

QUARTERLY COMMUNICATIONS STATISTICS

October - December 2020

A: TELECOM SERVICES

1. TARIFFS (in TZS)

1.1. Voice and SMS Basic Tariffs (Tax inclusive) as of December 2020

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

Fig 1.1a On Net Voice Tariff

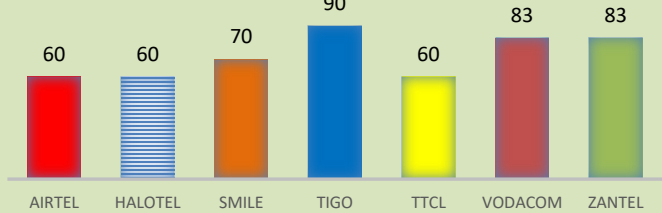


Fig 1.1b Off Net Voice Tariff

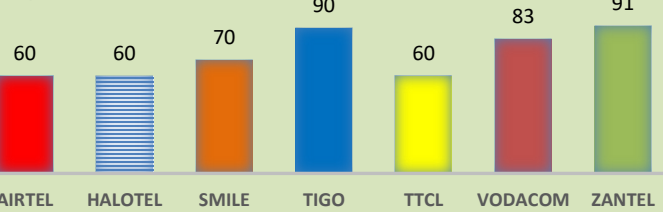


Fig 1.2c East Africa Voice Tariffs

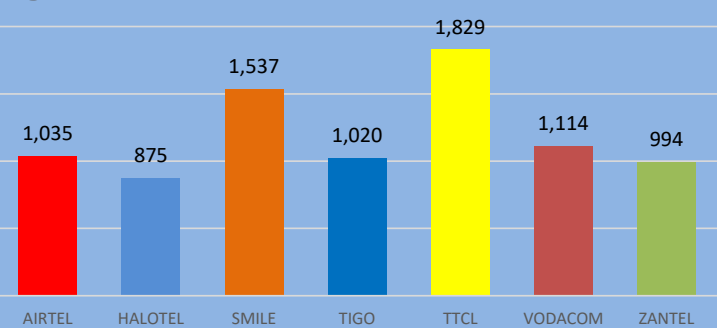


Fig 1.2d International Voice Tariffs

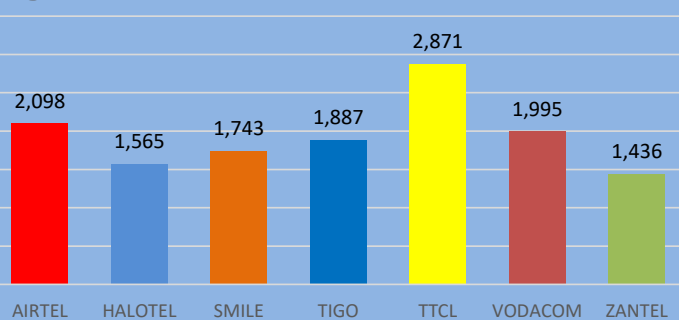
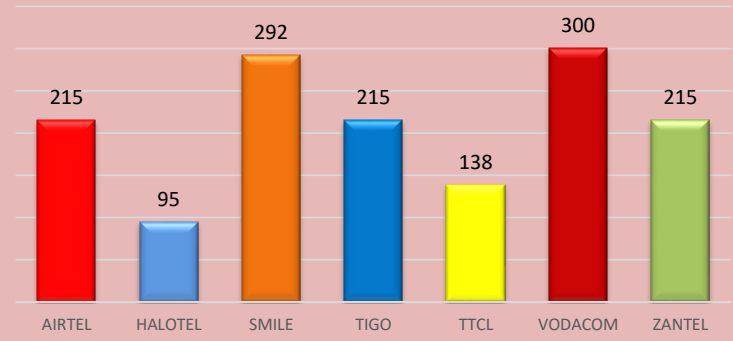


Fig 1.3e Local SMS Tariffs



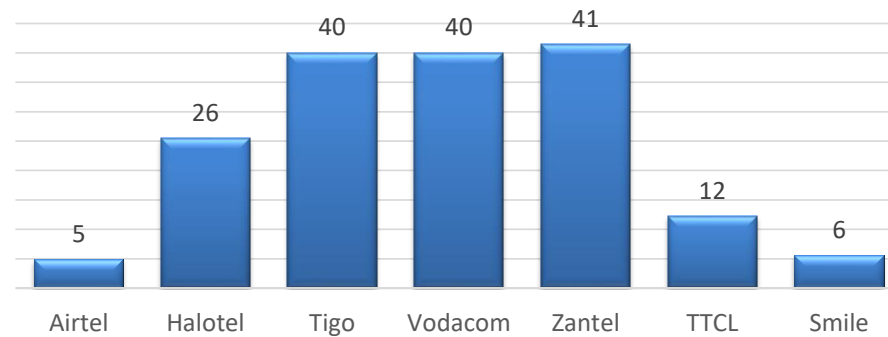
Fig 1.3f International SMS Tariffs



1.2 Standard Data Tariff as of December 2020 (Tax inclusive)

Operator	Price/MB
Airtel	5
Halotel	26
Tigo	40
Vodacom	40
Zantel	41
TTCL	12
Smile	6

Fig. 1.2 Standard Data Tariff - Tax inclusive



1.3 Disaggregated Bundle Tariff as of December 2020 (Tax inclusive)

	TZS/Voice On-Net Min	TZS/Voice Off-Net Min	TZS/SMS	TZS/Mb
Airtel	5.3	6.2	1.2	0.6
Halotel	7.1	7.5	4.4	3.3
Tigo	4.1	4.1	1.0	1.0
Vodacom	4.3	8.4	3.3	1.8
Zantel	3.3	3.3	0.8	1.0
TTCL	4.6	8.3	3.9	1.9
Smile	28.8	28.8	7.2	2.0

