

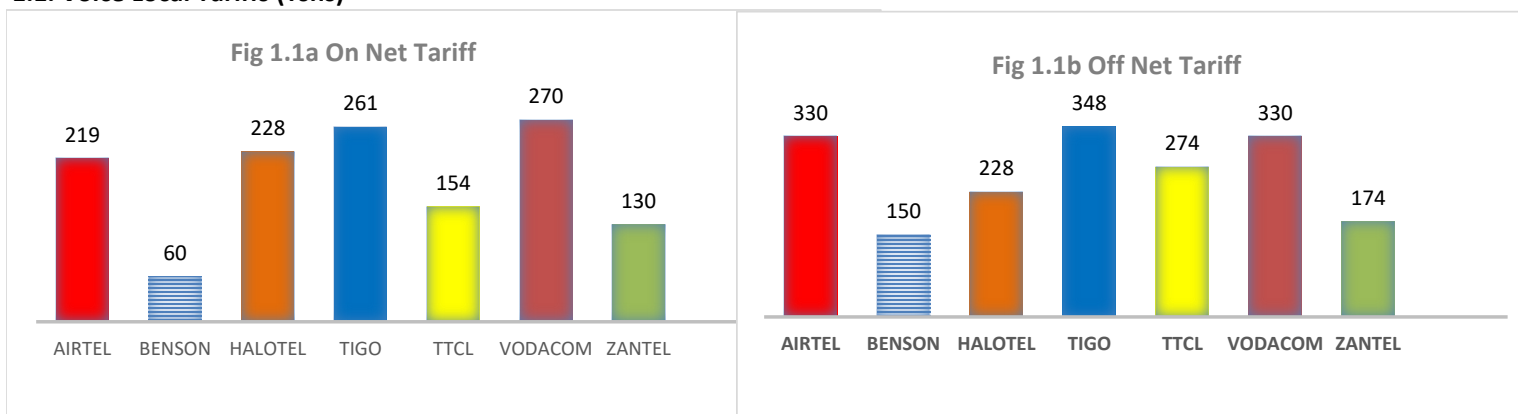
QUARTERLY COMMUNICATIONS STATISTICS

October - December 2018 Operators' Submissions

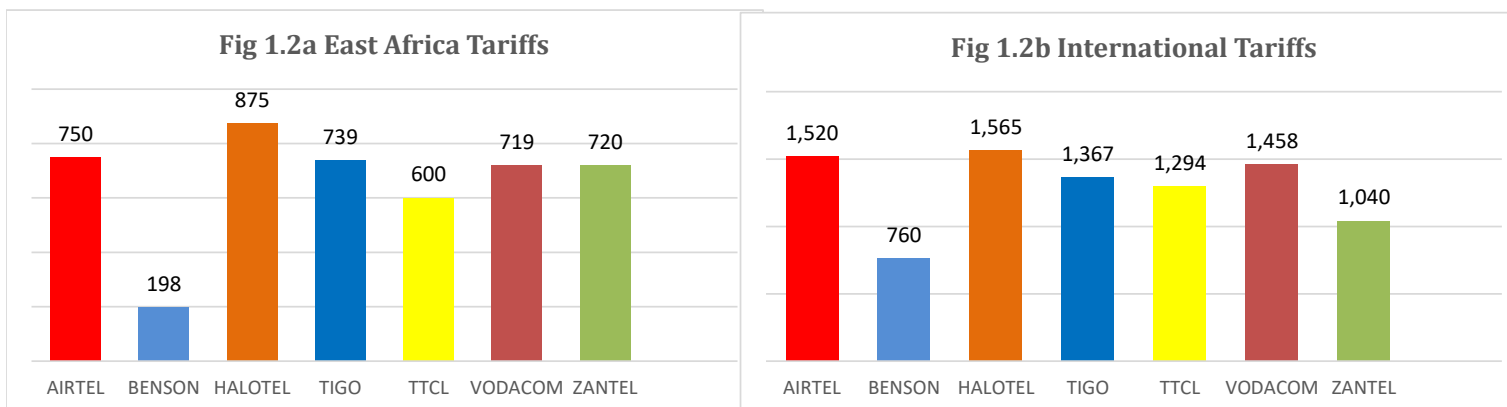
NOTE: The SOURCE of all data contained in this report are from Operators' returns

1. BASIC PREPAID PER MINUTE TARIFF (WITHOUT TAX) AS OF SEPTEMBER 2018

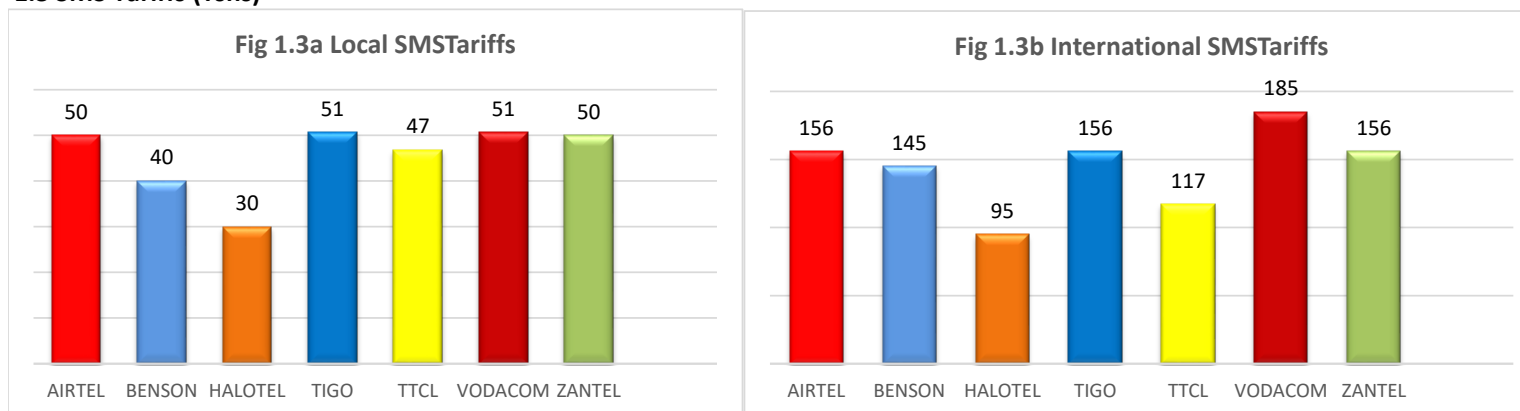
1.1. Voice Local Tariffs (Tshs)



