

QUARTERLY COMMUNICATIONS STATISTICS

January-March 2019 Operators' Submissions

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

A: TELECOM SERVICES

1. TARIFF

1.1. Basic Tariffs without Tax as of March 2019

These are per minute charges for making direct calls without subscribing to a bundle. They are also known as Pay As You Go or Standard tariff

Fig 1.1a On Net Voice Tariff

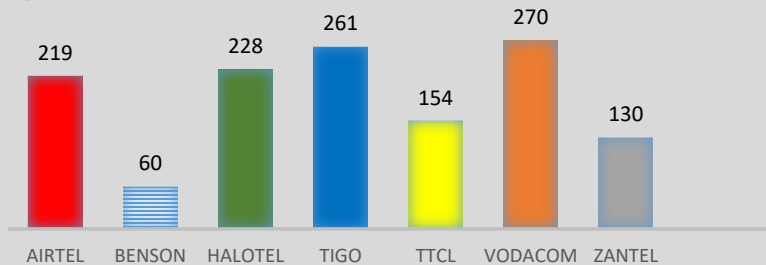


Fig 1.1b Off Net Voice Tariff

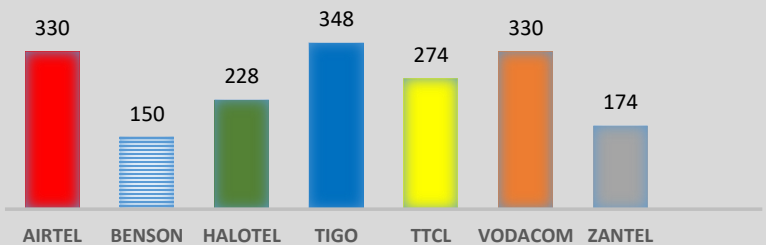


Fig 1.2c East Africa Voice Tariffs

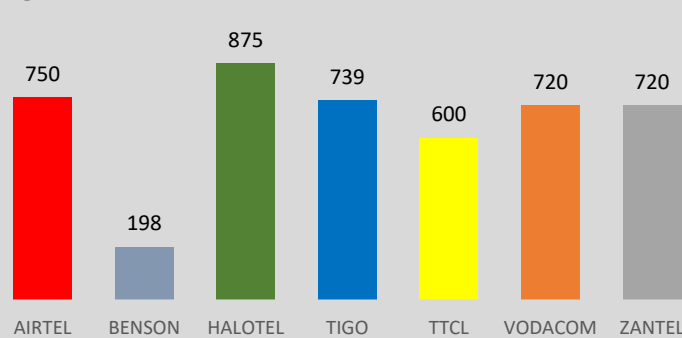


Fig 1.2d International Voice Tariffs

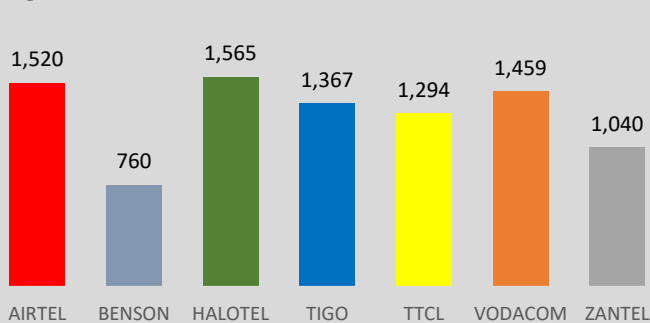


Fig 1.3e Local SMSTariffs

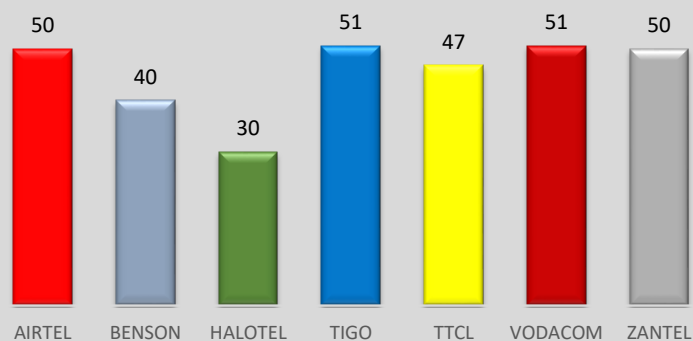
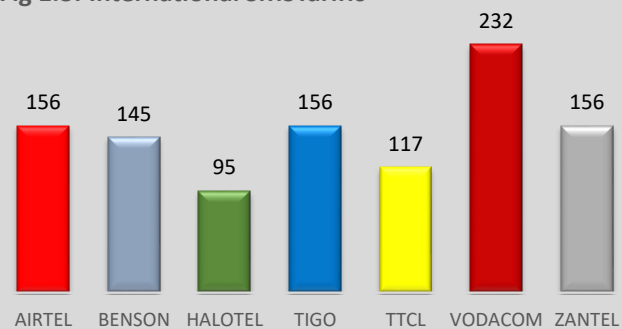