1.4 Industry Average Tariffs (IAT)

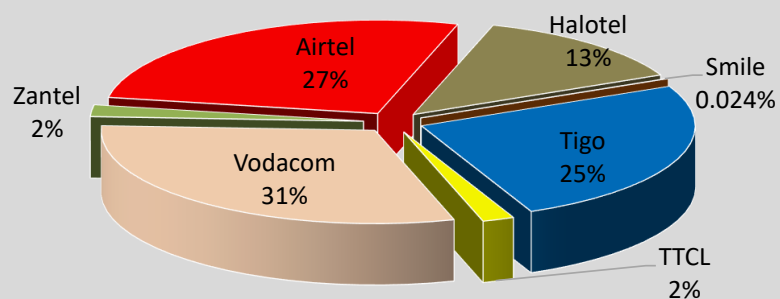
Destination	Basic Tariffs (Price/Min)		Disaggregated Bundle Tariff (Price / unit)
On Net	72	On Net Min	8
Off Net	73	Off Net Min	10
EA	1,201	SMS	3
Other Int.	1,942	MB	2
Local SMS	23		
International SMS	210		

2. TELECOM SUBSCRIPTIONS

2.1. Number of Telecom Subscriptions and Subscription Market Shares

Operator	OCTOBER	NOVEMBER	DECEMBER
Airtel	13,643,185	13,702,013	13,823,756
Halotel	6,517,300	6,572,172	6,818,228
Smile	13,545	13,389	12,395
Tigo	12,660,697	12,808,839	13,032,073
TTCL	875,009	921,367	963,384
Vodacom	15,075,694	15,218,907	15,621,457
Zantel	1,009,926	1,013,990	1,021,409
TOTAL	49,795,356	50,250,677	51,292,702

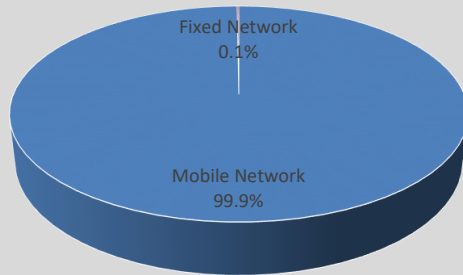
Fig. 2.1 Operators' Subscription Market Shares



2.2 Subscriptions to Mobile and Fixed Network

NETWORK	OCTOBER	NOVEMBER	DECEMBER
Mobile Network	49,721,933	50,177,736	51,220,233
TTCL	73,423	72,941	72,469
ZANTEL	0	0	0
Fixed Network	73,423	72,941	72,469
TOTAL	49,795,356	50,250,677	51,292,702

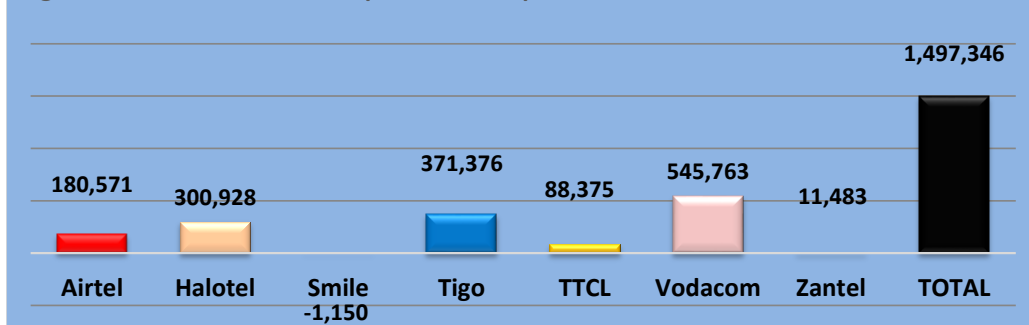
Fig.2.2: Mobile and Fixed Operators Subscription Market Shares



2.3 Addition of Subscriptions per Operator in this quarter (Oct-Dec 2020)

Operator	Oct-Nov	Nov-Dec	Quarter Net Addition
Airtel	58,828	121,743	180,571
Halotel	54,872	246,056	300,928
Smile	-156	-994	-1,150
Tigo	148,142	223,234	371,376
TTCL	46,358	42,017	88,375
Vodacom	143,213	402,550	545,763
Zantel	4,064	7,419	11,483
TOTAL	455,321	1,042,025	1,497,346

Fig. 2.3 Net Addition of Subscriptions in this quarter

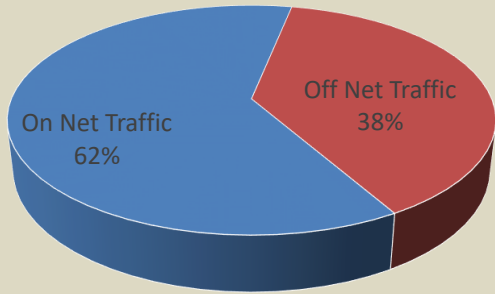


3. VOICE TRAFFIC MINUTES

3.1 Local Traffic

Destination	OCTOBER	NOVEMBER	DECEMBER	TOTAL
On Net Traffic	4,768,988,713	4,492,871,227	4,540,558,132	13,802,418,072
Off Net Traffic	2,826,113,294	2,844,858,449	2,965,393,335	8,636,365,078
TOTAL	7,595,102,007	7,337,729,676	7,505,951,467	22,438,783,150

Fig. 3.1 Local Traffic Minutes Proportions



3.2 International Traffic

Destination	OCTOBER	NOVEMBER	DECEMBER	TOTAL
Traffic to EA	823,808	851,259	818,674	2,493,741
Traffic From EA	1,335,733	1,376,430	1,394,624	4,106,787
Traffic to other Int	2,637,528	2,849,007	2,313,342	7,799,877
Traffic From Othe Int	4,259,424	4,453,483	4,163,298	12,876,205
TOTAL	9,056,493	9,530,179	8,689,938	27,276,610

Fig 3.2a Traffic Minutes to/From EA Countries

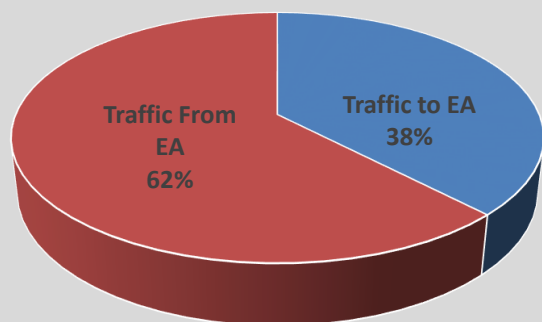
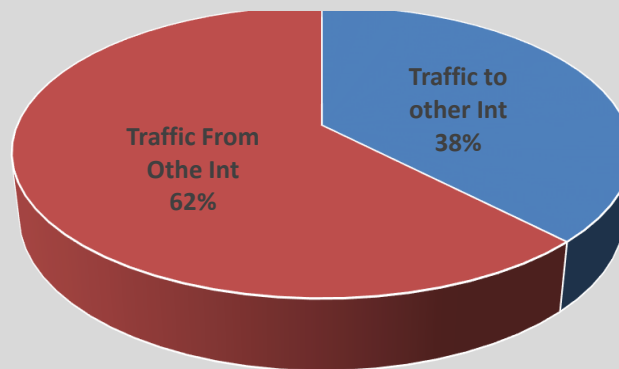


