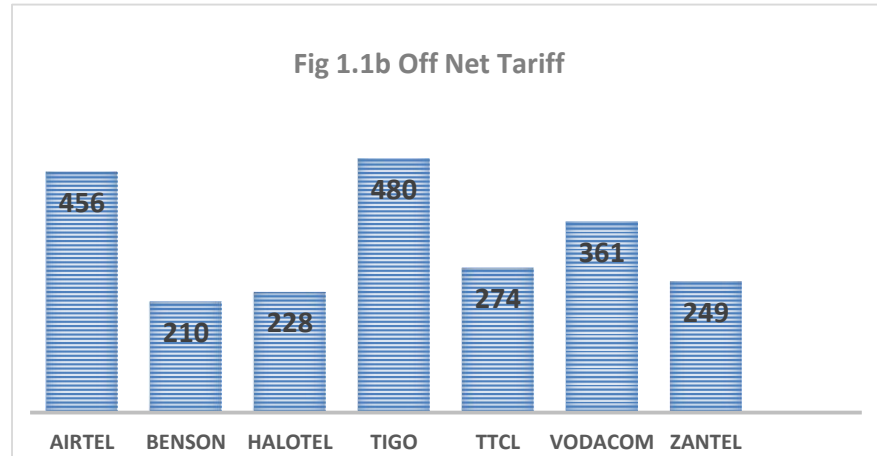
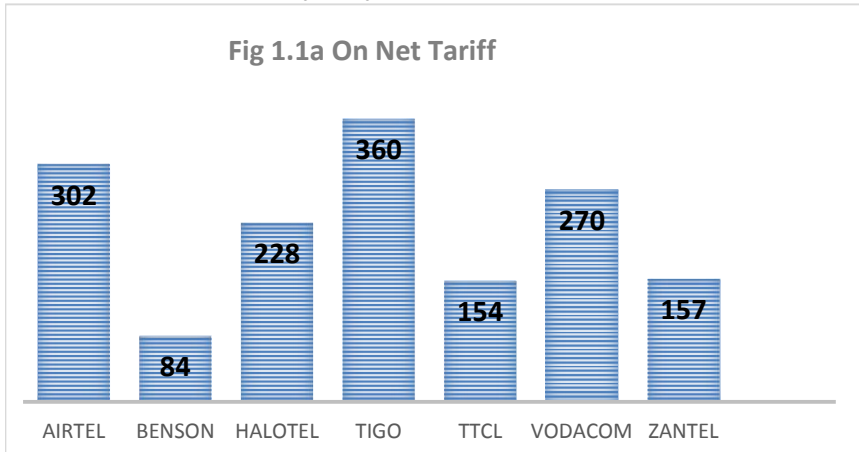


QUARTERLY COMMUNICATIONS STATISTICS REPORT

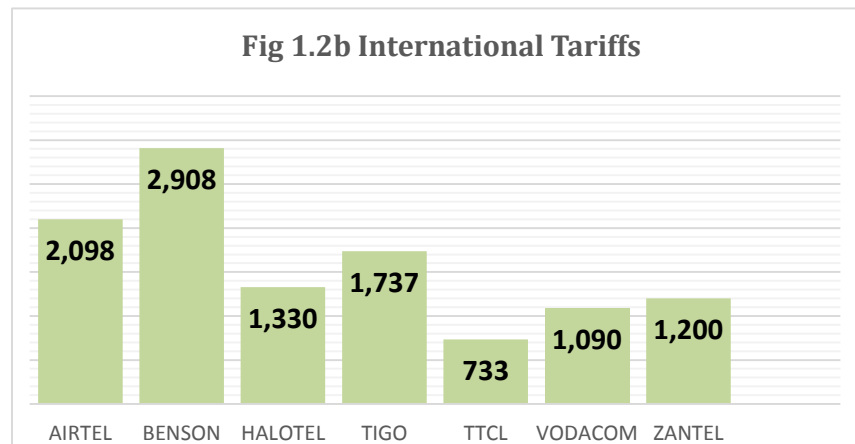
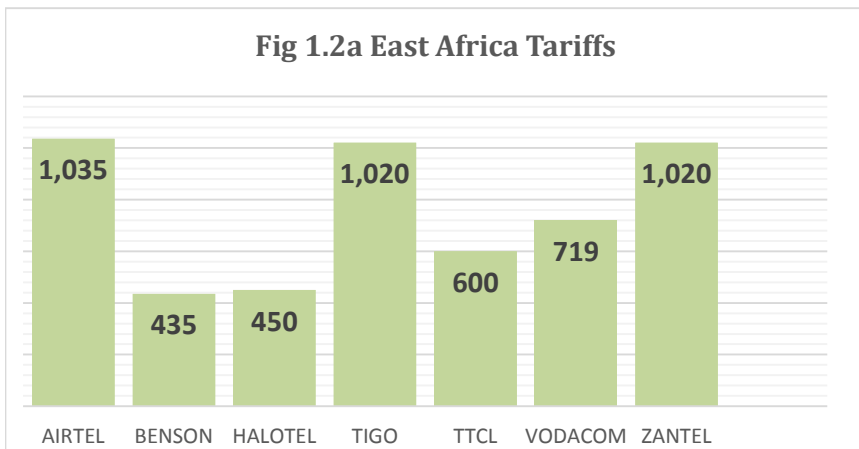
October- December 2016 Quarter

