

QUARTERLY COMMUNICATIONS STATISTICS

April-June 2020

A: TELECOM SERVICES

1. TARIFFS (in TZS)

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

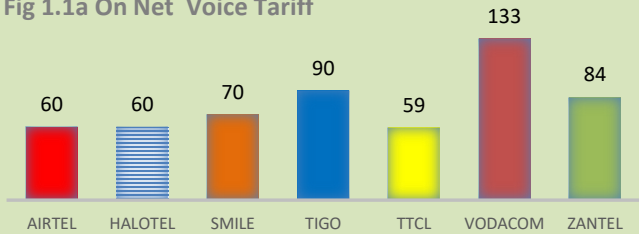


Fig 1.1b Off Net Voice Tariff

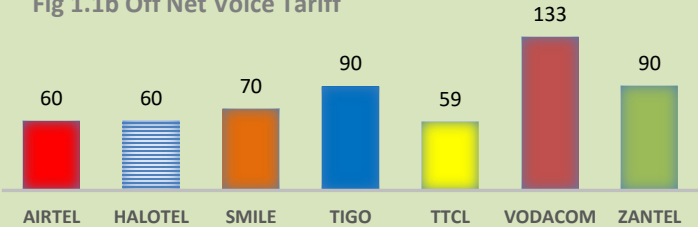


Fig 1.2c East Africa Voice Tariffs

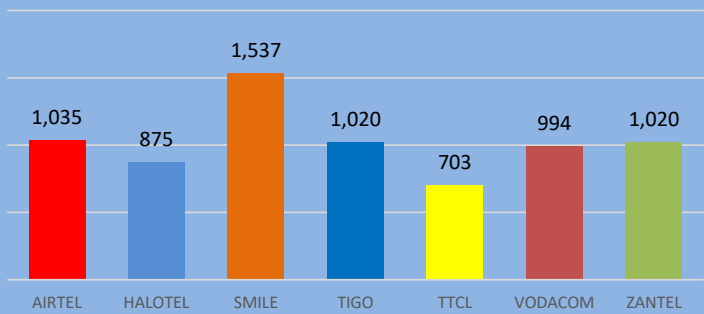


Fig 1.2d International Voice Tariffs

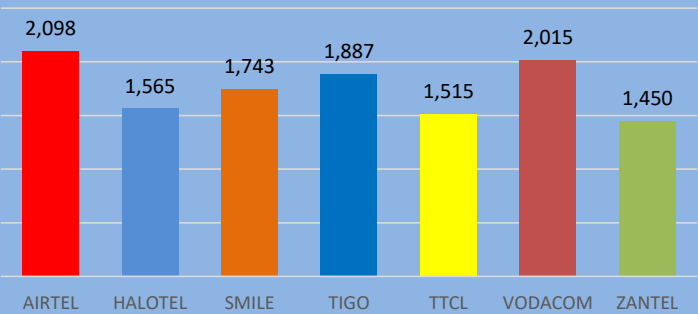


Fig 1.3e Local SMS Tariffs

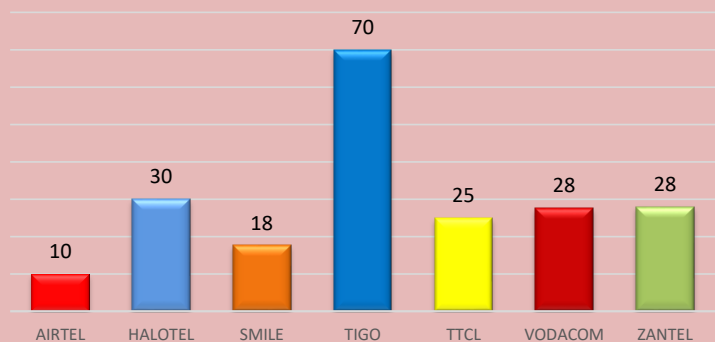
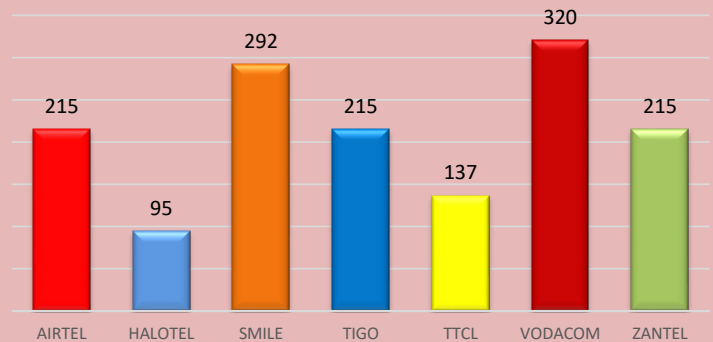


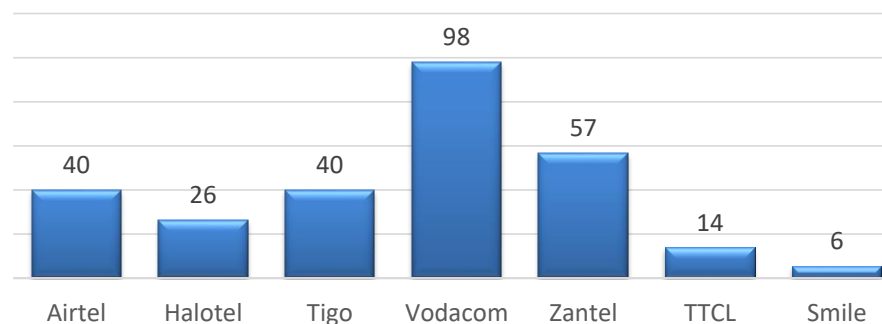
Fig 1.3f International SMS Tariffs



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

Operator	Price/MB
Airtel	40
Halotel	26
Tigo	40
Vodacom	98
Zantel	57
TTCL	14
Smile	6

Fig. 1.2 Standard Data Tariff - Tax inclusive



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

	TZS/On-Net Min	TZS/Off-Net Min	TZS/SMS	TZS/MB
Airtel	2.9	4.18	0.78	2.6
Halotel	7.14	7.51	4.35	3.32
Tigo	9.82	4.3	5.48	1.83
Vodacom	10.15	15.64	3.26	1.91
Zantel	5.27	6.51	1.76	1.65
TTCL	4.97	7.94	3.09	1.16
Smile	28.8	28.8	7.21	1.69