Fig 3.2b Traffic Minutes to/From other Internationals



3.3 Percentage Shares of Traffic Minutes Per Operators as of Dec 2020

3.3(a) Local Traffic Minutes

Fig 3.3a On net Traffic Shares

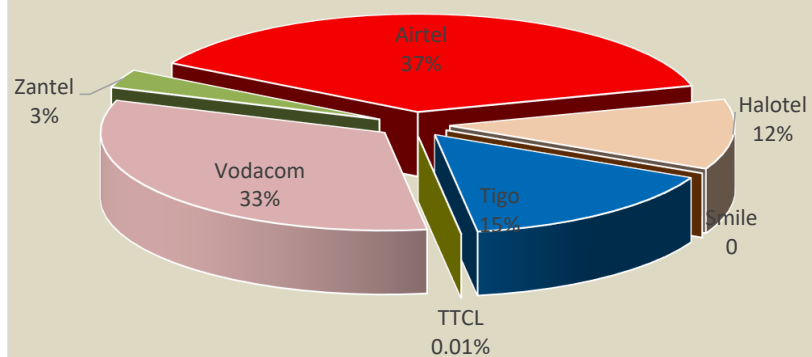
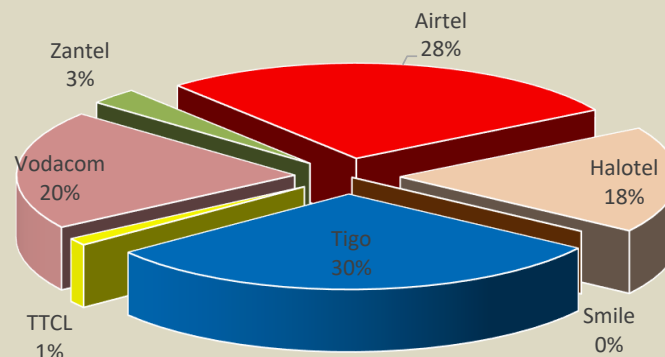
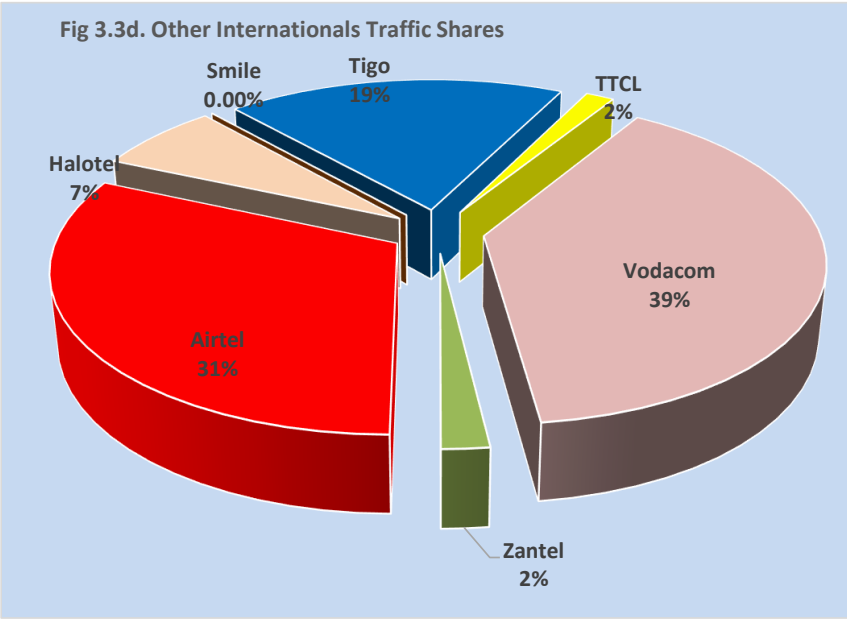
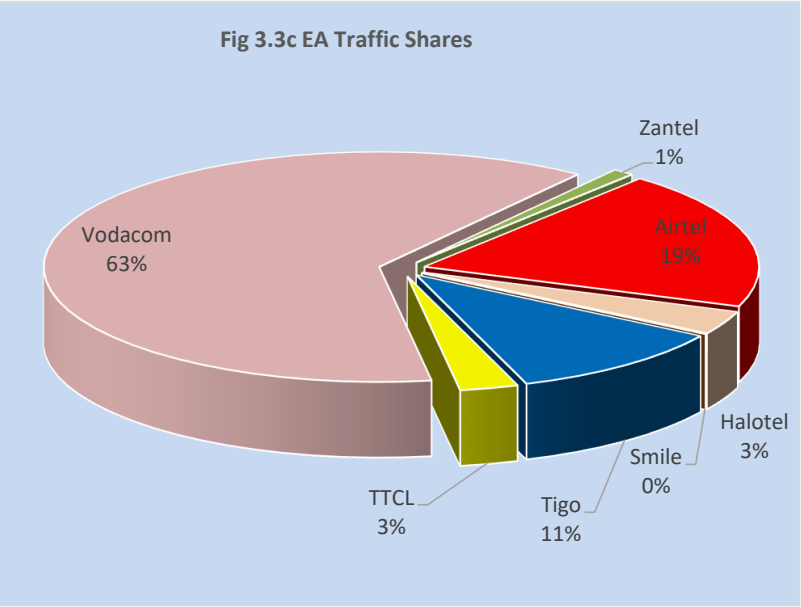


Fig 3.3b. Off Net Traffic Shares



3.3(b) International Traffic



3.4 Minutes Used Per Subscriptions (Minutes of Use)

Destination	OCTOBER	NOVEMBER	DECEMBER	TOTAL
On net	96	89	89	274
Off Net	57	57	58	171
EA	0.02	0.02	0.02	0.05
Other Internationals	0.03	0.03	0.03	0.08
TOTAL	153	146	146	445

