

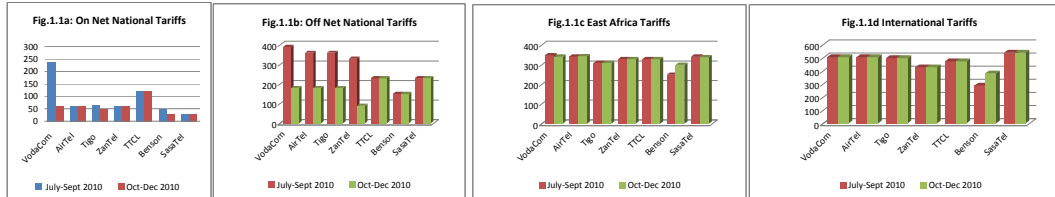
QUARTERLY TELECOM STATISTICS

Quarter 2 (December 2010) Report

1. Tariffs

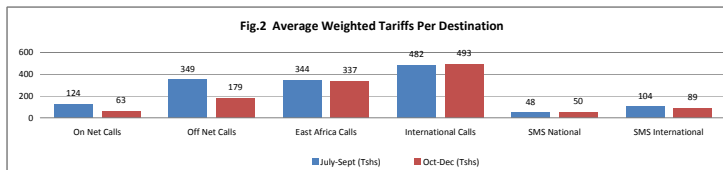
1.1 Tariffs per Operators

	VodaCom	AirTel	Tigo	ZanTel	TTCL	Benson	SasaTel	
July - Sept (Q1 2010/11)								
<i>On Net Calls</i>	240	60	68	60	120	50	30	30
<i>Off Net Calls</i>	390	360	360	330	230	150	231	231
<i>East Africa Calls</i>	350	343	310	330	330	250	342	342
<i>International Calls</i>	507	507	500	430	475	290	541	541
<i>SMS National</i>	45	59	49	40	0	20	0	0
<i>SMS International</i>	100	132	98	75	0	0	0	0
Oct - Dec (Q2 2010/11)								
<i>On Net Calls</i>	60	60	50	60	120	30	30	30
<i>Off Net Calls</i>	180	180	180	90	230	150	231	231
<i>East Africa Calls</i>	342	345	310	330	330	300	339	339
<i>International Calls</i>	507	507	500	430	475	383	542	542
<i>SMS National</i>	45	59	49	40	0	25	40	40
<i>SMS International</i>	100	132	90	75	0	70	77	77



1.2 Weighted Average Tariffs per Destination (AWD)

	On Net Calls	Off Net Calls	East Africa Calls	International Calls	SMS National	SMS International	Aggregate Tariff (Voice)	Aggregate Tariff (SMS)
July-Sept (Tshs)	124	349	344	482	48	104	136	49
Oct-Dec (Tshs)	63	179	337	493	50	89	73	51

