

QUARTERLY COMMUNICATIONS STATISTICS

July - September 2020

A: TELECOM SERVICES

1. TARIFFS (in TZS)

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

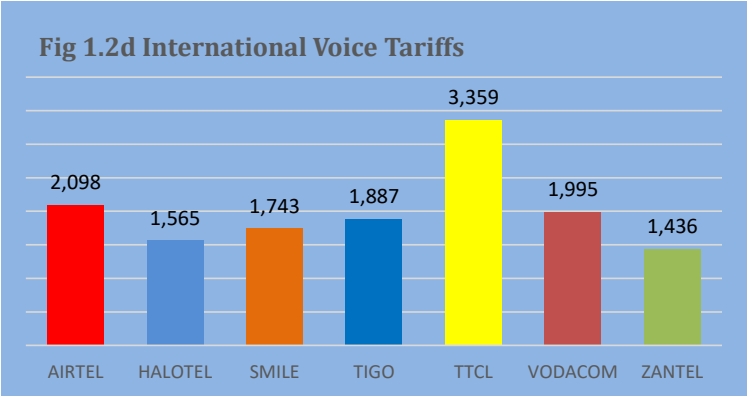
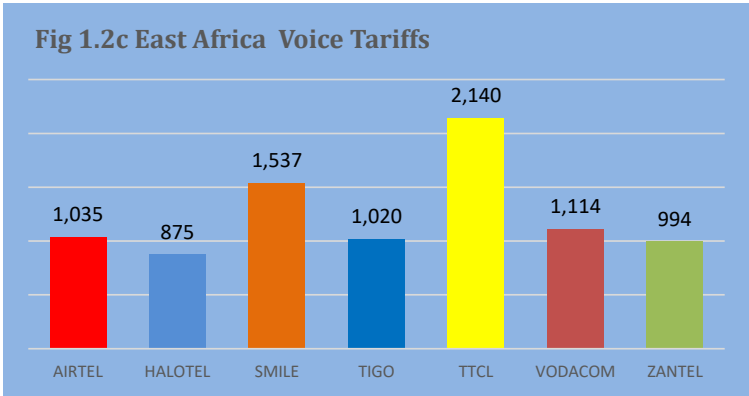
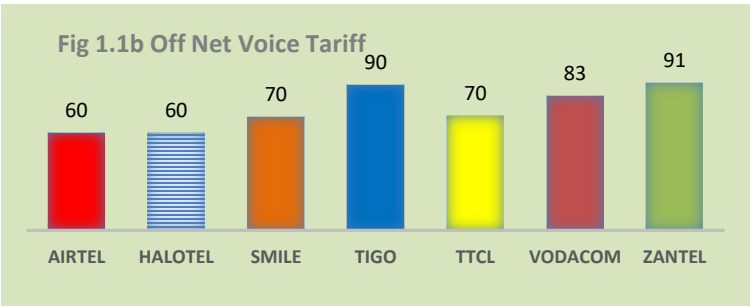
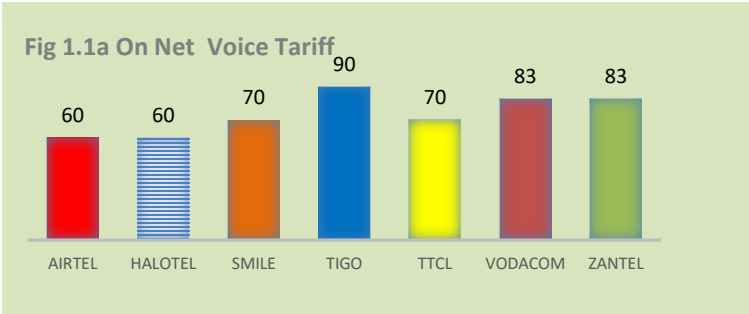


Fig 1.3e Local SMS Tariffs

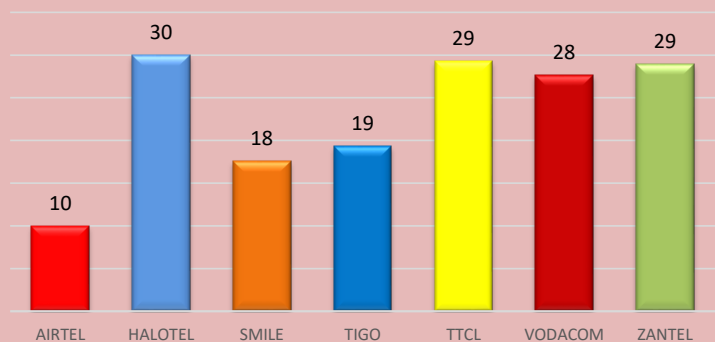
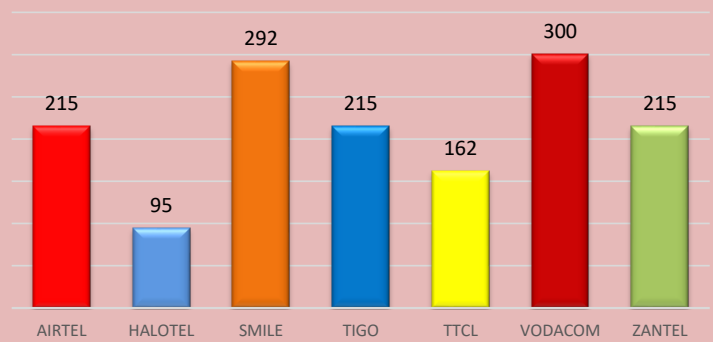


Fig 1.3f International SMS Tariffs



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

Operator	Price/MB
Airtel	5
Halotel	26
Tigo	40
Vodacom	40
Zantel	41
TTCL	10
Smile	5

Fig. 1.2 Standard Data Tariff - Tax inclusive



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

	TZS/On-Net Min	TZS/Off-Net Min	TZS/SMS	TZS/Mb
Airtel	5.3	6.22	1.16	0.55
Halotel	7.14	7.51	4.35	3.32
Tigo	4.34	4.34	1.51	1.05
Vodacom	4.89	5.06	1.44	1.49
Zantel	5.15	6.36	1.82	2.04
TTCL	4.97	9.82	4.63	1.64
Smile	28.8	28.8	7.21	2.35