1.2 Voice International Tariffs (Tshs)



1.3 SMS Tariffs (Tshs)



NOTE: For more tariffs details, please consult respective operators

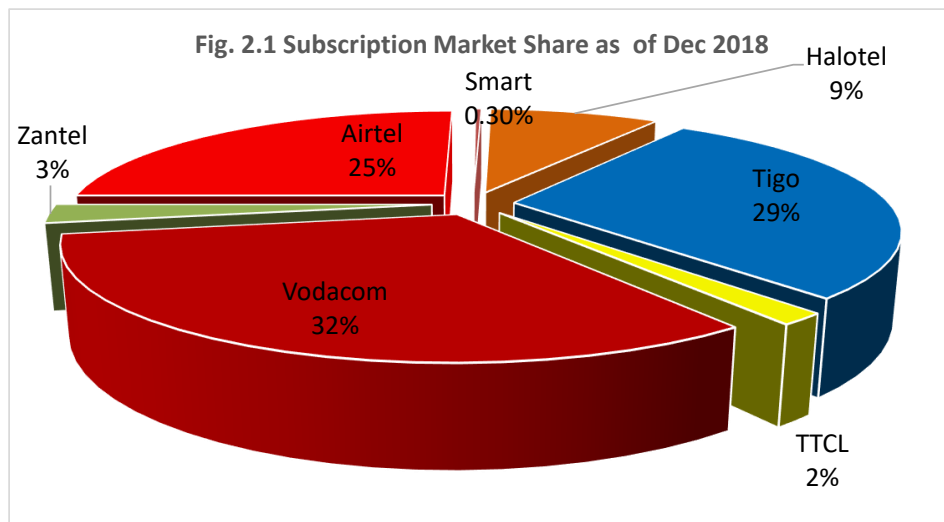
1.4 Weighted Average Tariffs (WAT) for the quarter

Destination	WAT
On Net	248
Off Net	321
EA	732
Other Int.	1,446
Local SMS	50
International SMS	170

2. TELECOM SUBSCRIPTIONS

2.1 Voice Telecom Subscriptions

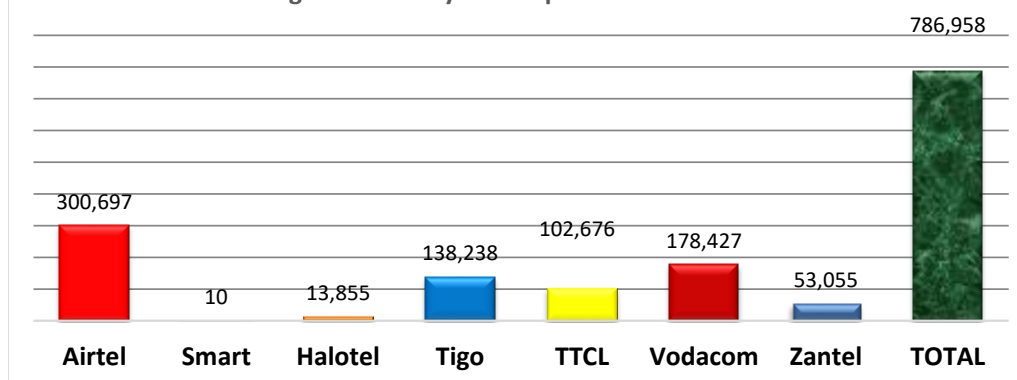
Operator	OCTOBER	NOVEMBER	DECEMBER
Airtel	10,653,924	10,815,563	10,954,621
Smart	132,282	132,291	132,292
Halotel	3,928,382	3,911,131	3,942,237
Tigo	12,445,402	12,553,937	12,583,640
TTCL	608,735	663,677	711,411
Vodacom	13,965,230	14,159,192	14,143,657
Zantel	1,100,586	1,121,379	1,153,641
TOTAL	42,834,541	43,357,170	43,621,499



2.2 Monthly Subscriptions Net Additions

Operator	NOVEMBER	DECEMBER	Operator NET ADDITION
Airtel	161,639	139,058	300,697
Smart	9	1	10
Halotel	-17,251	31,106	13,855
Tigo	108,535	29,703	138,238
TTCL	54,942	47,734	102,676
Vodacom	193,962	-15,535	178,427
Zantel	20,793	32,262	53,055
TOTAL	522,629	264,329	786,958

Fig. 2.2 Monthly Subscriptions Net Addition



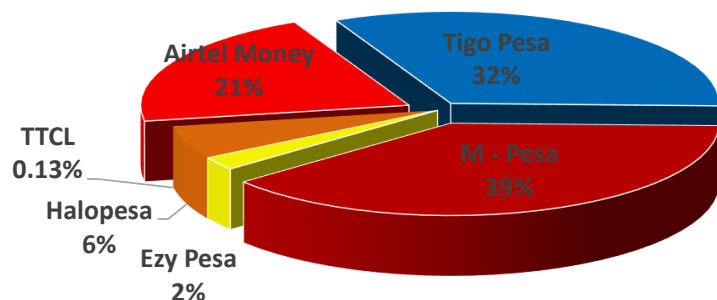
2.3 Subscriptions to Mobile and Fixed Network

