

QUARTERLY COMMUNICATIONS STATISTICS
A QUARTER ENDING JUNE 2015

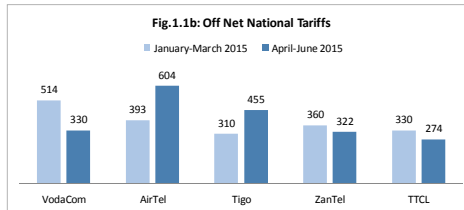
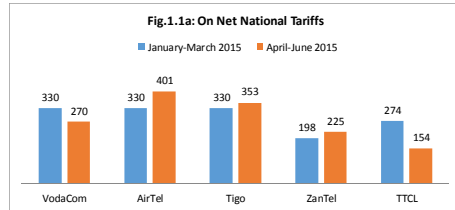
1. Basic Voice Prepaid Tariffs (Without TAX)

1.1 Weighted Prepaid Tariffs per Operators (Tshs)

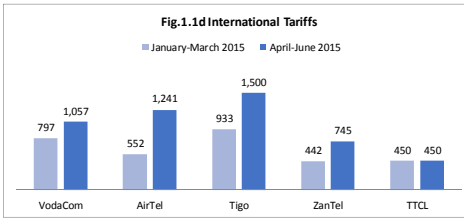
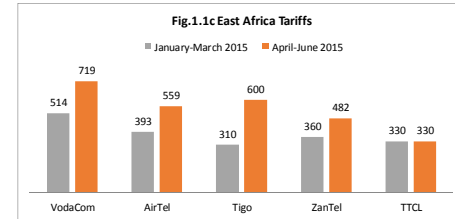
January-March 2015	Destination	VodaCom	AirTel	Tigo	ZanTel	TTCL
	On Net Calls	270	219	255	150	157
	Off Net calls	330	330	330	198	274
	East Africa calls	514	393	310	360	330
	International Calls	797	552	933	442	450
	SMS National	50	45	49	69	47
	SMS International	100	100	98	138	100
April-June 2015	On Net Calls	270	401	353	225	154
	Off Net calls	330	604	455	322	274
	East Africa calls	719	559	600	482	330
	International Calls	1,057	1,241	1,500	745	450
	SMS National	70	229	70	69	47
	SMS International	153	183	138	138	100

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

1.1a & b: National Tariffs



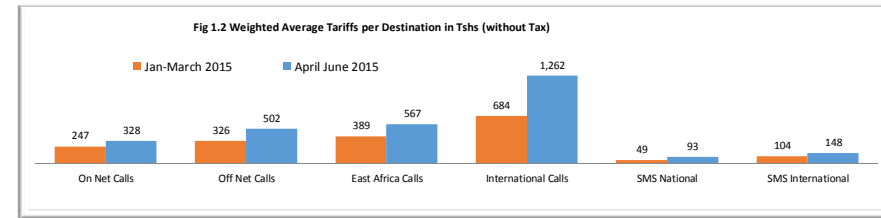
1.1c & d: International Tariffs



1.2 Weighted Average Tariffs per Destination (WAD) Tshs

These are estimated charges incurred on average per each call destination. They are obtained by weighting the tariffs per operator with its market shares on traffic

	On Net Calls	Off Net Calls	East Africa Calls	International Calls	SMS National	SMS International	Aggregate Tariff (Voice)	Aggregate Tariff (SMS)
Jan-March 2015	247	326	389	684	49	104	288	49
April June 2015	328	502	567	1,262	93	148	376	99

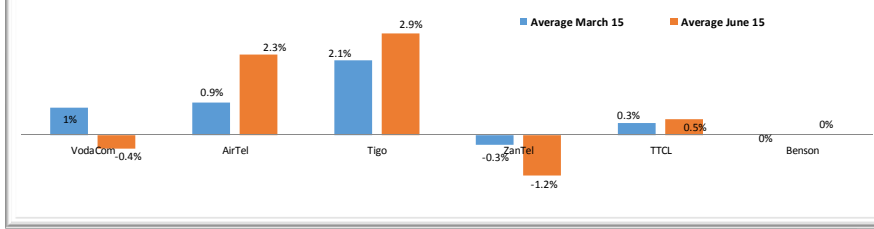


2. Voice Telecom Subscriptions

2.1 Subscriptions per Operators

	VodaCom	AirTel	Tigo	ZanTel	TTCL	Benson	TOTAL
Jan 2015	11,983,949	9,525,061	8,875,974	1,748,044	298,247	528	32,431,803
Feb 2015	12,092,709	9,596,954	9,080,982	1,761,061	299,777	528	32,832,011
Mar 2015	12,172,211	9,704,205	9,264,515	1,738,565	300,309	528	33,180,333
April 2015	12,091,742	9,812,169	9,464,902	1,673,903	300,452	528	33,343,696
May 2015	11,959,533	10,078,828	9,710,983	1,649,117	301,914	528	33,700,903
June 2015	11,996,217	10,278,957	10,037,199	1,635,714	303,186	528	34,251,801