1.4 Industry Average Tariffs (IAT)

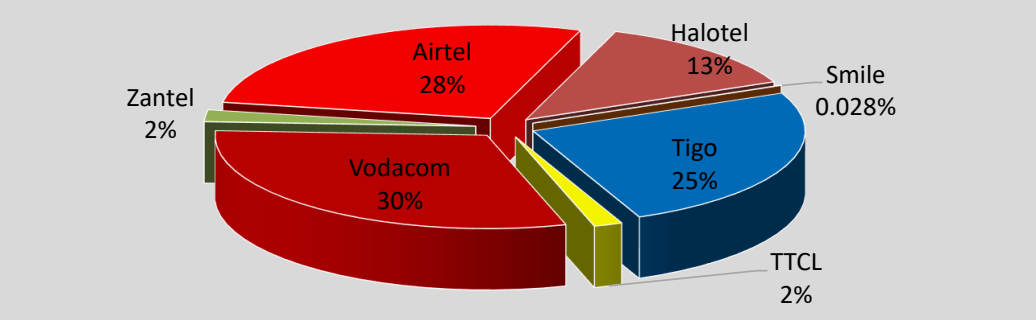
Destination	Basic Tariffs (Price/Min)		Disaggregated Bundle Tariff (Price / unit)
On Net	74	On Net Min	9
Off Net	75	Off Net Min	10
EA	1,245	SMS	3
Other Int.	2,012	MB	2
Local SMS	23		
International SMS	214		

2. TELECOM SUBSCRIPTIONS

2.1. Number of Telecom Subscriptions and Market Shares

Operator	JULY	AUGUST	SEPTEMBER
Airtel	13,650,937	13,507,653	13,581,478
Halotel	6,072,799	6,264,863	6,378,474
Smile	14,150	14,020	13,683
Tigo	12,630,935	12,344,879	12,438,609
TTCL	715,790	784,548	831,891
Vodacom	14,853,855	14,954,327	14,987,160
Zantel	950,445	967,711	984,562
TOTAL	48,888,911	48,838,001	49,215,857

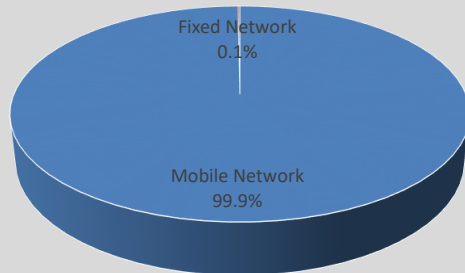
Fig. 2.1 Operators' Subscription Market Shares



2.2 Subscriptions to Mobile and Fixed Network

NETWORK	JULY	AUGUST	SEPTEMBER
Mobile Network	48,813,198	48,763,043	49,143,053
TTCL	75,713	74,958	72,804
ZANTEL	0	0	0
Fixed Network	75,713	74,958	72,804
TOTAL	48,888,911	48,838,001	49,215,857

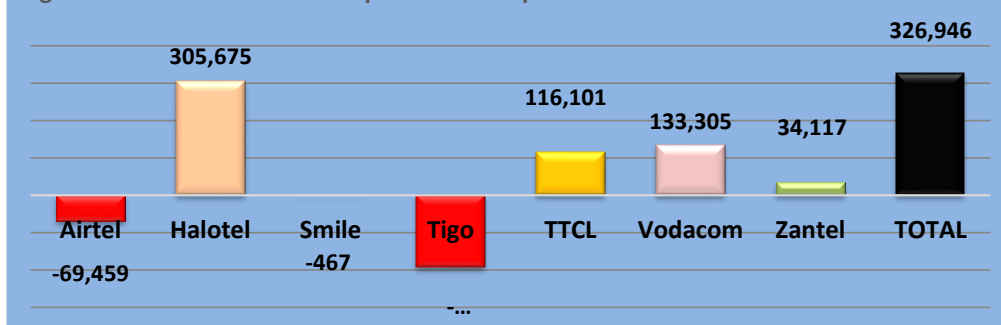
Fig.2.2: Mobile and Fixed Operators Subscription Market Shares



2.3 Addition of Subscriptions per Operator in this quarter (July-Sept 2020)

Operator	July-Sept	July-Sept	Quarter Net Addition
Airtel	-143,284	73,825	-69,459
Halotel	192,064	113,611	305,675
Smile	-130	-337	-467
Tigo	-286,056	93,730	-192,326
TTCL	68,758	47,343	116,101
Vodacom	100,472	32,833	133,305
Zantel	17,266	16,851	34,117
TOTAL	-50,910	377,856	326,946

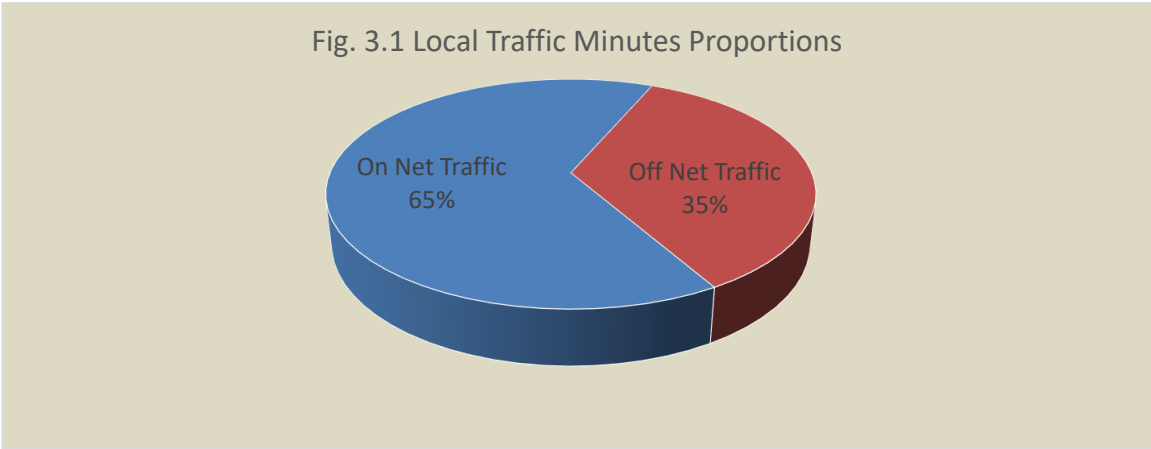
Fig. 2.3 Net Addition of Subscriptions in this quarter