NETWORK	OCTOBER	NOVEMBER	DECEMBER
Mobile Network	42,709,755	43,232,360	43,497,261
TTCL	124,769	124,793	124,220
ZANTEL	17	17	18
Fixed Network	124,786	124,810	124,238
TOTAL	42,834,541	43,357,170	43,621,499

2.4 Mobile Money Subscriptions (Mobile Money Accounts)

Operator	OCTOBER	NOVEMBER	DECEMBER
Airtel Money	4,243,577	4,720,503	4,848,545
Tigo Pesa	7,416,770	7,545,235	7,586,240
M - Pesa	9,033,134	9,055,571	9,014,088
Ezy Pesa	331,248	344,501	546,353
Halopesa	935,662	1,268,626	1,342,206
TTCL	33,655	33,781	30,394
TOTAL	21,994,046	22,968,217	23,367,826

Fig. 2.4 Mobile Money Subscriptions Market Share as of Dec 2018



2.5 Registered Subscriptions as of December 2018

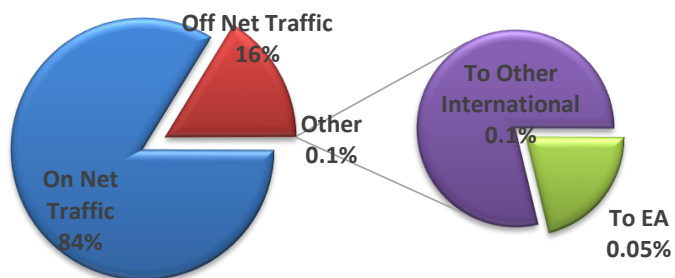
Operator	SUBSCRIPTIONS	REGISTERED	PERCENTAGE
Airtel	10,954,621	10,954,621	100%
Smart	132,292	131,889	100%
Halotel	3,942,237	3,942,237	100%
Tigo	12,583,640	12,583,640	100.0%
TTCL	587,191	587,191	100%
Vodacom	14,143,657	14,142,402	99.99%
Zantel	1,153,623	1,105,353	96%
TOTAL	43,497,261	43,447,333	99.9%

3. TRAFFIC MINUTES

3.1 Total Traffic

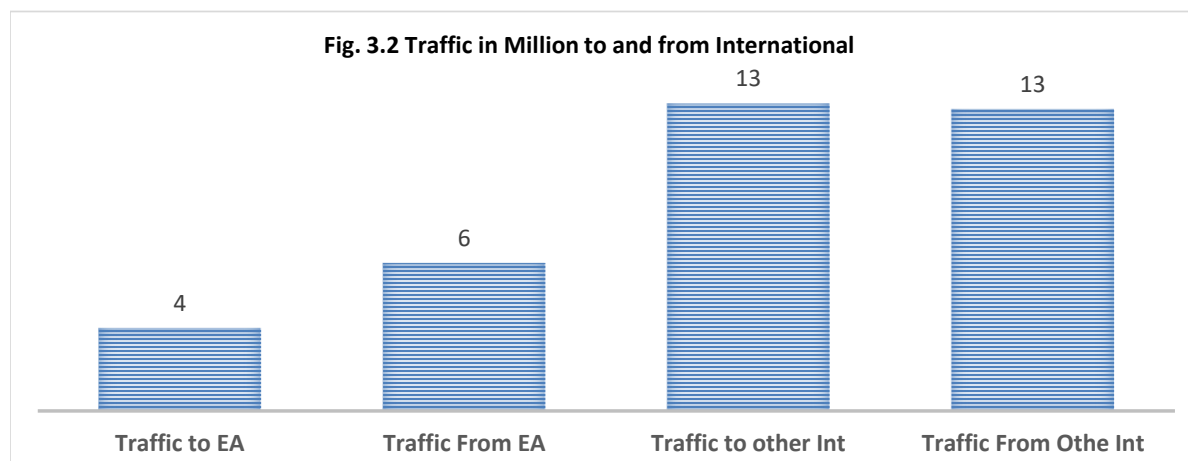
Destination	OCTOBER	NOVEMBER	DECEMBER	TOTAL
On Net Traffic	4,642,411,672	4,414,472,078	4,460,573,294	13,517,457,044
Off Net Traffic	867,314,724	850,835,476	899,183,404	2,617,333,604
To EA	1,215,481	1,186,586	1,150,890	3,552,957
To Other International	4,735,516	4,435,712	4,041,382	13,212,610
TOTAL	5,515,677,393	5,270,929,852	5,364,948,970	16,151,556,215

Fig.3.1 Percentage Share of Traffic per call Destination



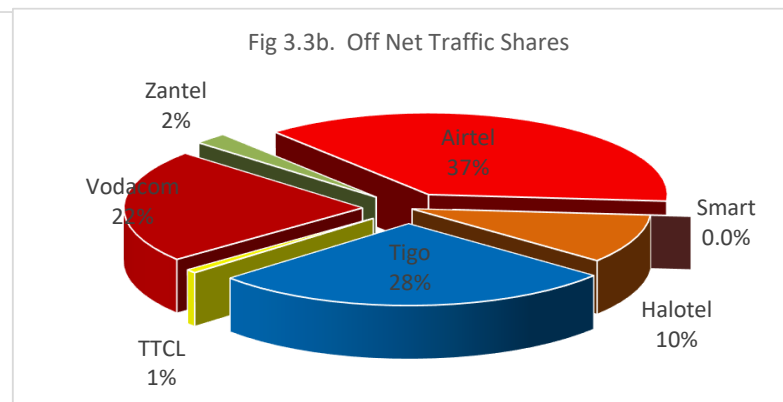
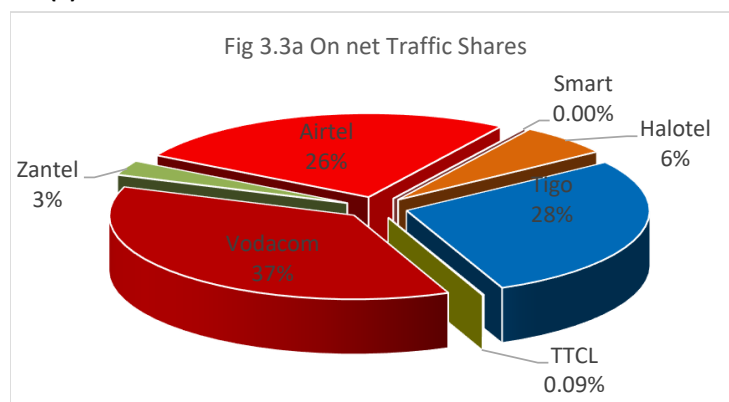
3.2 Traffic to and from International

