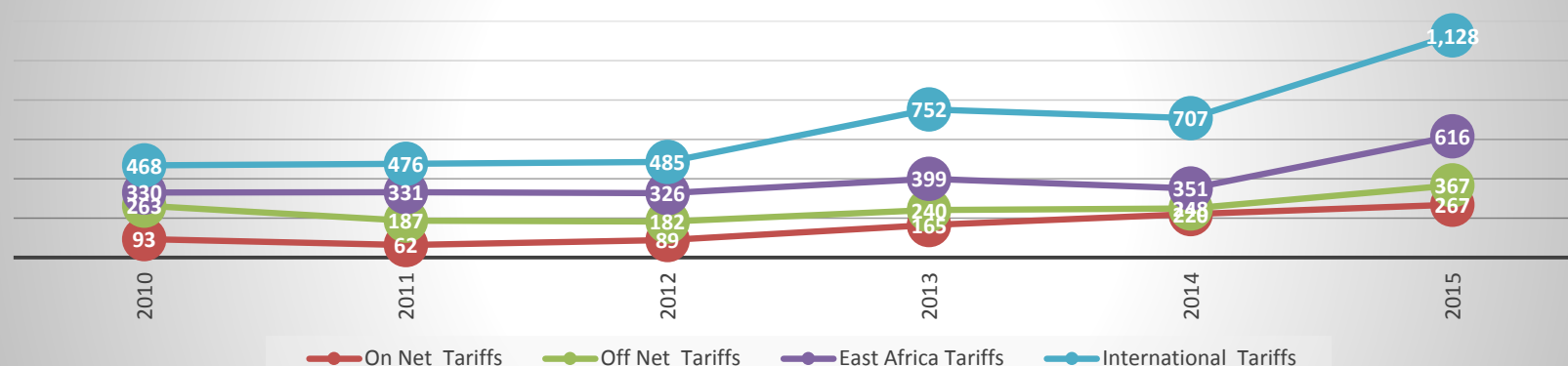
5.1b Traffic (in minutes)

Years	2011	2012	2013	2014	2015
National Traffic (On & Off Net)	18,520,867,990	24,354,279,292	34,934,613,363	41,689,212,148	43,461,094,130
Traffic to International	171,431,668	201,827,164	198,116,642	234,080,182	219,401,125
Traffic from International	287,625,871	253,811,569	229,961,296	258,420,938	221,145,509
Traffic to East Africa	46,490,973	67,648,652	42,535,489	53,329,431	44,821,161
Traffic from East Africa	87,634,397	68,978,489	56,624,940	54,174,595	54,078,219
Traffic to Other International	124,940,695	134,178,512	155,581,153	180,750,751	174,579,964
Traffic from Other International	199,991,475	184,833,080	173,336,356	204,246,343	167,067,290

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

Years	2010	2011	2012	2013	2014	2015
On Net Tariffs	93	62	89	165	220	267
Off Net Tariffs	263	187	182	240	248	367
East Africa Tariffs	330	331	326	399	351	616
International Tariffs	468	476	485	752	707	1,128