Fig 1.3f International SMSTariffs



1.2 Aggregated Bundle Tariffs (Without Tax) as of March 2019

These are per one unit (one minute, one SMS and one MB) aggregated from daily, weekly and monthly Bundle consisting of Minutes, SMS and MBs

Fig. 1.2a: On Net Bundle Tariff

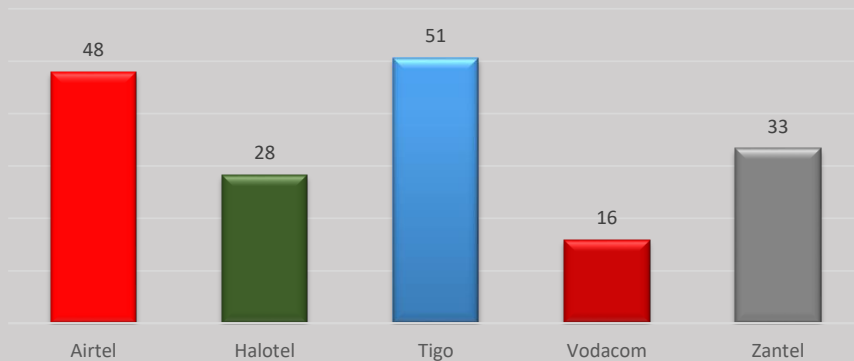
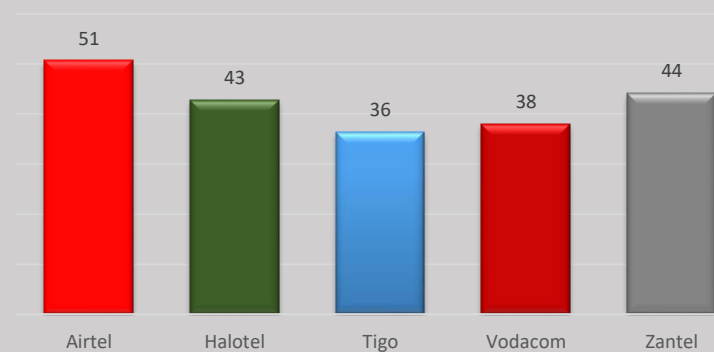


Fig. 1.2b: Off Net Bundle Tariff



1.3 Weighted Average Tariffs (WAT) for the quarter

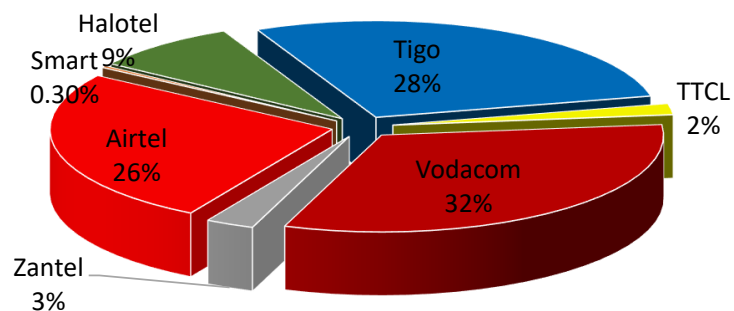
Destination	Basic Tariffs/1Minute	Bundle Tariffs/1minute, 1SMS and 1MB
On Net	247	35
Off Net	321	43
EA	729	
Other Int.	1,442	
Local SMS	50	
International SMS	203	

2. VOICE TELECOM SUBSCRIPTIONS

2.1. Number of Voice Telecom Subscriptions and Market Shares

Operator	JANUARY	FEBRUARY	MARCH
Airtel	11,133,050	11,308,966	11,452,120
Smart	132,312	132,404	132,404
Halotel	3,869,679	3,758,265	3,709,678
Tigo	12,605,542	12,580,969	12,474,091
TTCL	757,259	804,279	801,163
Vodacom	14,156,136	14,167,177	14,206,120
Zantel	1,173,879	1,194,020	1,221,007
TOTAL	43,827,857	43,946,080	43,996,583

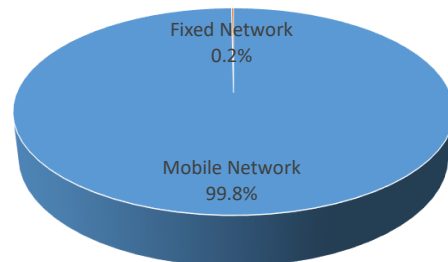
Fig. 2.1 Operators' Subscription Market Shares



2.2 Subscriptions to Mobile and Fixed Network

NETWORK	JANUARY	FEBRUARY	MARCH
Mobile Network	43,703,674	43,821,921	43,918,502
TTCL	124,166	124,142	78,081
ZANTEL	17	17	0
Fixed Network	124,183	124,159	78,081
TOTAL	43,827,857	43,946,080	43,996,583

