

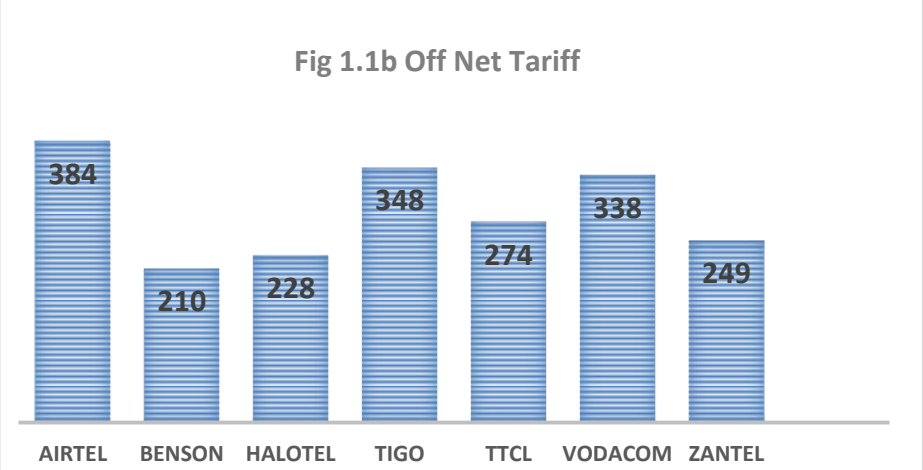
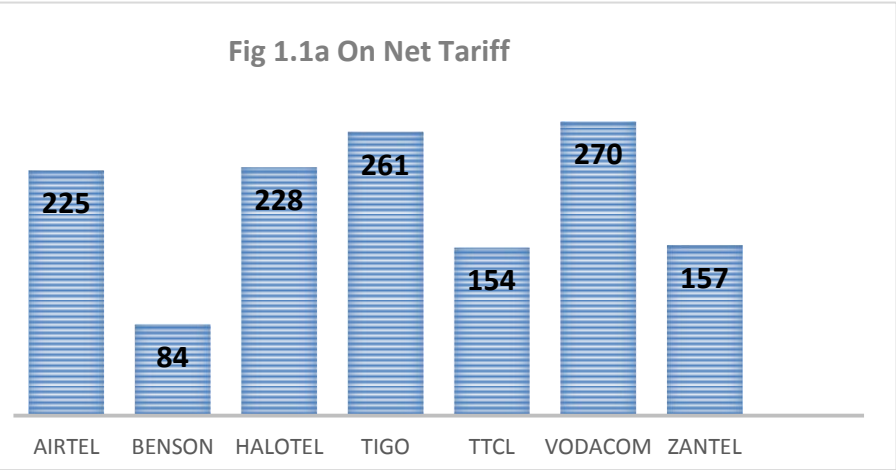
QUARTERLY COMMUNICATIONS STATISTICS REPORT

January- March 2017 Quarter

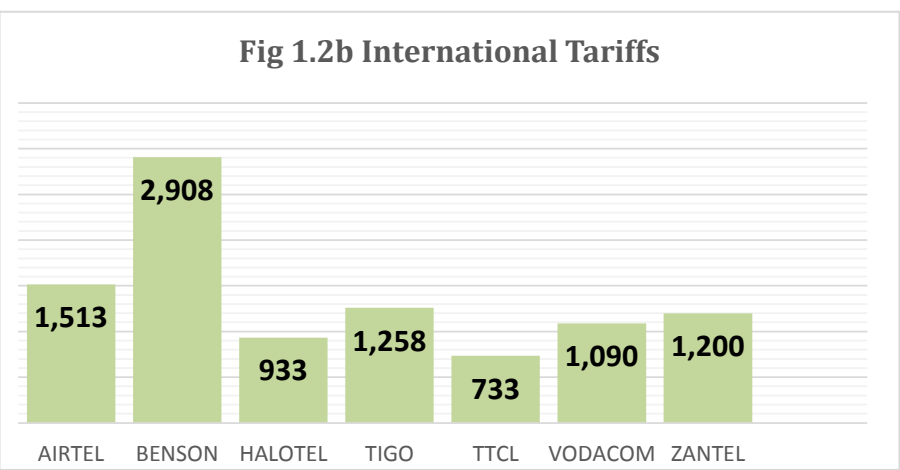
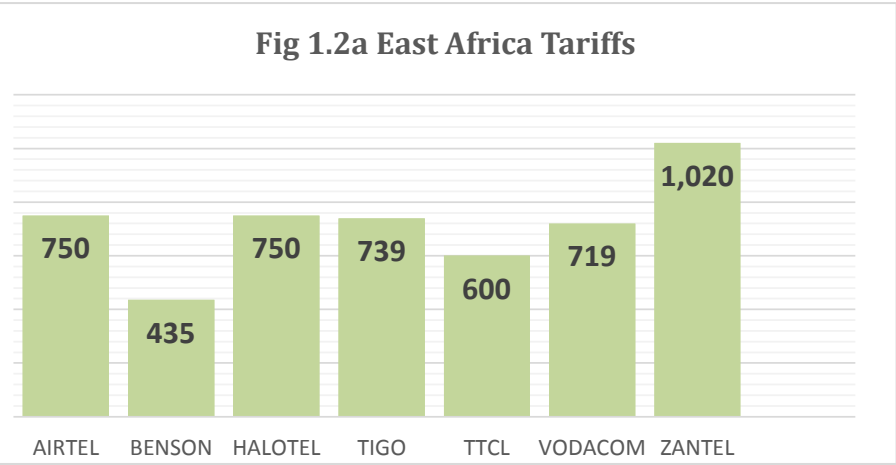
1. BASIC PREPAID PER MINUTE TARIFF (WITHOUT TAX) AS AT MARCH 2017