3. VOICE TRAFFIC MINUTES

3.1 Local Traffic

Destination	JULY	AUGUST	SEPTEMBER	TOTAL
On Net Traffic	4,834,300,614	4,799,259,595	4,580,883,455	14,214,443,664
Off Net Traffic	2,504,393,768	2,626,429,314	2,595,107,032	7,725,930,114
TOTAL	7,338,694,382	7,425,688,909	7,175,990,487	21,940,373,778



3.2 International Traffic

Destination	JULY	AUGUST	SEPTEMBER	TOTAL
Traffic to EA	760,508	791,910	769,915	2,322,333
Traffic From EA	1,193,045	1,252,905	1,262,987	3,708,937
Traffic to other Int	2,739,203	2,896,894	2,910,953	8,547,050
Traffic From Othe Int	3,803,547	3,847,019	3,376,978	11,027,544
TOTAL	8,496,303	8,788,728	8,320,833	25,605,864

Fig 3.2a Traffic Minutes to/From EA Countries

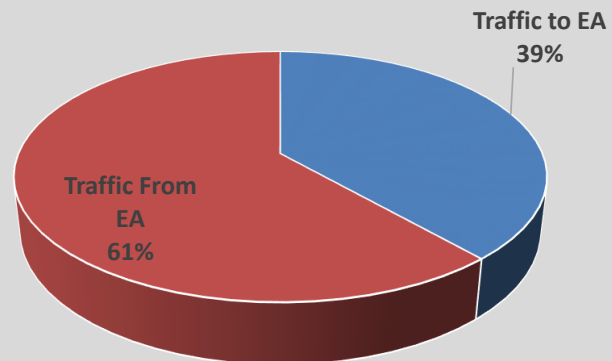
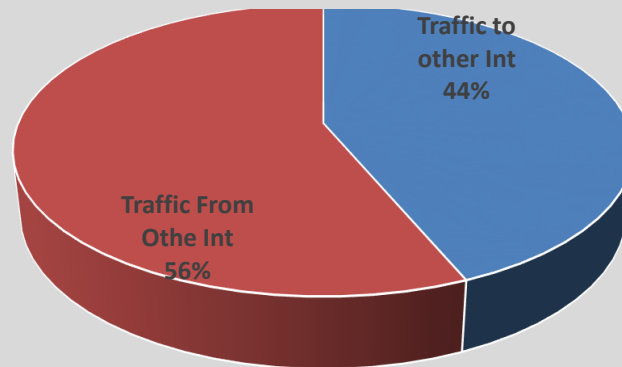


Fig 3.2b Traffic Minutes to/From other Internationals



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

3.3(a) Local Traffic Minutes

Fig 3.3a On net Traffic Shares

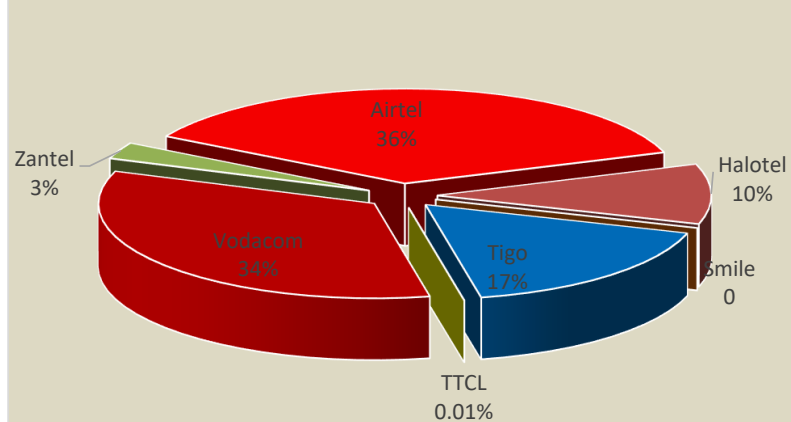
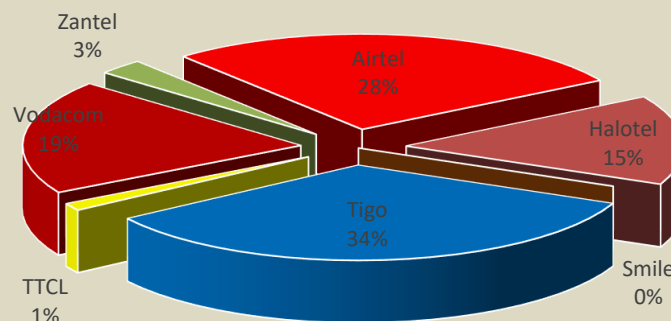
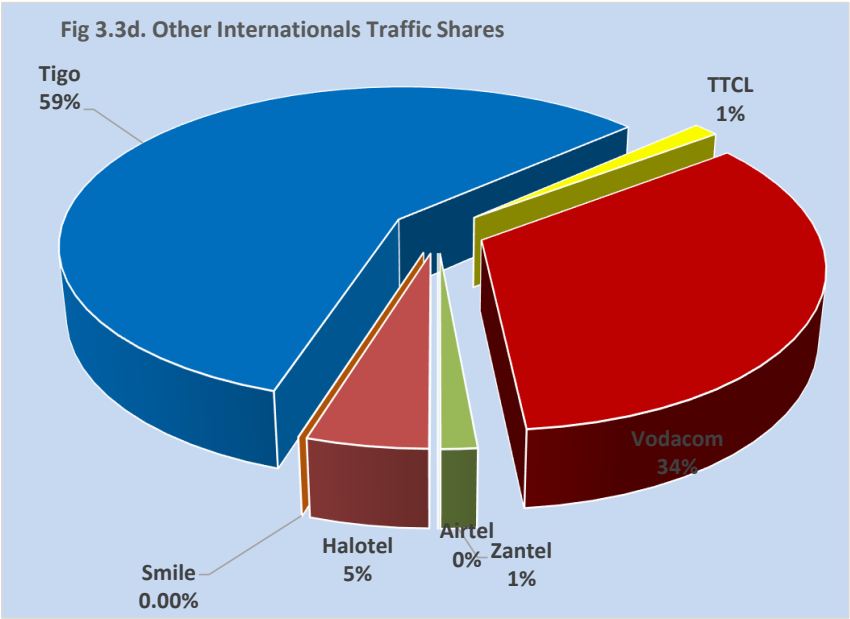
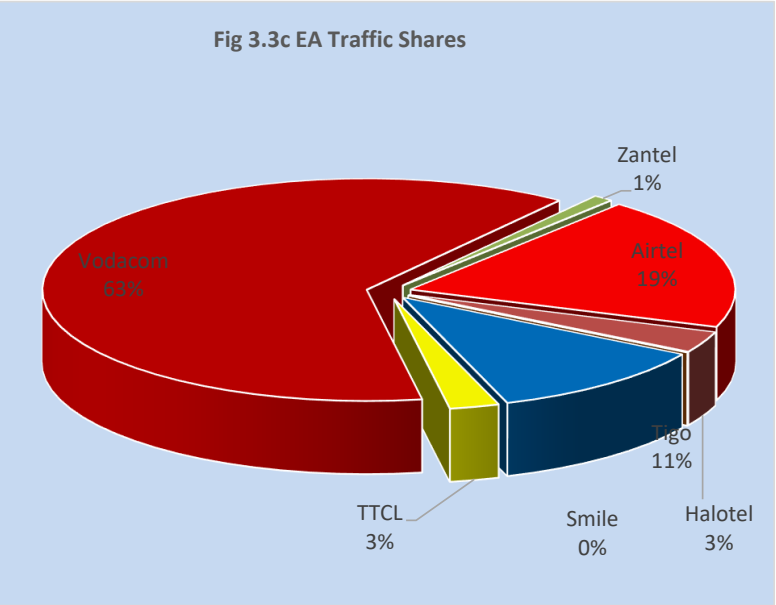