Fig 2. Average Growth Rate



2.3 Quarterly Operator's Subscriptions Market Shares

Fig.2.3a : Market Share March 2015

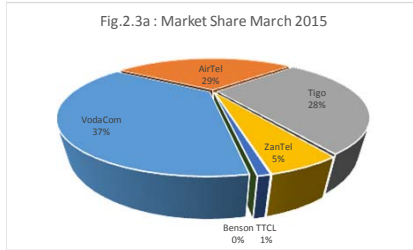
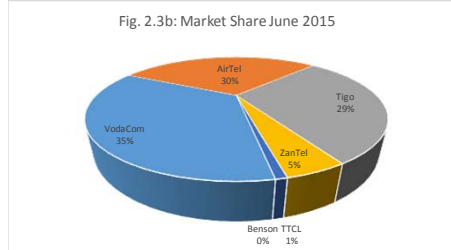


Fig. 2.3b: Market Share June 2015

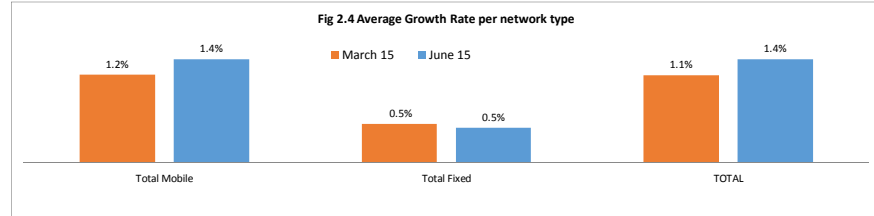


2.4 Subscriptions to Fixed and Mobile Networks

	Total Mobile	TTCL Fixed	ZanTel Fixed	Total Fixed	TOTAL
Jan 2015	32,291,405	139,188	1,210	140,398	32,431,803
Feb 2015	32,690,738	139,428	1,845	141,273	32,832,011
Mar 2015	33,038,500	139,506	2,327	141,833	33,180,333
April 2015	33,202,043	138,874	2,779	141,653	33,343,696
May 2015	33,558,619	139,085	3,199	142,284	33,700,903
June 2015	34,108,851	139,333	3,617	142,950	34,251,801

2.5 Quarterly Average Growth Rate(AGR) per Network

Fig 2.4 Average Growth Rate per network type



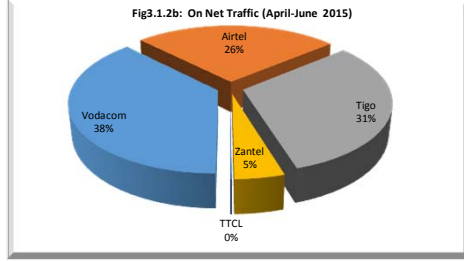
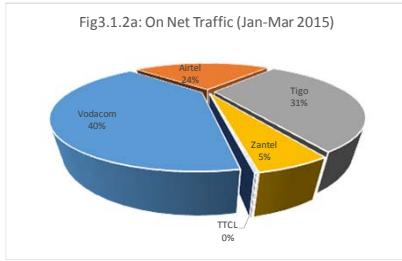
3. Traffic Voice Calls (Minutes)

3.1 National Call Traffic

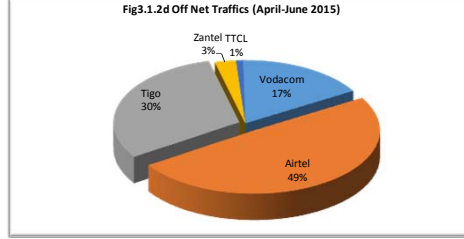
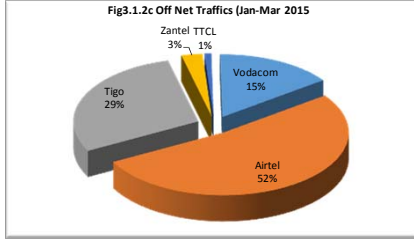
	Jan-Mar 2015	April-June 2015	Change
On Net Calls	8,638,882,780	8,947,269,140	4%
Off Net Calls	1,584,193,871	1,531,533,575	-3%
Total	10,223,076,651	10,478,802,715	3%