1. BASIC PREPAID PER MINUTE TARIFF (WITHOUT TAX) AS AT DECEMBER 2016

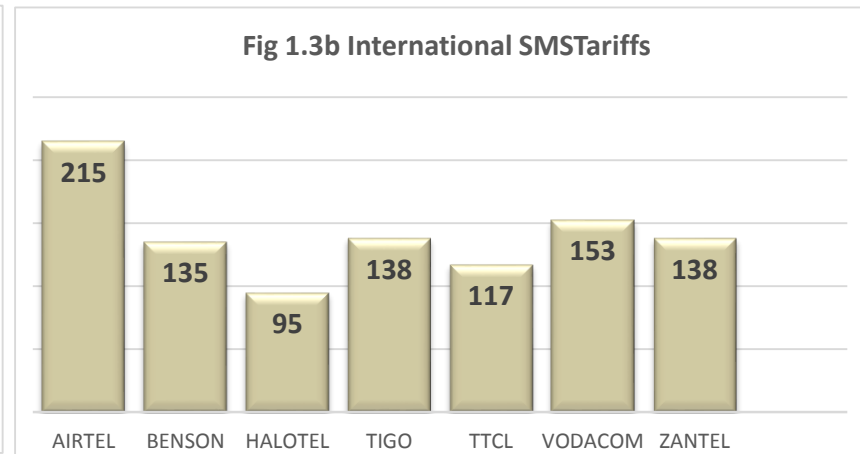
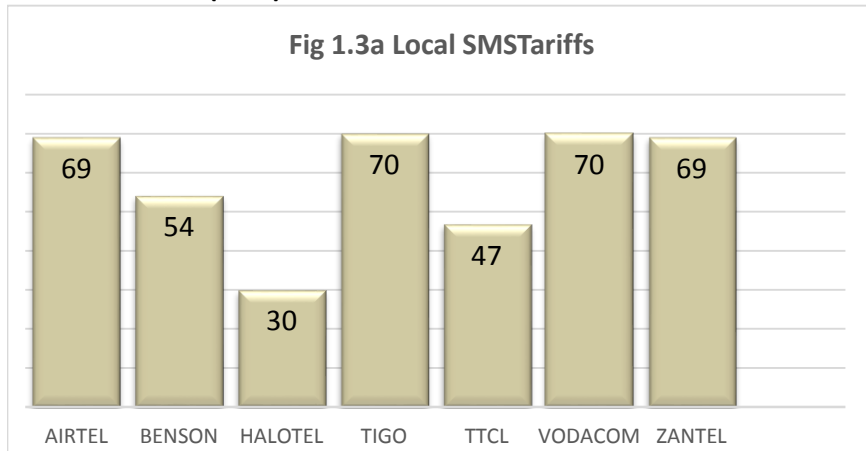
1.1. Voice Local Tariffs (Tshs)



1.2 Voice International Tariffs (Tshs)



1.3 SMS Tariffs (Tshs)



NOTE: For more tariffs in BUNDLES, please visit operators website or try to subscribe to *148*01# for Tigo, *149*99# for Airtel, *149*01# for Vodacom

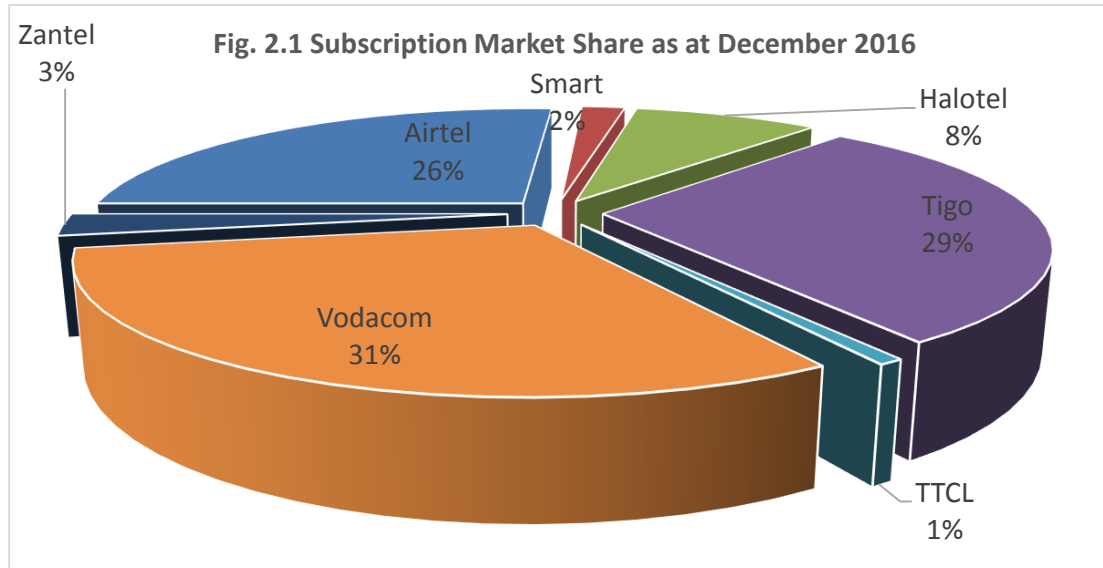
1.4 Weighted Average Tariffs (WAT) for the quarter

<u>Destination</u>	<u>WAT</u>
On Net	300
Off Net	405
EA	884
Other Int.	1,626
Local SMS	69
International SMS	170

2. TELECOM SUBSCRIPTIONS

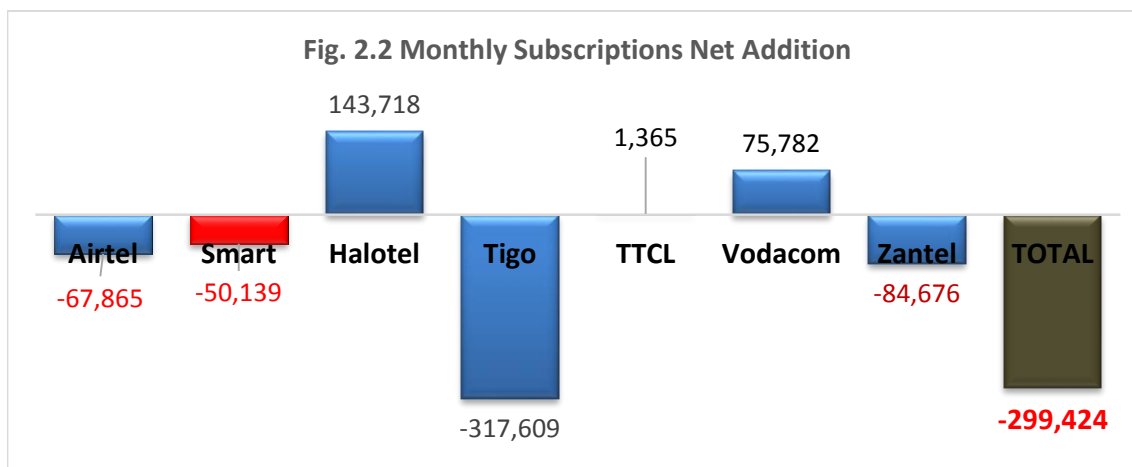
2.1 Voice Telecom Subscriptions

Operator	OCTOBER	NOVEMBER	DECEMBER
Airtel	10,523,982	10,593,990	10,456,117
Smart	853,390	803,251	803,251
Halotel	3,294,791	3,427,489	3,438,509
Tigo	11,994,953	11,986,077	11,677,344
TTCL	292,130	292,130	293,495
Vodacom	12,343,643	12,343,835	12,419,425
Zantel	1,170,318	1,113,596	1,085,642
TOTAL	40,473,207	40,560,368	40,173,783