Fig 3.3b. Off Net Traffic Shares



3.3(b) International Traffic



3.4 Minutes Used Per Subscriptions (Minutes of Use)

Destination	JULY	AUGUST	SEPTEMBER	TOTAL
On net	99	98	93	290
Off Net	51	54	53	158
EA	0.02	0.02	0.02	0.05
Other Internationals	0.02	0.03	0.03	0.08
TOTAL	150	152	146	448

4. NUMBER SHORT MESSAGES (SMS)

4.1 Local and International SMS

Destination	JULY	AUGUST	SEPTEMBER	TOTAL
Local On Net SMS	5,017,113,728	4,871,565,580	4,786,334,919	14,675,014,227
Local Off Net SMS	5,763,445,847	5,649,020,595	5,669,951,540	17,082,417,982
International SMS	235,533	241,421.0	250,039.0	726,993
TOTAL	10,780,795,108	10,520,827,596	10,456,536,498	31,758,159,202

Fig. 4.1 Percentage Shares of Local and International SMS

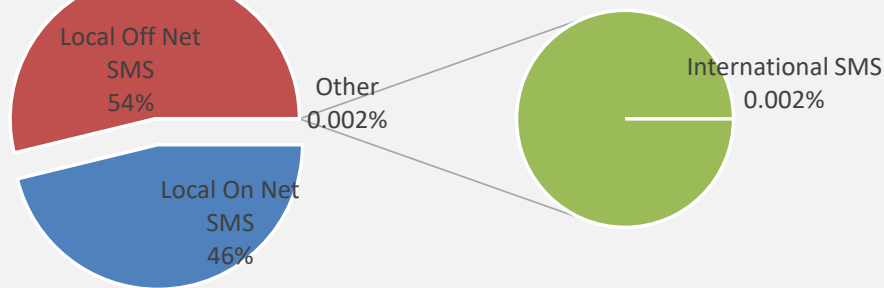


Fig 4.2a Percentage Shares of Local SMS

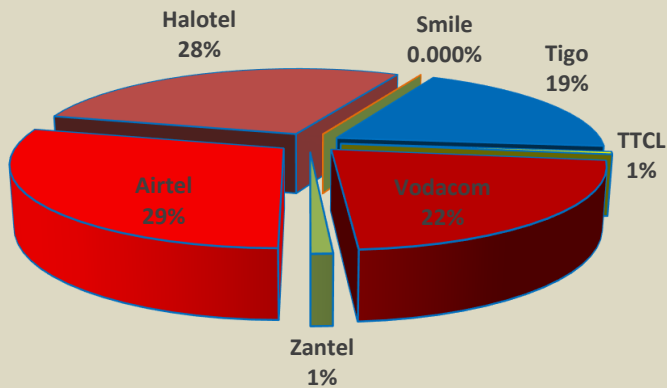
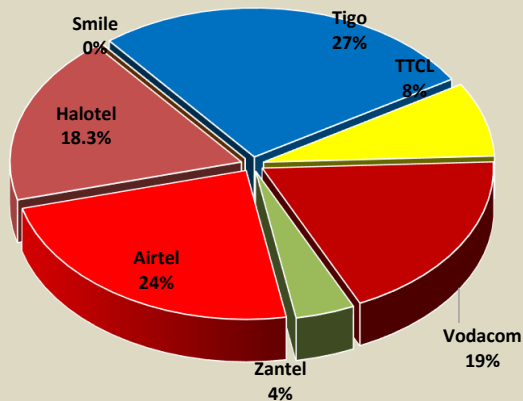


