

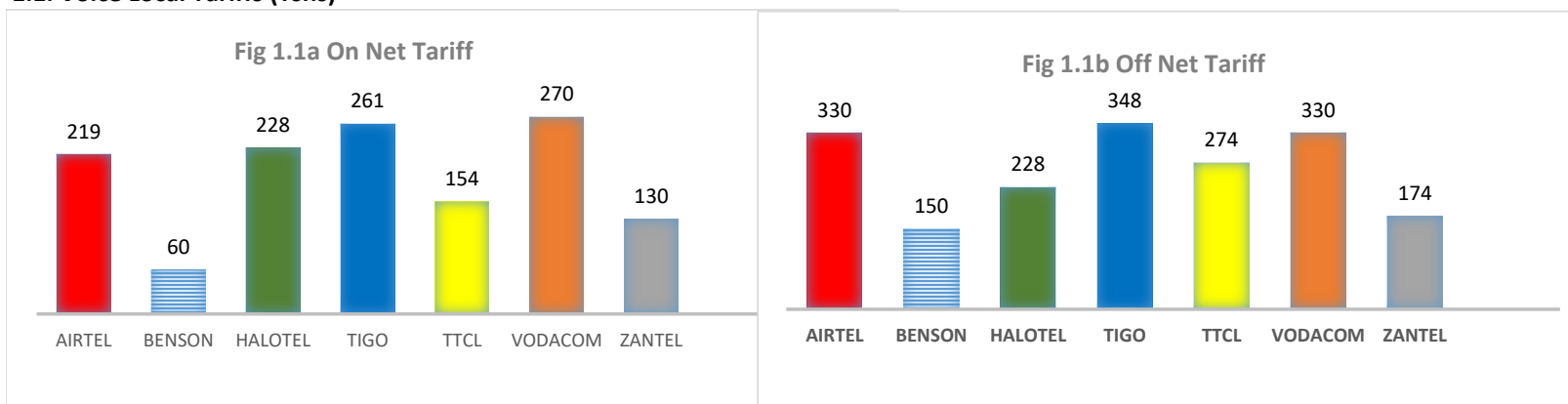
QUARTERLY COMMUNICATIONS STATISTICS

July - September 2018 Operators' Submissions

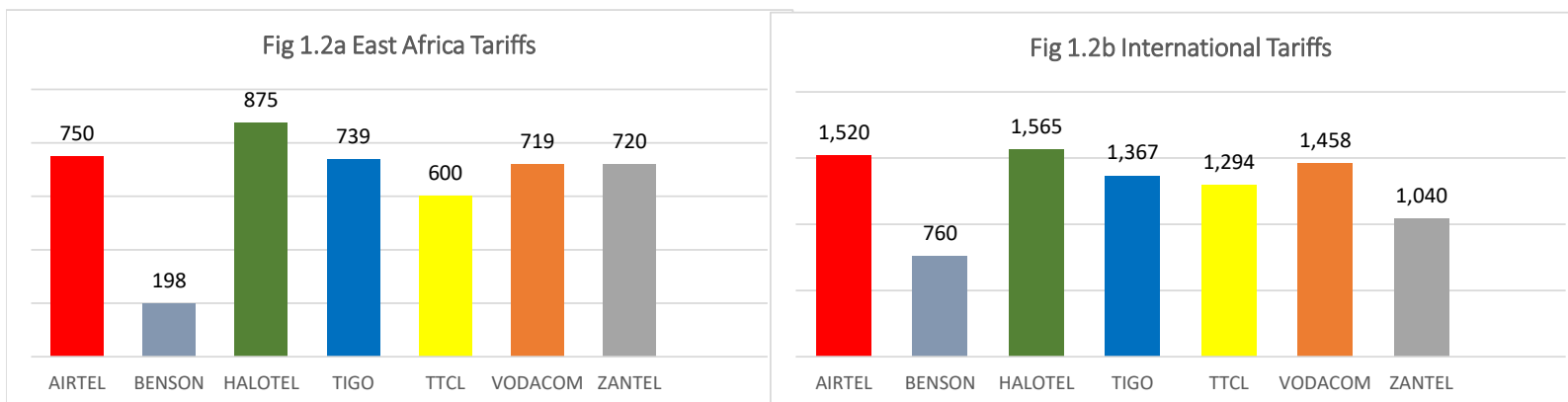
NOTE: The SOURCE of all data contained in this report are from Operators' returns