Fig5.1c: Weighted Average Pre-paid Tariff for Voice Telecom 2005- 2014

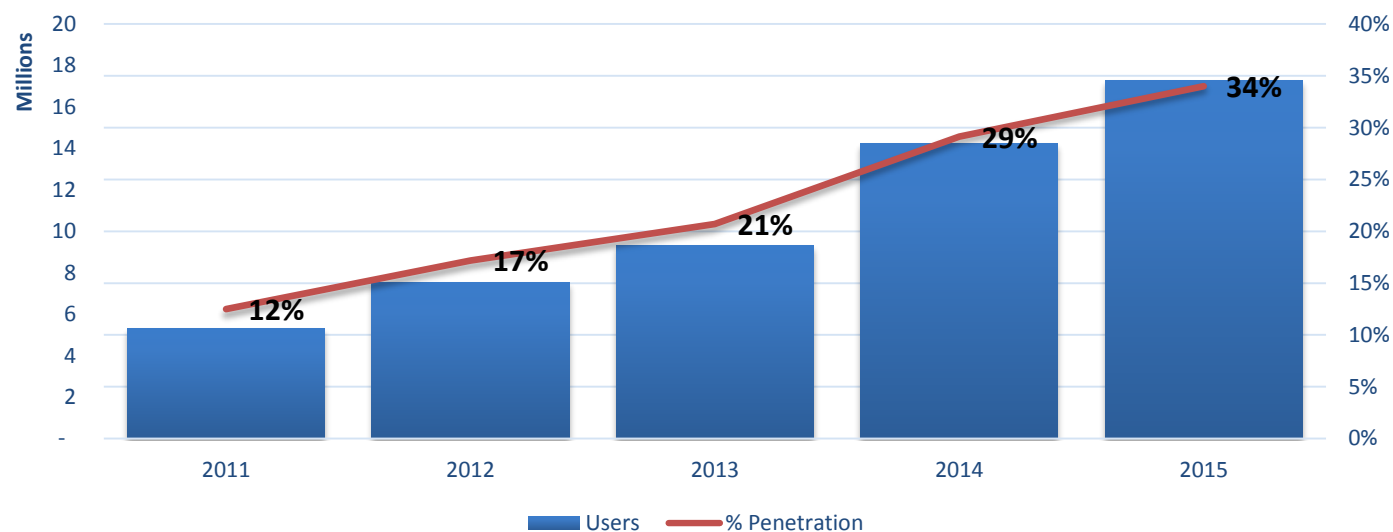


5.2 INTERNET SERVICES

5.2a Estimated number of users by technology type

Type of Service	2011	2012	2013	2014	2015
Fixed Wireless	968,088	777,461	1,056,940	1,913,082	662,882
Mobile Wireless	3,665,680	6,031,323	7,493,823	11,320,031	16,280,943
Fixed Wired	677,450	712,095	761,508	984,198	319,698
Total	5,311,218	7,520,878	9,312,272	14,217,311	17,263,523
Penetration	12%	17%	21%	29%	34%

Fig.5.2a Trend of Internet Penetration



5.3 BROADCASTING SERVICES

5.3a Number of Broadcasting Service Providers

Type	2010	2011	2012	2013	2014	2015
Free To Air (FTA) TV	23	23	23	23	25	25
Satellite TV	1	2	3	3	3	3
Pay DTT	1	3	5	3	3	3
Cable TV	15	15	15	15	15	15
Total	40	43	46	44	46	46

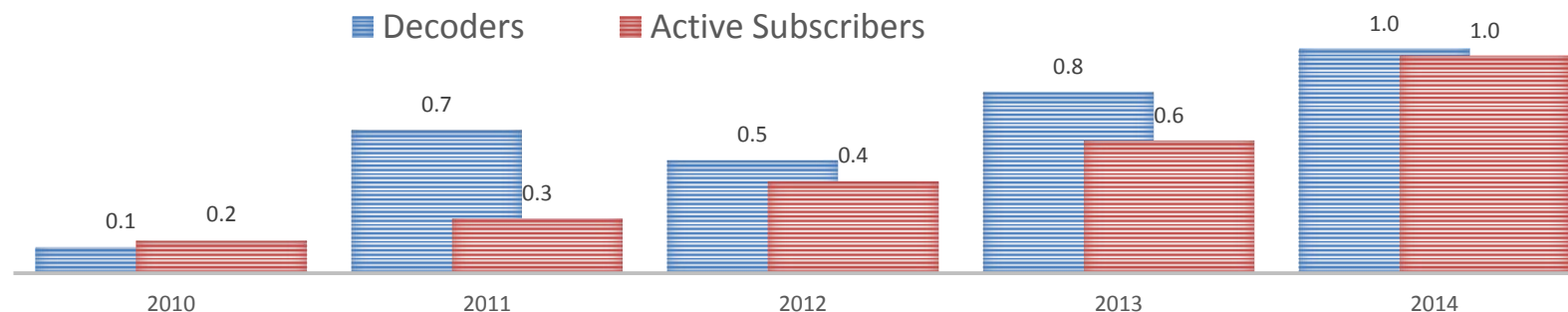
5.3b Number of Decoders sold from 2010 to 2014

Type	2010	2011	2012	2013	2014
DTT	87,428	182,790	431,475	676,937	848,961
SATELLITE	28,760	471,449	83,412	149,990	177,316
CABLE	4,000	4,300	4,800	5,500	5,900
TOTAL	120,188	658,539	519,687	832,427	1,032,177

5.3c Number of Subscribers for Pay TVs Services in Tanzania

Year	2010	2011	2012	2013	2014
DTT	87,428	176,941	319,078	449,941	715,339
SATELLITE	28,760	30,777	47,604	85,734	187,754
CABLE	36,028	43,847	55,702	74,562	96,823
TOTAL	152,216	251,565	422,384	610,237	999,916

Fig. 5.3c Number of Decoders sold and Active Subscribers (Million)



5.4 POSTAL SERVICES

5.4a Postal Service Providers

CATEGORY	2010	2011	2012	2013	2014	2015
Public Postal	1	1	1	1	1	1
International	4	7	7	8	8	8
East Africa	7	8	8	4	3	4
Domestic	7	5	5	4	4	8
Intracity	3	4	4	4	4	6
Intercity	34	26	26	26	6	9
Total	56	51	51	47	26	36