Destination	OCTOBER	NOVEMBER	DECEMBER	TOTAL
Traffic to EA	1,215,481	1,186,586	1,150,890	3,552,957
Traffic From EA	2,107,417	2,063,276	2,190,576	6,361,269
Traffic to other Int	4,735,516	4,435,712	4,041,382	13,212,610
Traffic From Othe Int	4,529,599	4,260,953	4,180,009	12,970,561
TOTAL	12,588,013	11,946,527	11,562,857	36,097,397



3.3 Percentage Shares of Traffic Per Operators

3.3(a) Local Traffic Shares



3.3(b) International Traffic

Fig 3.3c EA Traffic Shares

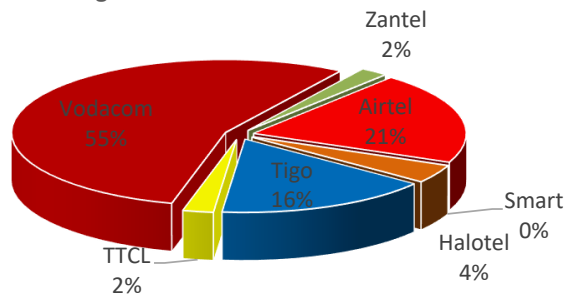
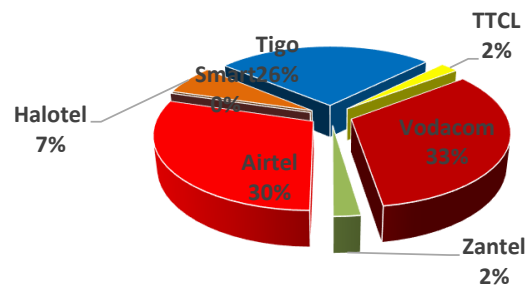


Fig 3.3d. Other Internationals Traffic Shares



3.4 Minutes Used Per Subscriber (MoU)

Destination	OCTOBER	NOVEMBER	DECEMBER	TOTAL
On net	108	102	102	312
Off Net	20	20	21	60
EA	0.0	0.0	0.0	0.1
Other Internationals	0.1	0.1	0.1	0.3
TOTAL	129	122	123	373

Fig.3.4a Monthly Percentage Shares on MoU

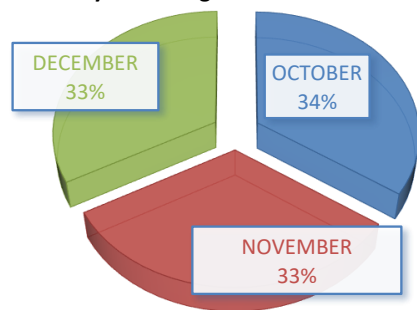
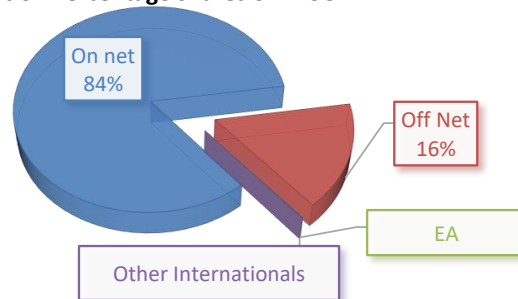


Fig.3.4b Destination Percentage Shares on MoU

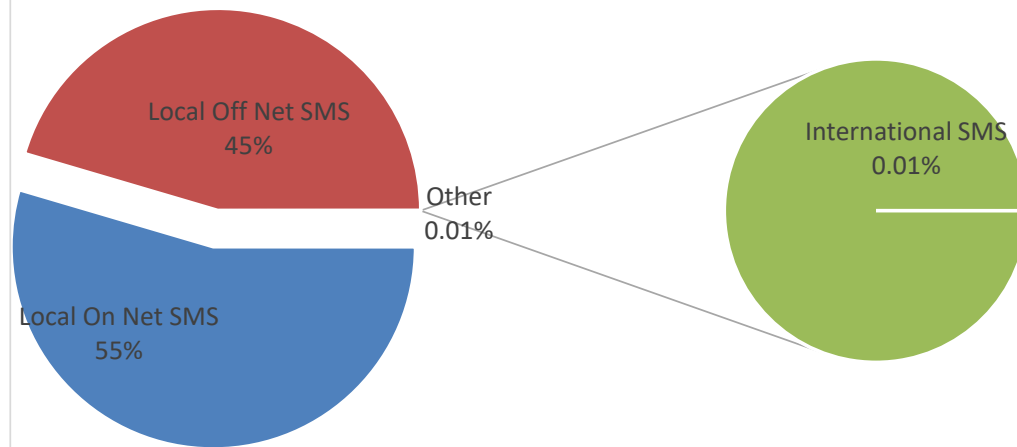


4. SHORT MESSAGES (SMS)

4.1 Local and International SMS

Destination	OCTOBER	NOVEMBER	DECEMBER	TOTAL
Local On Net SMS	4,378,301,502	4,457,972,629	5,177,406,609	14,013,680,740
Local Off Net SMS	3,570,745,849	3,735,870,807	4,367,322,080	11,673,938,736
International SMS	817,740	852,680.0	946,376.0	2,616,796
TOTAL	7,949,865,091	8,194,696,116	9,545,675,065	25,690,236,272