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

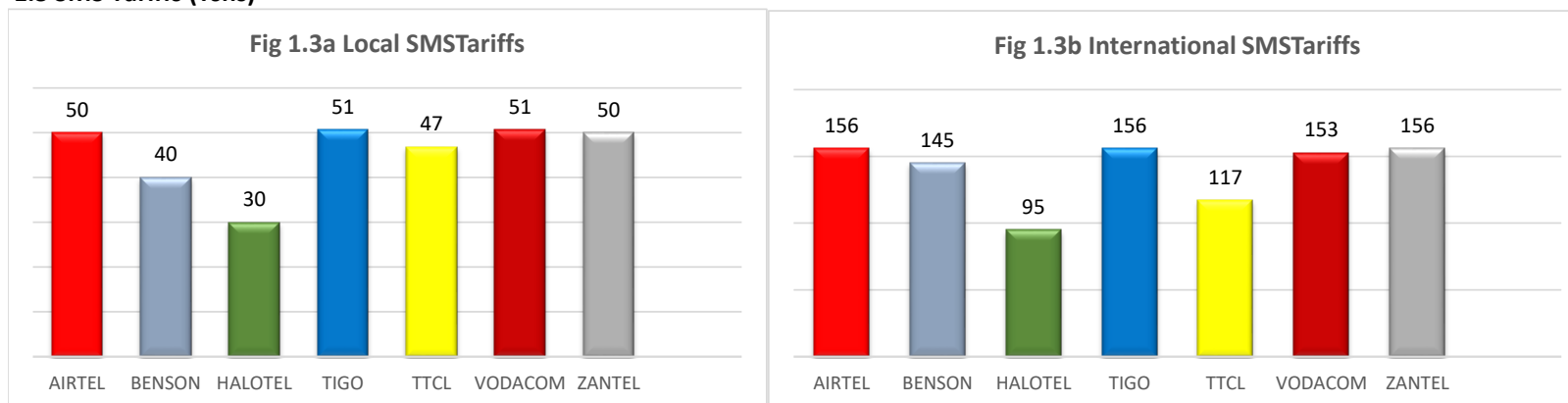
1.1. Voice Local Tariffs (Tshs)



1.2 Voice International Tariffs (Tshs)



1.3 SMS Tariffs (Tshs)



NOTE: For more tariffs details, please consult respective operators

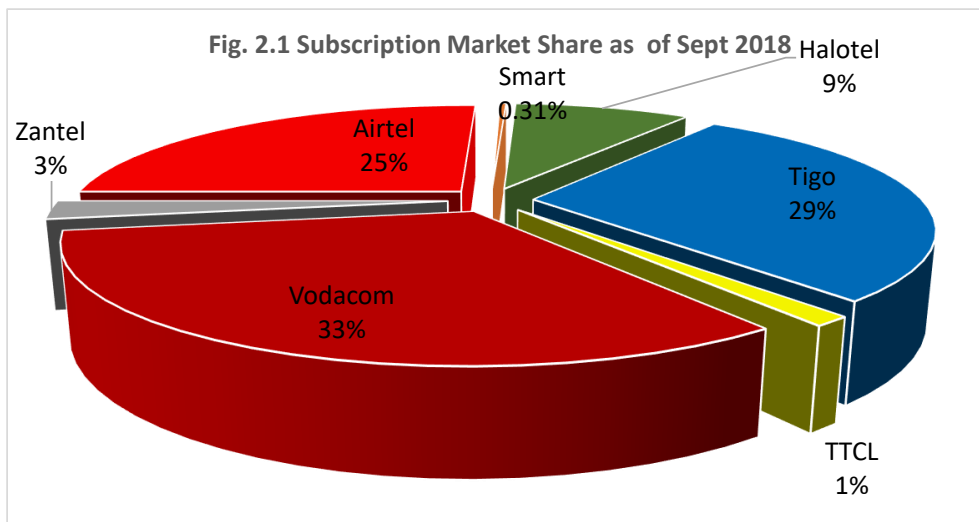
1.4 Weighted Average Tariffs (WAT) for the quarter

Destination	WAT
On Net	248
Off Net	314
EA	731
Other Int.	1,448
Local SMS	50
International SMS	149

2. TELECOM SUBSCRIPTIONS

2.1 Voice Telecom Subscriptions

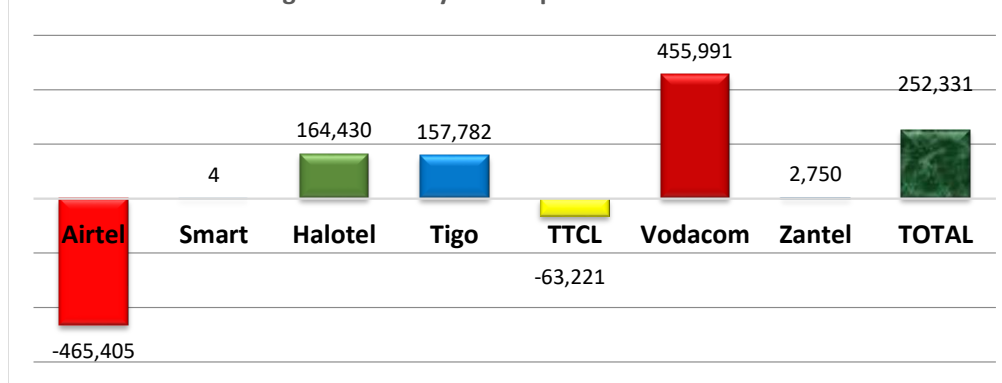
Operator	JULY	AUGUST	SEPTEMBER
Airtel	11,390,655	10,743,969	10,925,250
Smart	132,278	132,282	132,282
Halotel	3,735,421	3,803,519	3,899,851
Tigo	12,223,004	12,326,333	12,380,786
TTCL	613,947	662,660	550,726
Vodacom	13,537,090	13,762,462	13,993,081
Zantel	1,076,723	1,069,957	1,079,473
TOTAL	42,709,118	42,501,182	42,961,449



2.2 Monthly Subscriptions Net Additions

Operator	AUGUST	SEPTEMBER	Operator NET ADDITION
Airtel	-646,686	181,281	-465,405
Smart	4	0	4
Halotel	68,098	96,332	164,430
Tigo	103,329	54,453	157,782
TTCL	48,713	-111,934	-63,221
Vodacom	225,372	230,619	455,991
Zantel	-6,766	9,516	2,750
TOTAL	-207,936	460,267	252,331