1.4 Industry Average Tariffs (IAT)

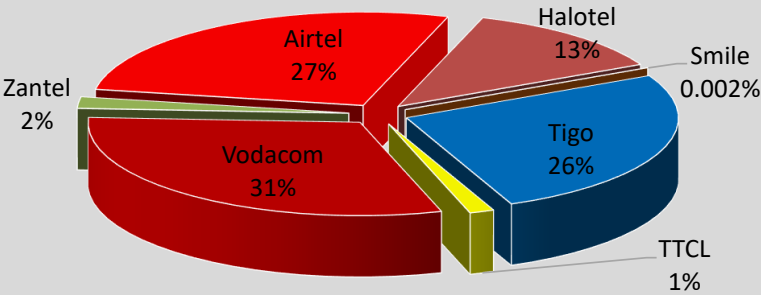
Destination	Basic Tariffs (Price/Min)		Disaggregated Bundle Tariff (Price / unit)
On Net	79	On Net Min	10
Off Net	80	Off Net Min	11
EA	1,026	SMS	4
Other Int.	1,753	MB	2
Local SMS	30		
International SMS	213		

2. TELECOM SUBSCRIPTIONS

2.1. Number of Telecom Subscriptions and Market Shares

Operator	APRIL	MAY	JUNE
Airtel	13,261,031	13,319,097	13,128,382
Halotel	5,480,834	5,672,971	6,018,897
Smile	16,287	14,829	954
Tigo	11,952,574	12,256,366	12,588,372
TTCL	653,618	701,084	701,262
Vodacom	14,608,984	14,570,556	14,752,608
Zantel	924,915	927,012	941,833
TOTAL	46,898,243	47,461,915	48,132,308

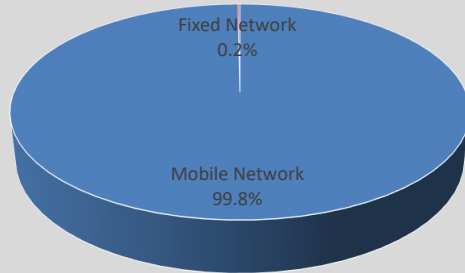
Fig. 2.1 Operators' Subscription Market Shares



2.2 Subscriptions to Mobile and Fixed Network

NETWORK	APRIL	MAY	JUNE
Mobile Network	46,822,726	47,386,464	48,056,689
TTCL	75,517	75,451	75,619
ZANTEL	0	0	0
Fixed Network	75,517	75,451	75,619
TOTAL	46,898,243	47,461,915	48,132,308

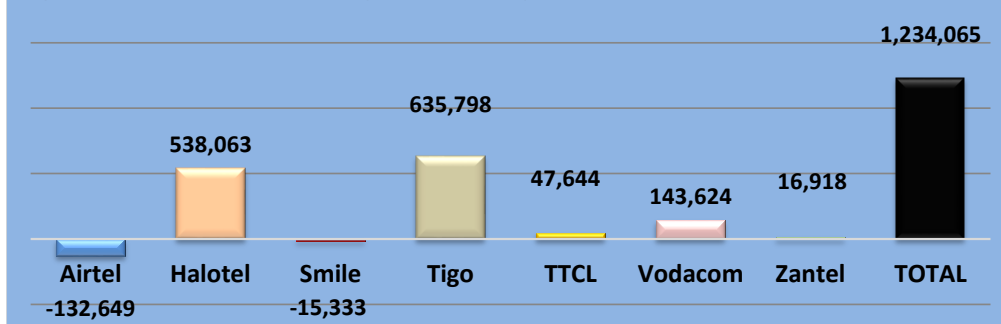
Fig.2.2: Mobile and Fixed Operators Subscription Market Shares



2.3 Addition of Subscriptions per Operator in this quarter (April-June 2020)

Operator	April-May	May-June	Quarter Net Addition
Airtel	58,066	-190,715	-132,649
Halotel	192,137	345,926	538,063
Smile	-1,458	-13,875	-15,333
Tigo	303,792	332,006	635,798
TTCL	47,466	178	47,644
Vodacom	-38,428	182,052	143,624
Zantel	2,097	14,821	16,918
TOTAL	563,672	670,393	1,234,065

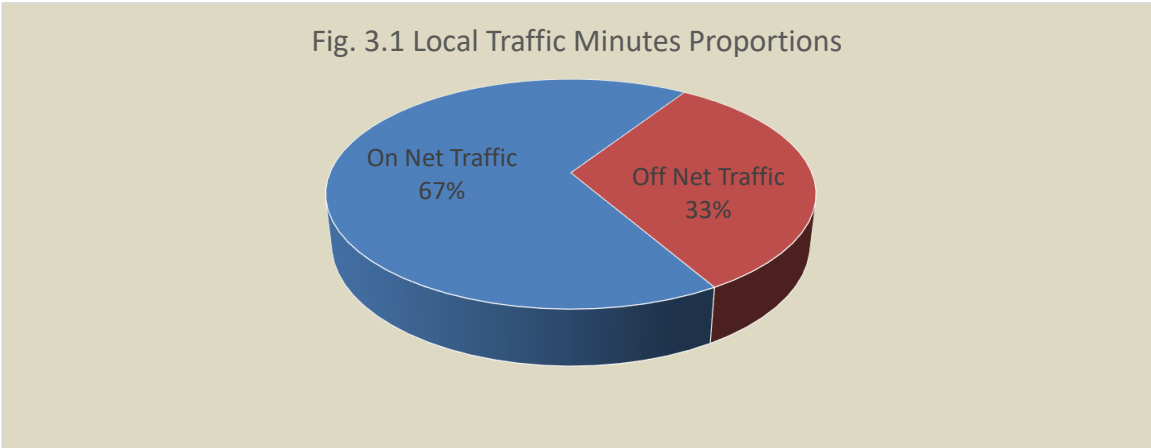
Fig. 2.3 Net Addition of Subscriptions in this quarter



3. VOICE TRAFFIC MINUTES

3.1 Local Traffic

Destination	APRIL	MAY	JUNE	TOTAL
On Net Traffic	4,196,755,563	4,498,587,144	4,604,655,297	13,299,998,004
Off Net Traffic	1,917,045,073	2,172,135,922	2,314,954,555	6,404,135,550
TOTAL	6,113,800,636	6,670,723,066	6,919,609,852	19,704,133,554



3.2 International Traffic

Destination	APRIL	MAY	JUNE	TOTAL
Traffic to EA	702,855	718,990	695,429	2,117,274
Traffic From EA	1,121,979	1,160,122	1,091,062	3,373,163
Traffic to other Int	7,240,660	3,825,357	3,007,384	14,073,401
Traffic From Othe Int	3,185,059	3,748,708	3,691,473	10,625,240
TOTAL	12,250,553	9,453,177	8,485,348	30,189,078