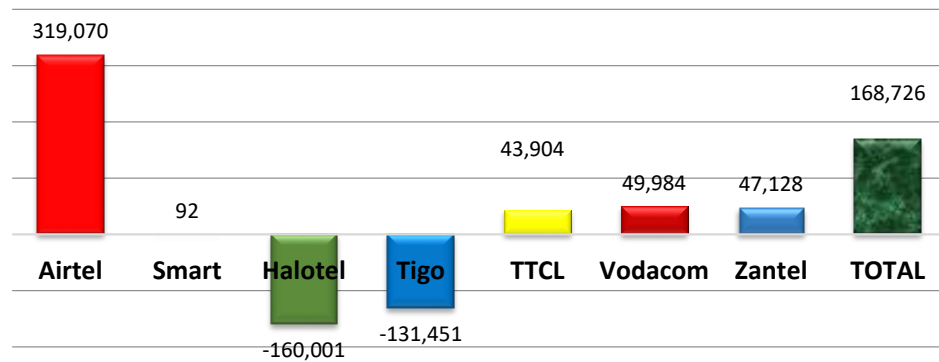
Fig.2.2: Mobile and Fixed Operators Subscription Market Shares



2.3 Addition of Subscriptions per Operator in this quarter

Operator	FEBRUARY	MARCH	Quarter Net Addition
Airtel	175,916	143,154	319,070
Smart	92	0	92
Halotel	-111,414	-48,587	-160,001
Tigo	-24,573	-106,878	-131,451
TTCL	47,020	-3,116	43,904
Vodacom	11,041	38,943	49,984
Zantel	20,141	26,987	47,128
TOTAL	118,223	50,503	168,726

Fig. 2.3 Net Addition of Subscriptions in this quarter

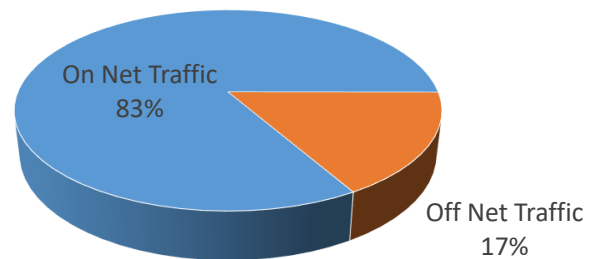


3. TRAFFIC MINUTES

3.1 Local Traffic

Destination	JANUARY	FEBRUARY	MARCH	TOTAL
On Net Traffic	4,369,711,669	3,882,337,392	4,401,772,164	12,653,821,225
Off Net Traffic	882,625,896	766,265,594	874,002,002	2,522,893,492
TOTAL	5,252,337,565	4,648,602,986	5,275,774,166	15,176,714,717

Fig. 3.1 Local Traffic Minutes Proportions



3.2 International Traffic

Destination	JANUARY	FEBRUARY	MARCH	TOTAL
Traffic to EA	1,107,180	1,031,852	1,108,125	3,247,157
Traffic From EA	2,098,367	1,860,561	2,016,195	5,975,123
Traffic to other Int	3,943,656	3,543,414	4,116,076	11,603,146
Traffic From Othe Int	4,277,082	3,712,301	3,890,369	11,879,752
TOTAL	11,426,285	10,148,128	11,130,765	32,705,178

Fig 3.2a Traffic Minutes to/From EA Countries

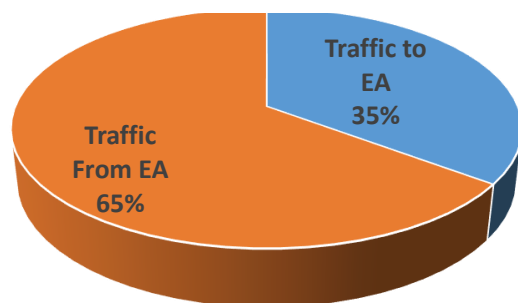
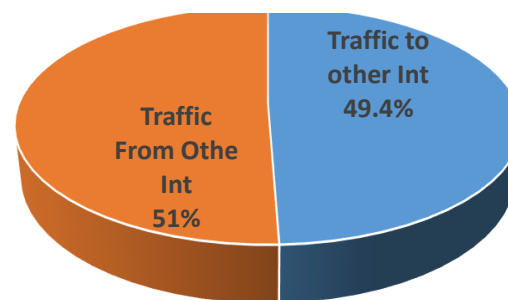