Fig. 2.2 Monthly Subscriptions Net Addition



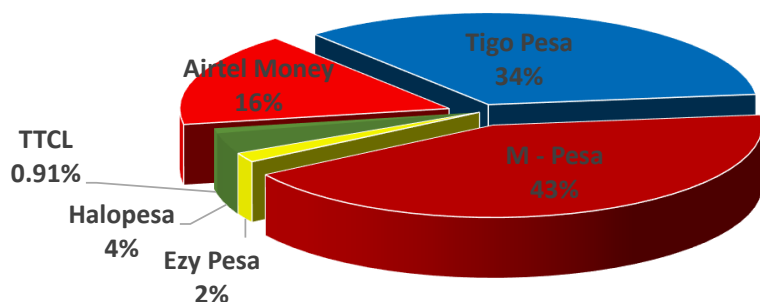
2.3 Subscriptions to Mobile and Fixed Network

NETWORK	JULY	AUGUST	SEPTEMBER
Mobile Network	42,584,025	42,394,157	42,836,666
TTCL	125,067	107,001	124,766
ZANTEL	26	24	17
Fixed Network	125,093	107,025	124,783
TOTAL	42,709,118	42,501,182	42,961,449

2.4 Mobile Money Subscriptions (Mobile Money Accounts)

Operator	JULY	AUGUST	SEPTEMBER
Airtel Money	3,195,118	3,375,975	3,472,652
Tigo Pesa	6,953,742	6,954,264	7,182,280
M - Pesa	8,771,366	8,894,133	8,935,552
Ezy Pesa	341,186	315,940	346,711
Halopesa	975,547	702,934	768,055
TTCL	124,304	161,068	190,322
TOTAL	20,361,263	20,404,314	20,895,572

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



2.5 Registered Subscriptions as of September 2018

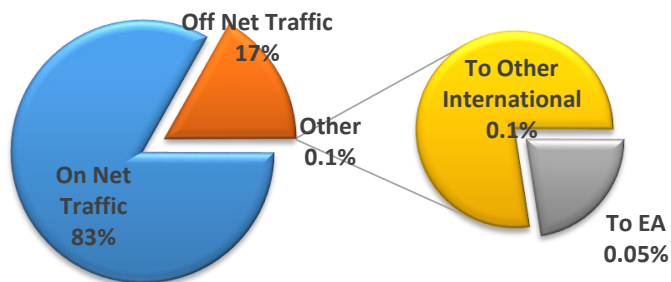
Operator	SUBSCRIPTIONS	REGISTERED	PERCENTAGE
Airtel	10,925,250	10,925,250	100%
Smart	132,282	132,282	100%
Halotel	3,899,851	3,899,851	100%
Tigo	12,380,786	12,366,618	99.9%
TTCL	425,960	425,960	100%
Vodacom	13,993,081	13,992,148	99.99%
Zantel	1,079,456	1,064,114	99%
TOTAL	42,836,666	42,806,223	99.9%

3. TRAFFIC MINUTES

3.1 Total Traffic

Destination	JULY	AUGUST	SEPTEMBER	TOTAL
On Net Traffic	4,733,433,746	4,679,511,844	4,568,653,790	13,981,599,380
Off Net Traffic	884,377,604	908,712,876	1,021,610,290	2,814,700,770
To EA	1,468,310	1,396,145	1,223,688	4,088,143
To Other International	4,671,847	4,819,639	4,601,356	14,092,842
TOTAL	5,623,951,507	5,594,440,504	5,596,089,124	16,814,481,135

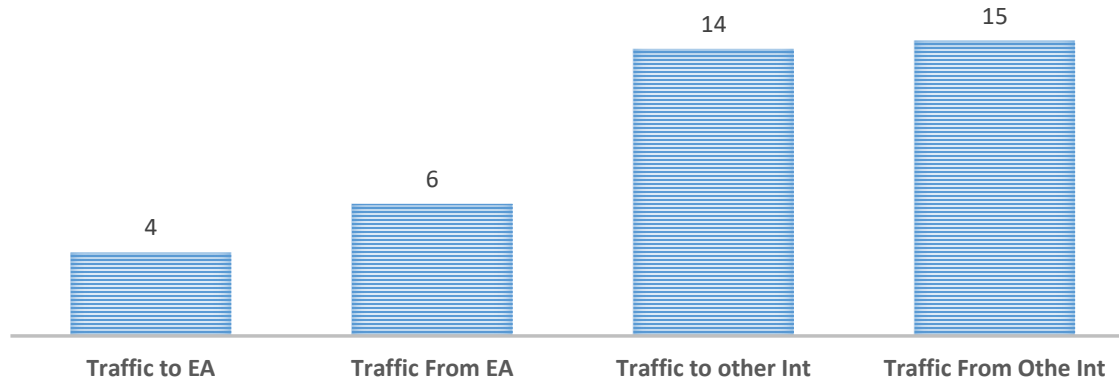
Fig.3.1 Percentage Share of Traffic per call Destination