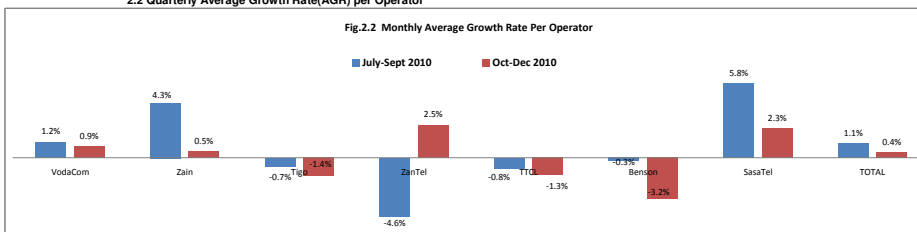


2. Voice TeleCom Subscriptions

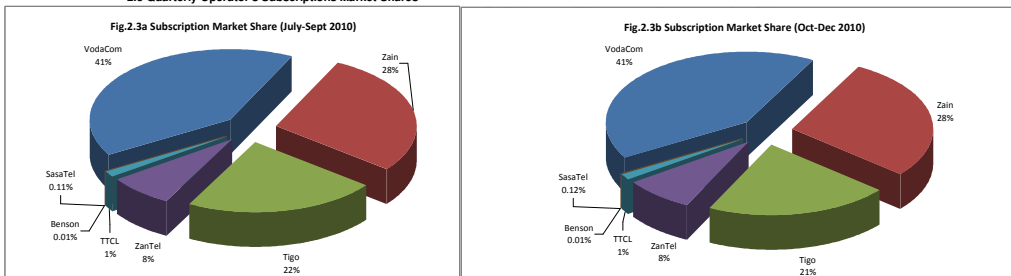
2.1 Subscriptions per Operators

	VodaCom	AirTel	Tigo	ZanTel	TTCL	Benson	SasaTel	TOTAL
July	8,225,245	5,430,000	4,638,994	1,743,183	260,364	2,584	20,624	20,320,994
August	8,370,291	5,546,721	4,588,693	1,630,742	258,371	2,576	21,939	20,419,333
September	8,426,097	5,901,634	4,575,534	1,586,516	256,064	2,571	23,071	20,771,487
October	8,521,990	5,967,169	4,604,586	1,632,045	252,720	2,560	23,744	21,004,814
November	8,583,565	6,010,210	4,546,149	1,658,273	250,602	2,386	24,254	21,075,439
December	8,670,536	6,021,091	4,477,510	1,715,985	246,019	2,396	24,827	21,158,364

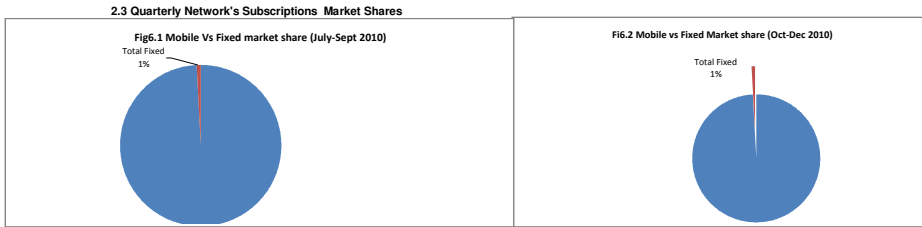
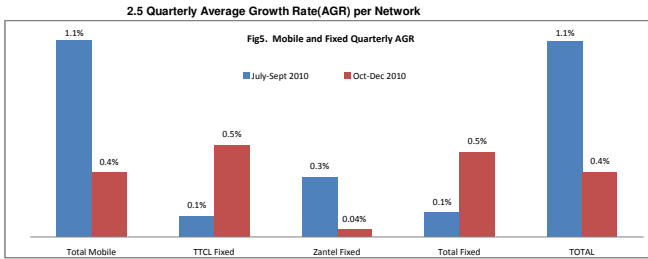
2.2 Quarterly Average Growth Rate(AGR) per Operator



2.3 Quarterly Operator's Subscriptions Market Shares



2.4 Subscriptions to Fixed and Mobile Networks					
	Total Mobile	TTCL Fixed	Zantel Fixed	Total Fixed	TOTAL
July	20,148,815	156,925	15,254	172,179	20,320,994
August	20,246,844	157,139	15,350	172,489	20,419,333
September	20,598,836	157,294	15,357	172,651	20,771,487
October	20,831,951	157,419	15,444	172,863	21,004,814
November	20,901,066	158,927	15,446	174,373	21,075,439
December	20,983,853	159,054	15,457	174,511	21,158,364

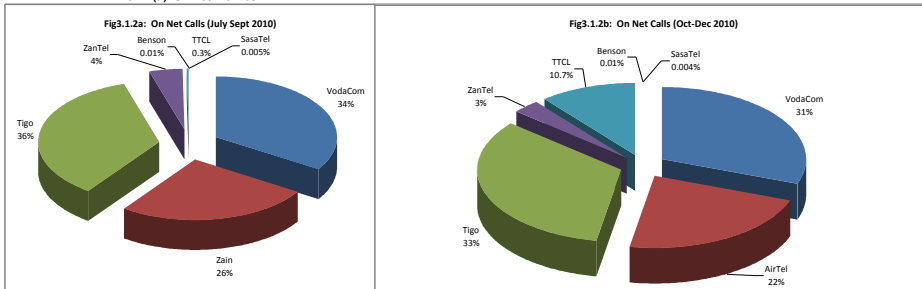


3. Traffic Calls (Minutes)

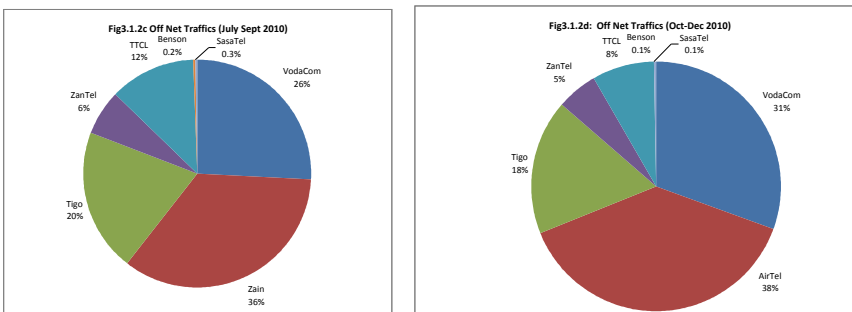
3.1 National Traffic

	July-Sept 2010	Oct-Dec 2010
On Net Calls	3,669,441,104	4,348,126,632
Off Net Calls	143,474,812	200,057,847
Total	3,812,915,916	4,548,184,479