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

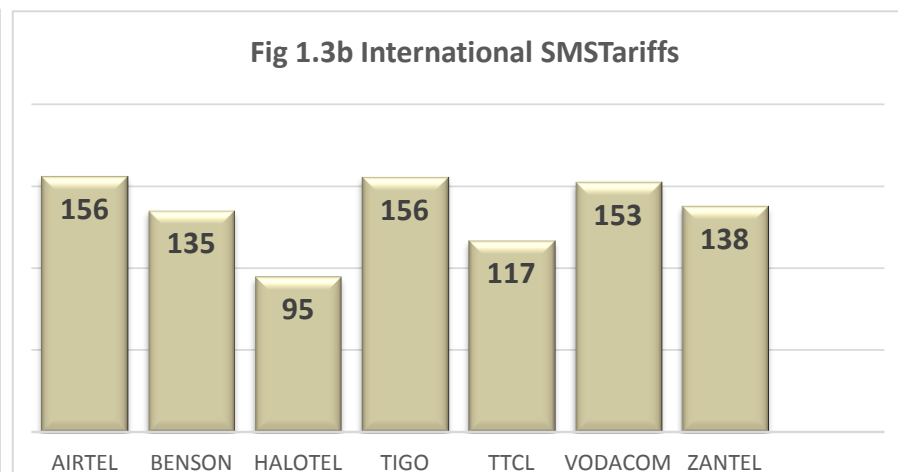
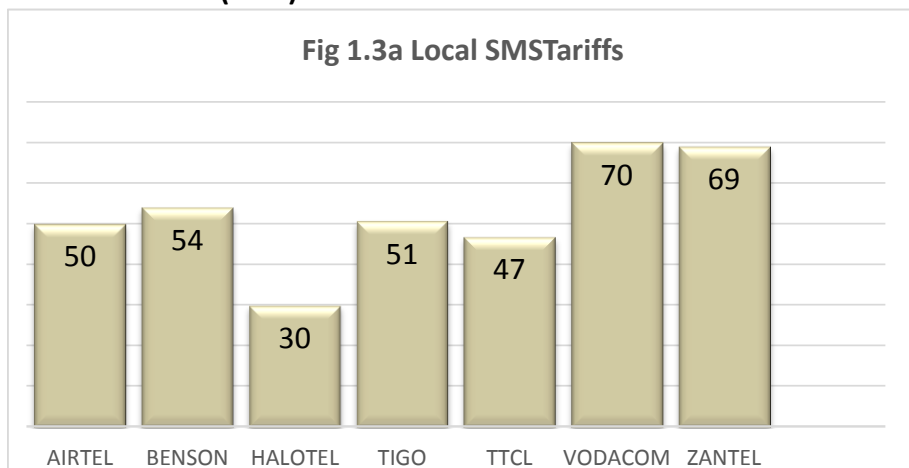
1.1. Voice Local Tariffs (Tshs)



1.2 Voice International Tariffs (Tshs)



1.3 SMS Tariffs (Tshs)



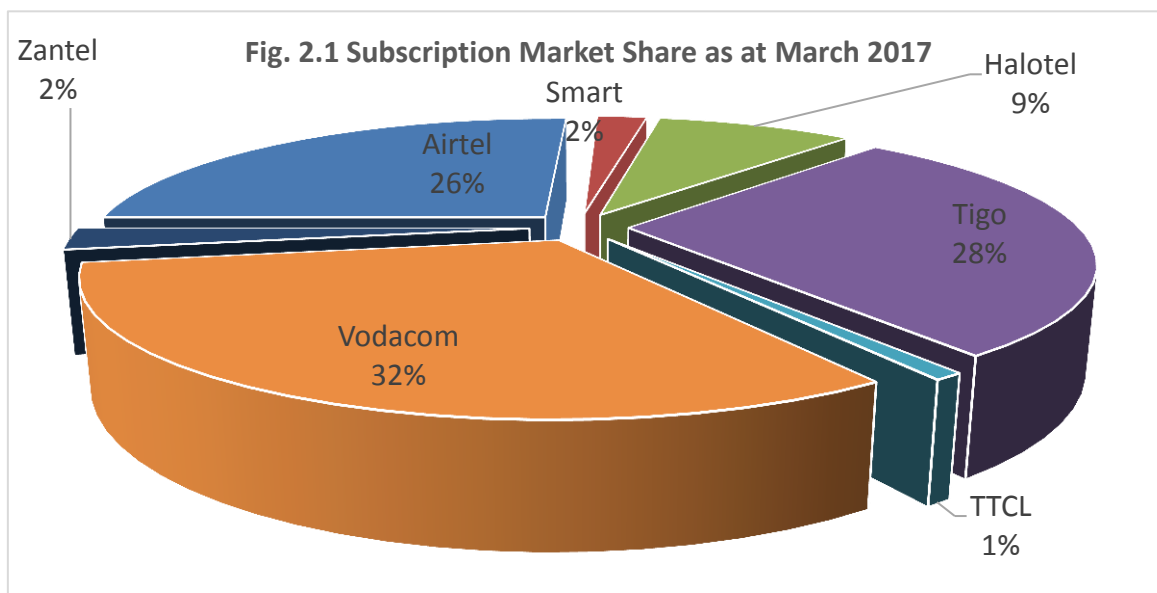
1.4 Weighted Average Tariffs (WAT) for the quarter

Destination	WAT
On Net	251
Off Net	339
EA	725
Other Int.	1,280
Local SMS	60
International SMS	95

2. TELECOM SUBSCRIPTIONS

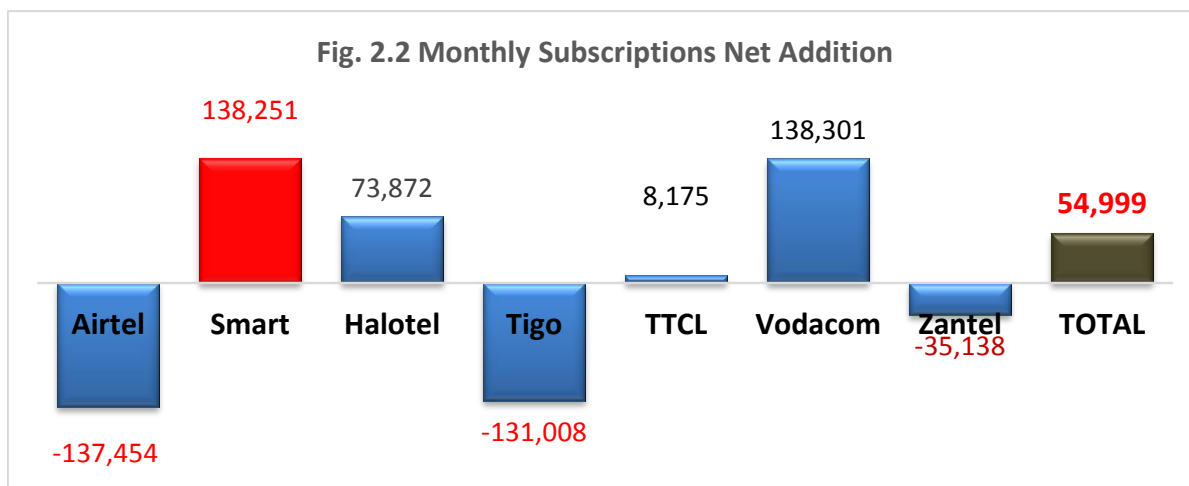
2.1 Voice Telecom Subscriptions

Operator	JANUARY	FEBRUARY	MARCH
Airtel	10,353,973	10,256,454	10,216,519
Smart	748,154	748,154	886,405
Halotel	3,425,589	3,308,160	3,499,461
Tigo	11,377,875	11,218,552	11,246,867
TTCL	330,311	338,486	338,486
Vodacom	12,514,308	12,514,308	12,652,609
Zantel	1,051,003	1,051,003	1,015,865
TOTAL	39,801,213	39,435,117	39,856,212