4. NUMBER SHORT MESSAGES (SMS)

4.1 Local and International SMS

Destination	OCTOBER	NOVEMBER	DECEMBER	TOTAL
Local On Net SMS	5,003,399,575	4,802,807,776	5,512,562,866	15,318,770,217
Local Off Net SMS	5,871,372,606	5,470,546,597	6,700,564,569	18,042,483,772
International SMS	313,320	338,573.0	388,521.0	1,040,414
TOTAL	10,875,085,501	10,273,692,946	12,213,515,956	33,362,294,403

Fig. 4.1 Percentage Shares of Local and International SMS

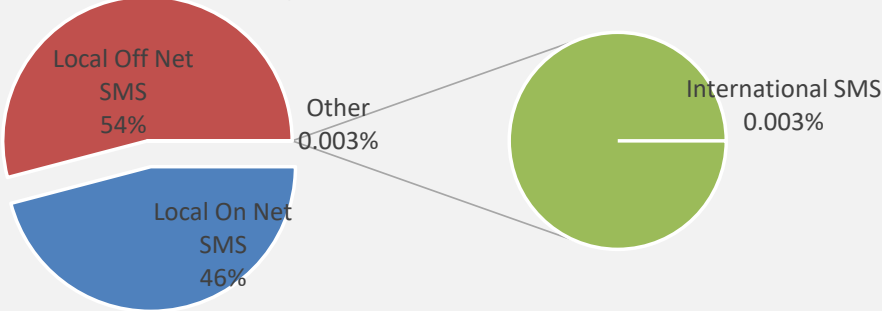


Fig 4.2a Percentage Shares of Local SMS

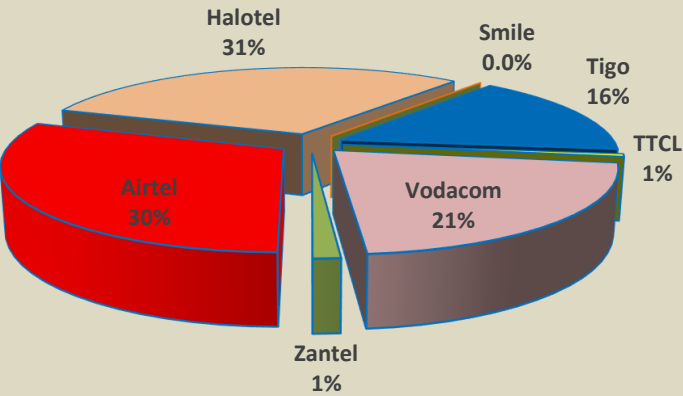
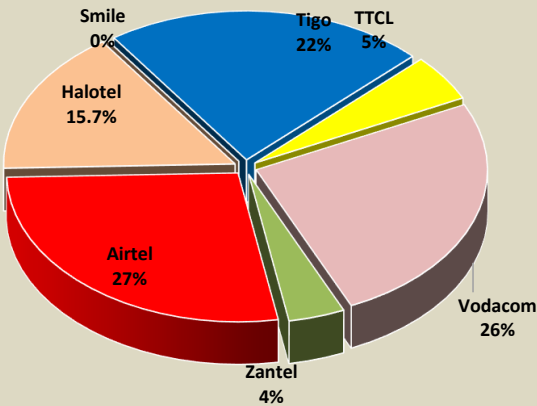


Fig 4.2b Percentage Shares of International SMS

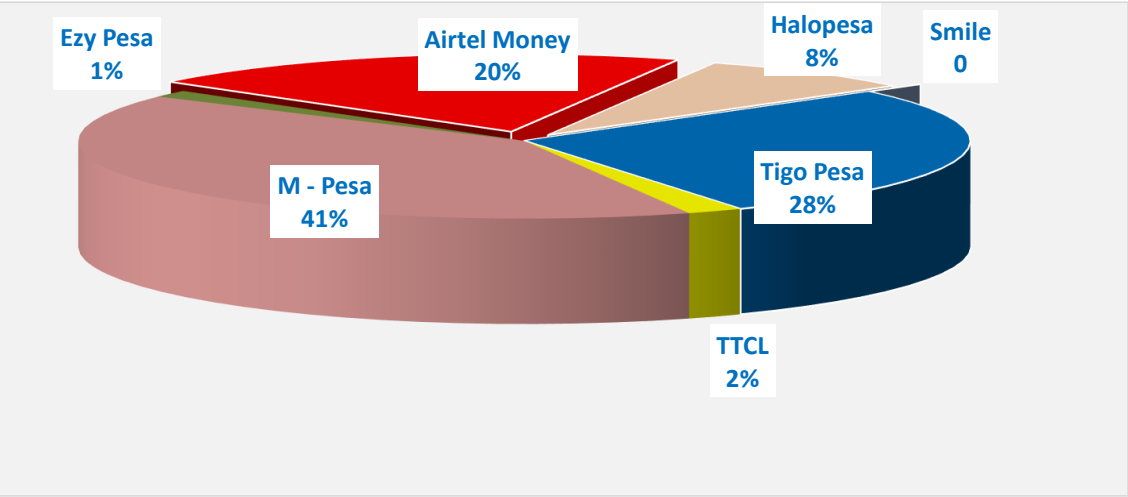


5. MOBILE MONEY SERVICES

5.1a Mobile Money Subscriptions (Mobile Money Accounts)

Operator	OCTOBER	NOVEMBER	DECEMBER
Airtel Money	6,185,411	6,295,310	6,450,500
Halopesa	2,263,033	2,263,033	2,571,807
Smile	0	0	0
Tigo Pesa	8,754,060	8,864,099	8,996,041
TTCL	576,328	625,953	656,008
M - Pesa	12,829,626	12,629,179	13,126,164
Ezy Pesa	462,820	467,712	468,110
TOTAL	31,071,278	31,145,286	32,268,630