2.2 Monthly Subscriptions Net Additions

Operator	NOVEMBER	DECEMBER	Operator NET ADDITION
Airtel	70,008	-137,873	-67,865
Smart	-50,139	0	-50,139
Halotel	132,698	11,020	143,718
Tigo	-8,876	-308,733	-317,609
TTCL	0	1,365	1,365
Vodacom	192	75,590	75,782
Zantel	-56,722	-27,954	-84,676
TOTAL	87,161	-386,585	-299,424



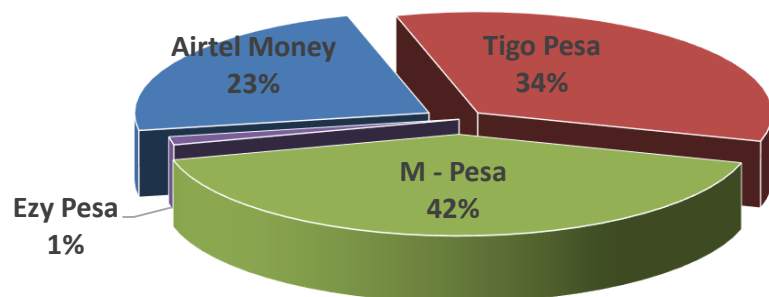
2.3 Subscriptions to Mobile and Fixed Network

NETWORK	OCTOBER	NOVEMBER	DECEMBER
Mobile Network	40,344,933	40,432,044	40,044,186
TTCL	125,878	125,878	127,112
ZANTEL	2,396	2,446	2,485
Fixed Network	128,274	128,324	129,597
TOTAL	40,473,207	40,560,368	40,173,783

2.4 Mobile Money Subscriptions (Mobile Money Accounts)

Operator	OCTOBER	NOVEMBER	DECEMBER
Airtel Money	3,902,122	3,972,175	4,214,048
Tigo Pesa	6,281,995	6,295,545	6,145,813
M - Pesa	7,161,547	7,471,269	7,487,735
Ezy Pesa	254,409	254,706	233,026
TOTAL	17,600,073	17,993,695	18,080,622

Fig. 2.4 Mobile Money Subscriptions Market Share



2.5 Registered Subscriptions as at December 2016

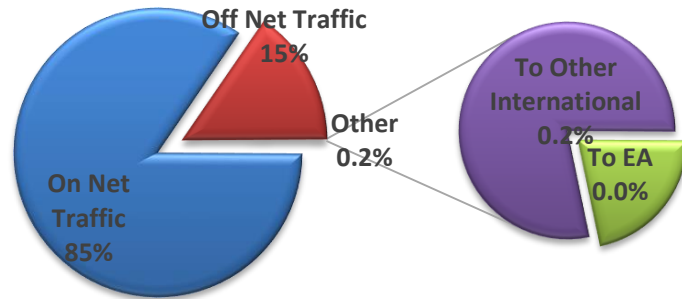
Operator	SUBSCRIPTIONS	REGISTERED	PERCENTAGE
Airtel	10,456,117	10,183,188	97%
Smart	803,251	263,467	33%
Halotel	3,438,509	6,795,884	100%
Tigo	11,677,344	11,676,712	100%
TTCL	166,383	165,460	99%
Vodacom	12,419,425	12,714,297	100%
Zantel	1,083,157	1,079,599	100%
TOTAL	40,044,186	42,878,607	90%

3. TRAFFIC MINUTES

3.1 Total Traffic

Destination	OCTOBER	NOVEMBER	DECEMBER	TOTAL
On Net Traffic	3,963,938,137	3,808,341,521	3,931,602,461	11,703,882,119
Off Net Traffic	723,433,771	690,627,360	712,052,086	2,126,113,217
To EA	2,211,783	1,969,191	2,146,847	6,327,821
To Other International	7,720,980	7,819,150	7,403,216	22,943,346
TOTAL	4,697,304,671	4,508,757,222	4,653,204,610	13,859,266,503

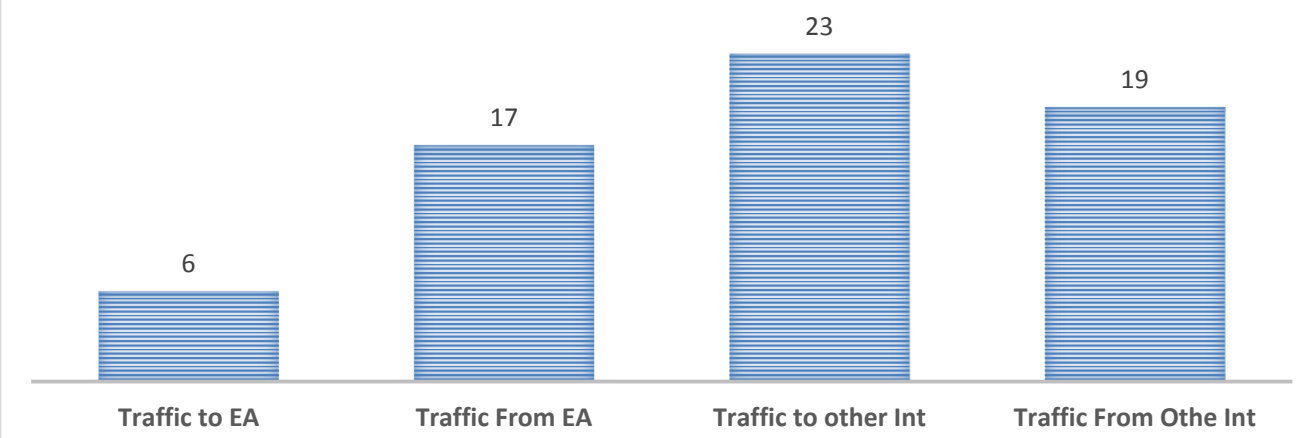
Fig.3.1 Percentage Share of Traffic per call Destination



3.2 Traffic to and from International

Destination	OCTOBER	NOVEMBER	DECEMBER	TOTAL
Traffic to EA	2,211,783	1,969,191	2,146,847	6,327,821
Traffic From EA	5,659,538	4,741,103	6,161,340	16,561,981
Traffic to other Int	7,720,980	7,819,150	7,403,216	22,943,346
Traffic From Othe Int	4,220,211	7,422,445	7,585,567	19,228,223
TOTAL	19,812,512	21,951,889	23,296,970	65,061,371