Fig 3.2a Traffic Minutes to/From EA Countries

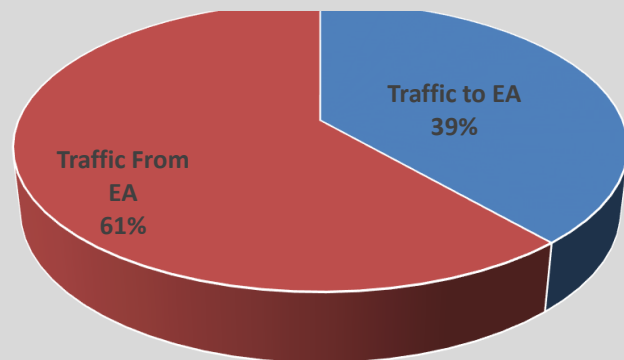
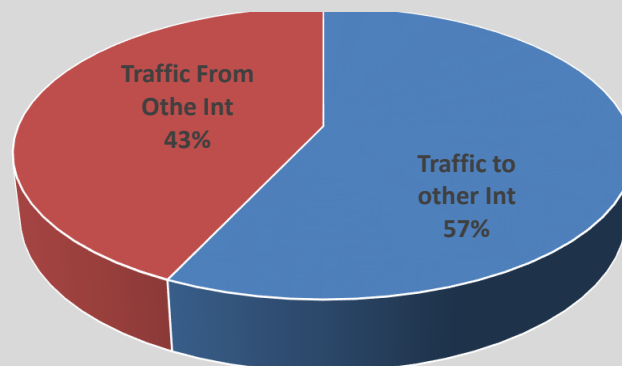


Fig 3.2b Traffic Minutes to/From other Internationals



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

3.3(a) Local Traffic Minutes

Fig 3.3a On net Traffic Shares

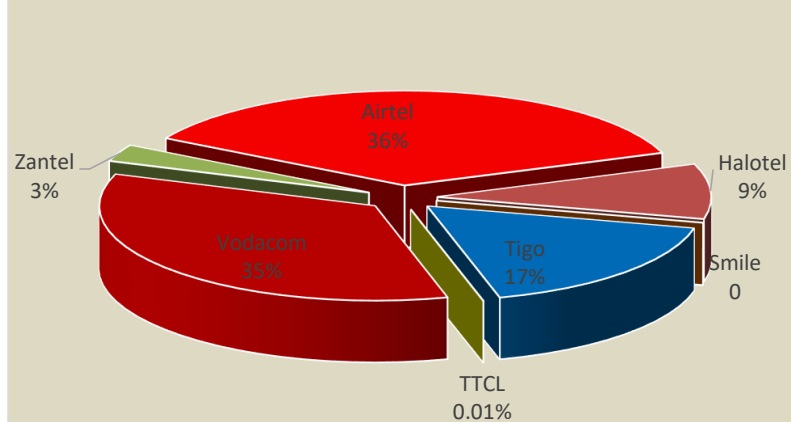
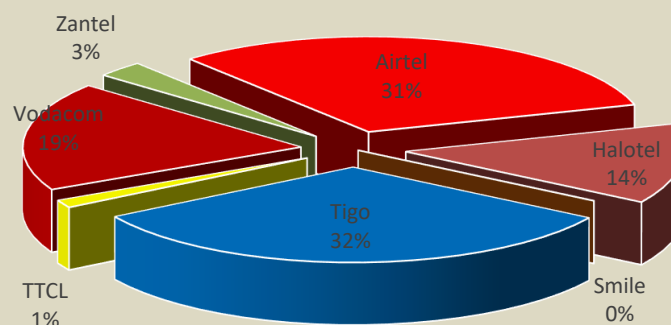
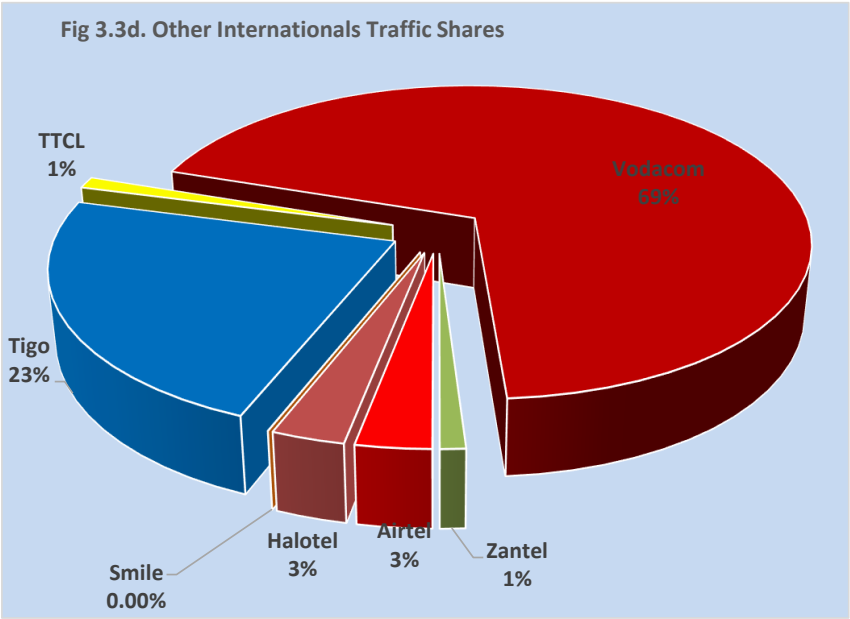
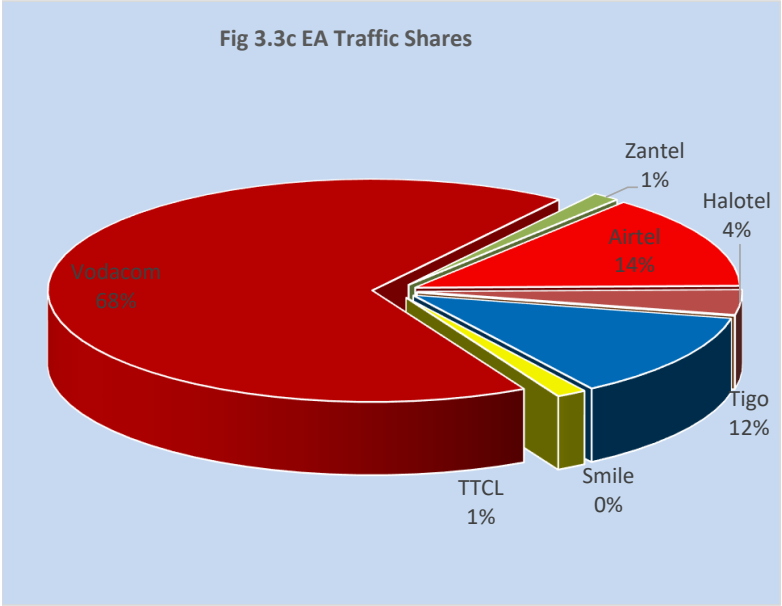