2.2 Monthly Subscriptions Net Additions

Operator	FEBRUARY	MARCH	Operator NET ADDITION
Airtel	-97,519	-39,935	-137,454
Smart	0	138,251	138,251
Halotel	-117,429	191,301	73,872
Tigo	-159,323	28,315	-131,008
TTCL	8,175	0	8,175
Vodacom	0	138,301	138,301
Zantel	0	-35,138	-35,138
TOTAL	-366,096	421,095	54,999



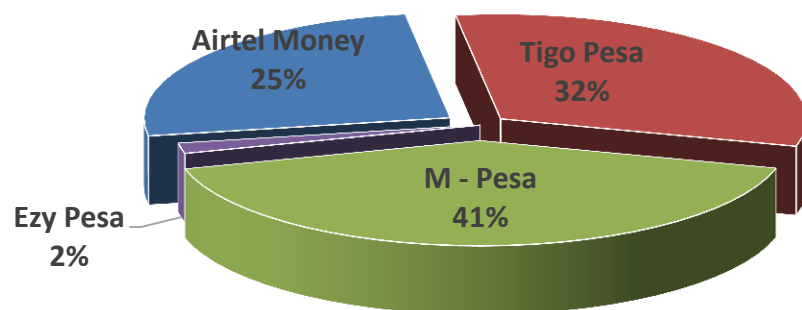
2.3 Subscriptions to Mobile and Fixed Network

NETWORK	JANUARY	FEBRUARY	MARCH
Mobile Network	39,672,454	39,306,123	39,727,232
TTCL	128,593	128,828	128,828
ZANTEL	166	166	152
Fixed Network	128,759	128,994	128,980
TOTAL	39,801,213	39,435,117	39,856,212

2.4 Mobile Money Subscriptions (Mobile Money Accounts)

Operator	JANUARY	FEBRUARY	MARCH
Airtel Money	4,412,823	4,629,406	4,889,519
Tigo Pesa	5,922,093	5,822,304	6,069,666
M - Pesa	7,569,114	7,735,204	7,966,334
Ezy Pesa	220,599	220,599	301,128
TOTAL	18,124,629	18,407,513	19,226,647

Fig. 2.4 Mobile Money Subscriptions Market Share



2.5 Registered Subscriptions as at March 2017

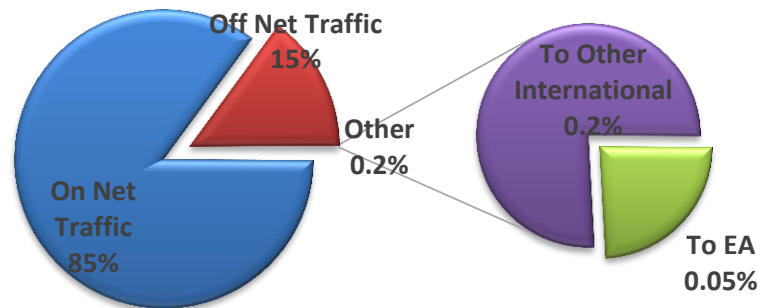
Operator	SUBSCRIPTIONS	REGISTERED	PERCENTAGE
Airtel	10,216,519	9,921,796	97%
Smart	886,405	287,907	32%
Halotel	3,499,461	3,499,461	100%
Tigo	11,246,867	11,245,996	100%
TTCL	209,658	165,460	79%
Vodacom	12,652,609	12,714,297	100%
Zantel	1,015,713	1,011,195	100%
TOTAL	39,727,232	38,846,112	87%

3. TRAFFIC MINUTES

3.1 Total Traffic

Destination	JANUARY	FEBRUARY	MARCH	TOTAL
On Net Traffic	3,823,089,946	3,523,014,800	3,596,389,937	10,942,494,683
Off Net Traffic	675,154,730	608,490,422	624,500,511	1,908,145,663
To EA	1,973,732	2,175,925	2,226,481	6,376,138
To Other International	7,019,285	6,516,592	6,618,853	20,154,730
TOTAL	4,507,237,693	4,140,197,739	4,229,735,782	12,877,171,214

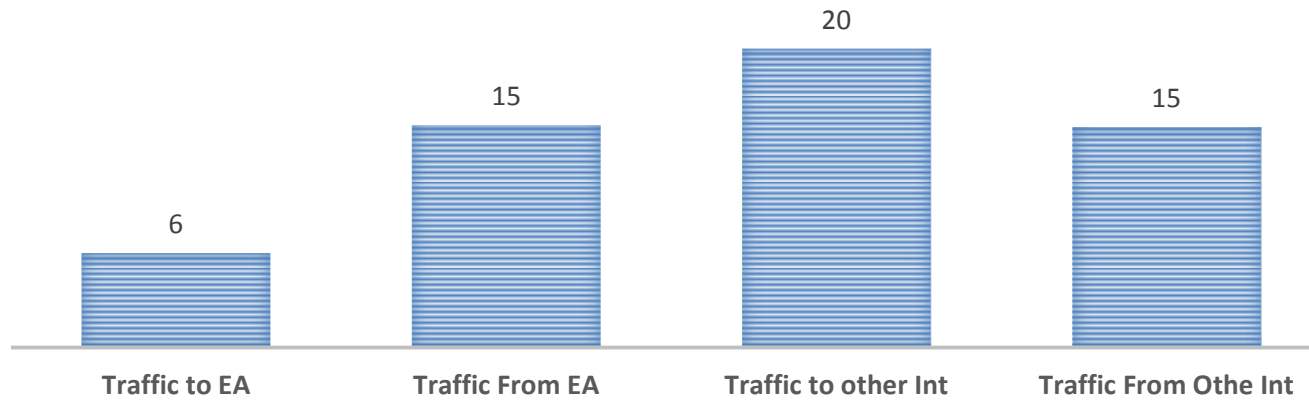
Fig.3.1 Percentage Share of Traffic per call Destination



3.2 Traffic to and from International

Destination	JANUARY	FEBRUARY	MARCH	TOTAL
Traffic to EA	1,973,732	2,175,925	2,226,481	6,376,138
Traffic From EA	5,459,945	4,776,536	4,752,454	14,988,935
Traffic to other Int	7,019,285	6,516,592	6,618,853	20,154,730
Traffic From Othe Int	5,177,657	5,194,047	4,504,711	14,876,415
TOTAL	19,630,619	18,663,100	18,102,499	56,396,218