Fig 3.2b Traffic Minutes to/From other Internationals



3.3 Percentage Shares of Traffic Minutes Per Operators

3.3(a) Local Traffic Minutes

Fig 3.3a On net Traffic Shares

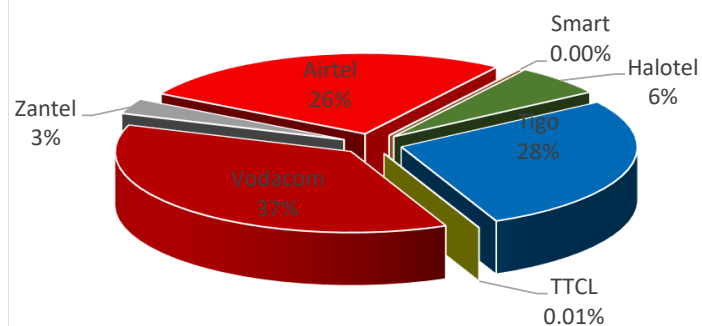
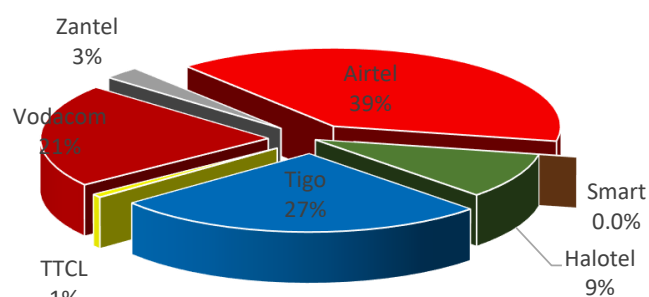


Fig 3.3b. Off Net Traffic Shares



3.3(b) International Traffic Minutes

Fig 3.3c EA Traffic Shares

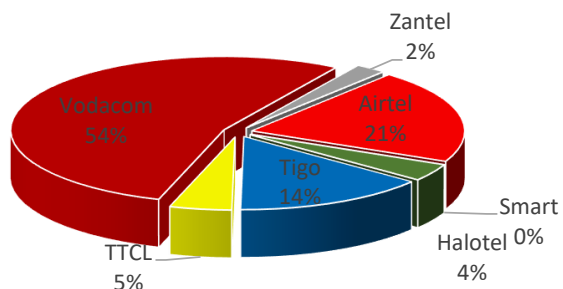
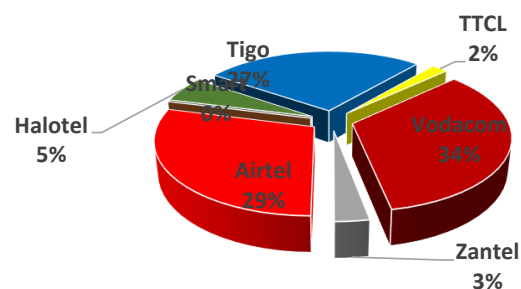


Fig 3.3d. Other Internationals Traffic Shares



3.4 Minutes Used Per Subscriber (MoU)

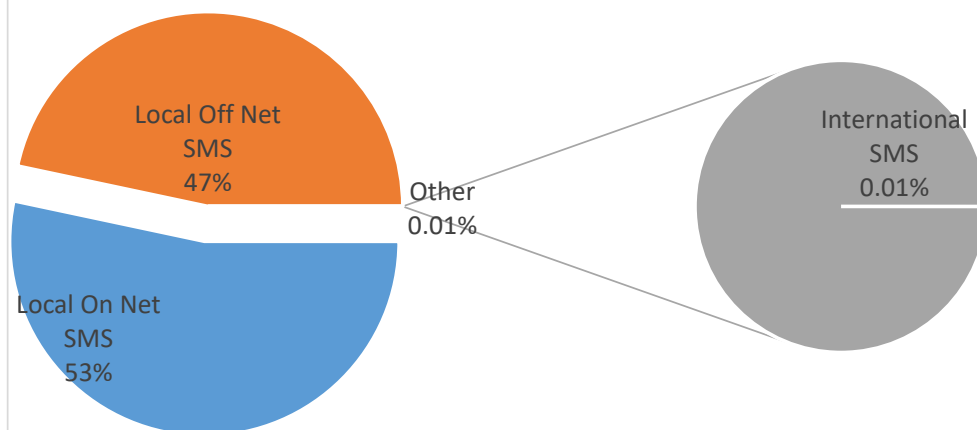
Destination	JANUARY	FEBRUARY	MARCH	TOTAL
On net	100	88	100	288
Off Net	20	17	20	57
EA	0.03	0.02	0.03	0.07
Other Internationals	0.05	0.04	0.05	0.14
TOTAL	120	106	120	346

4. SHORT MESSAGES (SMS)

4.1 Local and International SMS

Destination	JANUARY	FEBRUARY	MARCH	TOTAL
Local On Net SMS	4,750,279,970	3,972,904,329	4,355,644,405	13,078,828,704
Local Off Net SMS	4,104,280,464	3,469,926,905	3,871,002,927	11,445,210,296
International SMS	785,985	752,447.0	764,916.0	2,303,348
TOTAL	8,855,346,419	7,443,583,681	8,227,412,248	24,526,342,348