3.2 Traffic to and from International

Destination	JULY	AUGUST	SEPTEMBER	TOTAL
Traffic to EA	1,468,310	1,396,145	1,223,688	4,088,143
Traffic From EA	2,220,614	2,209,553	2,050,523	6,480,690
Traffic to other Int	4,671,847	4,819,639	4,601,356	14,092,842
Traffic From Othe Int	4,749,273	5,026,403	4,729,699	14,505,375
TOTAL	13,110,044	13,451,740	12,605,266	39,167,050

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

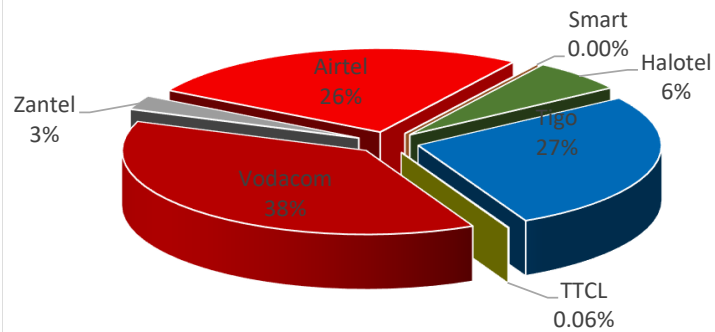
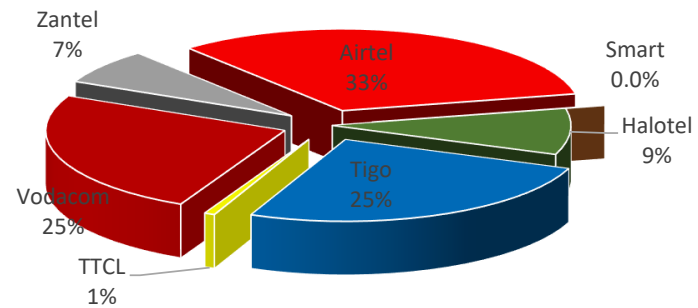


Fig 3.3b. Off Net Traffic Shares



3.3(b) International Traffic

Fig 3.3c EA Traffic Shares

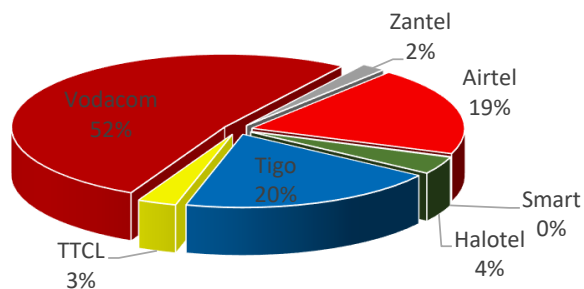
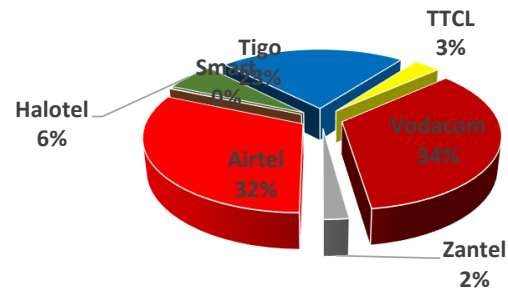


Fig 3.3d. Other Internationals Traffic Shares



3.4 Minutes Used Per Subscriber (MoU)

Destination	JULY	AUGUST	SEPTEMBER	TOTAL
On net	111	110	106	327
Off Net	21	21	24	66
EA	0.0	0.0	0.0	0.1
Other Internationals	0.1	0.1	0.1	0.3
TOTAL	132	132	130	394

Fig.3.4a Monthly Percentage Shares on MoU

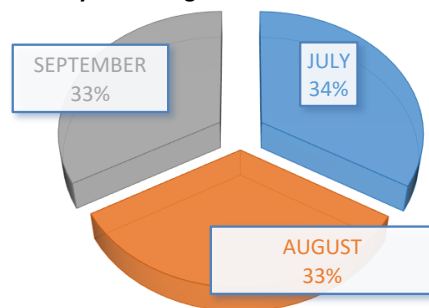
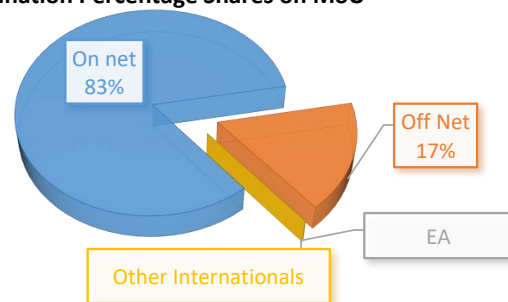