3.1.2 Quarterly National Traffic Operator's Market Share

3.1.2(a) On Net Traffics



3.1.2(b) Off Net Traffics

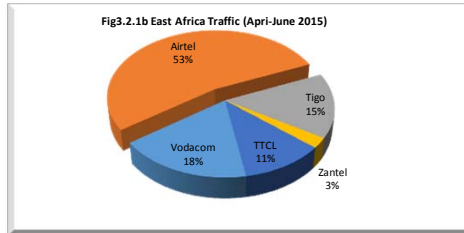
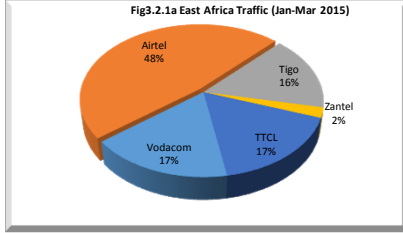


3.2 International Call Traffic

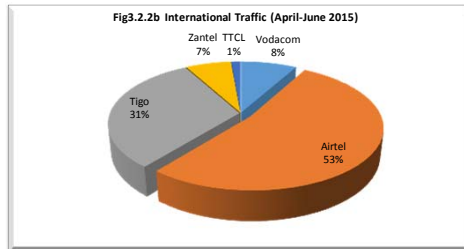
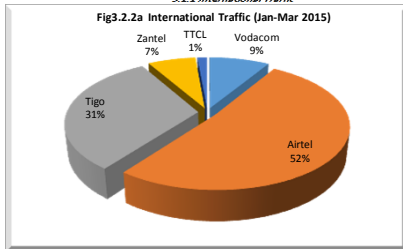
	Jan-Mar 2015	April-June 2015	Change
To East Africa	15,279,866	13,673,959	-11%
From East Africa	16,168,527	16,001,527	-1%
To other Internationals	42,496,779	41,493,008	-2%
From other Internationals	46,874,412	45,775,865	-2%

3.2.1 Quarterly International Traffic Operator's Market Share

3.2.1 East Africa Traffic



3.2.2 International Traffic

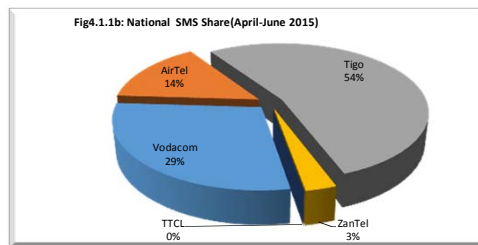
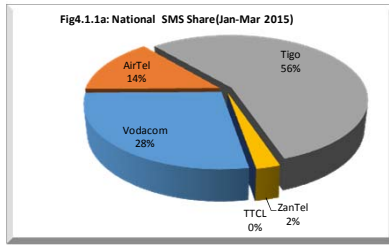


4. Data (SMS) Traffic

4.1 National Traffic

	Jan-Mar 2015	April-June 2015	Change
On Net SMS	7,607,447,799	8,572,900,902	13%
Off Net SMS	3,833,471,142	4,747,684,709	24%

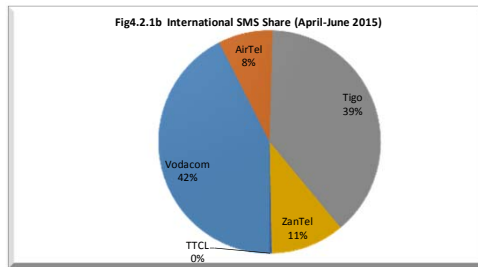
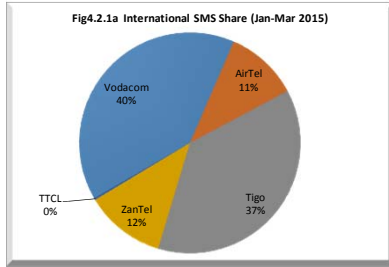
4.1.1 Quarterly national SMS Operator's Market Share



4.2 International Traffic

	Jan-Mar 2015	April-June 2015	Change
SMS to International	3,836,477	3,711,278	-3%
SMS from International	124,541,362	115,501,679	-7%

4.2.1 Quarterly International SMS Operator's Market Share



5. Average Usage of Voice and SMS per quarter

	No. Minutes Per User	No. SMS Per User	ARPU Voice	ARPU SMS	Total ARPU	ARPU/ Month
Jan-Mar 2015	313	349	Tshs 90,230	Tshs 17,090	Tshs 109,185	Tshs 36,395
April-June 2015	312	395	Tshs 117,302	Tshs 39,067	Tshs 156,369	Tshs 52,123