Fig. 3.2 Traffic in Million to and from International



3.3 Percentage Shares of Traffic Per Operators

3.3(a) Local Traffic Shares

Fig 3.3a On net Traffic Shares

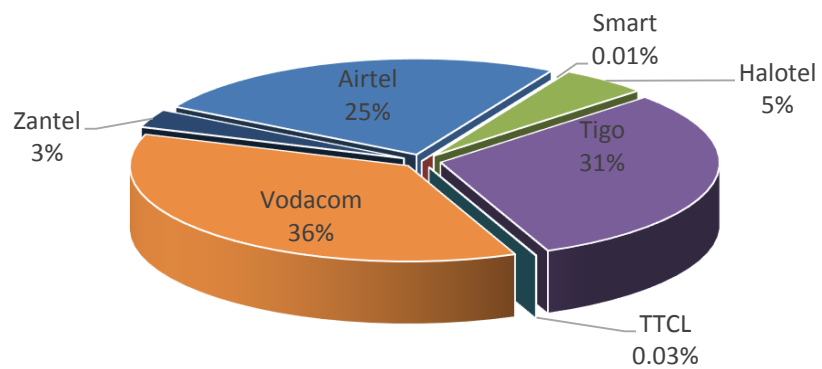
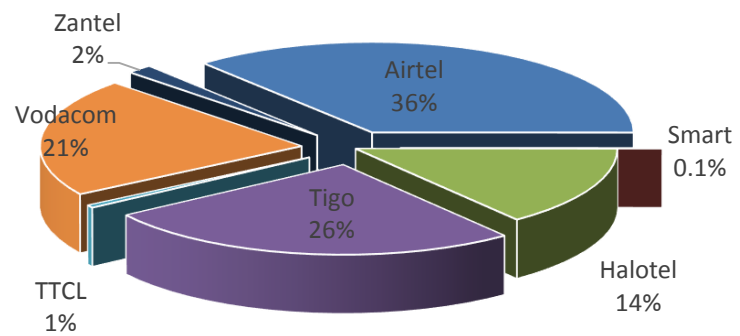
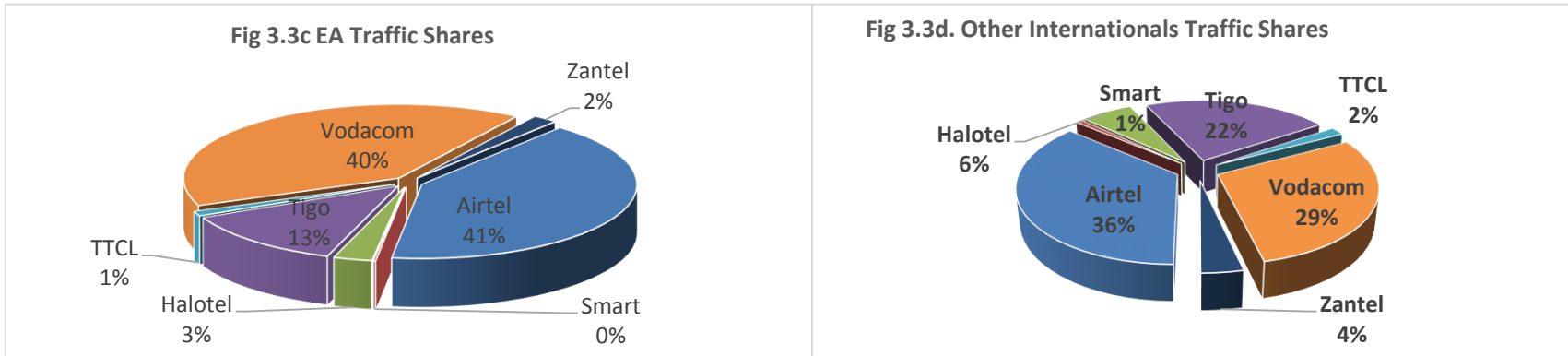


Fig 3.3b. Off Net Traffic Shares

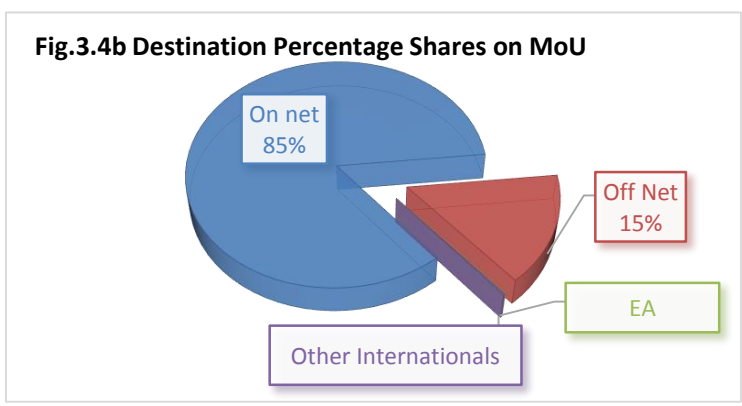
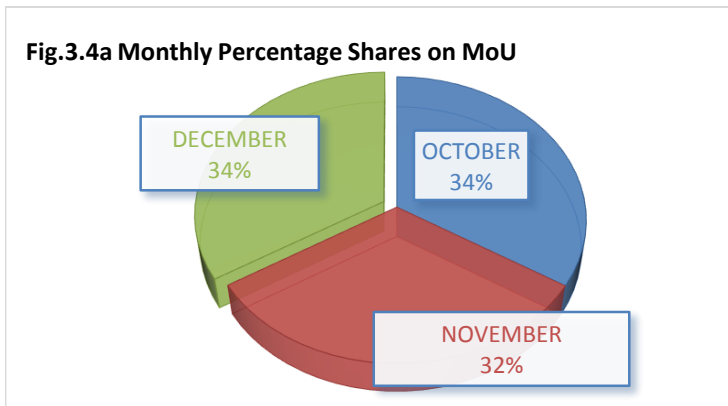


3.3(b) International Traffic



3.4 Minutes Used Per Subscriber (MoU)

Destination	OCTOBER	NOVEMBER	DECEMBER	TOTAL
On net	98	94	98	290
Off Net	18	17	18	53
EA	0.1	0.0	0.1	0.2
Other Internationals	0.2	0.2	0.2	0.6
TOTAL	116	111	116	343