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

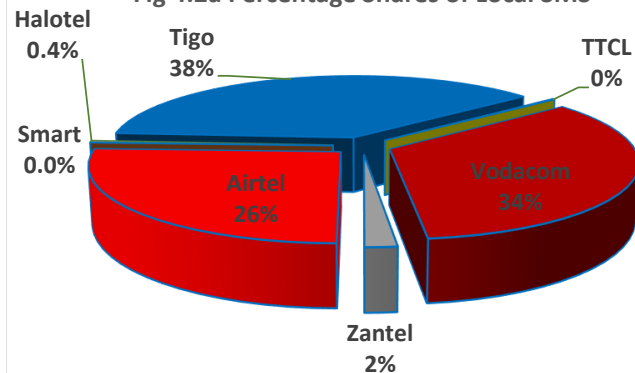
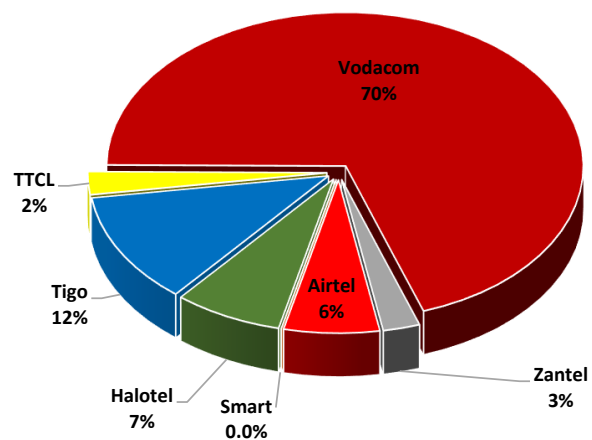


Fig 4.2b Percentage Shares of International SMS

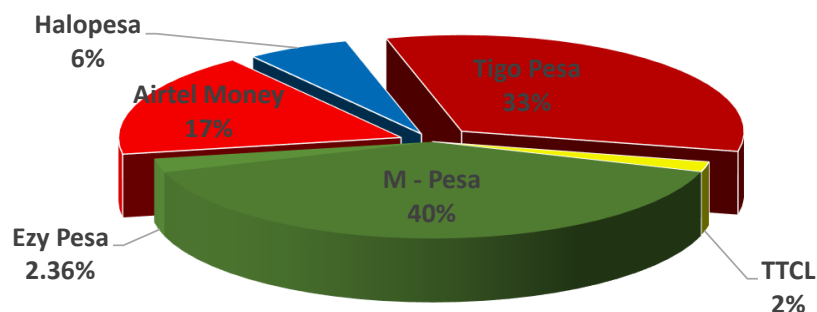


5. MOBILE MONEY SERVICES

5.1 Mobile Money Subscriptions (Mobile Money Accounts)

Operator	JANUARY	FEBRUARY	MARCH
Airtel Money	3,815,791	3,908,656	4,009,347
Halopesa	1,338,005	1,322,255	1,341,630
Tigo Pesa	7,433,216	7,388,651	7,445,395
TTCL	321,624	351,343	385,053
M - Pesa	9,011,578	9,014,804	9,077,341
Ezy Pesa	371,540	385,059	538,064
TOTAL	22,291,754	22,370,768	22,796,830

Fig. 5.1 Mobile Money Subscriptions Market Share as of March 2019



5.2 Mobile Money Transactions

Operator	JANUARY	FEBRUARY	MARCH
Airtel Money	34,725,729	31,193,338	37,542,951
Halopesa	6,117,306	6,090,571	7,163,653
Tigo Pesa	84,667,469	74,579,836	81,350,659
TTCL	375,819	304,330	341,992
M - Pesa	116,083,728	100,978,912	114,874,620
Ezy Pesa	2,032,679	1,933,766	2,248,966
TOTAL	244,002,730	215,080,753	243,522,841

5.3 Mobile Money Value of Transactions

Operator	JANUARY	FEBRUARY	MARCH
Airtel Money	1,220,886,231,500	1,112,004,577,093	1,204,263,436,956
Halopesa	83,578,034,308	79,418,247,312	90,644,528,731
Tigo Pesa	2,087,468,894,300	1,854,437,362,810	2,087,277,094,639
TTCL	8,309,724,207	4,689,923,042	5,158,328,568
M - Pesa	4,386,910,014,000	3,620,610,588,188	4,374,519,930,428
Ezy Pesa	60,756,308,972	53,053,577,236	61,810,047,739
TOTAL	7,847,909,207,287	6,724,214,275,681	7,823,673,367,061

5.4 Mobile Money Transaction and Value per Subscription

	JANUARY	FEBRUARY	MARCH
Transaction/Subs	11	10	11
Value/Subs	352,054	300,580	343,191

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.5.1a Trend of Subscription on mobile and Fixed Lines in