Fig.3.4b Destination Percentage Shares on MoU

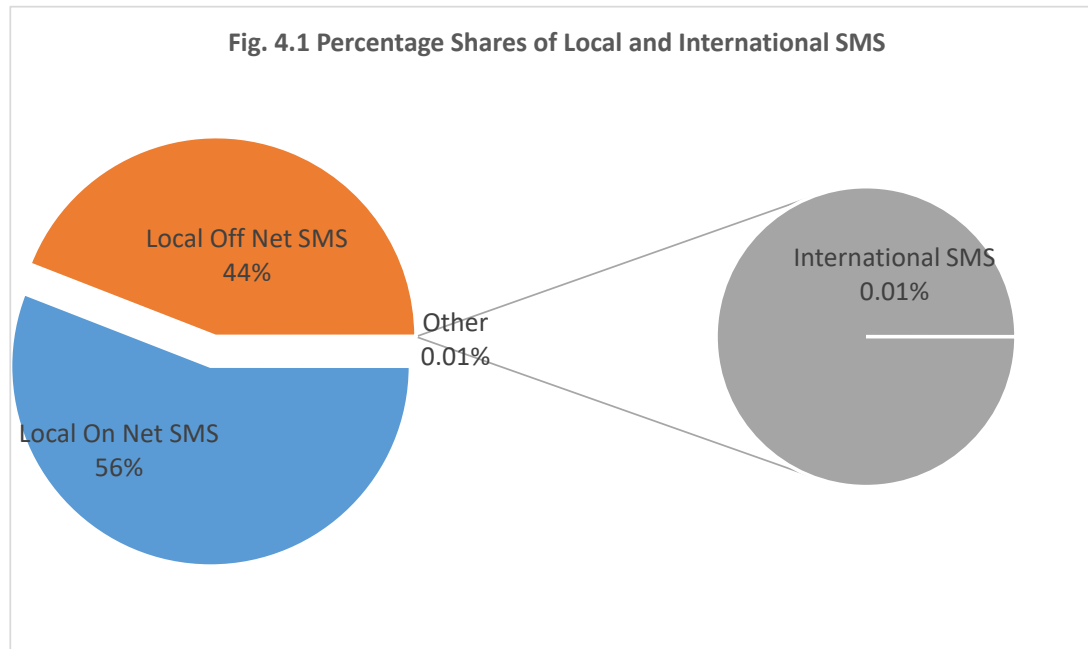


4. SHORT MESSAGES (SMS)

4.1 Local and International SMS

Destination	JULY	AUGUST	SEPTEMBER	TOTAL
Local On Net SMS	4,256,351,723	4,270,880,824	4,370,345,938	12,897,578,485
Local Off Net SMS	3,304,659,861	3,329,824,635	3,534,259,749	10,168,744,245
International SMS	1,006,060	971,231.0	963,466.0	2,940,757
TOTAL	7,562,017,644	7,601,676,690	7,905,569,153	23,069,263,487

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

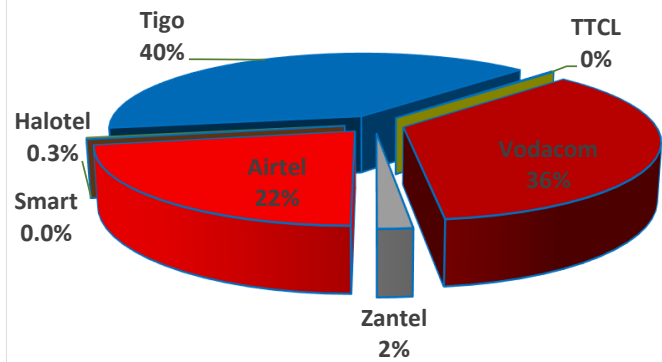
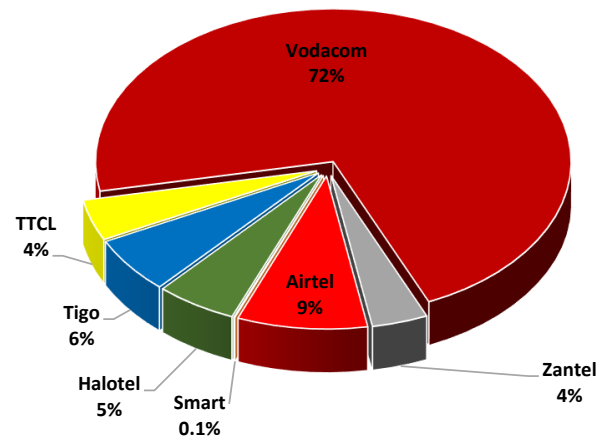