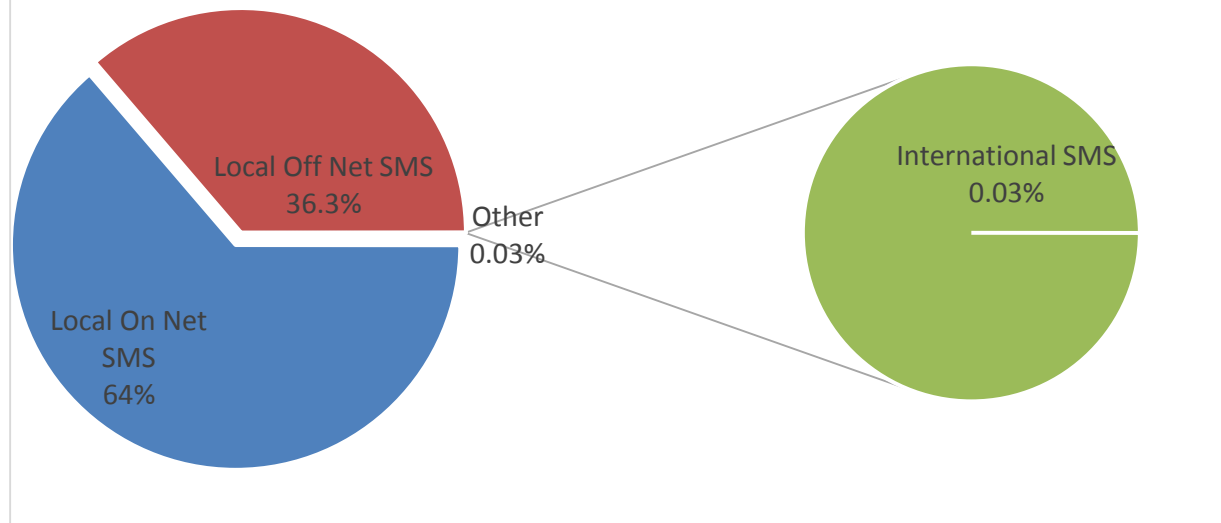


4. SHORT MESSAGES (SMS)

4.1 Local and International SMS

Destination	OCTOBER	NOVEMBER	DECEMBER	TOTAL
Local On Net SMS	2,773,778,917	3,116,035,393	4,167,333,156	10,057,147,466
Local Off Net SMS	1,604,439,101	1,782,358,719	2,337,466,982	5,724,264,802
International SMS	1,526,585	1,467,093.0	1,813,651.0	4,807,329
TOTAL	4,379,744,603	4,899,861,205	6,506,613,789	15,786,219,597

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

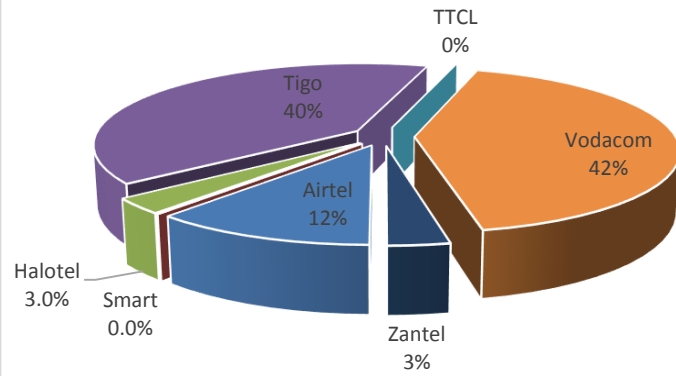
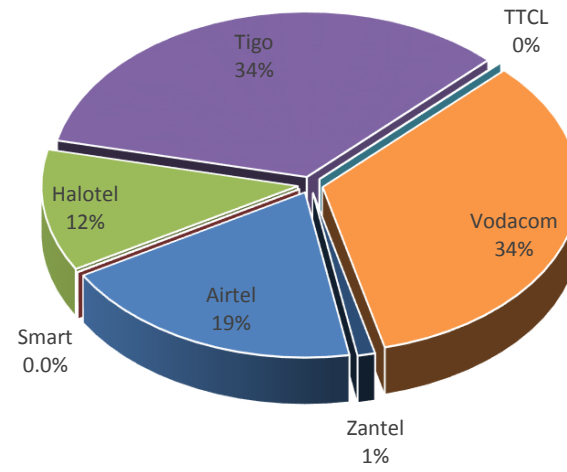


Fig 4.2b Percentage Shares of International SMS



5. SUMMARY OF COMMUNICATIONS STATISTICS

5.1 TELECOM SERVICES

5.1a Subscriptions and Teledensity

Year	2011	2012	2013	2014	2015	2016
Fixed	161,063	176,367	164,999	142,950	142,819	129,597
Mobile	25,666,455	27,450,789	27,442,823	34,108,851	39,665,600	40,044,186
Total	25,827,518	27,627,156	27,607,822	34,251,801	39,808,419	40,173,783
Penetration	59%	61%	61%	71%	79%	80%