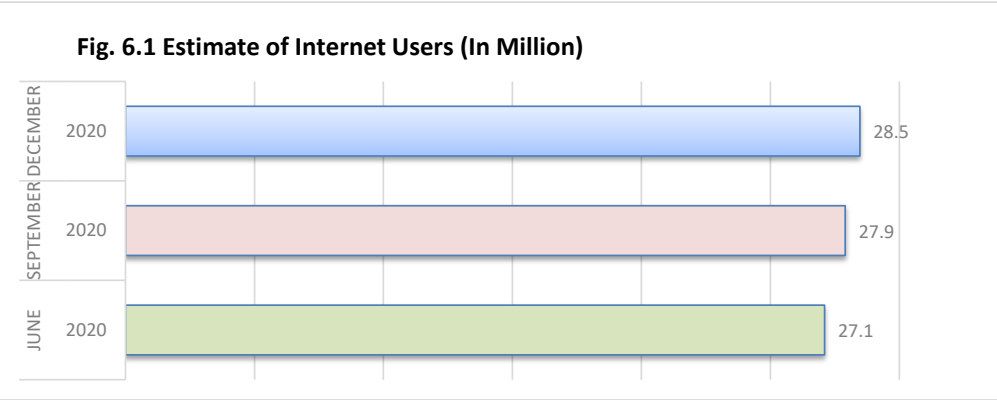
5.1b. Mobile Money Market share on Subscriptions



6. INTERNET SERVICES

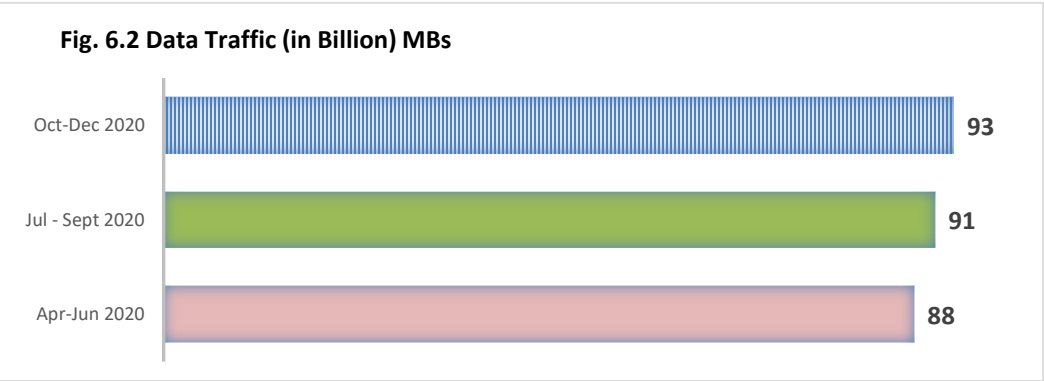
6.1 Estimate of Internet Users

JUNE 2020	SEPTEMBER 2020	DECEMBER 2020
27,100,146	27,900,069	28,470,506



6.2 Internet use (Data Traffic in MBs)

Apr-Jun 2020	Jul - Sept 2020	Oct-Dec 2020
88,076,347,234	90,523,635,570	92,714,048,815



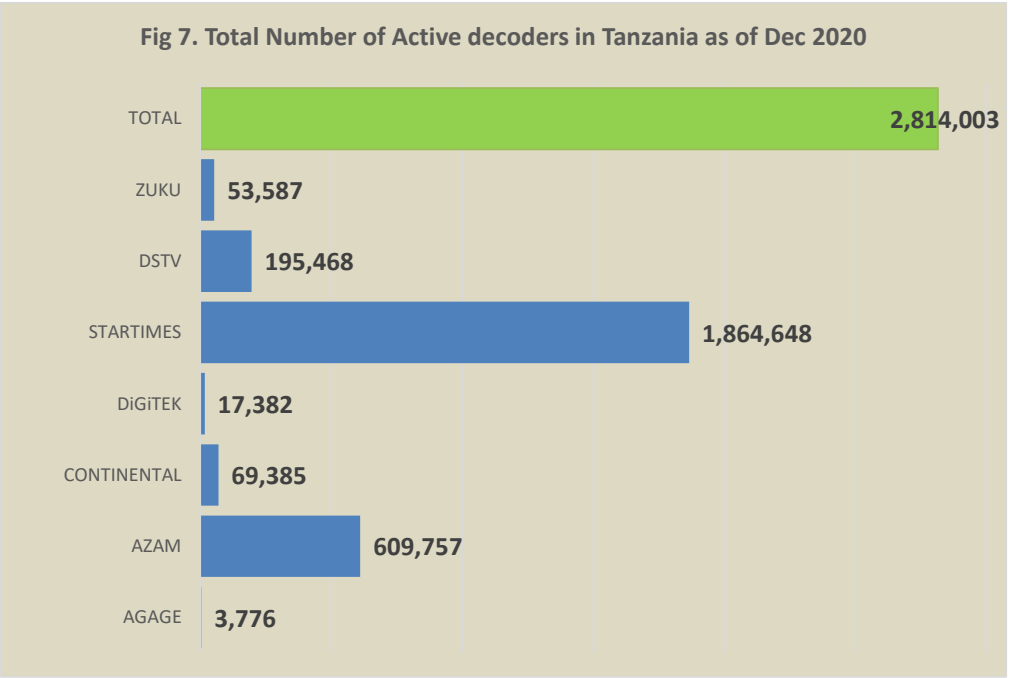
7. BROADCASTING SERVICES -PAY TV

7.1 Number of Active Decoders for DTT up to December 2020

AGAPE -TING	1,995
AZAM	96
CONTINENTAL	42,450
DiGiTEK	17,382
STAR TIMES	1,410,394
TOTAL	1,472,317

7.2 Number of Active Decorders for DTH up to December 2020

AGAPE	1,781
AZAM	609,661
CONTINENTAL	26,935
DsTV	195,468
STARTIMES	454,254
ZUKU	53,587
TOTAL	1,341,686



6. SUMMARY OF COMMUNICATIONS STATISTICS

6.1 TELECOM SERVICES

6.1a Subscriptions and Teledensity

Year	2015	2016	2017	2018	2019	2020
Fixed	142,819	129,597	127,094	124,238	76,288	72,469
Mobile	39,665,600	40,044,186	39,953,860	43,497,261	49,143,053	51,220,233
Total	39,808,419	40,173,783	40,080,954	43,621,499	49,219,341	51,292,702
Penetration	79%	80%	78%	81%	88%	89%