Fig 4.2b Percentage Shares of International SMS



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%

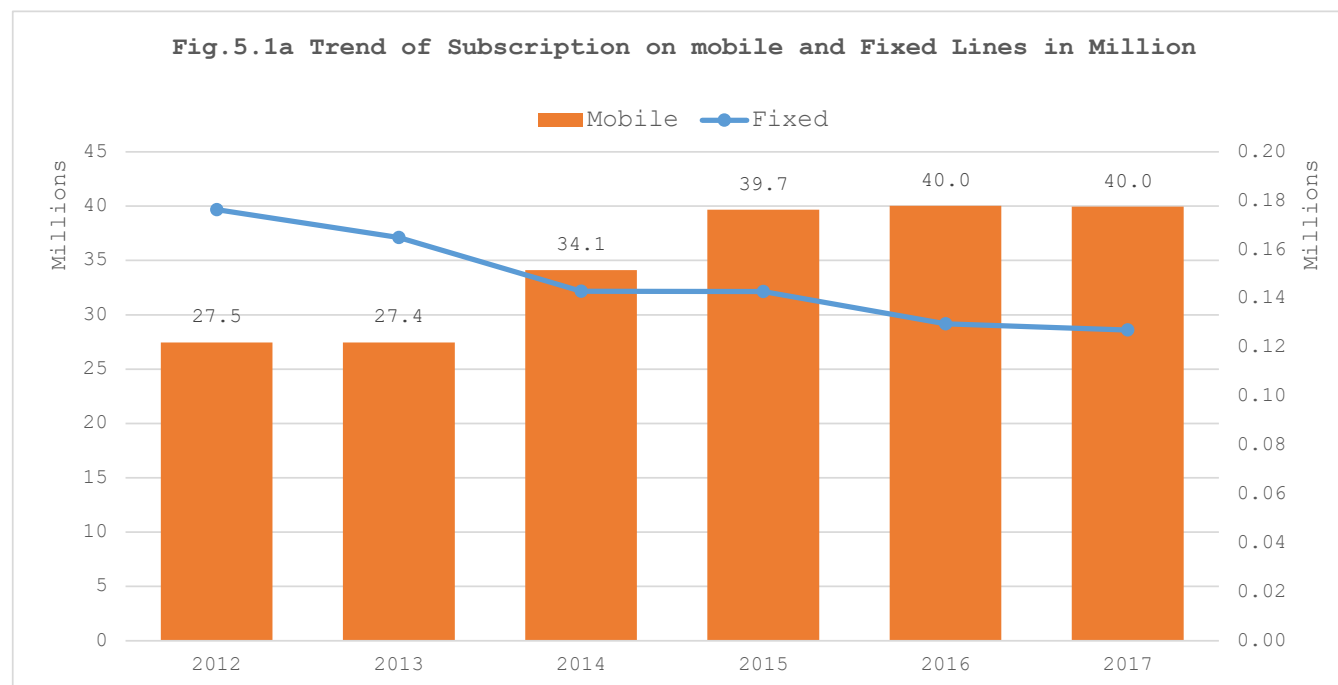
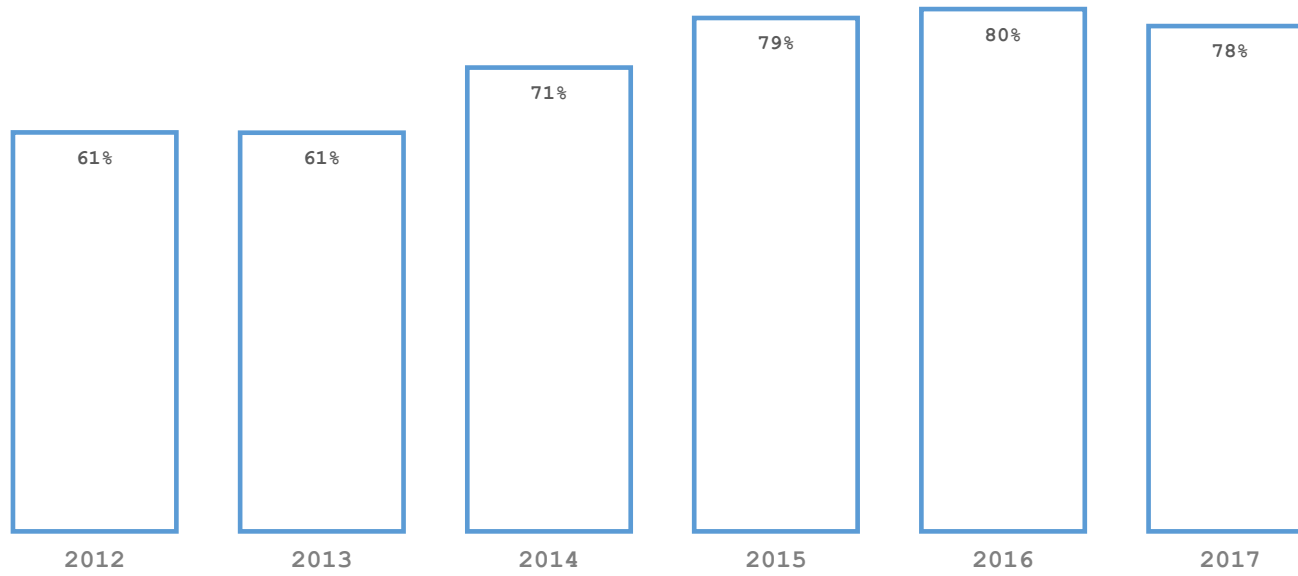