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

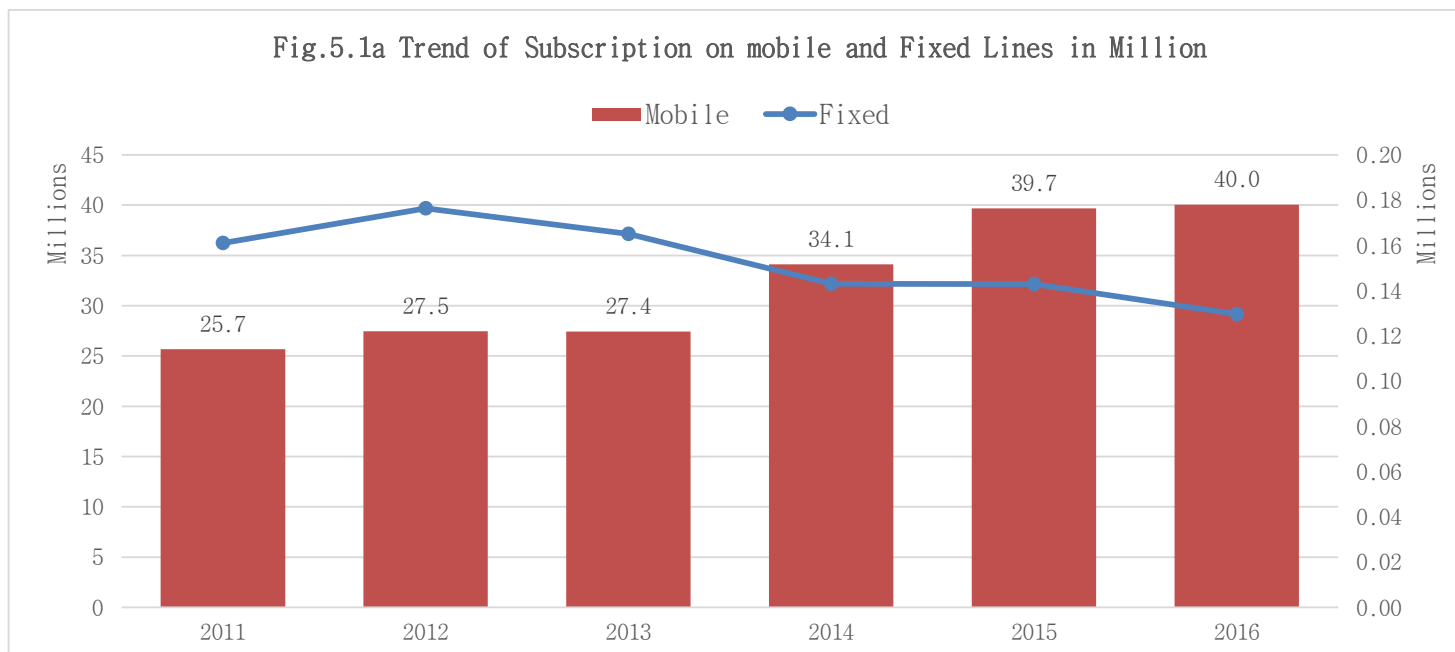
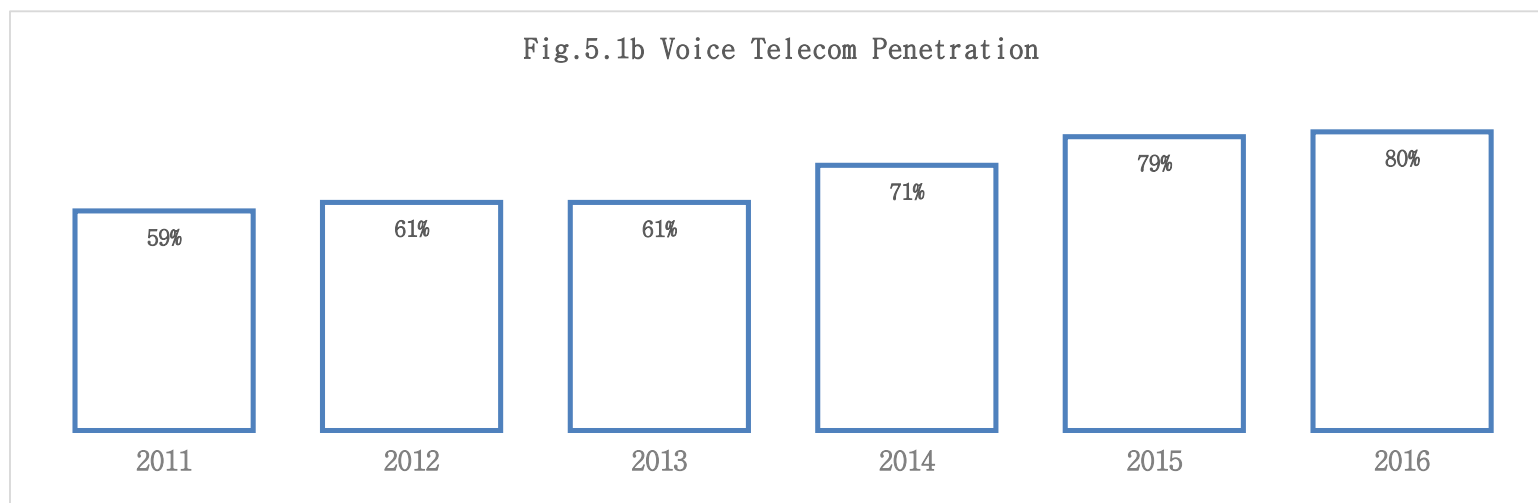