Fig 3.3b. Off Net Traffic Shares



3.3(b) International Traffic



3.4 Minutes Used Per Subscriptions (Minutes of Use)

Destination	APRIL	MAY	JUNE	TOTAL
On net	89	95	96	280
Off Net	41	46	48	135
EA	0.01	0.02	0.01	0.05
Other Internationals	0.02	0.02	0.02	0.07
TOTAL	130	141	144	415

4. NUMBER SHORT MESSAGES (SMS)

4.1 Local and International SMS

Destination	APRIL	MAY	JUNE	TOTAL
Local On Net SMS	5,599,198,630	5,686,713,642	5,310,479,415	16,596,391,687
Local Off Net SMS	6,382,559,056	6,497,706,060	6,026,307,748	18,906,572,864
International SMS	240,800	242,799.0	238,270.0	721,869
TOTAL	11,981,998,486	12,184,662,501	11,337,025,433	35,503,686,420

Fig. 4.1 Percentage Shares of Local and International SMS

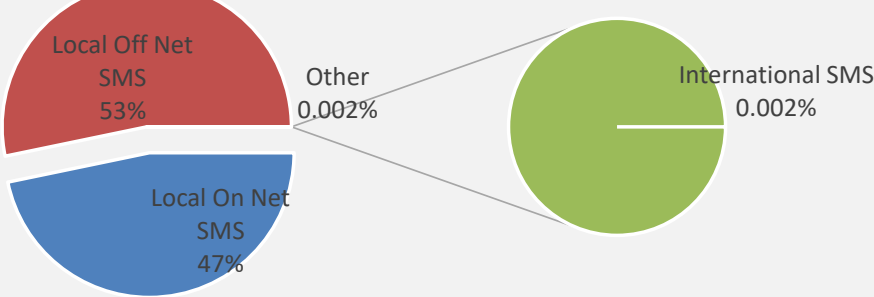


Fig 4.2a Percentage Shares of Local SMS

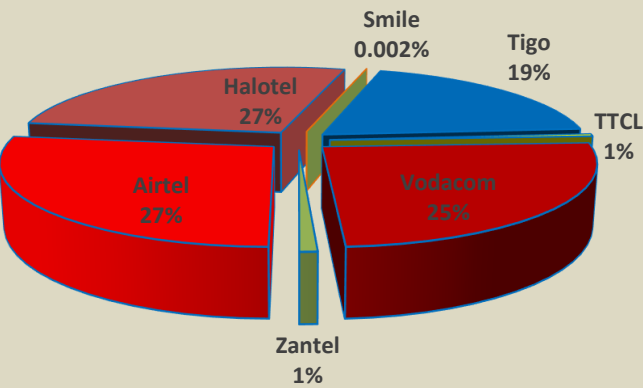
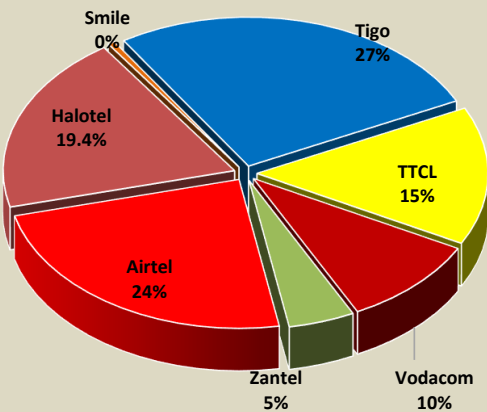


Fig 4.2b Percentage Shares of International SMS

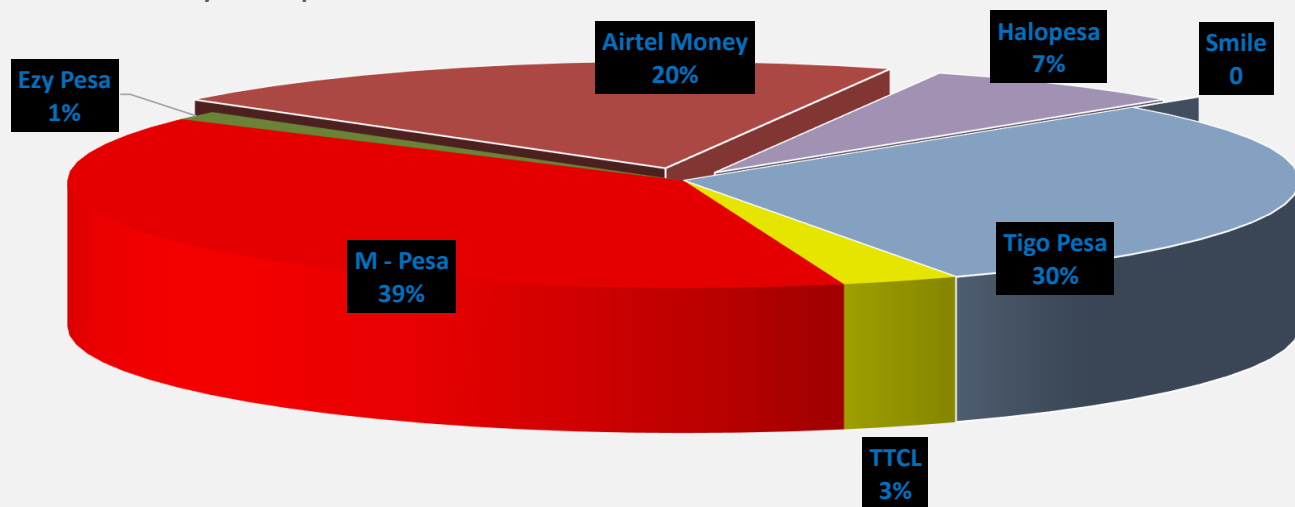


5. MOBILE MONEY SERVICES

5.1 Mobile Money Subscriptions (Mobile Money Accounts)

Operator	APRIL	MAY	JUNE
Airtel Money	5,637,437	5,737,181	5,883,497
Halopesa	1,892,452	1,980,053	2,089,749
Smile	0	0	0
Tigo Pesa	8,367,368	8,708,162	8,821,524
TTCL	852,984	852,984	916,351
M - Pesa	10,752,555	10,971,123	11,555,505
Ezy Pesa	374,644	370,324	393,335
TOTAL	27,877,440	28,619,827	29,659,961