Fig 4.2b Percentage Shares of International SMS

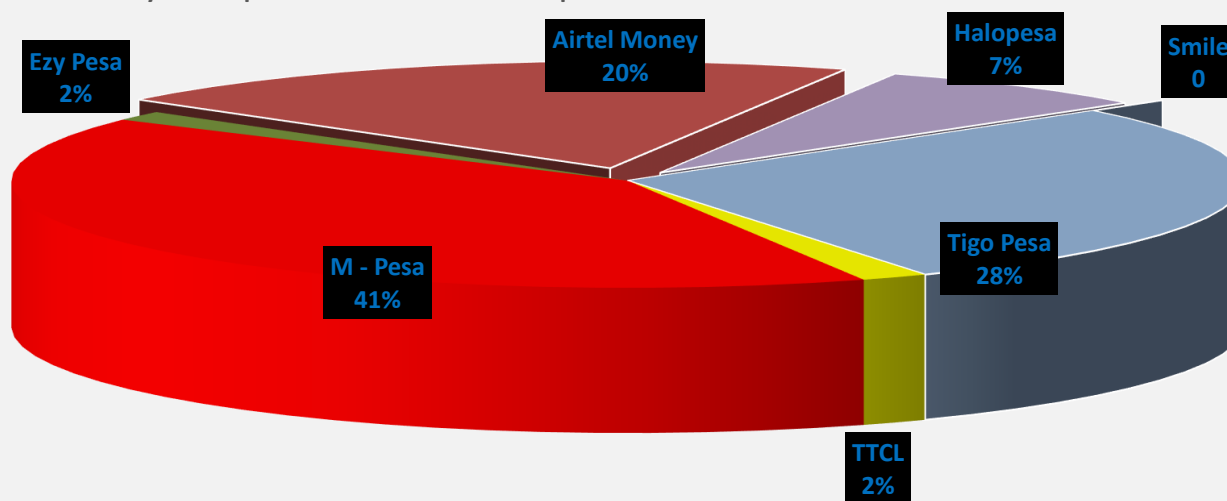


5. MOBILE MONEY SERVICES

5.1 Mobile Money Subscriptions (Mobile Money Accounts)

Operator	JULY	AUGUST	SEPTEMBER
Airtel Money	6,033,286	6,104,556	6,153,678
Halopesa	2,167,272	2,223,565	2,263,033
Smile	0	0	0
Tigo Pesa	8,801,232	8,756,839	8,679,082
TTCL	943,233	986,329	537,787
M - Pesa	10,127,101	11,910,980	12,514,475
Ezy Pesa	414,129	430,271	438,751
TOTAL	28,486,253	30,412,540	30,586,806

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



5.2 Mobile Money Transactions

Operator	JULY	AUGUST	SEPTEMBER
Airtel Money	62,919,176	61,188,000	67,515,180
Halopesa	19,409,022	20,653,809	21,383,989
Smile	0	0	0
Tigo Pesa	88,586,831	89,126,256	88,930,484
TTCL	875,972	769,389	734,671
M - Pesa	113,251,929	113,572,414	117,478,807
Ezy Pesa	3,314,804	3,256,859	3,215,373
TOTAL	288,357,734	288,566,727	299,258,504

5.3 Mobile Money Value of Transactions

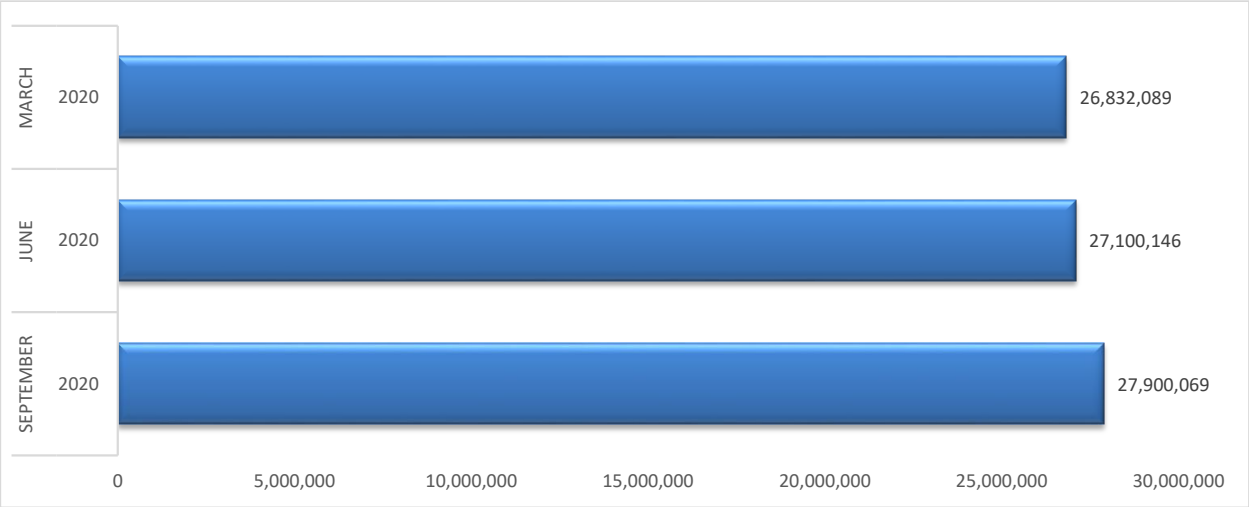
Operator	JULY	AUGUST	SEPTEMBER
Airtel Money	2,148,323,564,077	1,965,254,847,689	2,127,315,350,943
Halopesa	313,772,416,774	335,905,200,356	353,527,301,586
Smile	0	0	0
Tigo Pesa	2,437,298,737,896	2,423,836,652,768	2,431,835,155,457
TTCL	14,713,741,181	15,060,496,932	1,290,345,134
M - Pesa	6,286,456,160,172	6,231,493,584,812	6,539,290,546,224
Ezy Pesa	109,086,554,260	103,285,476,732	102,294,777,972
TOTAL	11,309,651,174,360	11,074,836,259,289	11,555,553,477,316

5.3 Mobile Money Transaction and Value per Subscription

	JULY	AUGUST	SEPTEMBER
Transaction/Subs	10	9	10
Value/Subs	397,021	364,154	377,795