Fig.5.1b Voice Telecom Penetration

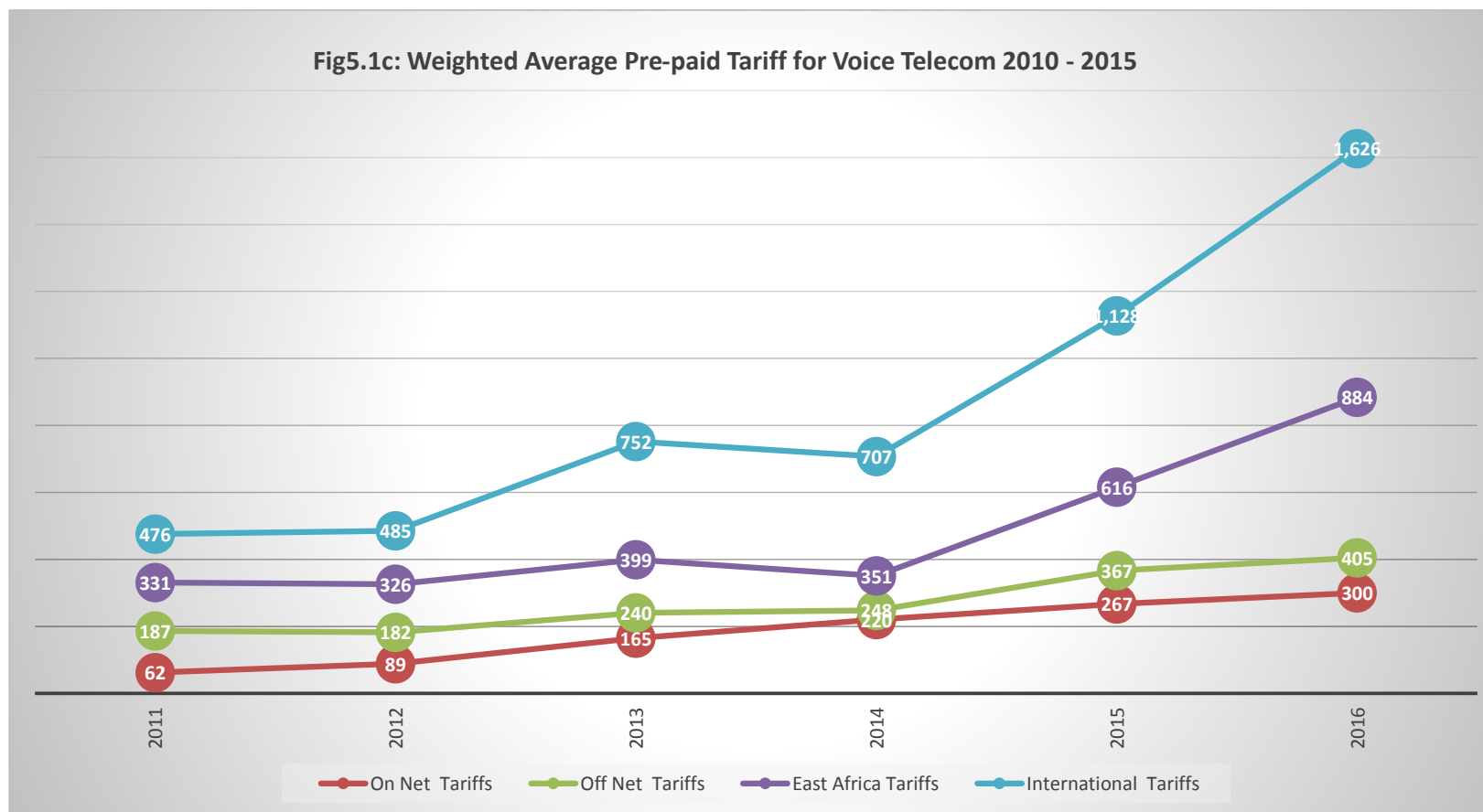


5.1b Traffic (in minutes)

Years	2011	2012	2013	2014	2015	2016
National Traffic (On & Off Net)	18,520,867,990	24,354,279,292	34,934,613,363	41,689,212,148	43,461,094,130	51,023,633,898
Traffic to International	171,431,668	201,827,164	198,116,642	234,080,182	219,401,125	145,972,186
Traffic from International	287,625,871	253,811,569	229,961,296	258,420,938	221,145,509	171,320,372
Traffic to East Africa	46,490,973	67,648,652	42,535,489	53,329,431	44,821,161	35,811,296
Traffic from East Africa	87,634,397	68,978,489	56,624,940	54,174,595	54,078,219	79,875,098
Traffic to Other International	124,940,695	134,178,512	155,581,153	180,750,751	174,579,964	110,160,890
Traffic from Other International	199,991,475	184,833,080	173,336,356	204,246,343	167,067,290	91,445,274

5.1c Weighted Average Prepaid Tariff for voice Telecom (without Tax)

Years	2011	2012	2013	2014	2015	2016
On Net Tariffs	62	89	165	220	267	300
Off Net Tariffs	187	182	240	248	367	405
East Africa Tariffs	331	326	399	351	616	884
International Tariffs	476	485	752	707	1,128	1,626

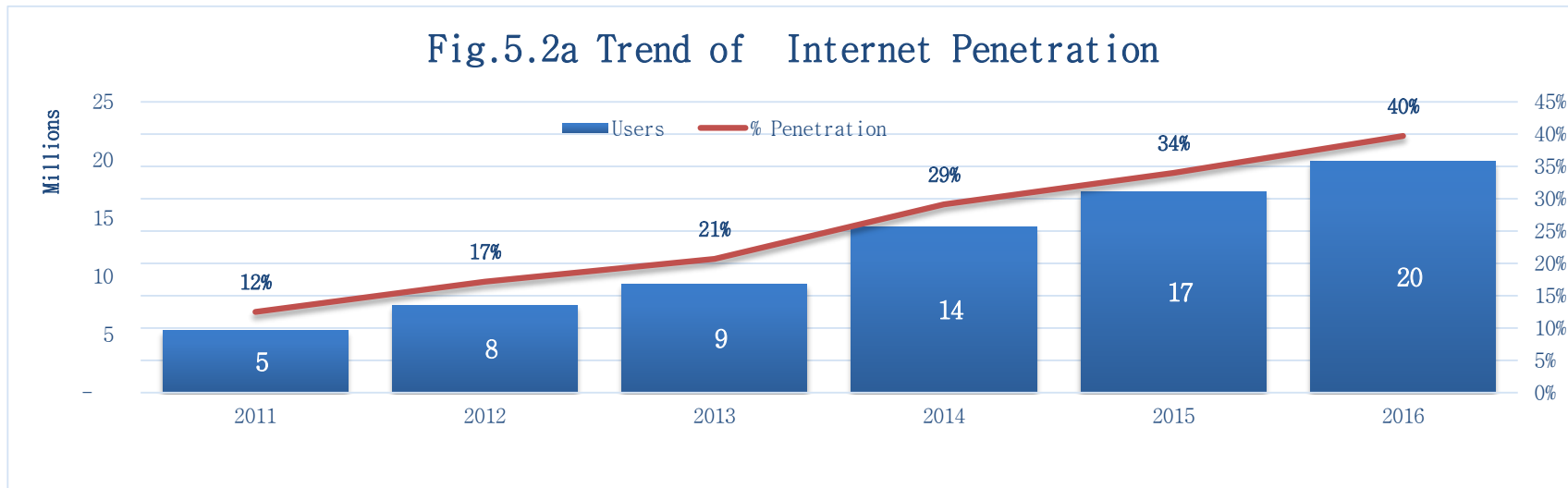


5.2 INTERNET SERVICES

5.2a Estimated number of users by technology type

Type of Service	2011	2012	2013	2014	2015	2016
Fixed Wireless	968,088	777,461	1,056,940	1,913,082	662,882	1,218,693
Mobile Wireless	3,665,680	6,031,323	7,493,823	11,320,031	16,280,943	18,014,358
Fixed Wired	677,450	712,095	761,508	984,198	319,698	629,474
Total	5,311,218	7,520,878	9,312,272	14,217,311	17,263,523	19,862,525
Penetration	12%	17%	21%	29%	34%	40%

Fig.5.2a Trend of Internet Penetration



5.3 BROADCASTING SERVICES

5.3a Number of Broadcasting Service Providers

Type	2011	2012	2013	2014	2015	2016
Free To Air (FTA) TV	23	23	23	25	25	25
Satellite TV	2	3	3	3	3	3
Pay DTT	3	5	3	3	3	3
Cable TV	15	15	15	15	15	15
Total	43	46	44	46	46	46