Fig. 5.1 Mobile Money Subscriptions Market Share as of June 2020



5.2 Mobile Money Transactions

Operator	APRIL	MAY	JUNE
Airtel Money	53,435,793	56,036,012	61,592,957
Halopesa	14,704,106	16,790,549	19,652,265
Smile	0	0	0
Tigo Pesa	69,624,046	76,488,446	80,429,264
TTCL	821,966	821,966	883,999
M - Pesa	106,477,668	104,148,135	106,677,433
Ezy Pesa	2,738,001	3,167,789	3,103,352
TOTAL	247,801,580	257,452,897	272,339,270

5.3 Mobile Money Value of Transactions

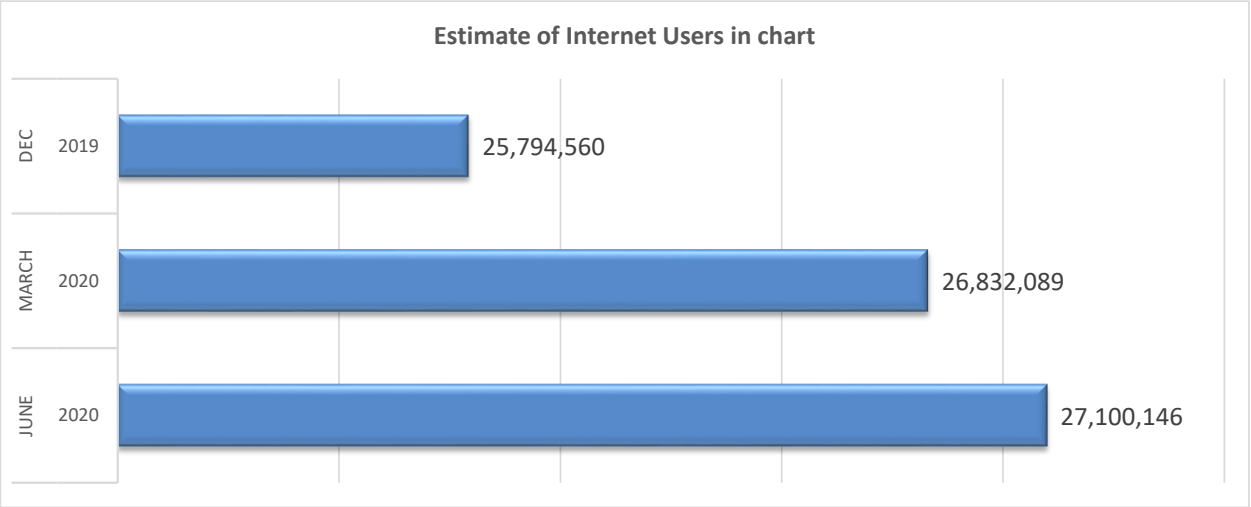
Operator	APRIL	MAY	JUNE
Airtel Money	1,522,727,020,099	1,744,151,336,313	1,965,531,628,184
Halopesa	196,364,211,393	228,533,333,255	285,700,532,120
Smile	0	0	0
Tigo Pesa	1,852,327,064,043	2,112,370,252,461	2,334,135,444,936
TTCL	10,918,422,233	10,918,422,233	11,495,222,242
M - Pesa	4,669,288,978,729	5,266,256,579,121	5,962,348,645,523
Ezy Pesa	87,946,746,389	102,325,728,839	92,511,742,481
TOTAL	8,339,572,442,886	9,464,555,652,222	10,651,723,215,486

5.3 Mobile Money Transaction and Value per Subscription

	APRIL	MAY	JUNE
Transaction/Subs	9	9	9
Value/Subs	299,151	330,699	359,128

6. ESTIMATES OF INTERNET USERS

JUNE 2020	MARCH 2020	DEC 2019
27,100,146	26,832,089	25,794,560



6. SUMMARY OF COMMUNICATIONS STATISTICS

6.1 TELECOM SERVICES

6.1a Subscriptions and Teledensity

Year	2014	2015	2016	2017	2018	2019
Fixed	142,950	142,819	129,597	127,094	124,238	76,288
Mobile	34,108,851	39,665,600	40,044,186	39,953,860	43,497,261	48,056,689
Total	34,251,801	39,808,419	40,173,783	40,080,954	43,621,499	48,132,977
Penetration	71%	79%	80%	78%	81%	86%