5.4b Postal Services Customers

Year	Corporate	Individuals	TOTAL
2010	1,180	175,035	176,215
2011	1,417	175,645	177,062
2012	547	158,827	159,374
2013	718	190,418	191,136
2014	694	187,603	188,297

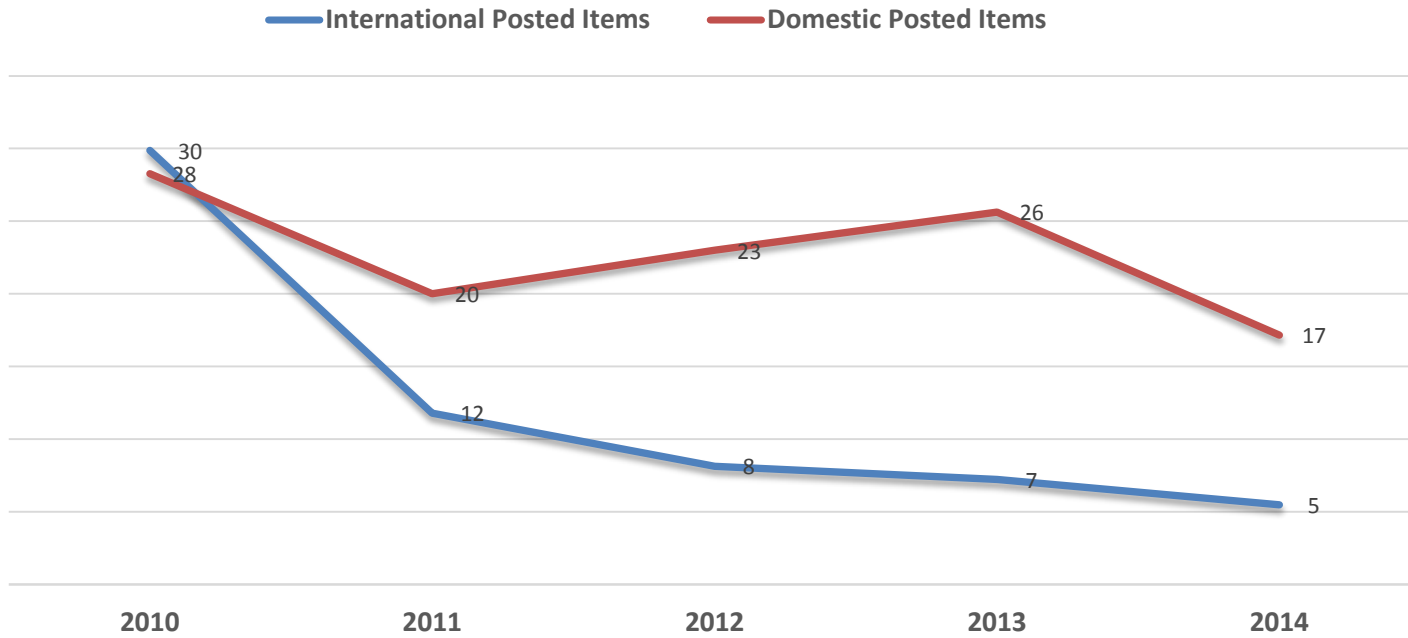
5.4c Domestic Posted Items

Year	Ordinary Mail	Parcels	Packets	Others	Total
2010	24,041,951	23,518	3,439,981	763,122	28,268,572
2011	11,711,989	25,483	7,294,756	977,001	20,009,229
2012	19,453,877	69,301	2,947,209	522,441	22,992,828
2013	21,687,080	54,681	3,280,362	612,893	25,635,016
2014	14,496,506	75,955	1,910,440	675,274	17,158,175

5.4d International Posted Items

Year	Ordinary Mail	Parcels	Packets	Others	Total
2010	25,671,482	20,705	4,091,967	86,435	29,870,589
2011	6,629,155	25,074	5,049,646	89,149	11,793,024
2012	6,015,698	25,111	2,062,133	35,027	8,137,969
2013	6,935,681	22,778	232,654	34,534	7,225,647
2014	5,257,968	23,086	167,419	29,161	5,477,634

Fig 5.4d. Posted Items (Millions)



5.4e Items Delivered from International

Year	Ordinary Mails	Parcels	Packets	Others	Total
2010	25,830,782	16,726	7,731,513	40,050	33,619,071
2011	24,869,351	22,303	10,192,645	79,630	35,163,929
2012	25,055,243	48,667	894,276	60,183	26,058,369
2013	7,654,408	42,534	18,638	56,674	7,772,254
2014	7,052,132	34,771	247,579	28,954	7,363,436

Fig. 5.4f Items posted to and Delivered from International