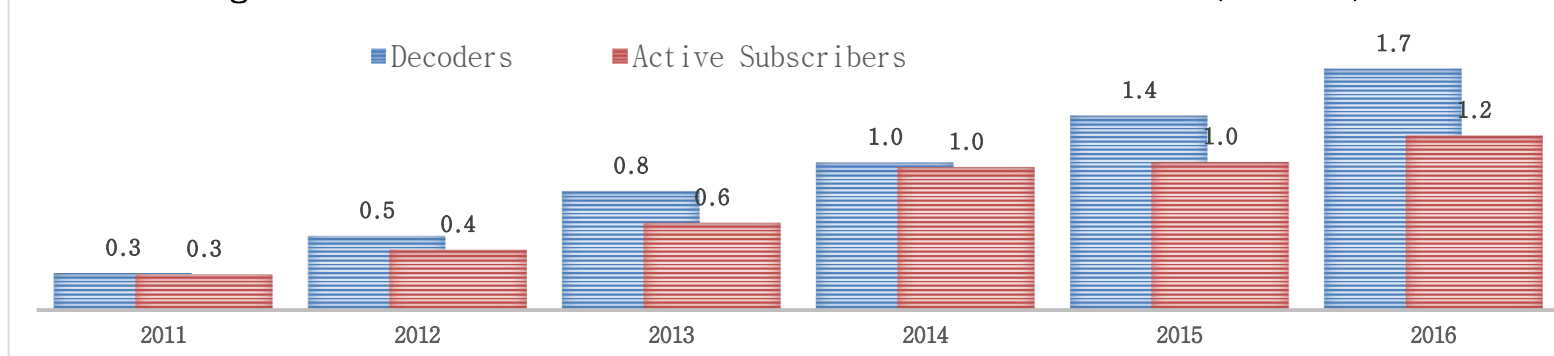
5.3b Number of Decoders sold from 2011 to 2016 (* Estimated figures)

Type	2011	2012	2013	2014	2015*	2016*
DTT	182,790	431,475	676,937	848,961	1,125,718	1,402,484
SATELLITE	71,449	83,412	149,990	177,316	226,826	276,337
CABLE	4,300	4,800	5,500	5,900	6,601	7,302
TOTAL	258,539	519,687	832,427	1,032,177	1,359,146	1,686,122

5.3c Number of Subscribers for Pay TVs Services in Tanzania (* Estimated figures)

Year	2011	2012	2013	2014	2015	2016
DTT	176,941	319,078	449,941	715,339	717,824	837,461
SATELLITE	30,777	47,604	85,734	187,754	192,571	224,667
CABLE	43,847	55,702	74,562	96,823	125,043	158,224
TOTAL	251,565	422,384	610,237	999,916	1,035,438	1,220,352

Fig. 5.3c Number of Decoders sold and Active Subscribers (Million)



5.4 POSTAL SERVICES

5.4a Postal Service Providers

CATEGORY	2011	2012	2013	2014	2015	2016
Public Postal	1	1	1	1	1	1
International	7	7	8	8	8	8
East Africa	8	8	4	3	4	2
Domestic	5	5	4	4	8	8
Intracity	4	4	4	4	6	9
Intercity	26	26	26	6	9	5
Total	51	51	47	26	36	33

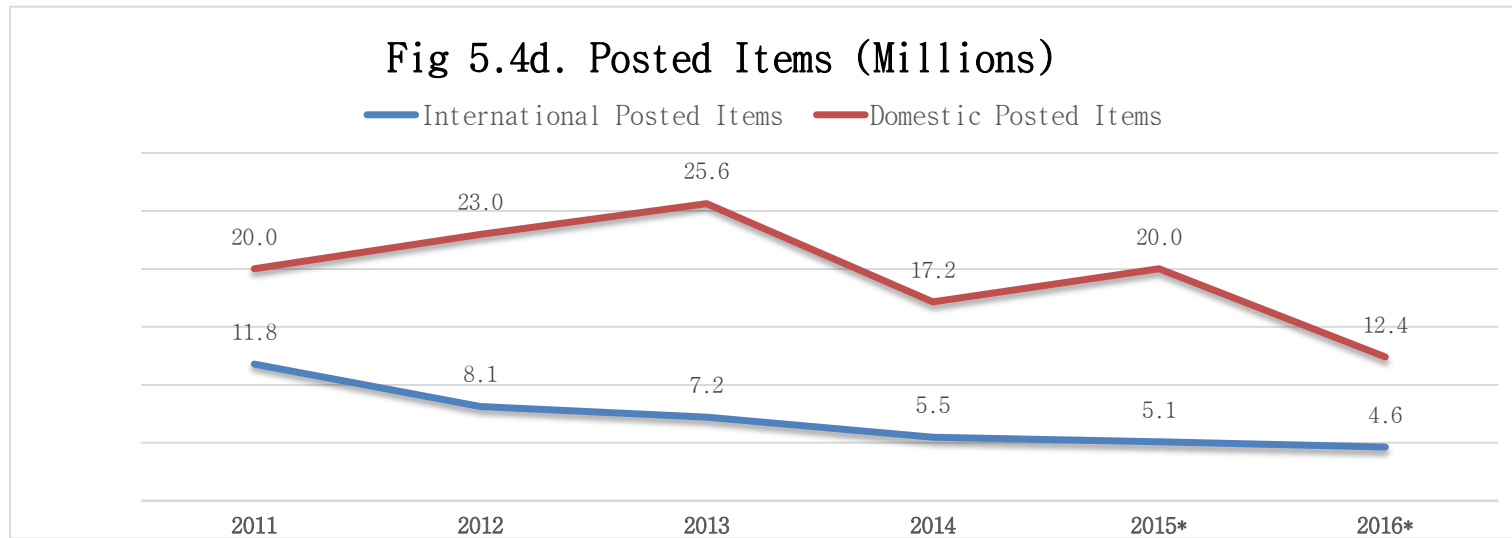
5.4b Postal Services Customers (* Estimated figures)

Year	2011	2012	2013	2014	2015*	2016*
Corporate	1,417	547	718	694	736	853
Individuals	175,645	158,827	190,418	187,603	210,276	235,053
TOTAL	177,062	159,374	191,136	188,297	211,012	235,906

5.4c Domestic and International Posted Items (* Estimated figures)

Item	2011	2012	2013	2014	2015*	2016*
Domestic Items	20,009,229	22,992,828	25,635,016	17,158,175	20,011,325	12,410,588
International Items	11,793,024	8,137,969	7,225,647	5,477,634	5,098,728	4,636,693
TOTAL	31,802,253	31,130,797	32,860,663	22,635,809	25,110,053	17,047,281

Fig 5.4d. Posted Items (Millions)



5.4e Items Posted to and Delivered from International (* Estimated figures)

Year	2011	2012	2013	2014	2015*	2016*
Delivered from Int	35,163,929	26,058,369	7,772,254	7,363,436	7,999,942	8,999,921
Posted to Int	11,793,024	8,137,969	7,225,647	5,477,634	5,098,728	4,636,693
TOTAL	46,956,953	34,196,338	14,997,901	12,841,070	13,098,670	13,636,614

Fig. 5.4f Items posted to and Delivered from International