3.1.2 Quarterly National Traffic Operator's Market Share



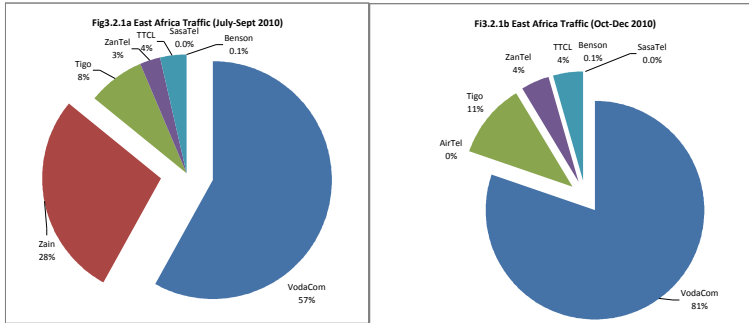
3.1.2(b) Off Net Traffics



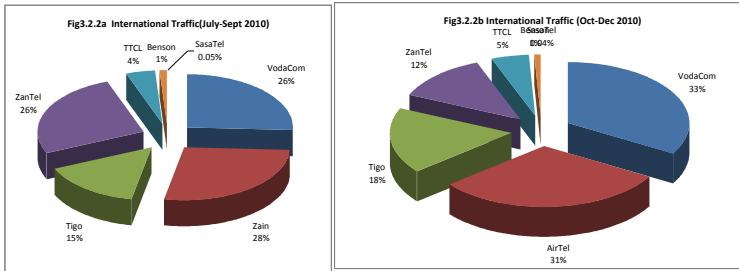
3.2. International Traffic

	July-Sept 2010	Oct-Dec 2010
To East Africa	14,407,400	10,094,069
From East Africa	16,852,041	17,310,463
To other Internationals	32,573,961	28,000,132
From other Internationals	47,908,217	56,473,466

3.2.1 Quarterly International Traffic Operator's Market Share
3.2.1 East Africa Traffics



3.2.2 International Traffics

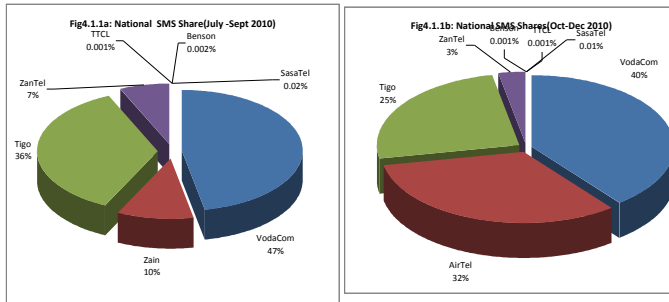


4. Data (SMS & MMS)

4.1 National Traffic

	July-Sept 2010	Oct-Dec 2010
On Net SMS	295,911,180	536,700,873
Off Net SMS	156,271,060	142,424,035
On Net MMS	29,319	112,180
Off Net MMS	4,189	13,682

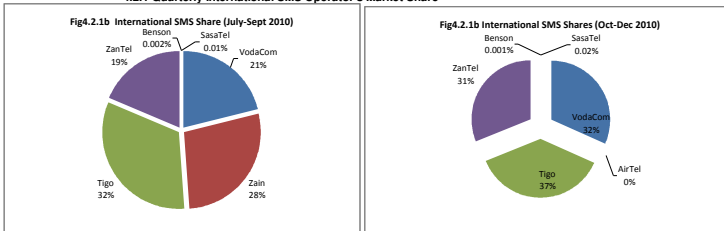
4.1.1 Quarterly national SMS Operator's Market Share
4.1.1(a) National SMS



4.2 International Traffic

	July-Sept 2010	Oct-Dec 2010
SMS to International	13,170,544	8,264,695
SMS from International	47,099,921	39,483,296
MMS to International	3,492	2,938
MMS from International	0	3,619

4.2.1 Quarterly International SMS Operator's Market Share



5. Average Usage of Voice and SMS

	Minutes/User	No. SMS/User	ARPU Voice	ARPU SMS	ARPU	ARPU Month
July-Sept 2009	188	23	Tshs 25,602	Tshs 1,122	Tshs 26,724	Tshs 8,908
Oct-Dec 2010	218	33	Tshs 15,883	Tshs 1,863	Tshs 17,546	Tshs 5,849