6. ESTIMATES OF INTERNET USERS

MARCH 2020	JUNE 2020	SEPTEMBER 2020
26,832,089	27,100,146	27,900,069



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	49,143,053
Total	34,251,801	39,808,419	40,173,783	40,080,954	43,621,499	49,219,341
Penetration	71%	79%	80%	78%	81%	88%

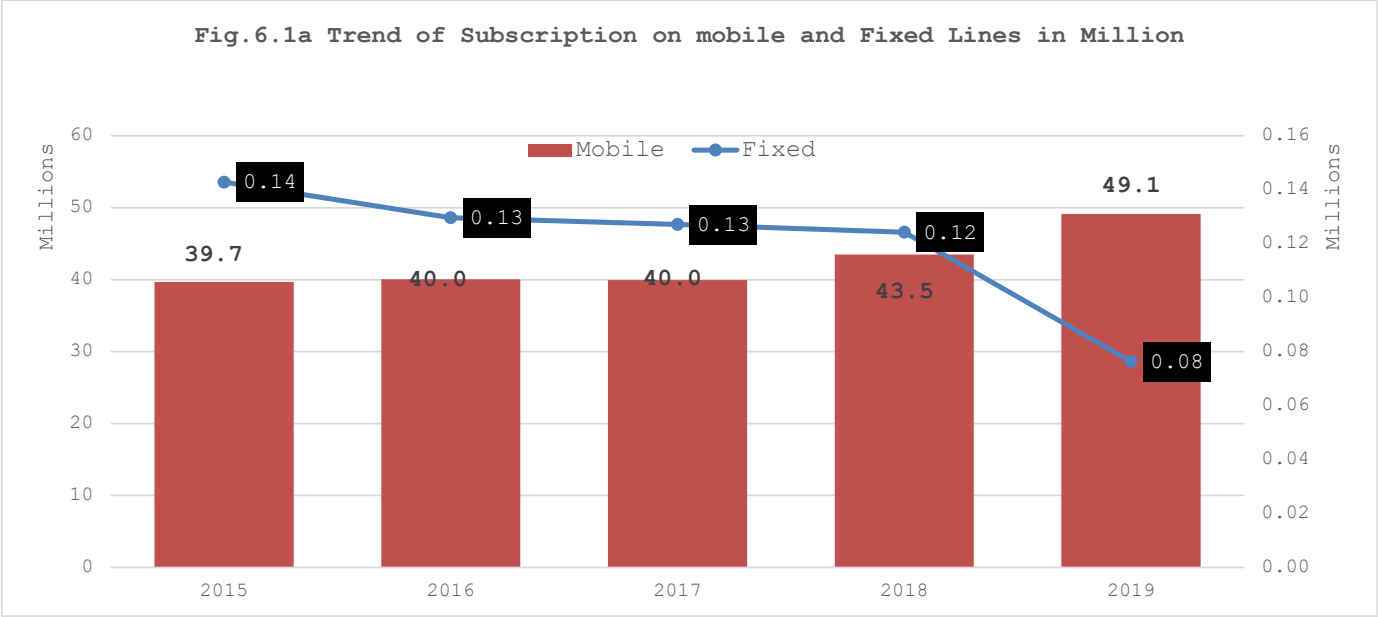
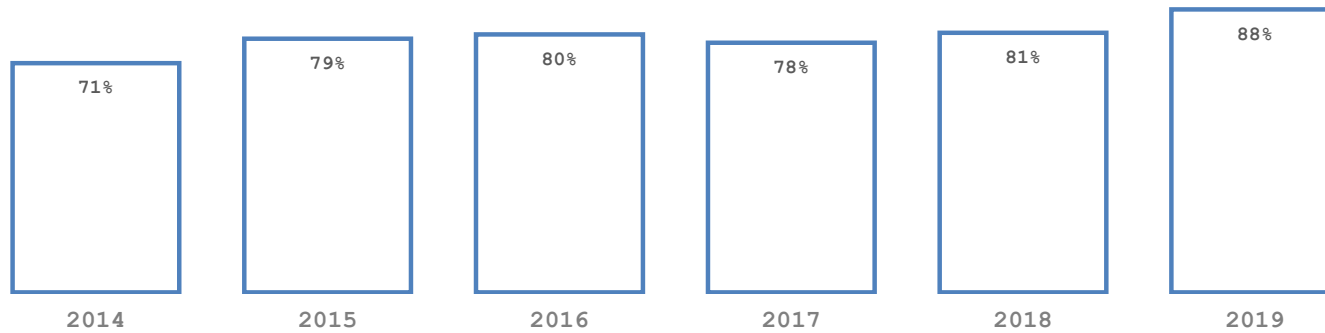