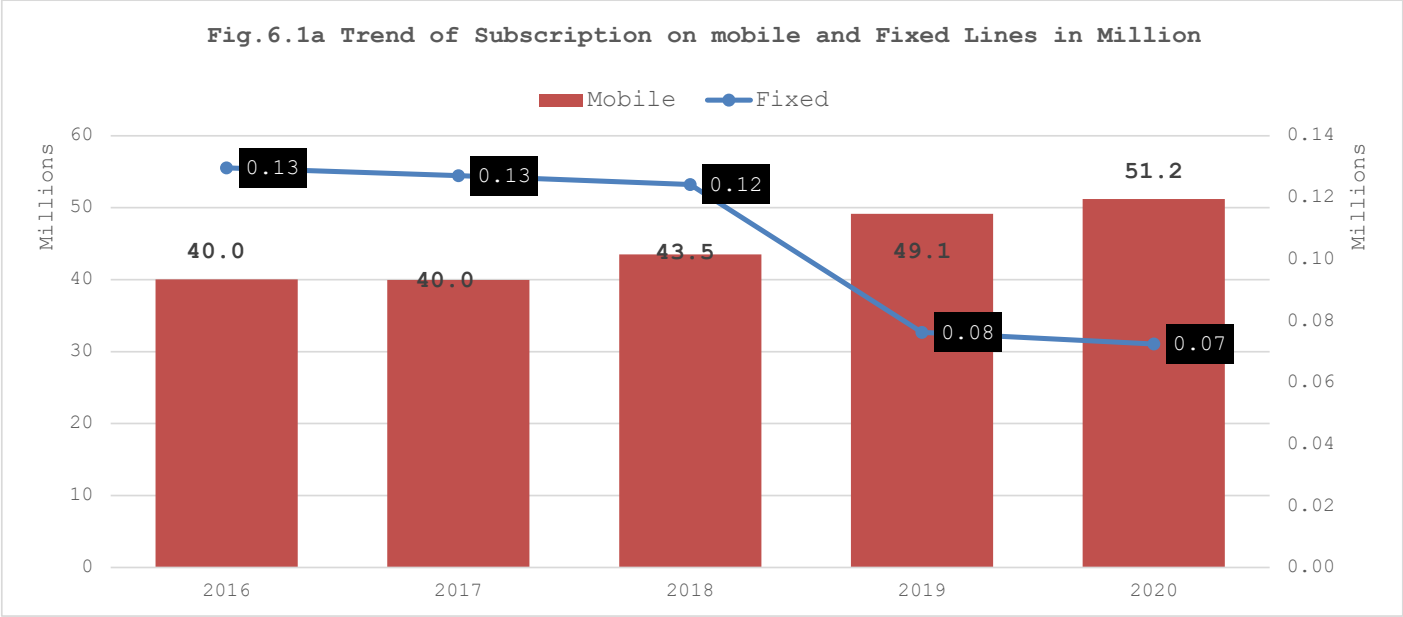
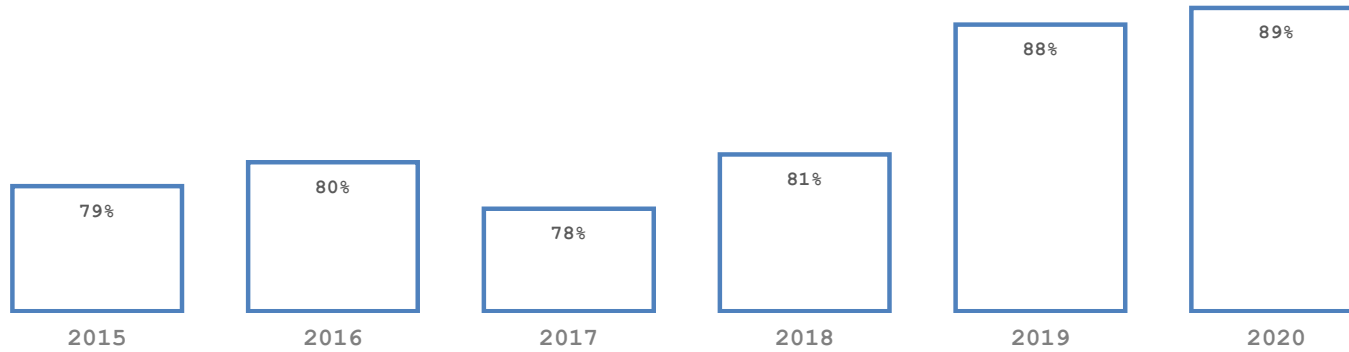


Fig.6.1b Voice Telecom Penetration



6.1b Voice Traffic minutes - National and International

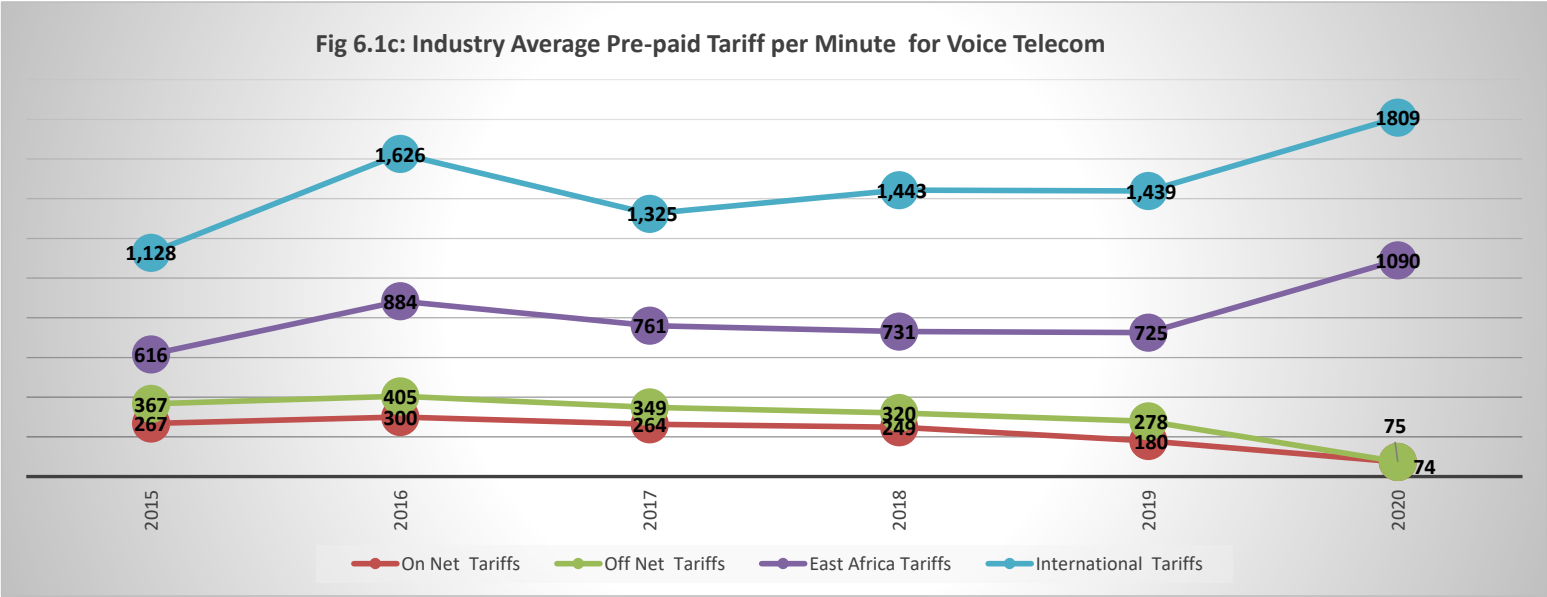
Years	2015	2016	2017	2018	2019	2020
National Traffic (On & Off Net)	43,461,094,130	51,023,633,898	56,053,981,867	62,226,915,881	67,383,030,453	81,646,075,961
Traffic to International	219,401,125	145,972,186	99,413,092	74,883,523	57,550,480	47,088,122
Traffic from International	221,145,509	171,320,372	104,148,723	81,094,882	67,089,598	60,578,912