6. SIMCARD Registration

6.1 Registered as at June 2015

	Vodacom	AirTel	Tigo	ZaNel	TTCL	Benson	Total
Total Mobile Subscriptions	11,996,217	10,278,957	10,037,199	1,632,097	163,853	528	34,108,851
Registered Subscriptions	11,848,237	9,458,697	10,031,420	1,632,097	163,853	528	33,134,832
% Registered	99%	92%	99.9%	100%	100%	100%	97%

7. SUMMARY OF COMMUNICATIONS STATISTICS

7.1 TELECOM SERVICES

7.1a Subscriptions and Teledensity

	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Fixed	154,420	151,644	163,269	123,809	172,922	174,511	161,063	176,367	164,999	142,950
Mobile	2,968,737	5,614,922	8,322,857	13,006,793	17,469,486	20,983,853	25,666,455	27,450,789	27,442,823	34,108,851
Total	3,118,157	5,766,566	8,486,126	13,130,602	17,642,408	21,158,364	25,827,518	27,627,156	27,607,822	34,251,801
Penetration	10%	15%	21%	32%	43%	50%	59%	61%	61%	71%

Fig7.1 Trend of Mobile and Fixed Subscription

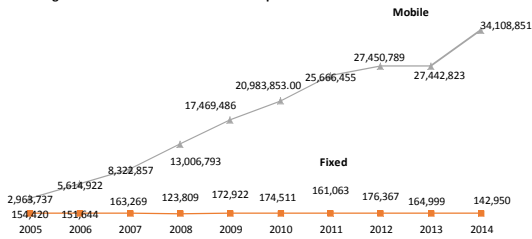
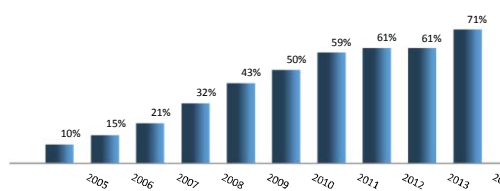


Fig7.2 Teledensity (Penetration)

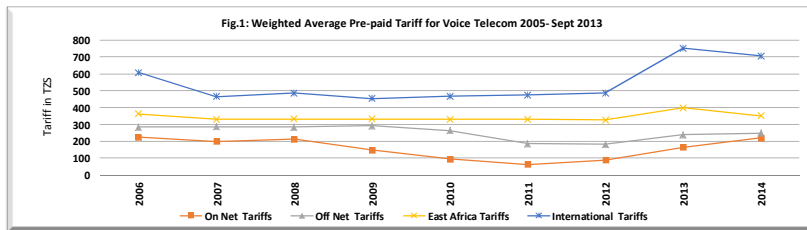


7.1b Traffic (in minutes)

Years	2006	2007	2008	2009	2010	2011	2012	2013	2014
National Traffic (On & Off Net)	506,073,994	2,776,662,168	5,658,864,021	9,155,095,552	15,371,971,955	18,520,867,990	24,354,279,292	34,934,613,363	41,689,212,148
Traffic to International	22,625,483	102,072,070	160,481,940	135,579,347	157,599,602	171,431,668	201,827,164	198,116,642	234,080,182
Traffic from International	52,744,995	227,382,897	271,220,442	284,294,629	275,568,097	287,625,871	253,811,569	229,961,296	258,420,938
Traffic to East Africa	4,569,580	26,602,014	47,589,636	45,516,586	49,986,404	46,490,973	67,648,652	42,535,489	53,329,431
Traffic from East Africa	3,597,498	21,955,453	33,485,451	63,099,950	71,714,452	87,634,397	68,978,489	56,624,940	54,174,595
Traffic to Other International	18,055,303	75,470,056	112,892,304	90,062,761	107,813,199	124,940,695	134,178,512	155,581,153	180,750,751
Traffic from Other International	49,147,498	205,427,443	237,734,991	220,284,679	203,853,644	199,991,475	194,833,080	173,336,356	204,246,343

7.1c Weighted Average Prepaid Tariff for voice Telecom (without Tax)

Years	2006	2007	2008	2009	2010	2011	2012	2013	2014
On Net Tariffs	223	199	212	147	93	62	89	165	220
Off Net Tariffs	284	286	284	292	263	187	182	240	248
East Africa Tariffs	362	331	332	332	330	331	326	399	351
International Tariffs	608	465	485	453	468	476	485	752	707