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

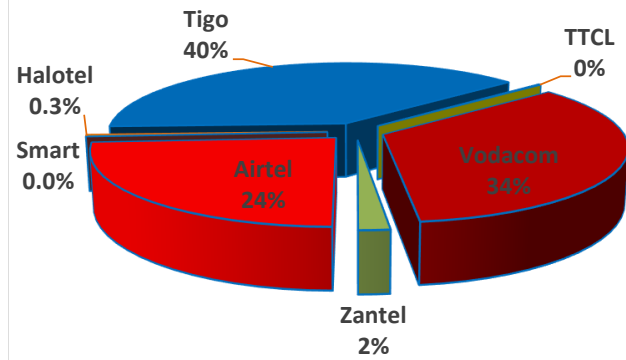
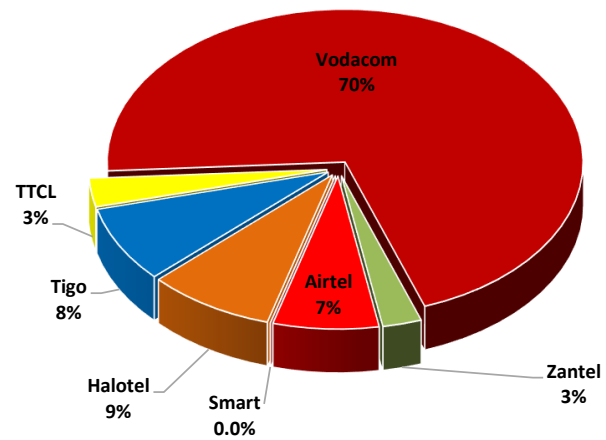


Fig 4.2b Percentage Shares of International SMS



5. SUMMARY OF COMMUNICATIONS STATISTICS

5.1 TELECOM SERVICES

5.1a Subscriptions and Teledensity

Year	2013	2014	2015	2016	2017	2018
Fixed	164,999	142,950	142,819	129,597	127,094	124,238
Mobile	27,442,823	34,108,851	39,665,600	40,044,186	39,953,860	43,497,261
Total	27,607,822	34,251,801	39,808,419	40,173,783	40,080,954	43,621,499
Penetration	61%	71%	79%	80%	78%	81%

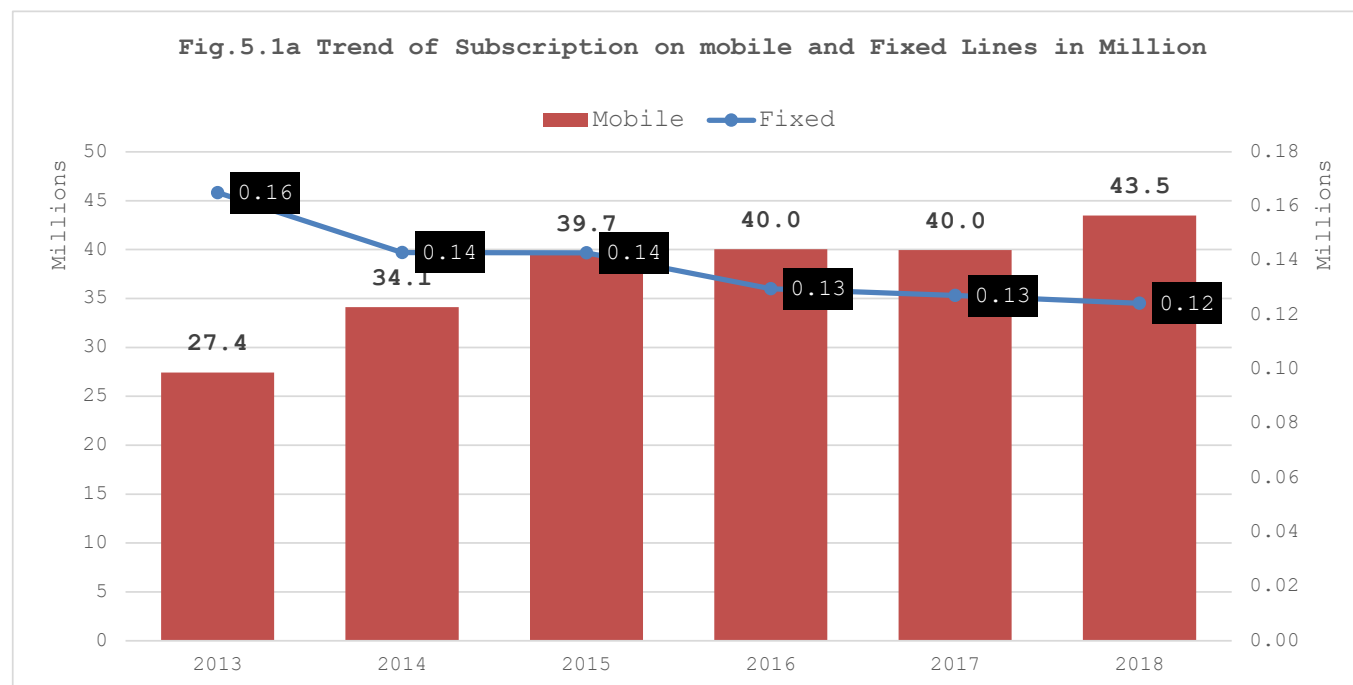
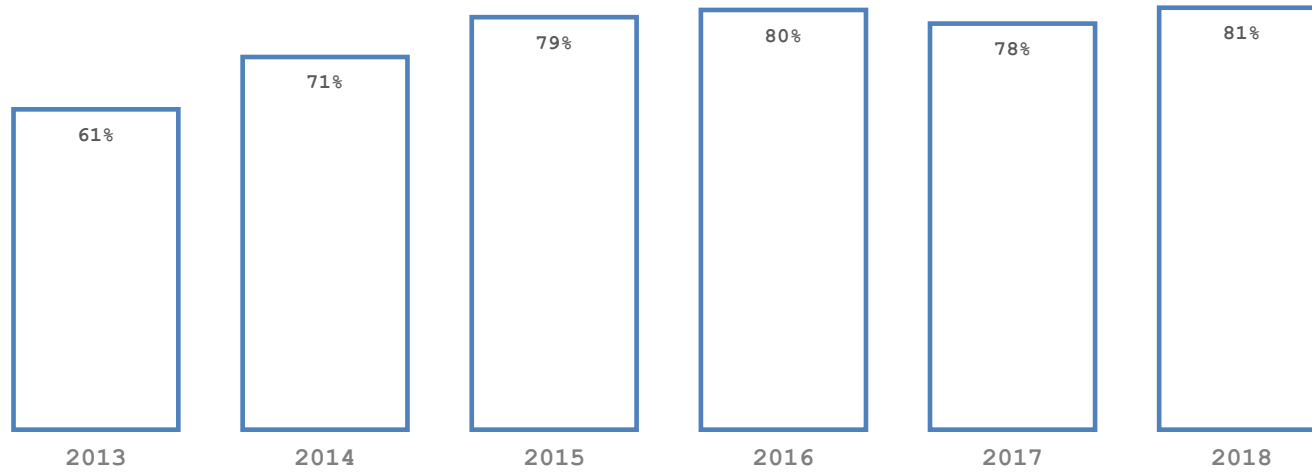