6.1c Traffic (in Minutes - To and From East Africa and International

Traffic to East Africa	44,821,161	35,811,296	21,952,159	15,777,208	14,252,483	9,738,521
Traffic from East Africa	54,078,219	79,875,098	43,845,601	26,161,712	21,989,062	15,406,649
Traffic to Other International	174,579,964	110,160,890	77,460,933	59,106,315	43,297,997	37,349,601
Traffic from Other International	167,067,290	91,445,274	60,303,122	54,933,170	45,100,536	45,172,263

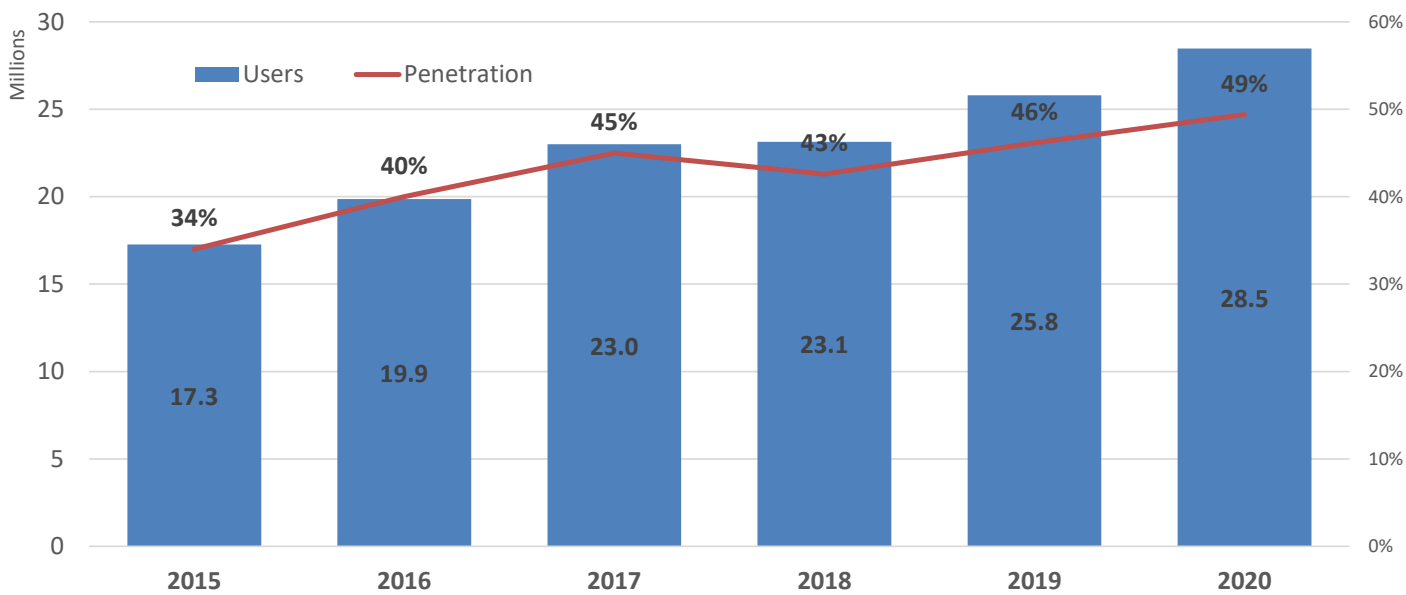
6.1c Industry Average Prepaid Tariff Per Minute for voice Telecom (Tax Exclusive)

Years	2015	2016	2017	2018	2019	2020
On Net Tariffs	267	300	264	249	180	74
Off Net Tariffs	367	405	349	320	278	75
East Africa Tariffs	616	884	761	731	725	1090
International Tariffs	1,128	1,626	1,325	1,443	1,439	1809



6.2 INTERNET SERVICES						
6.2a Estimate of Internet Users						
Year	2015	2016	2017	2018	2019	2020
Users	17,263,523	19,862,525	22,995,109	23,142,960	25,794,560	28,470,506
Penetration	34%	40%	45%	43%	46%	49%