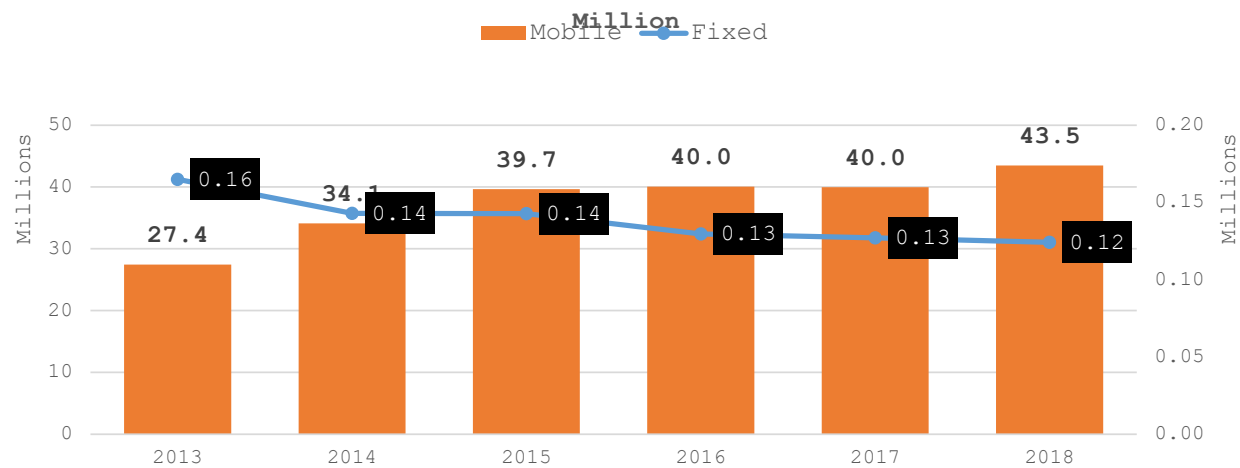
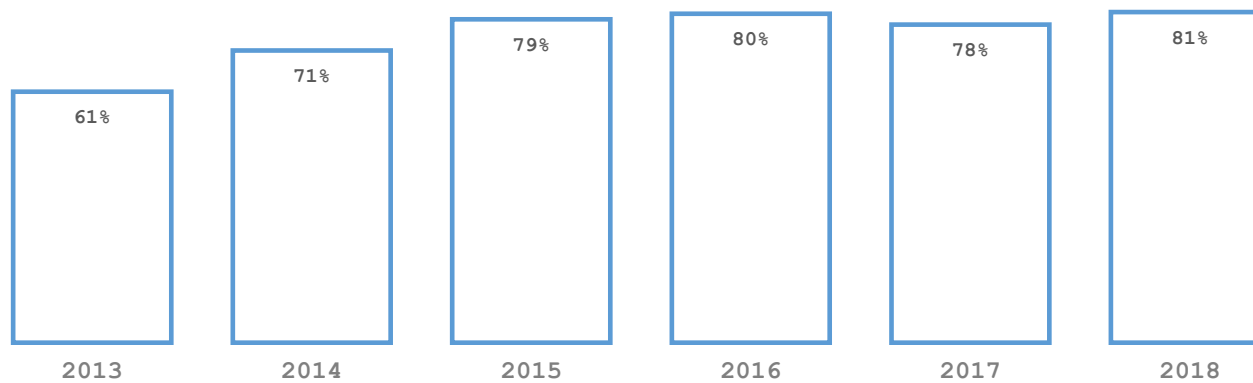


Fig.5.1b Voice Telecom Penetration



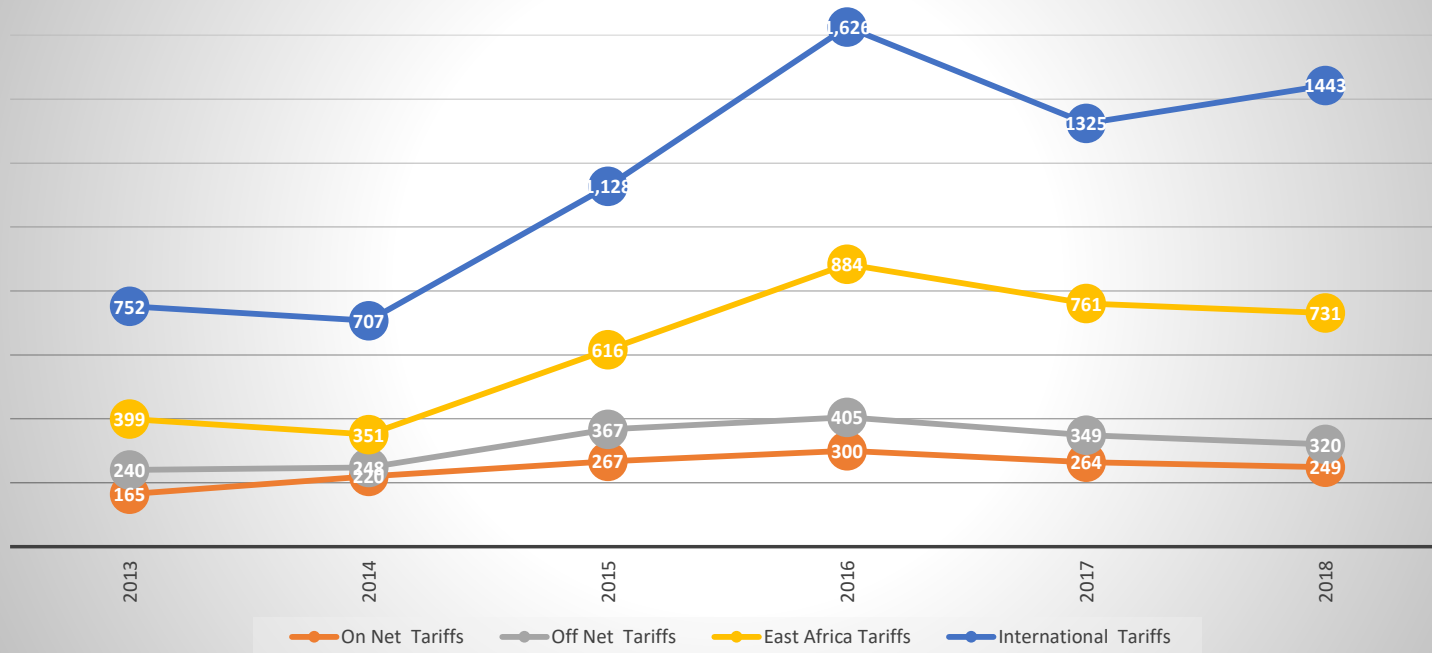
5.1b Traffic (in minutes)