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

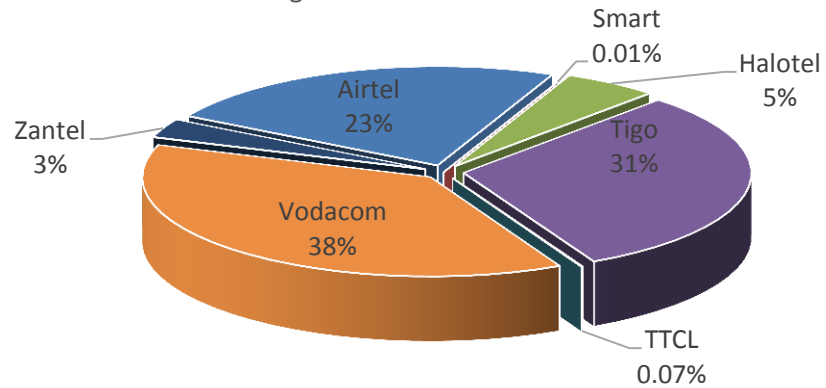
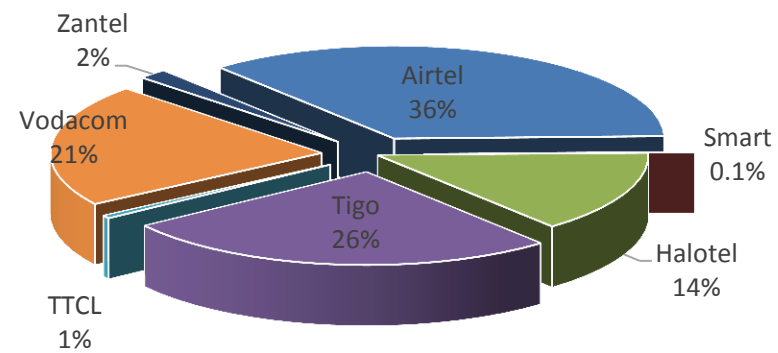


Fig 3.3b. Off Net Traffic Shares



3.3(b) International Traffic

Fig 3.3c EA Traffic Shares

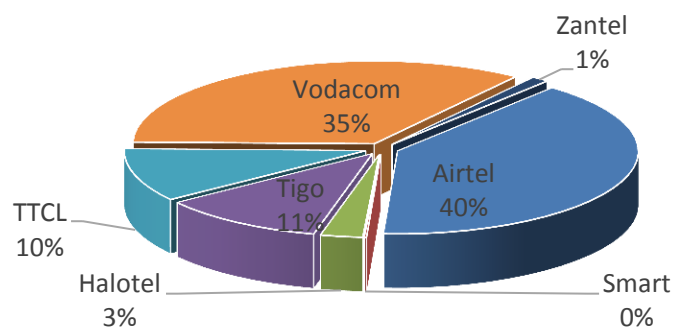
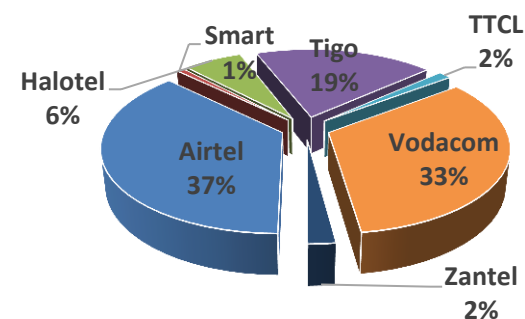


Fig 3.3d. Other Internationals Traffic Shares



3.4 Minutes Used Per Subscriber (MoU)

Destination	JANUARY	FEBRUARY	MARCH	TOTAL
On net	96	89	90	276
Off Net	17	15	16	48
EA	0.0	0.1	0.1	0.2
Other Internationals	0.2	0.2	0.2	0.5
TOTAL	113	105	106	324

Fig.3.4a Monthly Percentage Shares on MoU

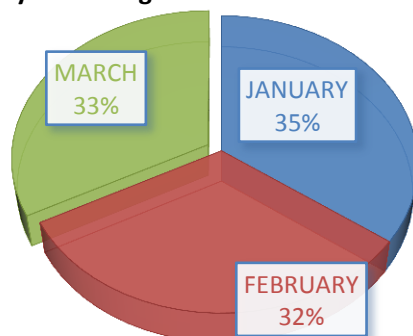
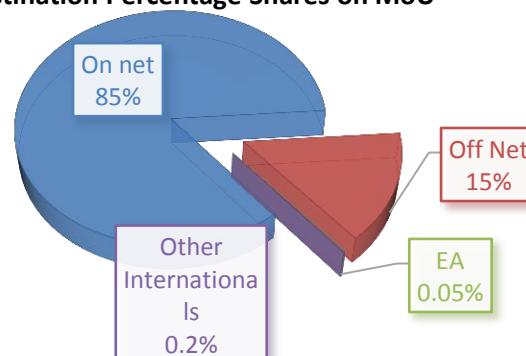


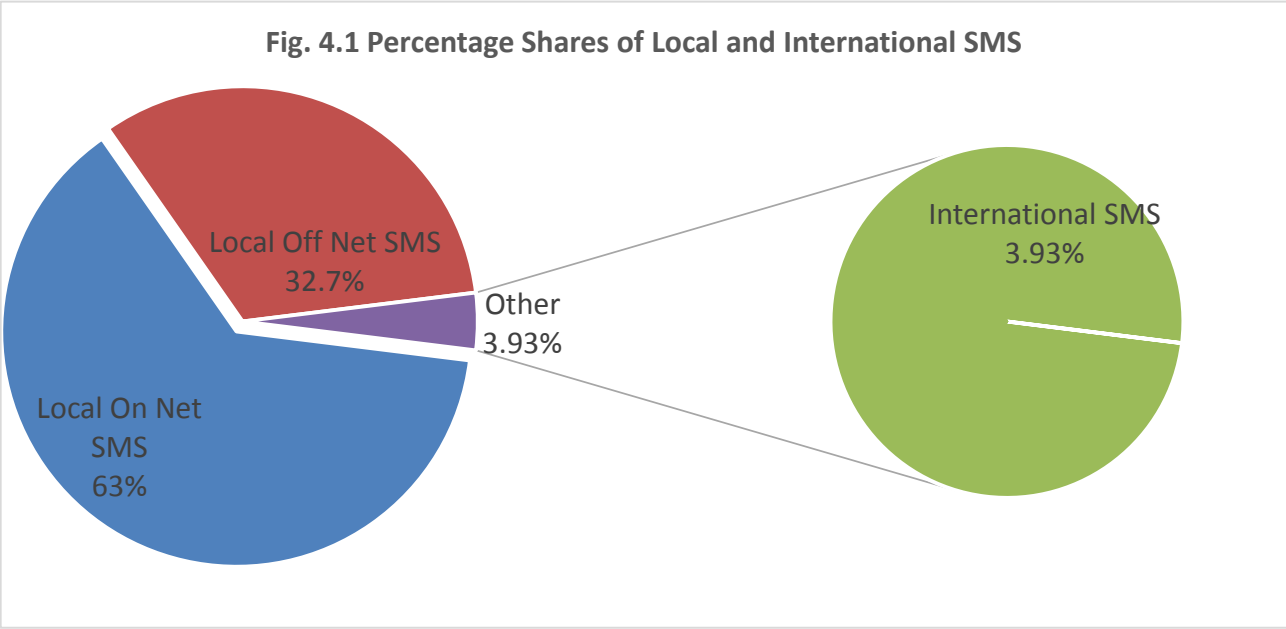
Fig.3.4b Destination Percentage Shares on MoU