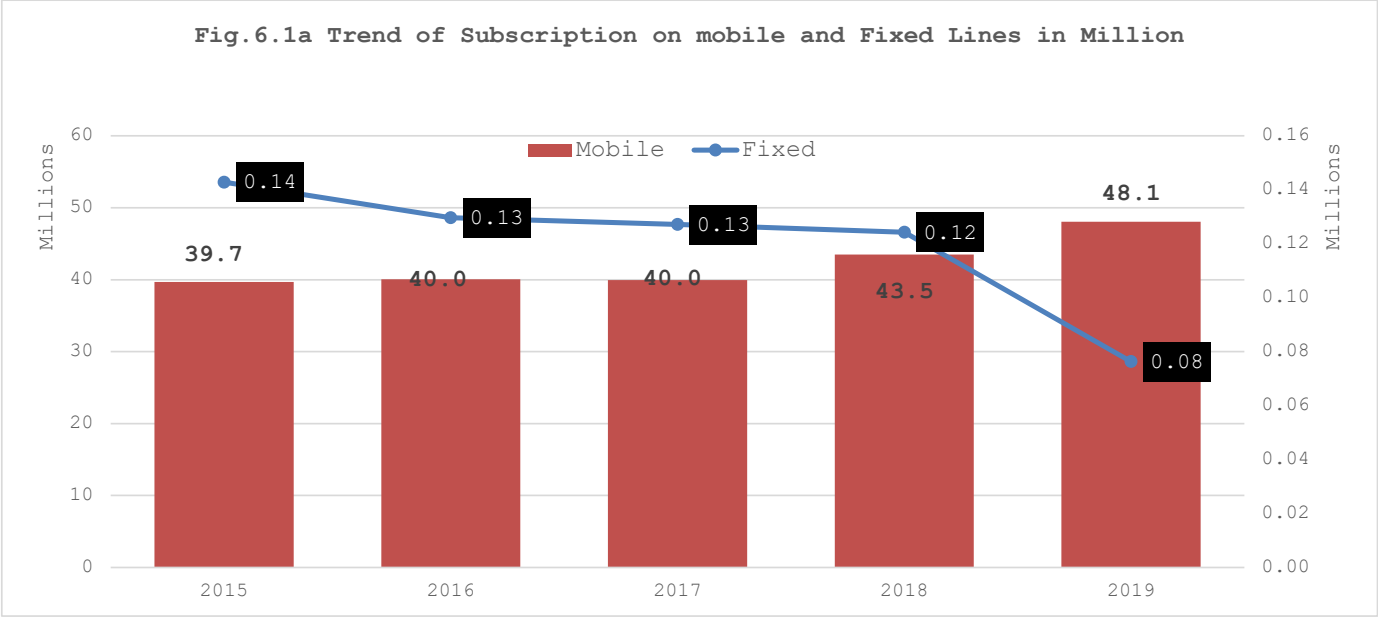
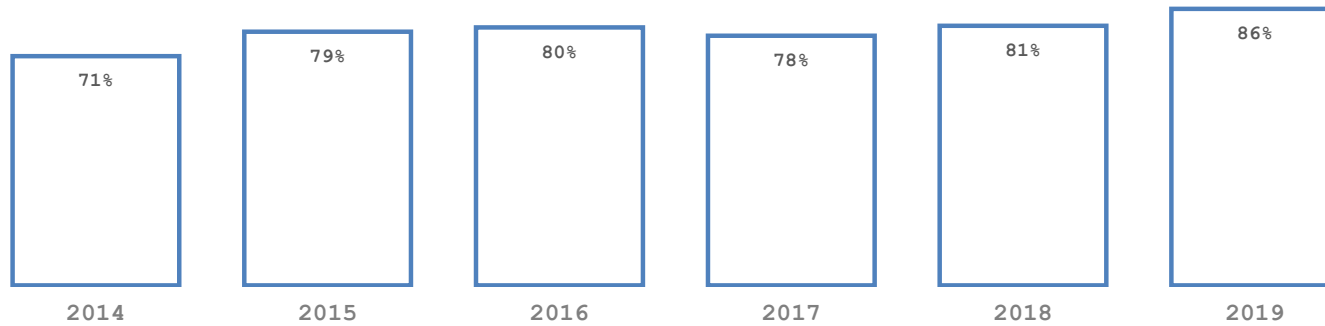


Fig.6.1b Voice Telecom Penetration



6.1b Voice Traffic minutes - National and International

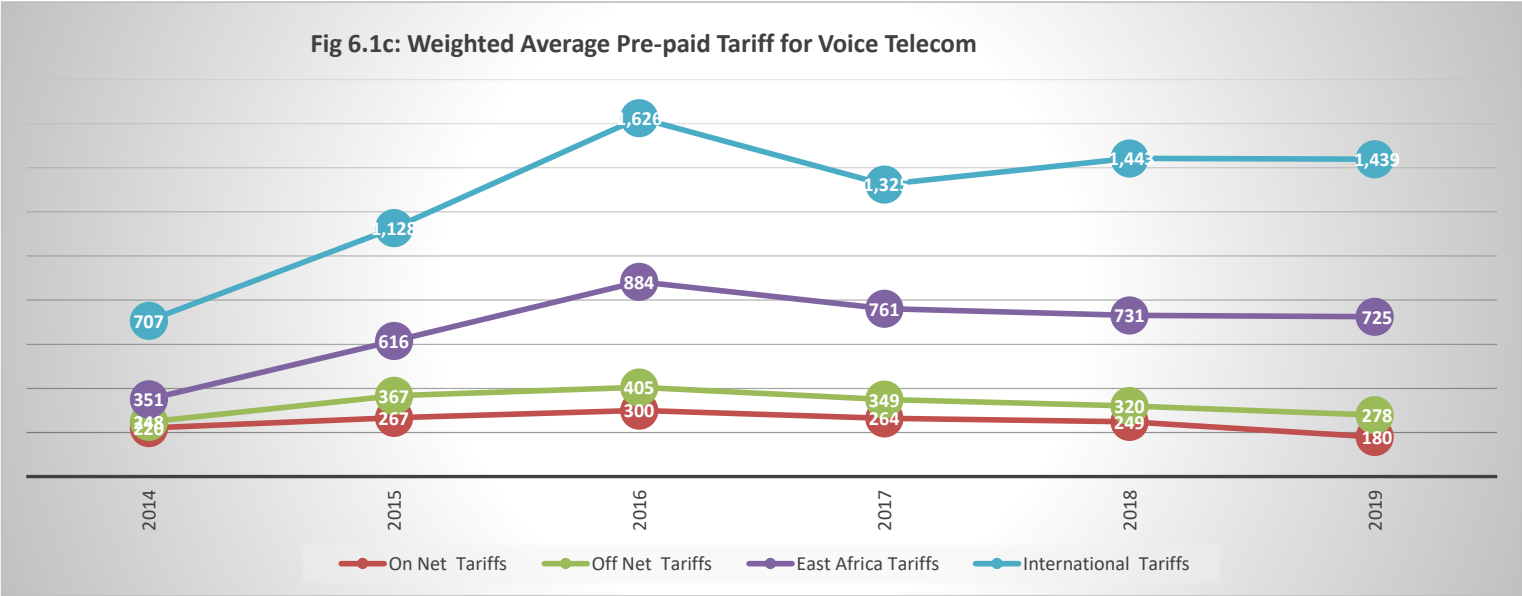
Years	2014	2015	2016	2017	2018	2019
National Traffic (On & Off Net)	41,689,212,148	43,461,094,130	51,023,633,898	56,053,981,867	62,226,915,881	67,383,030,453
Traffic to International	234,080,182	219,401,125	145,972,186	99,413,092	74,883,523	57,550,480
Traffic from International	258,420,938	221,145,509	171,320,372	104,148,723	81,094,882	67,089,598