Fig.5.1b Voice Telecom Penetration



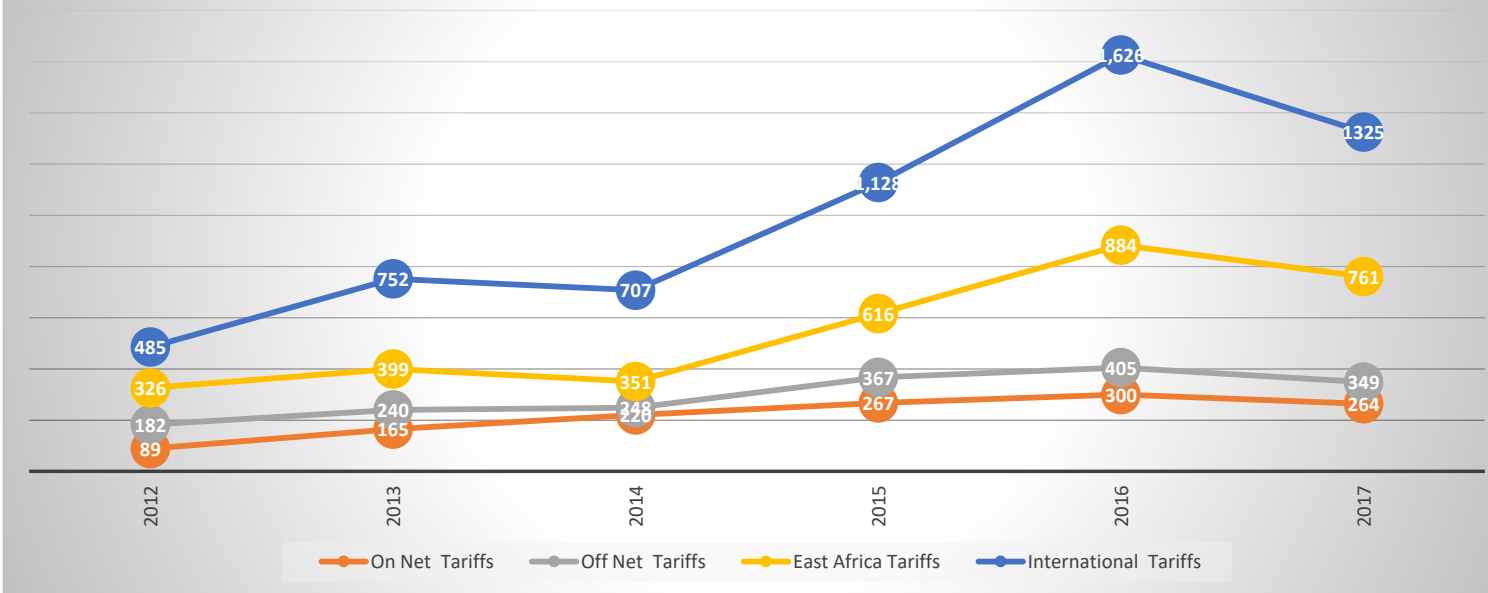
5.1b Traffic (in minutes)