Fig.5.1b Voice Telecom Penetration



5.1b Traffic (in minutes)

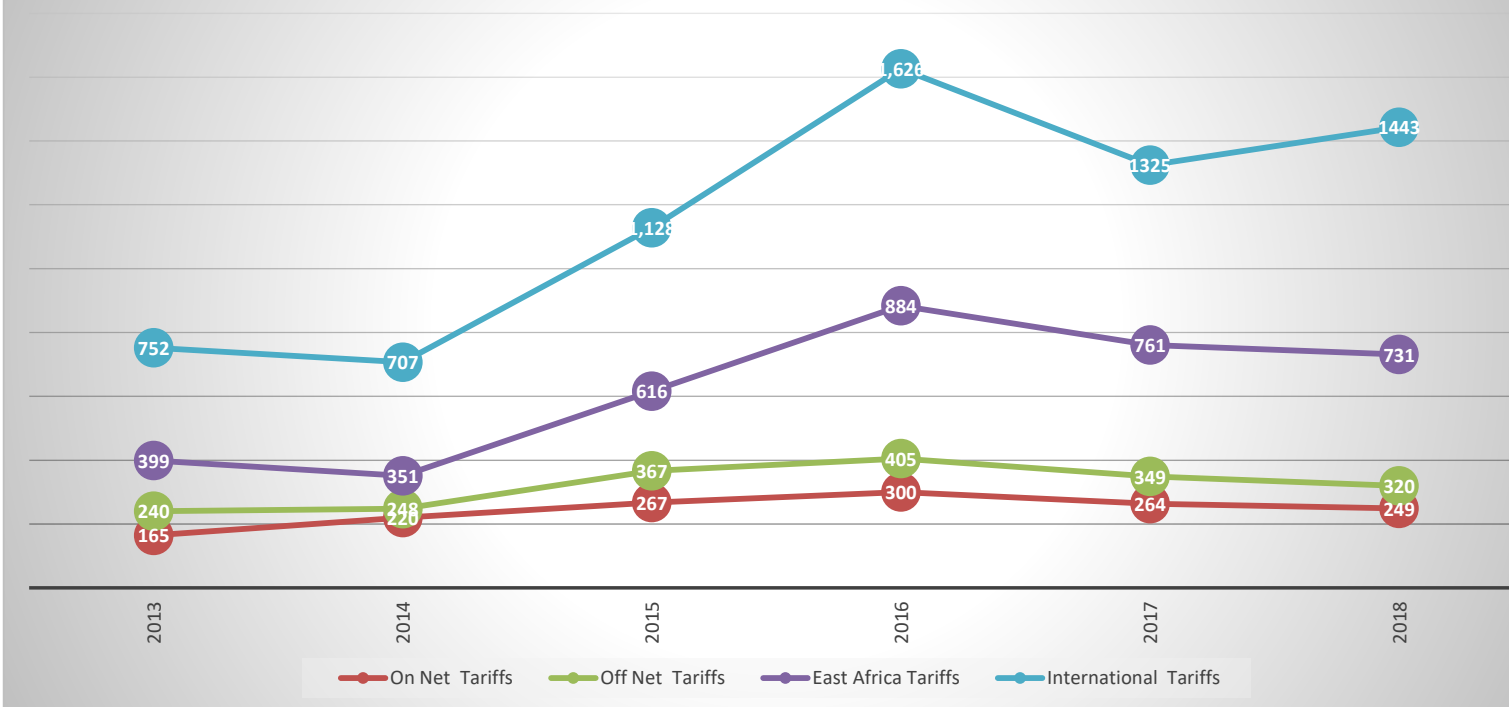
Years	2013	2014	2015	2016	2017	2018
National Traffic (On & Off Net)	34,934,613,363	41,689,212,148	43,461,094,130	51,023,633,898	56,053,981,867	62,226,915,881
Traffic to International	198,116,642	234,080,182	219,401,125	145,972,186	99,413,092	74,883,523
Traffic from International	229,961,296	258,420,938	221,145,509	171,320,372	104,148,723	81,094,882

Traffic to East Africa	42,535,489	53,329,431	44,821,161	35,811,296	21,952,159	15,777,208
Traffic from East Africa	56,624,940	54,174,595	54,078,219	79,875,098	43,845,601	26,161,712
Traffic to Other International	155,581,153	180,750,751	174,579,964	110,160,890	77,460,933	59,106,315
Traffic from Other International	173,336,356	204,246,343	167,067,290	91,445,274	60,303,122	54,933,170