Fig.6.1b Voice Telecom Penetration



6.1b Voice Traffic minutes - National and International

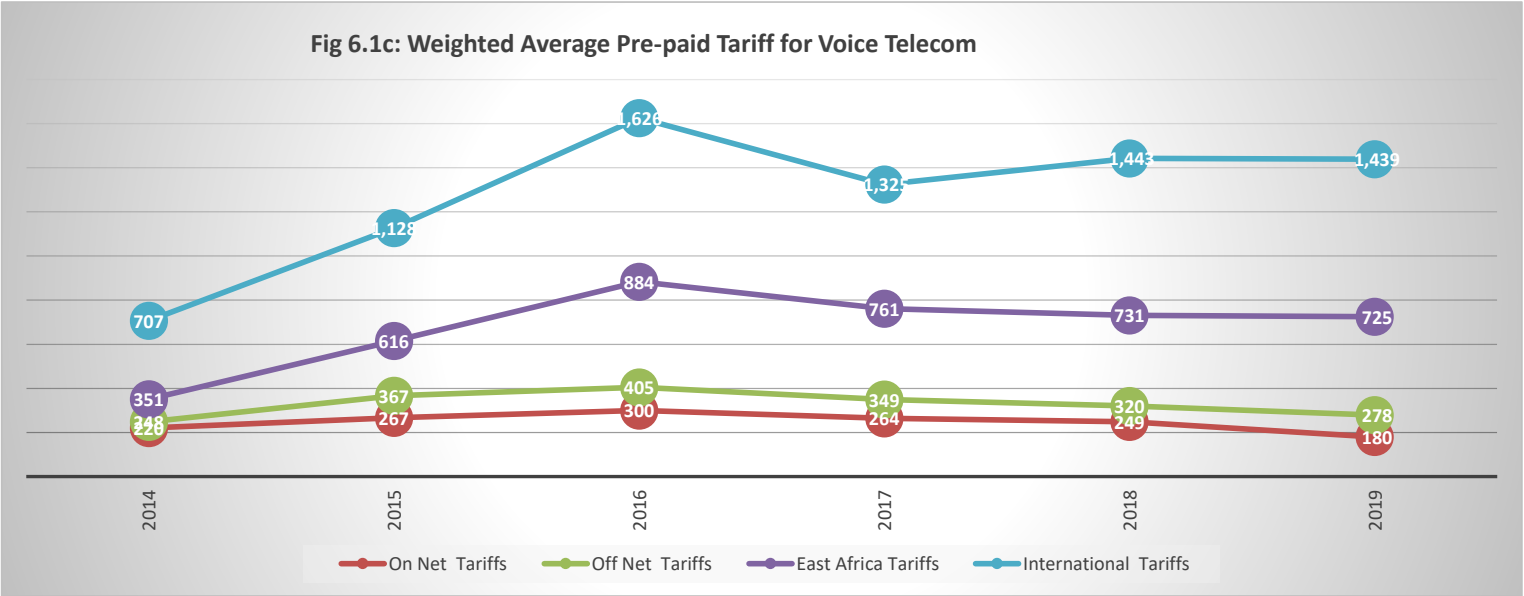
Years	2014	2015	2016	2017	2018	2019
National Traffic (On & Off Net)	41,689,212,148	43,461,094,130	51,023,633,898	56,053,981,867	62,226,915,881	67,383,030,453
Traffic to International	234,080,182	219,401,125	145,972,186	99,413,092	74,883,523	57,550,480
Traffic from International	258,420,938	221,145,509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

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

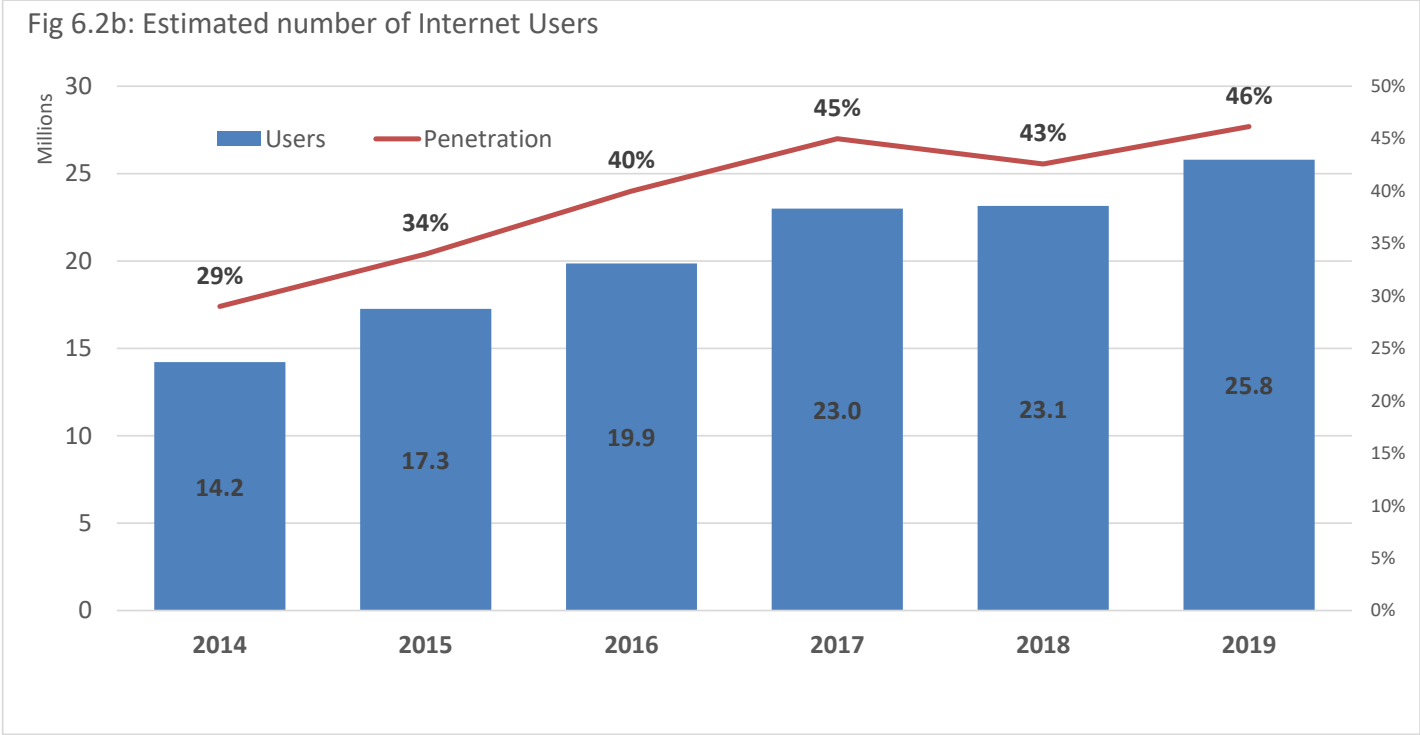
Traffic to East Africa	53,329,431	44,821,161	35,811,296	21,952,159	15,777,208	14,252,483
Traffic from East Africa	54,174,595	54,078,219	79,875,098	43,845,601	26,161,712	21,989,062
Traffic to Other International	180,750,751	174,579,964	110,160,890	77,460,933	59,106,315	43,297,997
Traffic from Other International	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%