4. SHORT MESSAGES (SMS)

4.1 Local and International SMS

Destination	JANUARY	FEBRUARY	MARCH	TOTAL
Local On Net SMS	4,035,541,129	3,498,052,368	3,793,714,328	11,327,307,825
Local Off Net SMS	2,125,753,855	1,871,339,483	1,856,058,004	5,853,151,342
International SMS	1,606,868	215,763,060.0	484,924,416.0	702,294,344
TOTAL	6,162,901,852	5,585,154,911	6,134,696,748	17,882,753,511



4.2 Percentage Shares of SMS Per Operators

Fig 4.2a Percentage Shares of Local SMS

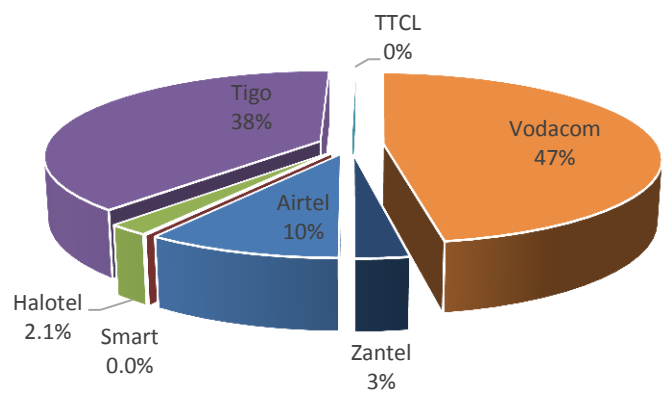
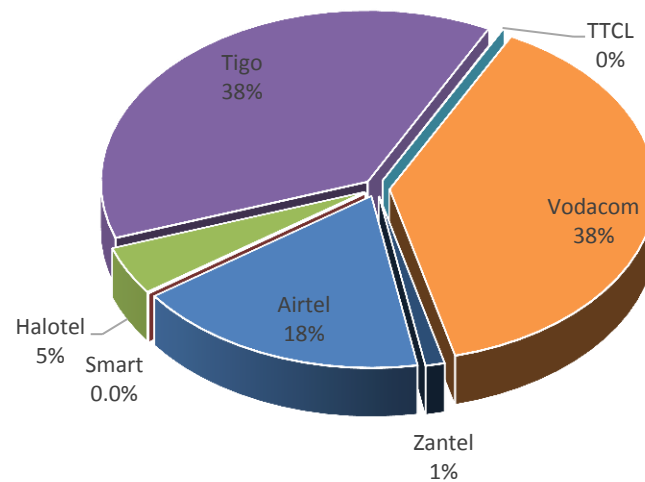


Fig 4.2b Percentage Shares of International SMS



5. SUMMARY OF COMMUNICATIONS STATISTICS

5.1 TELECOM SERVICES

5.1a Subscriptions and Teledensity

Year	2011	2012	2013	2014	2015	2016
Fixed	161,063	176,367	164,999	142,950	142,819	129,597
Mobile	25,666,455	27,450,789	27,442,823	34,108,851	39,665,600	40,044,186
Total	25,827,518	27,627,156	27,607,822	34,251,801	39,808,419	40,173,783
Penetration	59%	61%	61%	71%	79%	80%