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

Years	2013	2014	2015	2016	2017	2018
On Net Tariffs	165	220	267	300	264	249
Off Net Tariffs	240	248	367	405	349	320
East Africa Tariffs	399	351	616	884	761	731
International Tariffs	752	707	1,128	1,626	1325	1443

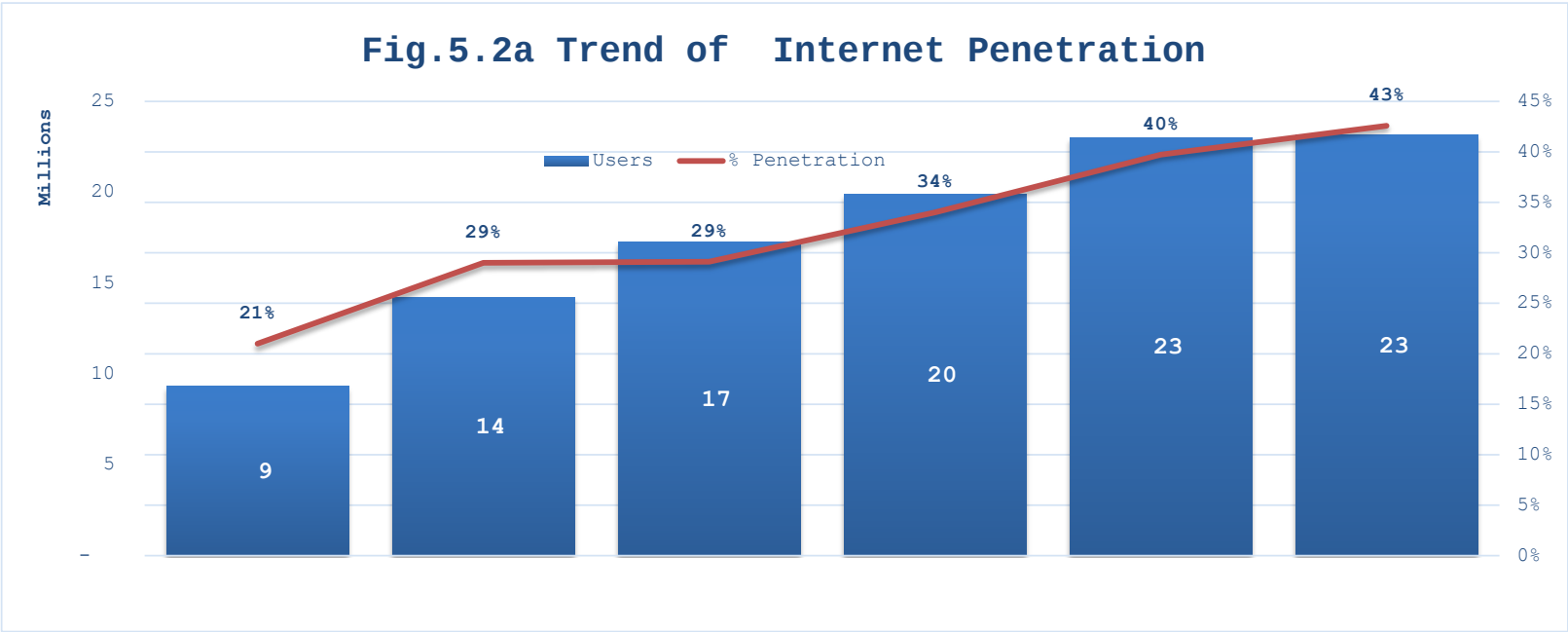
Fig5.1c: Weighted Average Pre-paid Tariff for Voice Telecom



5.2 INTERNET SERVICES

5.2a Estimated number of users by technology type

Type of Service	2013	2014	2015	2016	2017	2018
Fixed Wireless	1,056,940	1,913,082	662,882	1,218,693	3,468,188	697,216
Mobile Wireles	7,493,823	11,320,031	16,280,943	18,014,358	19,006,223	22,281,727
Fixed Wired	761,508	984,198	319,698	629,474	520,698	164,017
Total	9,312,272	14,217,311	17,263,523	19,862,525	22,995,109	23,142,960
Penetration	21%	29%	34%	40%	45%	43%