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

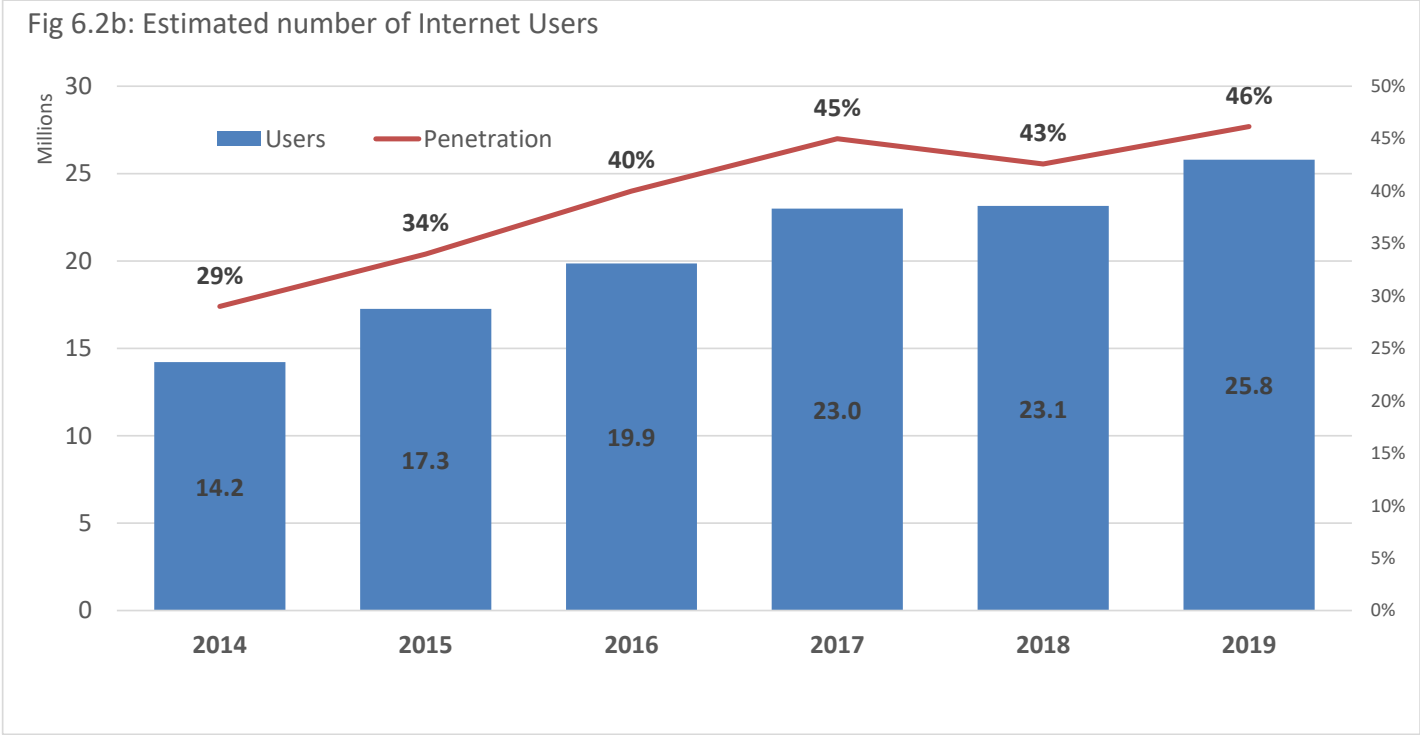
Traffic to East Africa	53,329,431	44,821,161	35,811,296	21,952,159	15,777,208	14,252,483
Traffic from East Africa	54,174,595	54,078,219	79,875,098	43,845,601	26,161,712	21,989,062
Traffic to Other International	180,750,751	174,579,964	110,160,890	77,460,933	59,106,315	43,297,997
Traffic from Other International	204,246,343	167,067,290	91,445,274	60,303,122	54,933,170	45,100,536

6.1c Industrial Aggregate of Weighted Average Prepaid Tariff for voice Telecom (Tax Exclusive)

Years	2014	2015	2016	2017	2018	2019
On Net Tariffs	220	267	300	264	249	180
Off Net Tariffs	248	367	405	349	320	278
East Africa Tariffs	351	616	884	761	731	725
International Tariffs	707	1,128	1,626	1,325	1,443	1,439



6.2 INTERNET SERVICES						
6.2a Estimate of Internet Users						
Year	2014	2015	2016	2017	2018	2019
Users	14,217,311	17,263,523	19,862,525	22,995,109	23,142,960	25,794,560
Penetration	29%	34%	40%	45%	43%	46%

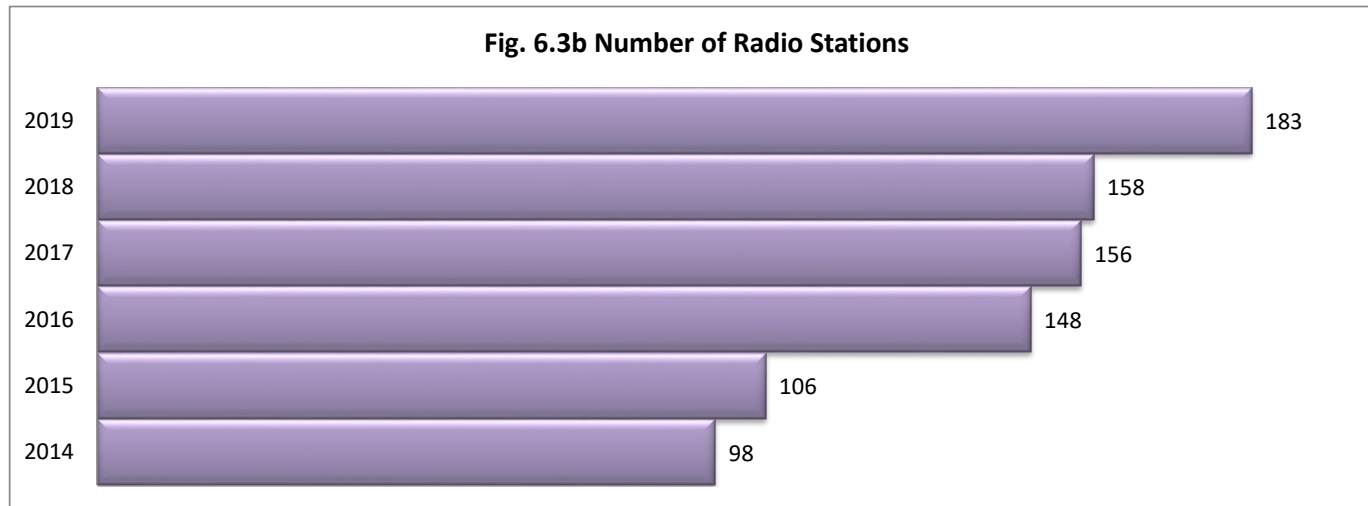


6.3 BROADCASTING SERVICES

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

Type	2014	2015	2016	2017	2018	2019
Free To Air	25	25	25	27	30	37
Satellite TV	3	3	3	3	3	2
DTT & DTH	3	3	3	3	3	4