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

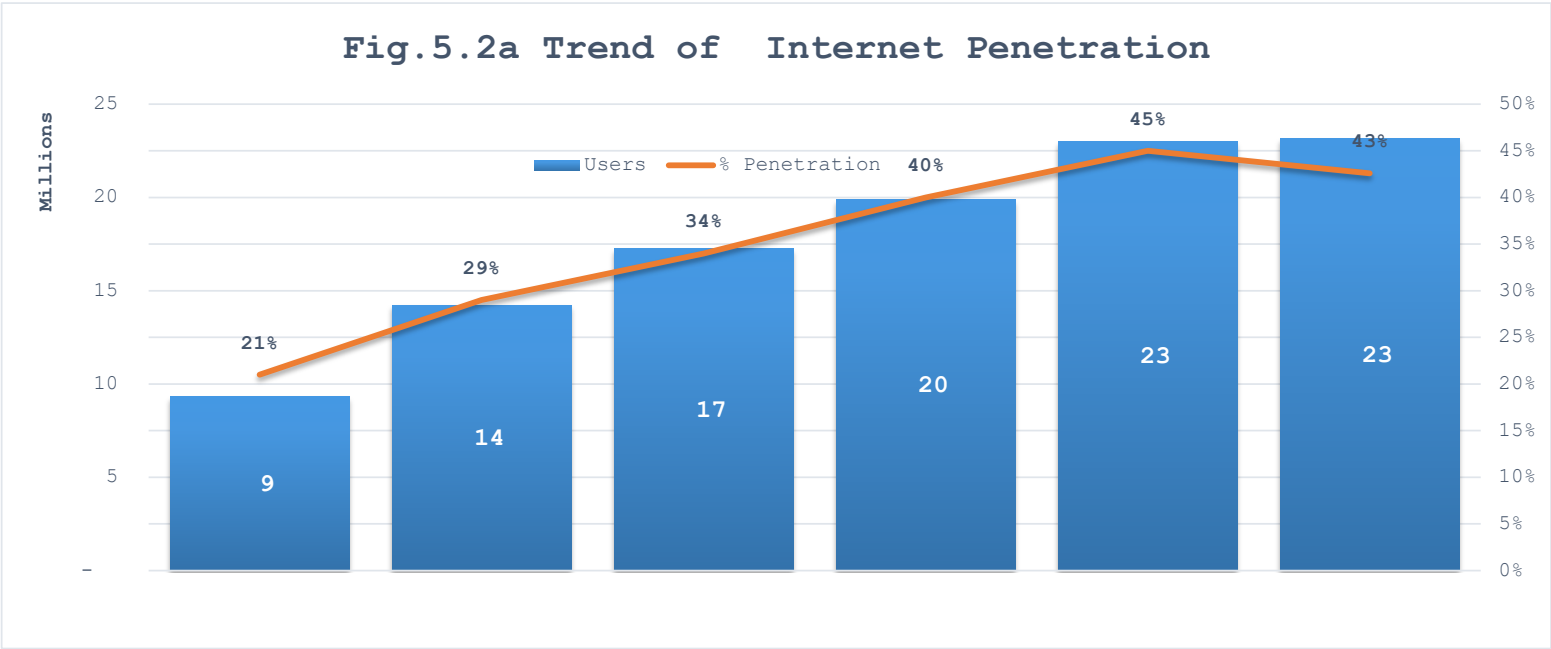
Fig5.1c: Weighted Average Pre-paid Tariff for Voice Telecom



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	135,954
Mobile Wireless	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	725,279
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%