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

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

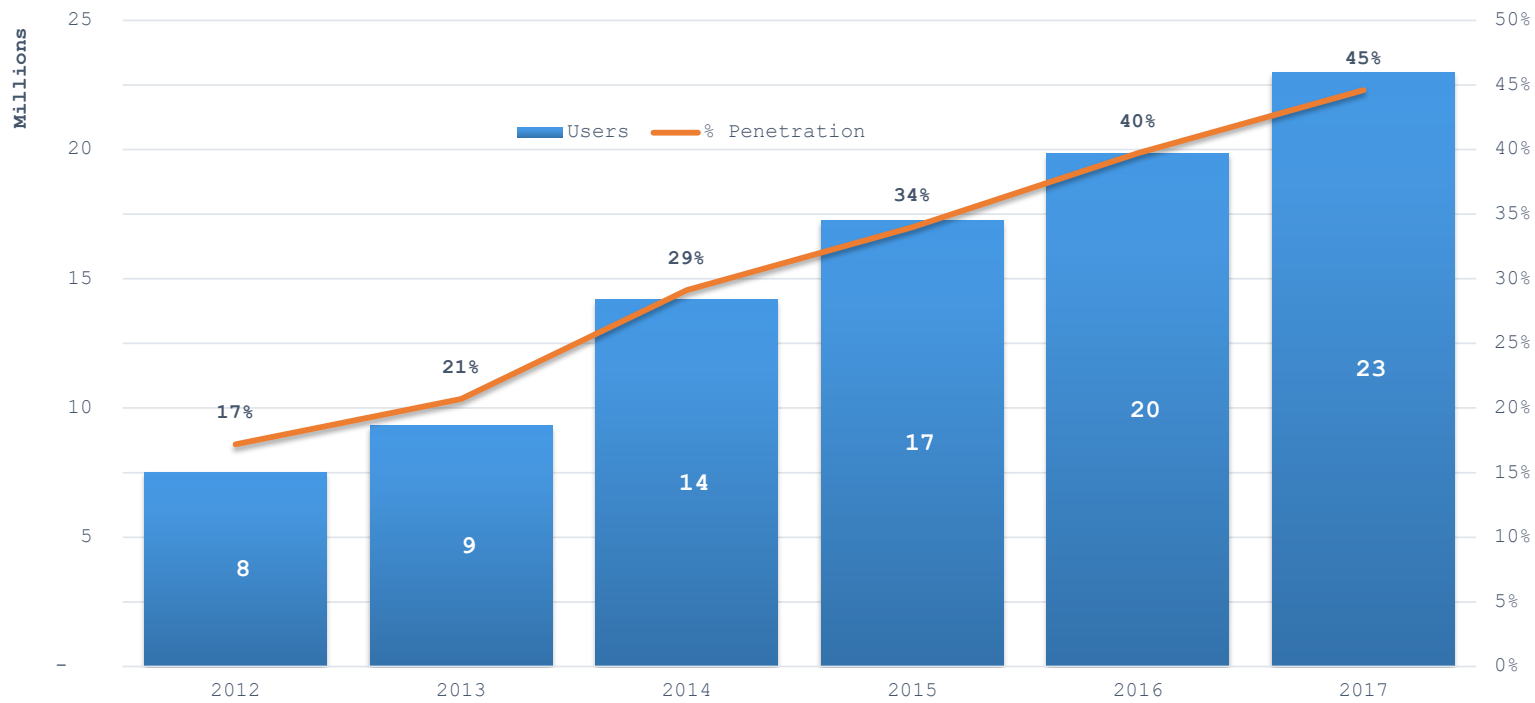


5.2 INTERNET SERVICES

5.2a Estimated number of users by technology type

Type of Service	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

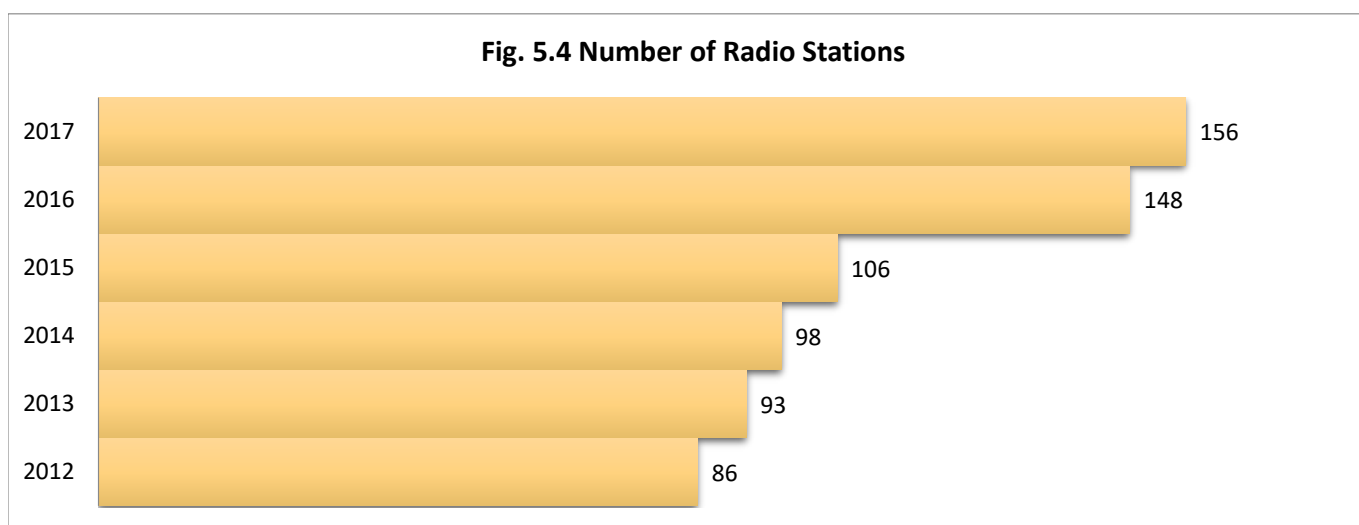


5.3 BROADCASTING SERVICES

5.3a Number of TV Stations

Type	2012	2013	2014	2015	2016	2017
Free To Air	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

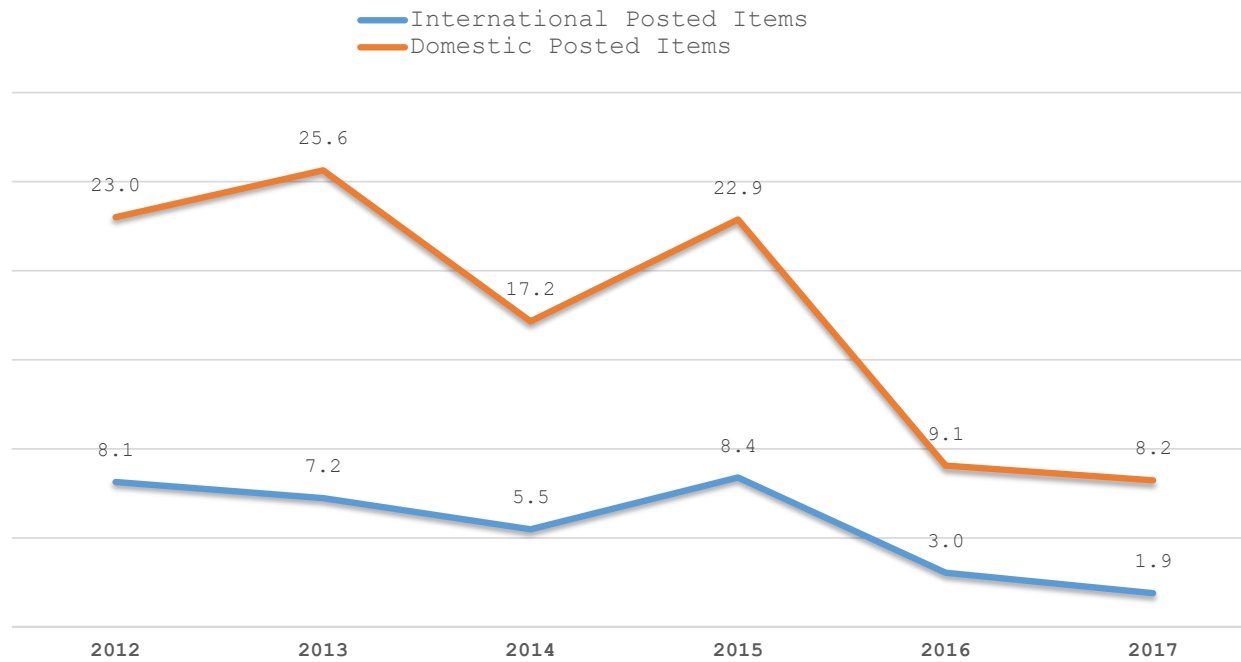
5.4b Postal Services Customers

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



5.4e Items Posted to and Delivered from International

Year	2012	2013	2014	2015	2016	2017
Delivered from Ir	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