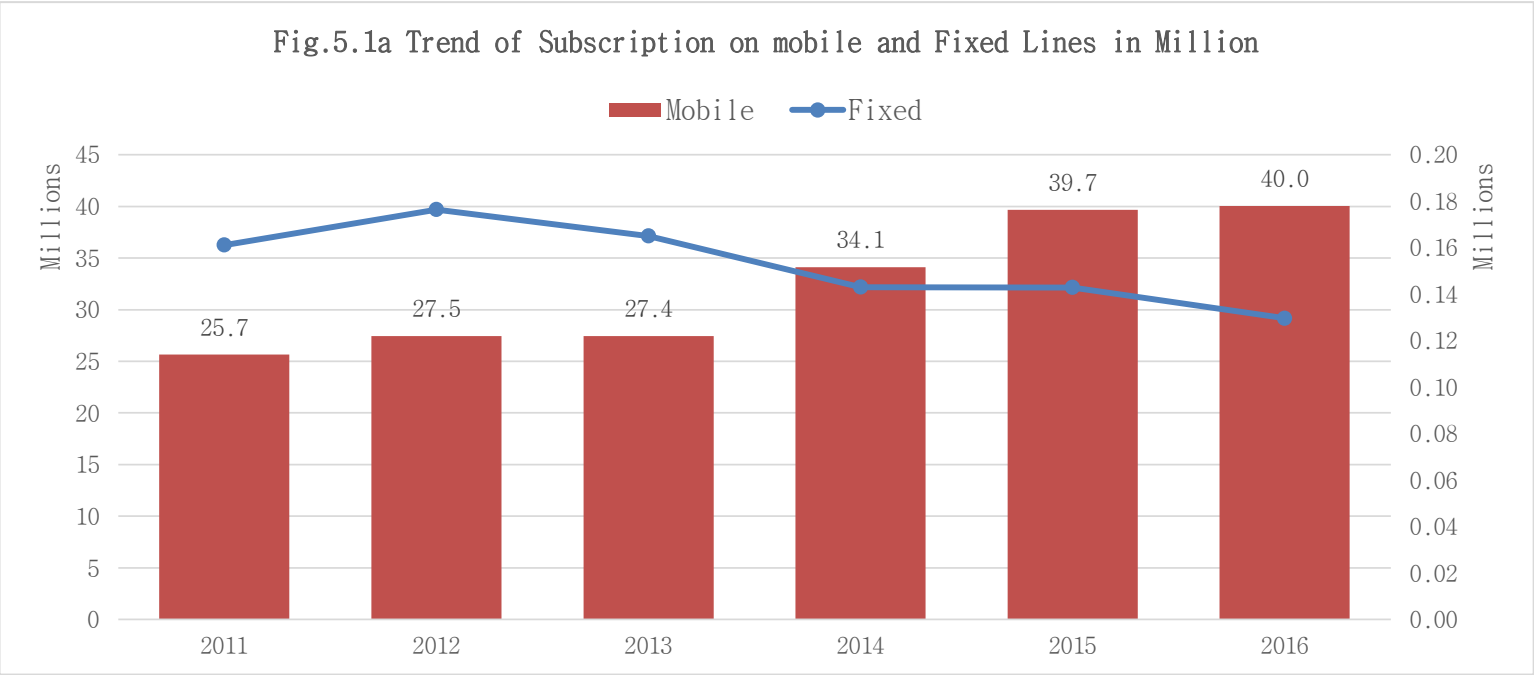
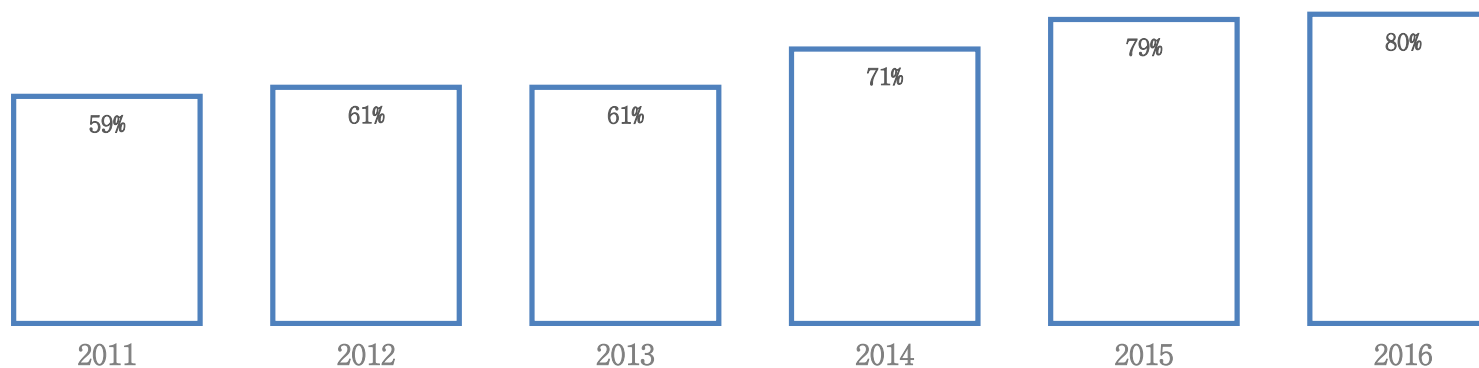


Fig.5.1b Voice Telecom Penetration

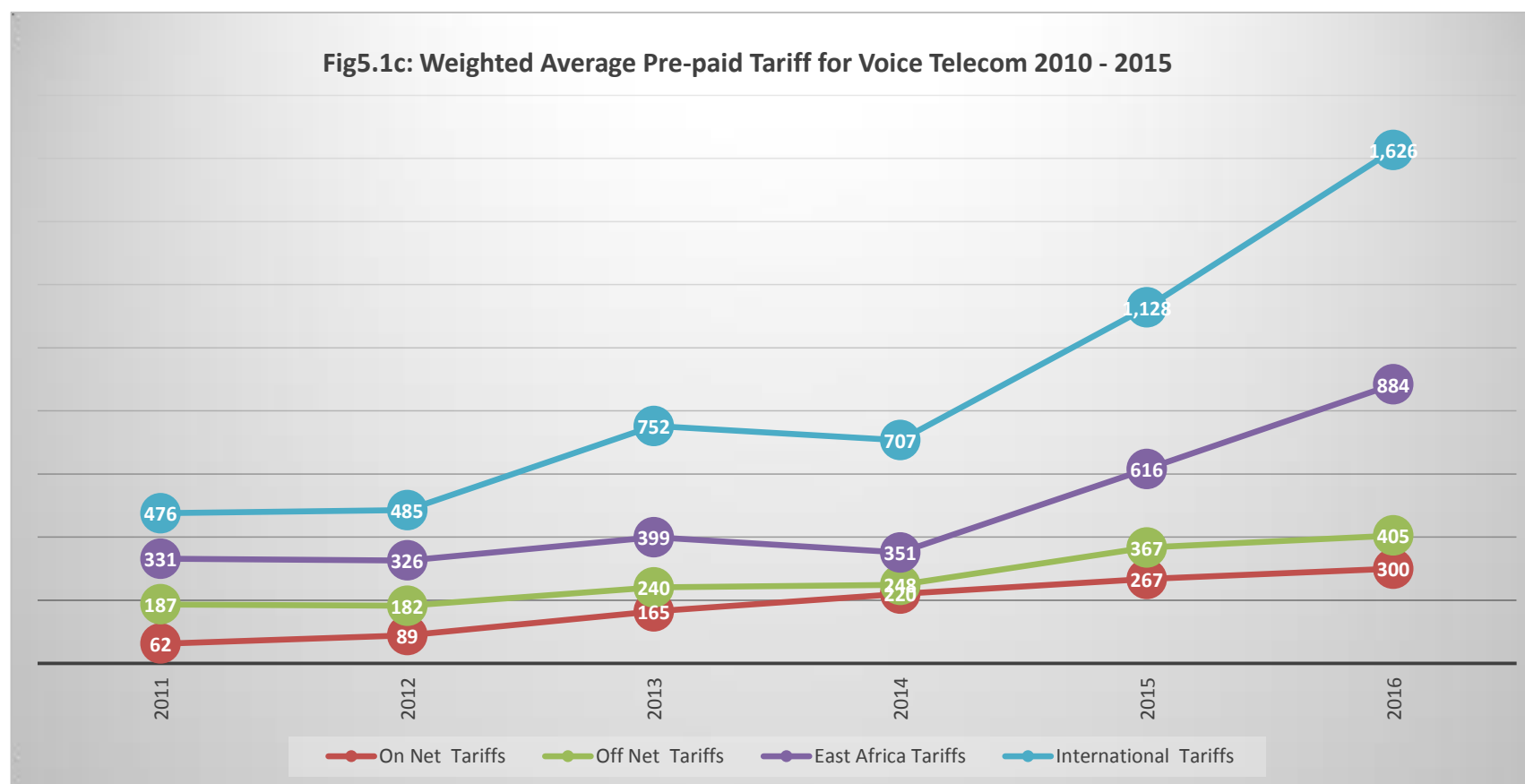


5.1b Traffic (in minutes)