7.2 INTERNET SERVICES

7.2a Internet Subscribers by subscriptions type

	2008	2009	2010	2011	2012	2013	2014
Internet Cafes	350	599	736	602	636	652	664
Organizations/Institutions	3,055	3,235	3,329	3,323	3,245	3,952	4,003
Household/Individuals	248,433	393,688	533,090	567,487	1,133,417	1,429,588	1,929,125
TOTAL	251,838	397,522	537,155	571,412	1,137,298	1,434,192	1,933,792

7.2b Estimates of Internet Users by Subscription type

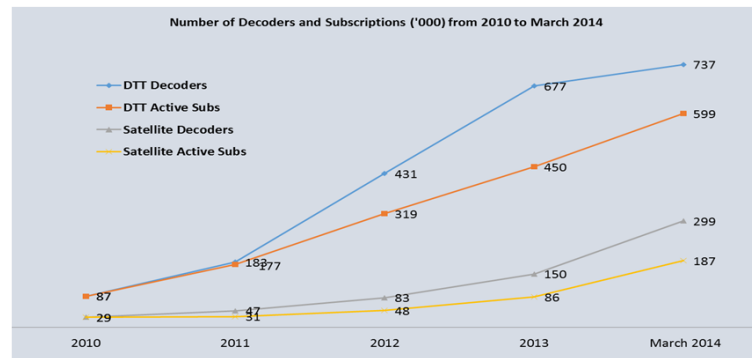
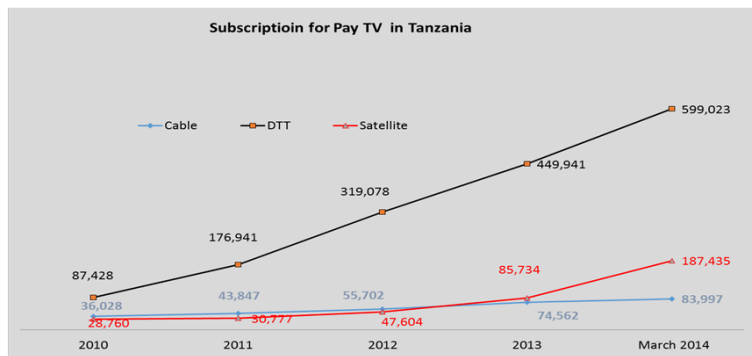
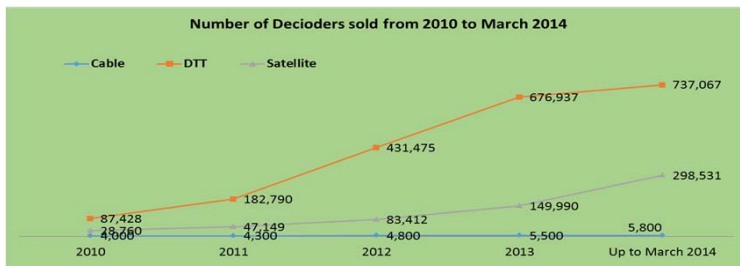
	2008	2009	2010	2011	2012	2013	2014
Internet Cafes	126,000	215,640	264,960	216,720	228,960	234,720	239,040
Organizations/Institutions	2,444,000	2,588,000	2,663,200	2,824,550	2,758,250	3,359,200	3,402,550
Household/Individuals	993,732	1,574,752	2,132,360	2,269,948	4,533,668	5,718,352	7,716,500
TOTAL	3,563,732	4,378,392	5,060,520	5,311,218	7,520,878	9,312,272	11,358,090

7.3 BROADCASTING SERVICES

7.3a Number of Broadcasting Service Providers

	2008	2009	2010	2011	2012	2013
Free To Air (FTA) TV	21	22	23	23	23	23
Satellite TV	1	1	1	2	3	3
Pay DTT	-	1	1	3	5	3
Cable TV	7	9	15	15	15	15
Total	29	33	40	43	46	44

7.3b Pay Tv Services



7.4 POSTAL SERVICES

7.4a Number of Postal Services Providers

	2008	2009	2010	2011	2012	2013
Licensed Operators	45	50	56	51	51	31

7.4b Number of Postal Items from 2008 to 2013

	2008	2009	2010	2011	2012*	2013*
Letter Mails	17,377,123	22,141,055	24,085,151	11,752,485	18,455,795	18,564,838
Parcels	48,539	27,732	23,458	25,416	19,196	14,914
Documents	303,290	496,583	536,821	639,602	690,298	768,486
Total	17,728,952	22,665,370	24,645,430	12,417,507	19,165,293	19,348,238

* Estimates