Fig 6.2b: Estimated number of Internet Users

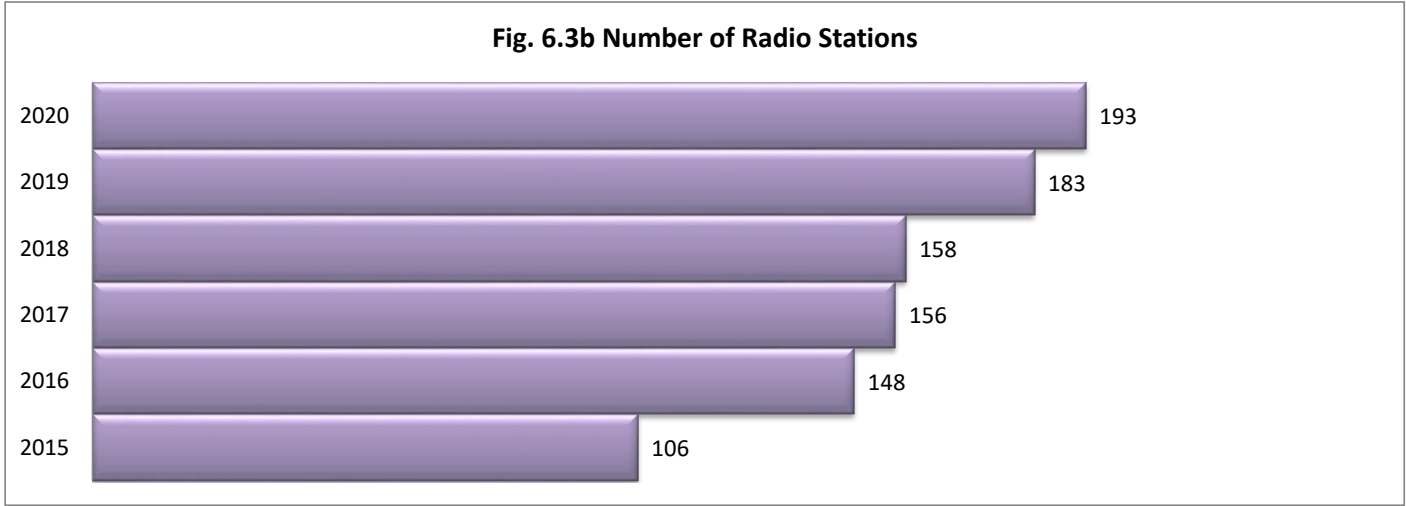


6.3 BROADCASTING SERVICES

6.3a Number of Digital Terrestrial Television (DTT), Digital To Home (DTH) and TV Stations

Type	2015	2016	2017	2018	2019	2020
Free To Air	25	25	27	30	37	44
Satellite TV	3	3	3	3	2	2
DTT & DTH	3	3	3	3	4	4

6.3b Number of Radio Stations



6.3c Number of Active Decoders

Year	2015	2016	2017	2018	2019	2020
DTT	717,824	837,461	1,508,229	1,626,023	1,432,398	1,472,317
SATELLITE	192,571	224,667	570,124	985,594	1,092,891	1,341,686
TOTAL	910,395	1,062,128	2,078,353	2,611,617	2,525,289	2,814,003

6.4 POSTAL SERVICES

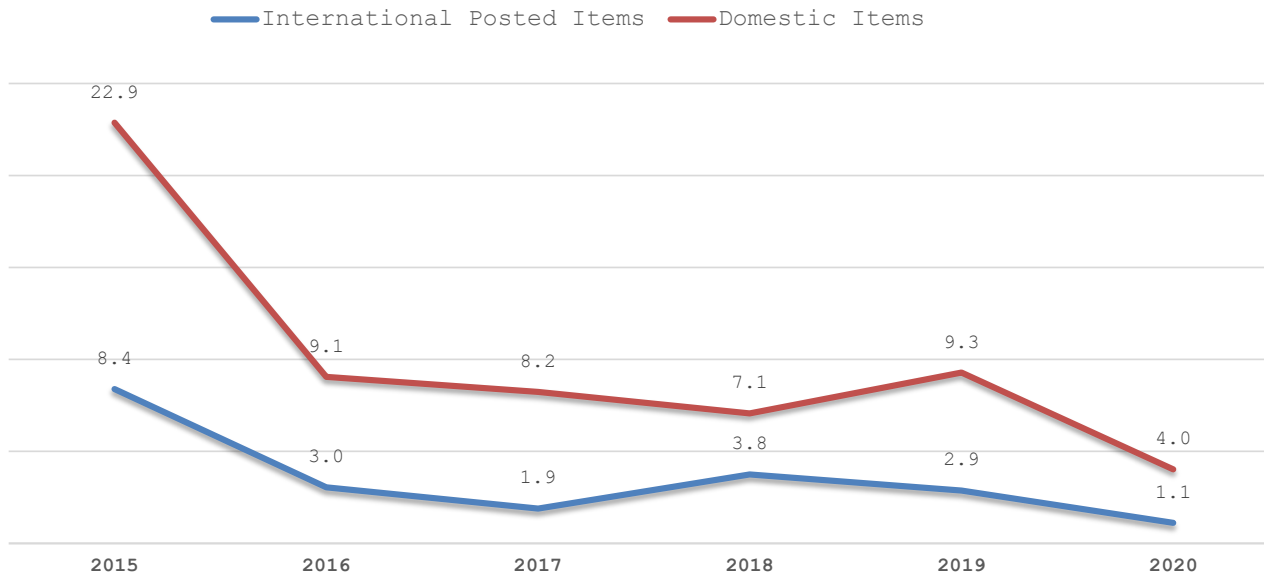
6.4a Postal Service Providers

CATEGORY	2015	2016	2017	2018	2019	2020
Public	1	1	1	1	1	1
International	8	8	7	6	7	7
East Africa	4	2	1	2	3	3
Domestic	8	8	14	15	27	29
Intracity	6	9	5	4	9	15
Intercity	9	5	7	1	45	64
Total	36	33	35	28	92	119

6.4b Domestic and International Posted Items in TPC

Item	2015	2016	2017	2018	2019	2020
Domestic Items	22,870,106	9,058,968	8,228,501	7,065,527	9,280,229	4,024,371
International Items	8,389,065	3,039,816	1,892,887	3,753,746	2,873,312	1,116,069
TOTAL	31,259,171	12,098,784	10,121,388	10,819,272	12,153,541	5,140,440

Fig 6.4c. Posted Items (Millions)



6.4d Items Posted to and Delivered from International

Year	2015	2016	2017	2018	2019	2020
Delivered from Int	9,014,973	4,240,327	2,339,149	7,999,942	3,927,692	1,391,829
Posted to Int	11,259,171	12,098,784	10,121,388	5,098,728	2,873,312	1,116,069
TOTAL	20,274,144	16,339,111	12,460,537	13,098,670	6,801,004	2,507,898

Fig. 6.4d Items posted to and Delivered from International