Years	2011	2012	2013	2014	2015	2016
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	51,023,633,898
Traffic to International	171,431,668	201,827,164	198,116,642	234,080,182	219,401,125	145,972,186
Traffic from International	287,625,871	253,811,569	229,961,296	258,420,938	221,145,509	171,320,372
Traffic to East Africa	46,490,973	67,648,652	42,535,489	53,329,431	44,821,161	35,811,296
Traffic from East Africa	87,634,397	68,978,489	56,624,940	54,174,595	54,078,219	79,875,098
Traffic to Other International	124,940,695	134,178,512	155,581,153	180,750,751	174,579,964	110,160,890
Traffic from Other International	199,991,475	184,833,080	173,336,356	204,246,343	167,067,290	91,445,274

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

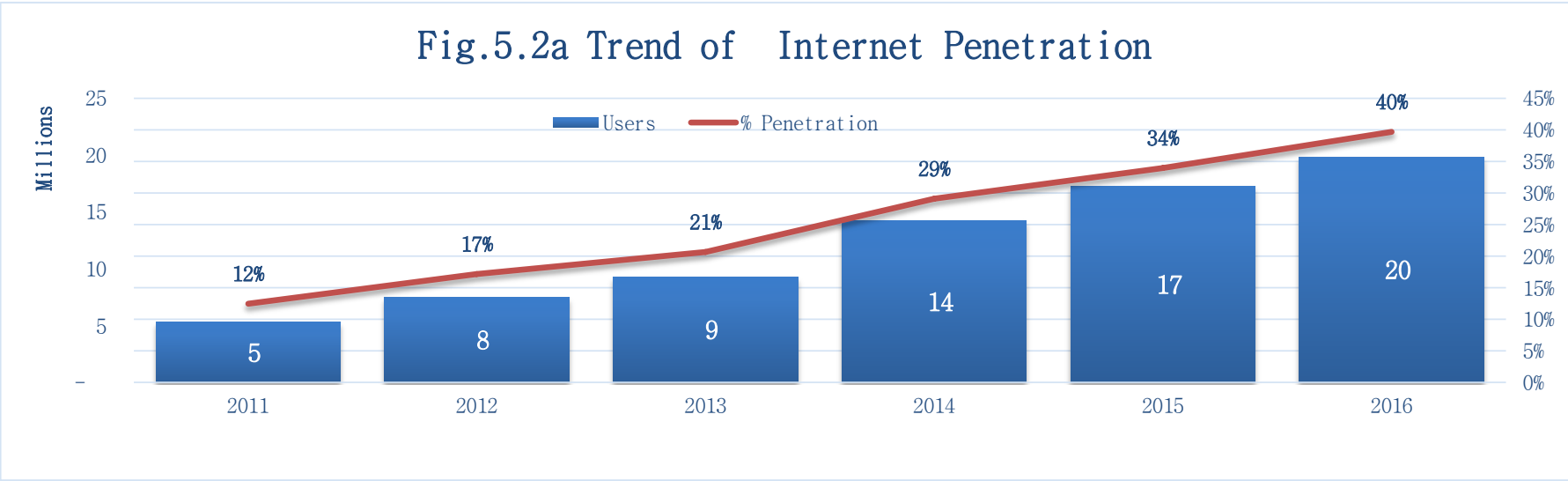
Years	2011	2012	2013	2014	2015	2016
On Net Tariffs	62	89	165	220	267	300
Off Net Tariffs	187	182	240	248	367	405
East Africa Tariffs	331	326	399	351	616	884
International Tariffs	476	485	752	707	1,128	1,626



5.2 INTERNET SERVICES

5.2a Estimated number of users by technology type

Type of Service	2011	2012	2013	2014	2015	2016
Fixed Wireless	968,088	777,461	1,056,940	1,913,082	662,882	1,218,693
Mobile Wireless	3,665,680	6,031,323	7,493,823	11,320,031	16,280,943	18,014,358
Fixed Wired	677.450	712.095	761.508	984.198	319.698	629.474
Total	5,311,218	7,520,878	9,312,272	14,217,311	17,263,523	19,862,525
Penetration	12%	17%	21%	29%	34%	40%



5.3 BROADCASTING SERVICES

5.3a Number of Broadcasting Service Providers

Type	2011	2012	2013	2014	2015	2016
Free To Air (FTA) TV	23	23	23	25	25	25
Satellite TV	2	3	3	3	3	3
Pay DTT	3	5	3	3	3	3
Cable TV	15	15	15	15	15	15
Total	43	46	44	46	46	46

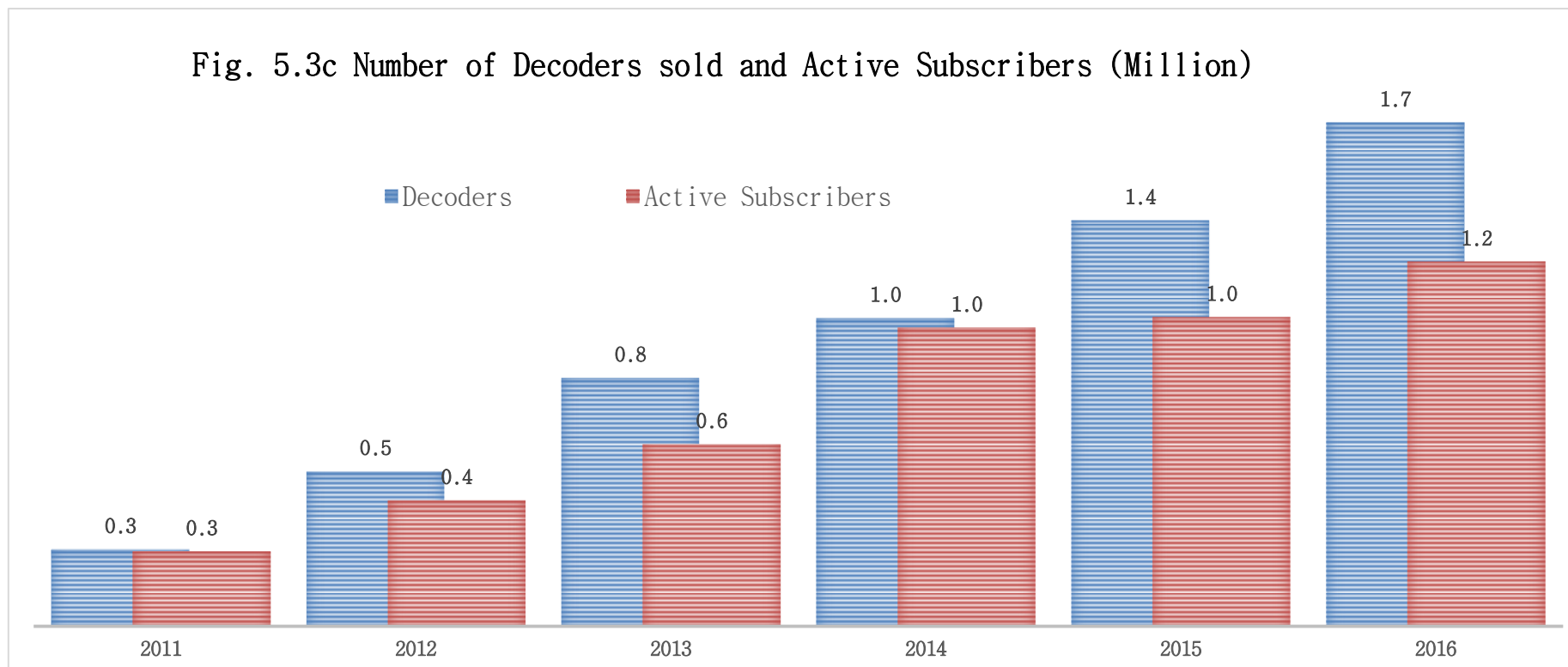
5.3b Number of Decoders sold from 2011 to 2016 (* Estimated figures)