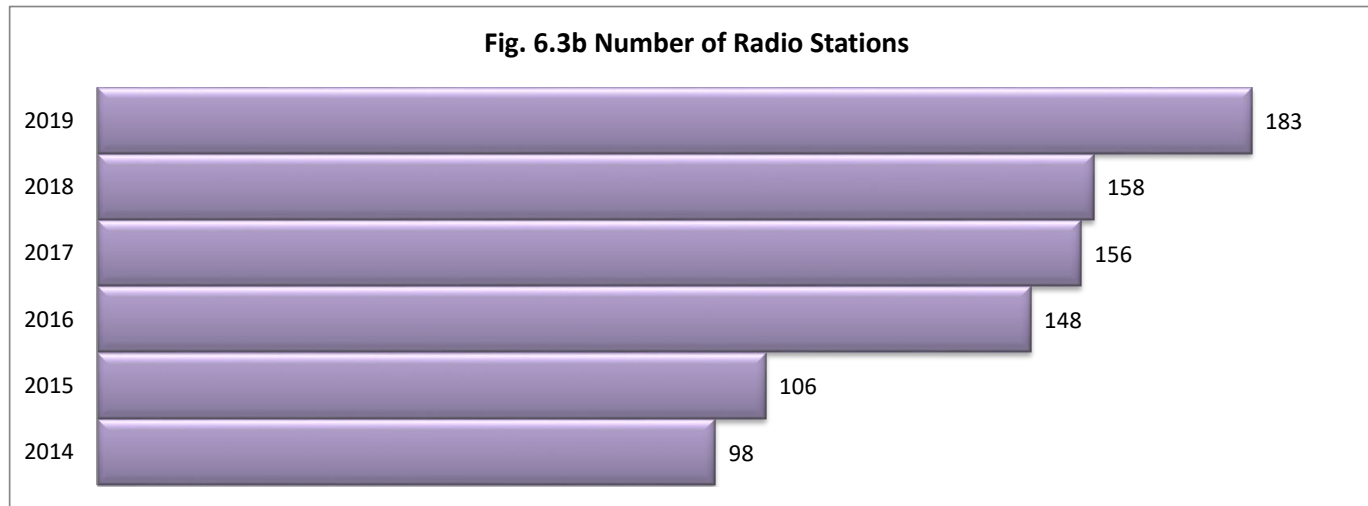


6.3 BROADCASTING SERVICES

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

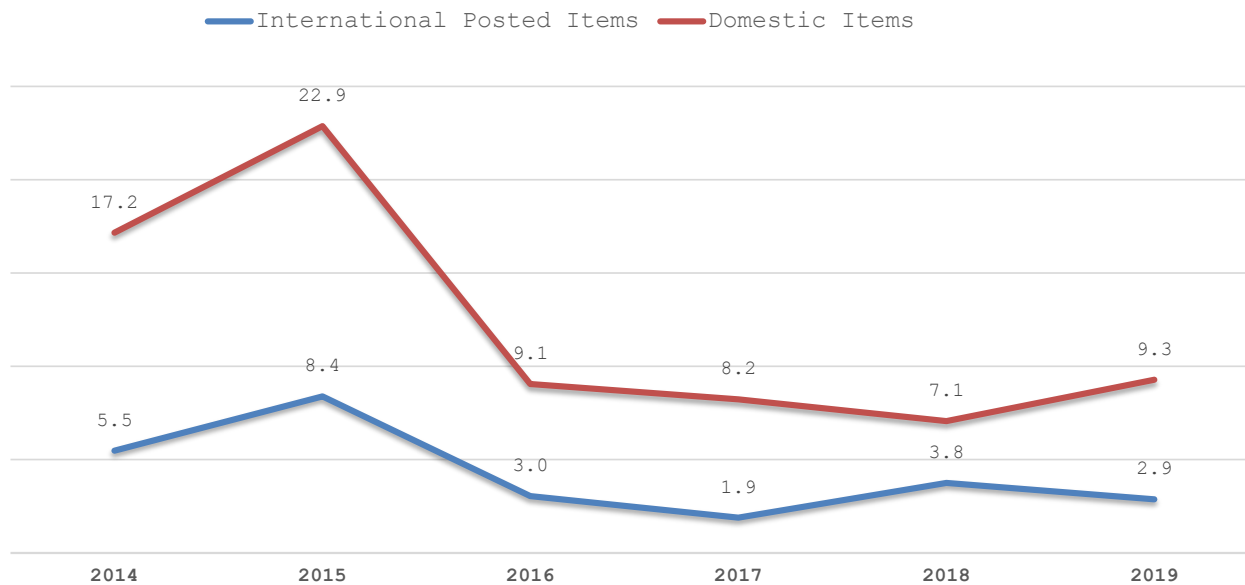
6.4b Public Postal Services Customers

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

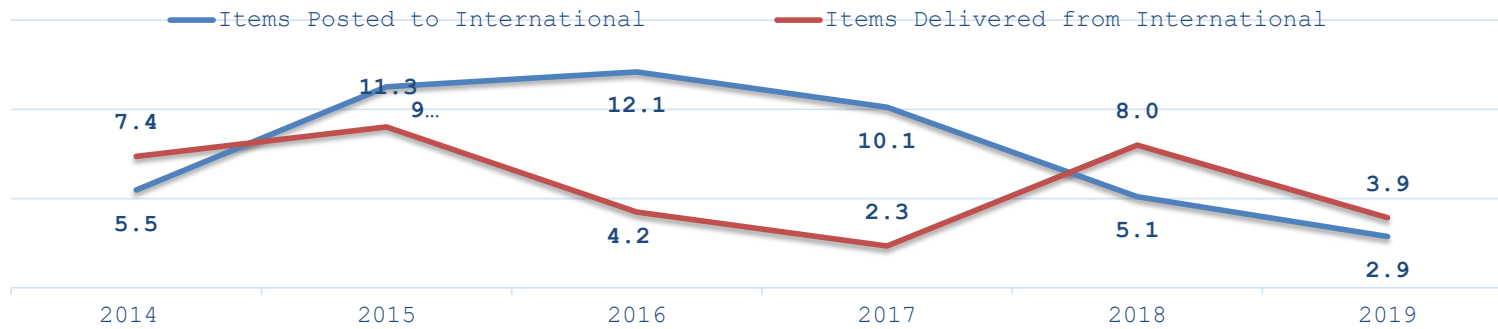
Fig 6.4c. Posted Items (Millions)



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