6.3b Number of Radio Stations



6.3c Number of Active TV Subscriptions/Active Decoders

Year	2014	2015	2016	2017	2018	2019
DTT	715,339	717,824	837,461	1,508,229	1,626,023	1,432,398
SATELLITE	187,754	192,571	224,667	570,124	985,594	1,092,891
CABLE	96,823	125,043	158,224	158,224	158,224	158,224
TOTAL	999,916	1,035,438	1,220,352	2,236,577	2,769,841	2,683,513

6.4 POSTAL SERVICES
6.4a Postal Service Providers

CATEGORY	2014	2015	2016	2017	2018	2019
Public	1	1	1	1	1	1
International	8	8	8	7	6	7
East Africa	3	4	2	1	2	3
Domestic	4	8	8	14	15	27
Intracity	4	6	9	5	4	9
Intercity	6	9	5	7	1	45
Total	26	36	33	35	28	92

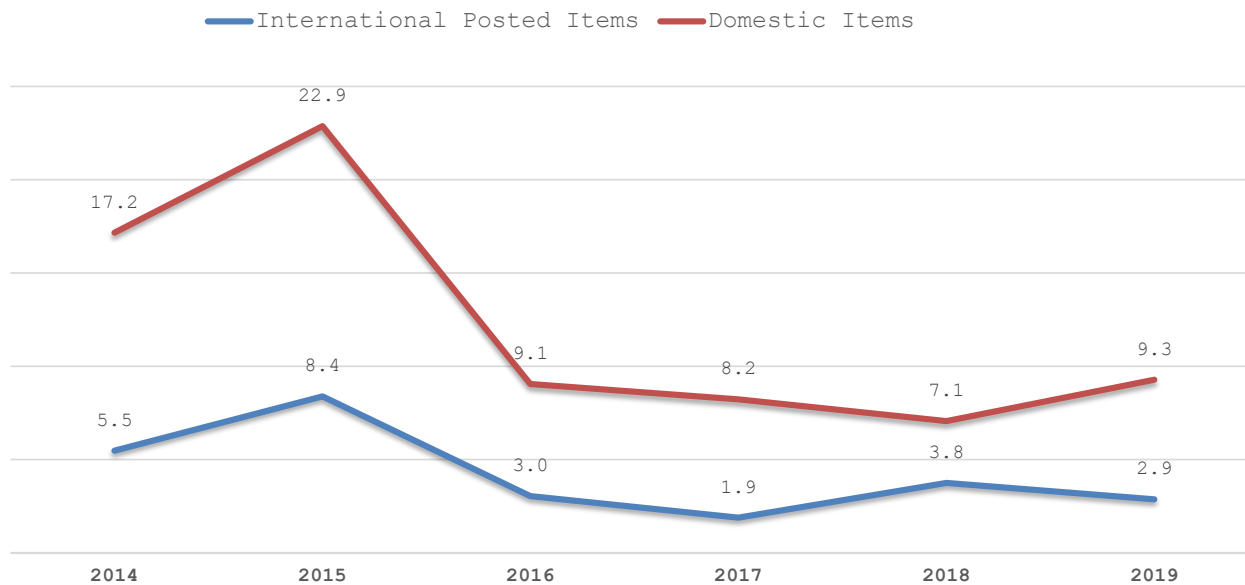
6.4b Public Postal Services Customers

Year	2014	2015	2016	2017	2018	2019
Corporate	694	158,487	16,423	80,307	51,321	1,672
Individuals	187,603	364,458	364,953	364,853	302,421	345,012
TOTAL	188,297	522,945	381,376	445,160	353,742	346,684

6.4c Domestic and International Posted Items in TPC

Item	2014	2015	2016	2017	2018	2019
Domestic Items	17,158,175	22,870,106	9,058,968	8,228,501	7,065,527	9,280,229
International Item	5,477,634	8,389,065	3,039,816	1,892,887	3,753,746	2,873,312
TOTAL	22,635,809	31,259,171	12,098,784	10,121,388	10,819,272	12,153,541

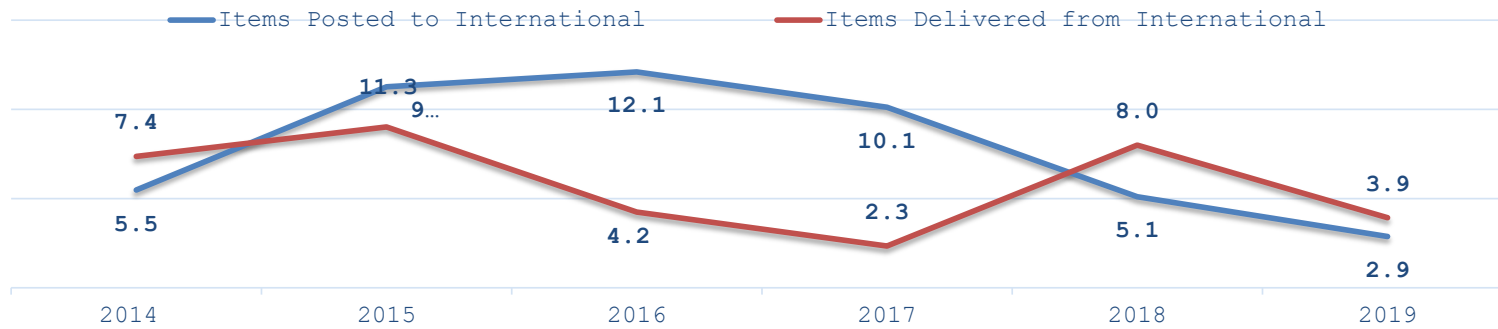
Fig 6.4c. Posted Items (Millions)



6.4d Items Posted to and Delivered from International

Year	2014	2015	2016	2017	2018	2019
Delivered from Int	7,363,436	9,014,973	4,240,327	2,339,149	7,999,942	3,927,692
Posted to Int	5,477,634	11,259,171	12,098,784	10,121,388	5,098,728	2,873,312
TOTAL	12,841,070	20,274,144	16,339,111	12,460,537	13,098,670	6,801,004

Fig. 6.4d Items posted to and Delivered from International



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