Type	2011	2012	2013	2014	2015*	2016*
DTT	182,790	431,475	676,937	848,961	1,125,718	1,402,484
SATELLITE	71,449	83,412	149,990	177,316	226,826	276,337
CABLE	4,300	4,800	5,500	5,900	6,601	7,302
TOTAL	258,539	519,687	832,427	1,032,177	1,359,146	1,686,122

5.3c Number of Subscribers for Pay TVs Services in Tanzania (* Estimated figures)

Year	2011	2012	2013	2014	2015	2016
DTT	176,941	319,078	449,941	715,339	717,824	837,461
SATELLITE	30,777	47,604	85,734	187,754	192,571	224,667
CABLE	43,847	55,702	74,562	96,823	125,043	158,224
TOTAL	251,565	422,384	610,237	999,916	1,035,438	1,220,352

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



5.4 POSTAL SERVICES

5.4a Postal Service Providers

CATEGORY	2011	2012	2013	2014	2015	2016
Public Postal	1	1	1	1	1	1
International	7	7	8	8	8	8
East Africa	8	8	4	3	4	2
Domestic	5	5	4	4	8	8
Intracity	4	4	4	4	6	9
Intercity	26	26	26	6	9	5
Total	51	51	47	26	36	33

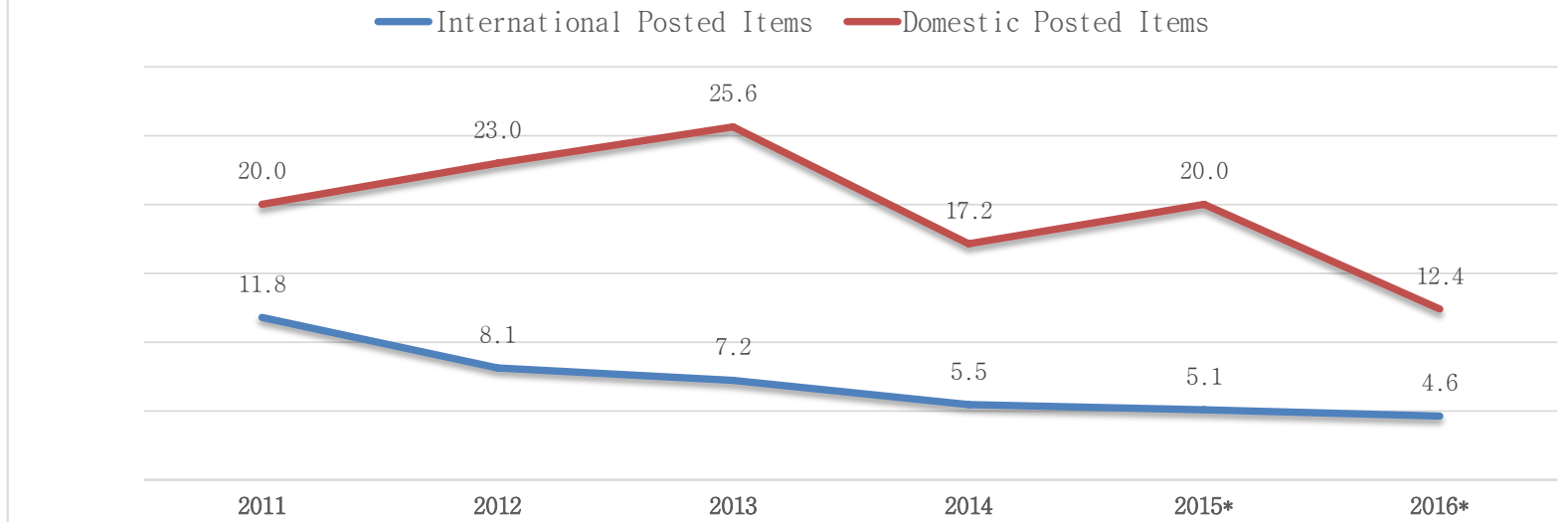
5.4bPostal Services Customers (* Estimated figures)

Year	2011	2012	2013	2014	2015*	2016*
Corporate	1,417	547	718	694	736	853
Individuals	175,645	158,827	190,418	187,603	210,276	235,053
TOTAL	177,062	159,374	191,136	188,297	211,012	235,906

5.4c Domestic and International Posted Items (* Estimated figures)

Item	2011	2012	2013	2014	2015*	2016*
Domestic Items	20,009,229	22,992,828	25,635,016	17,158,175	20,011,325	12,410,588
International Items	11,793,024	8,137,969	7,225,647	5,477,634	5,098,728	4,636,693
TOTAL	31,802,253	31,130,797	32,860,663	22,635,809	25,110,053	17,047,281

Fig 5.4d. Posted Items (Millions)



5.4e Items Posted to and Delivered from International (* Estimated figures)

Year	2011	2012	2013	2014	2015*	2016*
Delivered from Int	35,163,929	26,058,369	7,772,254	7,363,436	7,999,942	8,999,921
Posted to Int	11,793,024	8,137,969	7,225,647	5,477,634	5,098,728	4,636,693
TOTAL	46,956,953	34,196,338	14,997,901	12,841,070	13,098,670	13,636,614

Fig. 5.4f Items posted to and Delivered from International