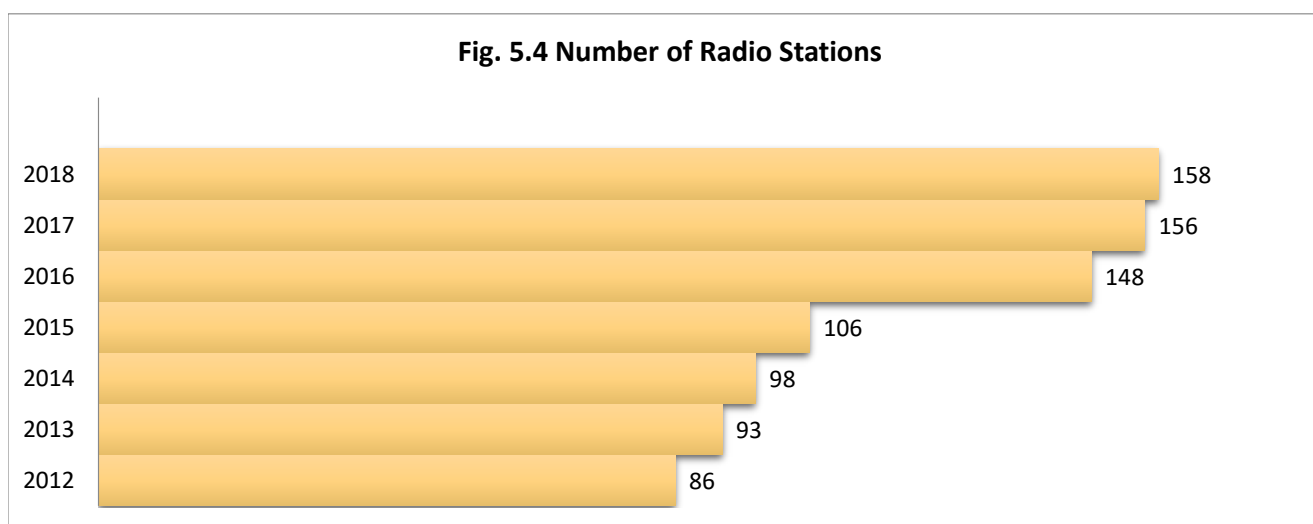


5.3 BROADCASTING SERVICES

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	0
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	1,784,247

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

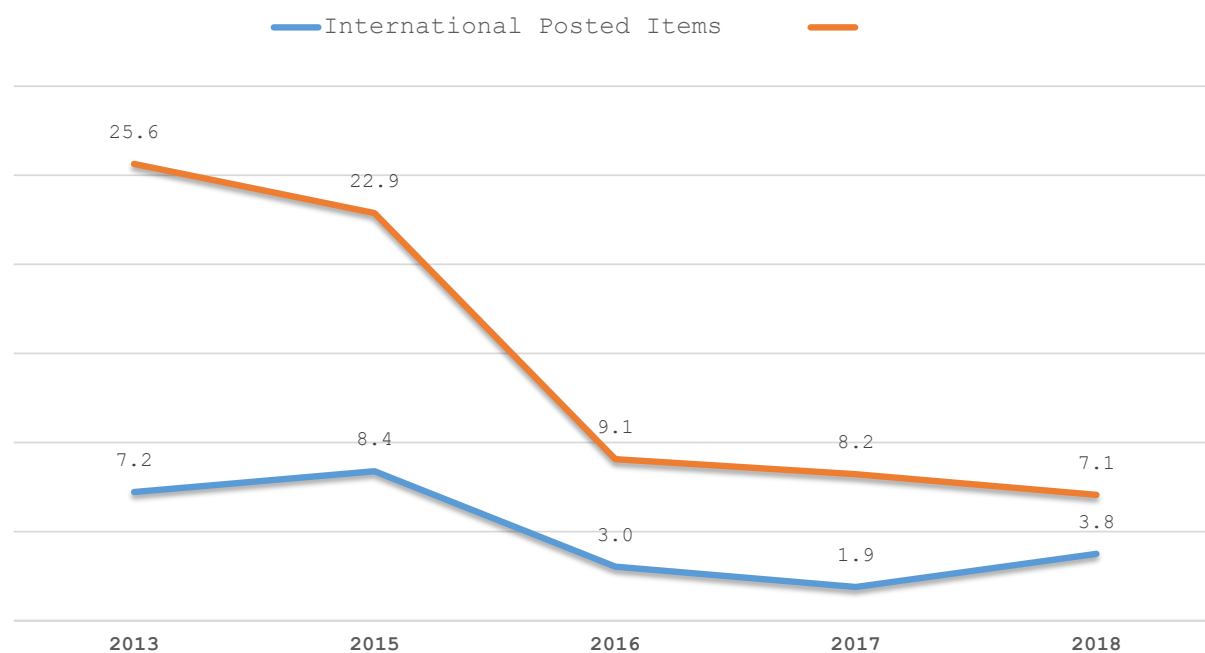
5.4b Postal Services Customers

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 Item	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



5.4e Items Posted to and Delivered from International

Year	2013	2014	2015	2016	2017	2018
Delivered from In	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