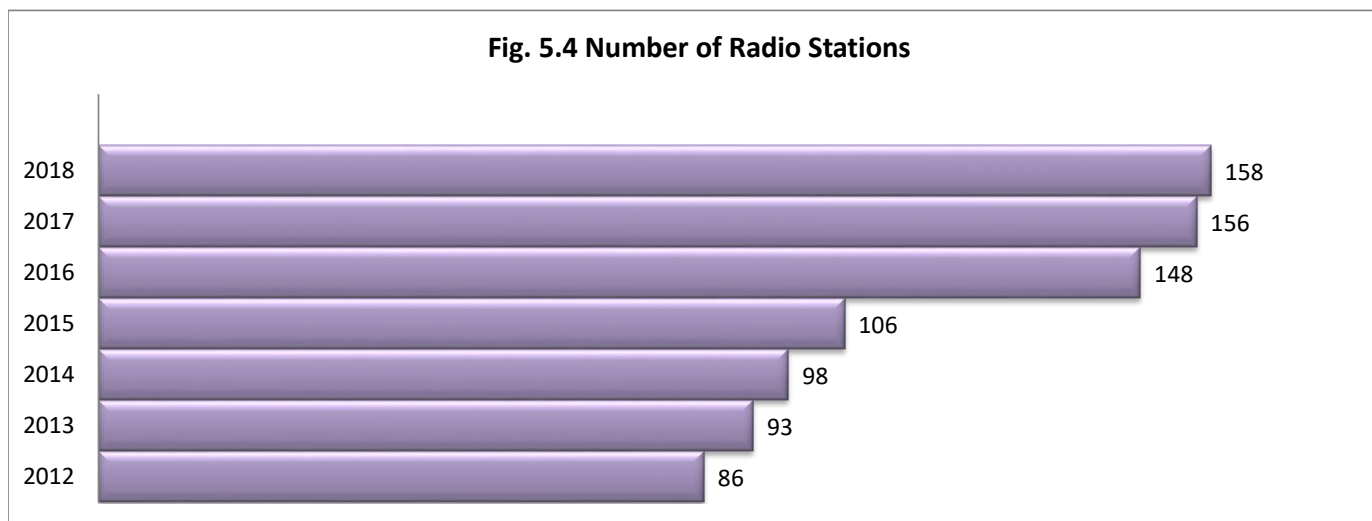


5.3 BROADCASTING SERVICES

5.3a Number of TV Stations

Type	2013	2014	2015	2016	2017	2018
Free To Air	23	25	25	25	27	30
Satellite TV	3	3	3	3	3	3
Pay DTT	3	3	3	3	3	3
Cable TV	15	15	15	15	15	15
Total	44	46	46	46	48	51

5.3b Number of Radio Stations



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

Year	2013	2014	2015	2016	2017	2018
DTT	449,941	715,339	717,824	837,461	1,508,229	1,626,023
SATELLITE	85,734	187,754	192,571	224,667	570,124	985,594
CABLE	74,562	96,823	125,043	158,224	158,224	158,224
TOTAL	610,237	999,916	1,035,438	1,220,352	2,236,577	2,769,841

5.4 POSTAL SERVICES

5.4a Postal Service Providers

CATEGORY	2013	2014	2015	2016	2017	2018
Public Postal	1	1	1	1	1	1
International	8	8	8	8	7	6
East Africa	4	3	4	2	1	2
Domestic	4	4	8	8	14	15
Intracity	4	4	6	9	5	4
Intercity	26	6	9	5	7	1
Total	47	26	36	33	35	28

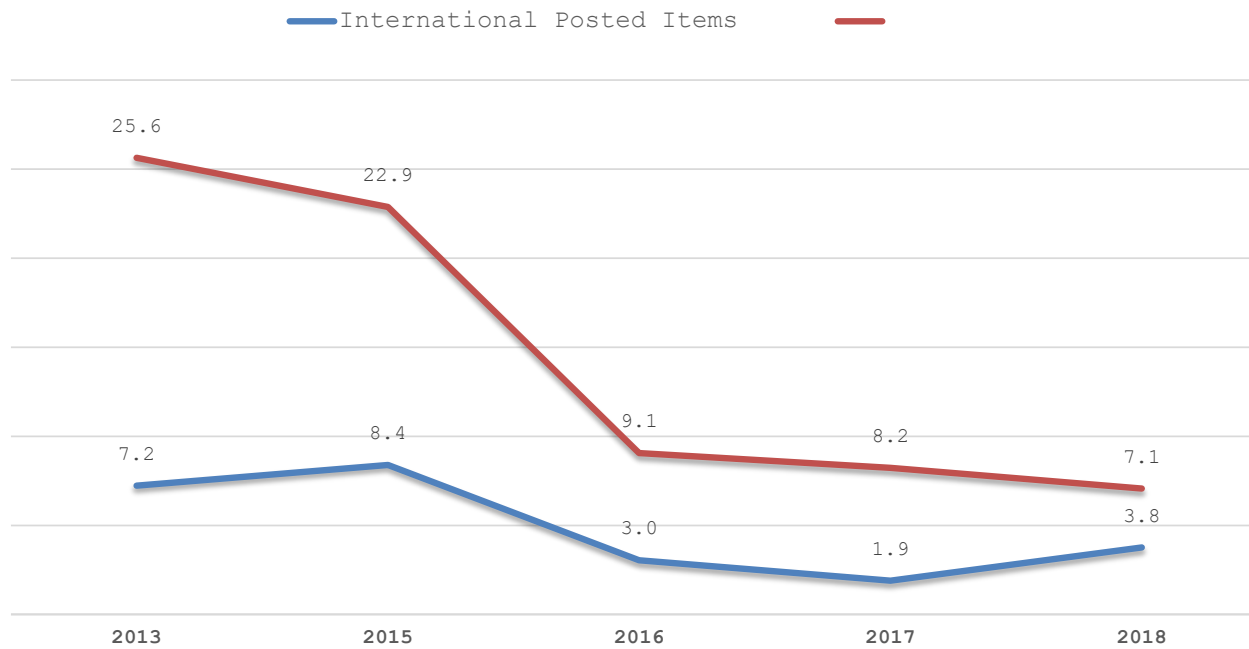
5.4b Postal Services Customers

Year	2013	2014	2015	2016	2017	2018
Corporate	718	694	158,487	16,423	80,307	51,321
Individuals	190,418	187,603	364,458	364,953	364,853	302,421
TOTAL	191,136	188,297	522,945	381,376	445,160	353,742

5.4c Domestic and International Posted Items

Item	2013	2014	2015	2016	2017	2018
Domestic Items	25,635,016	17,158,175	22,870,106	9,058,968	8,228,501	7,065,527
International Items	7,225,647	5,477,634	8,389,065	3,039,816	1,892,887	3,753,746
TOTAL	32,860,663	22,635,809	31,259,171	12,098,784	10,121,388	10,819,272

Fig 5.4d. Posted Items (Millions)



5.4e Items Posted to and Delivered from International

Year	2013	2014	2015	2016	2017	2018
Delivered from	7,772,254	7,363,436	9,014,973	4,240,327	2,339,149	7,999,942
Posted to Int	7,225,647	5,477,634	11,259,171	12,098,784	10,121,388	5,098,728
TOTAL	14,997,901	12,841,070	20,274,144	16,339,111	12,460,537	13,098,670

Fig. 5.4f Items posted to and Delivered from International

