

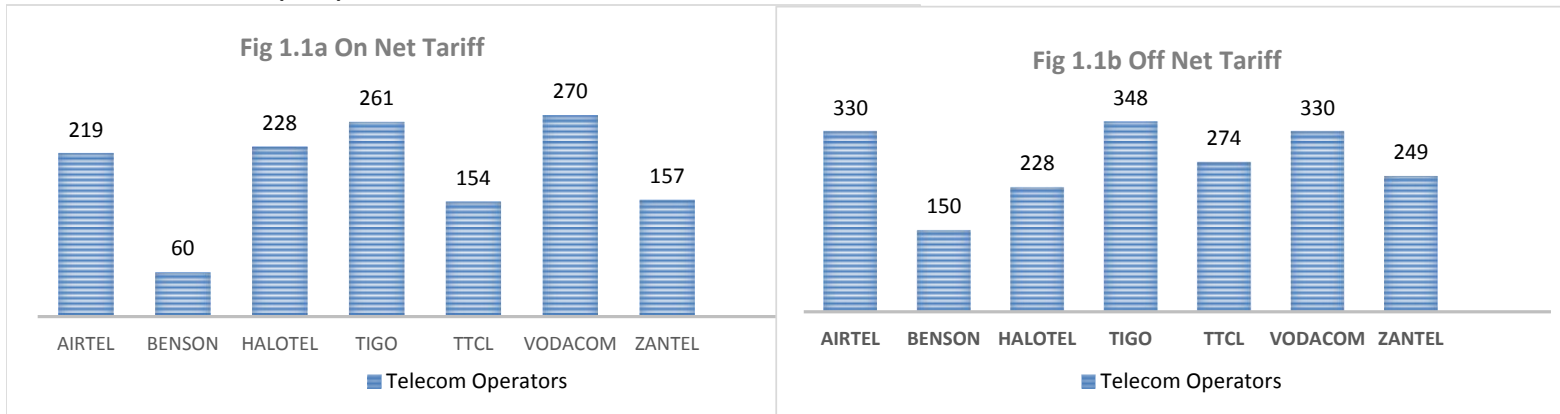
QUARTERLY COMMUNICATIONS STATISTICS

January- March 2018 Operator Returns

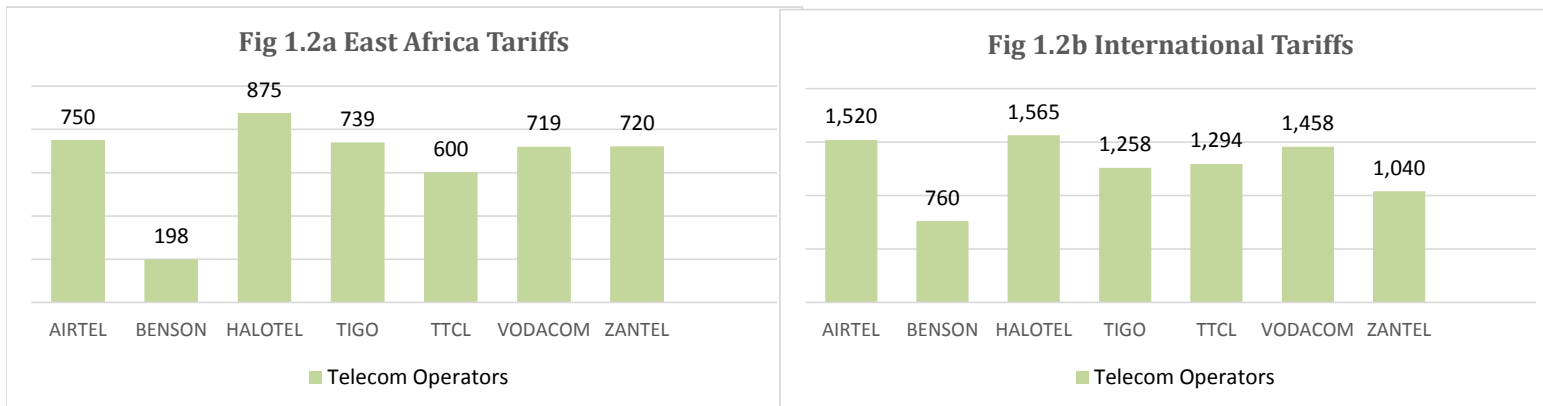
NOTE: The SOURCE of all data contained in this report are from Operators' returns

1. BASIC PREPAID PER MINUTE TARIFF (WITHOUT TAX) AS AT MARCH 2018

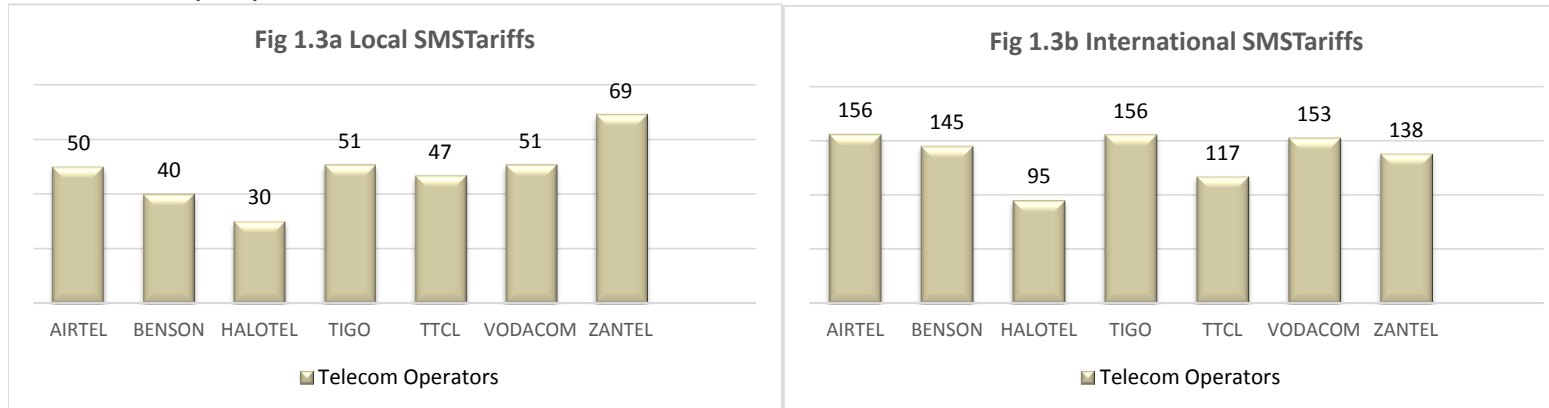
1.1. Voice Local Tariffs (Tshs)



1.2 Voice International Tariffs (Tshs)



1.3 SMS Tariffs (Tshs)



NOTE: For more tariffs details, please visit operators website

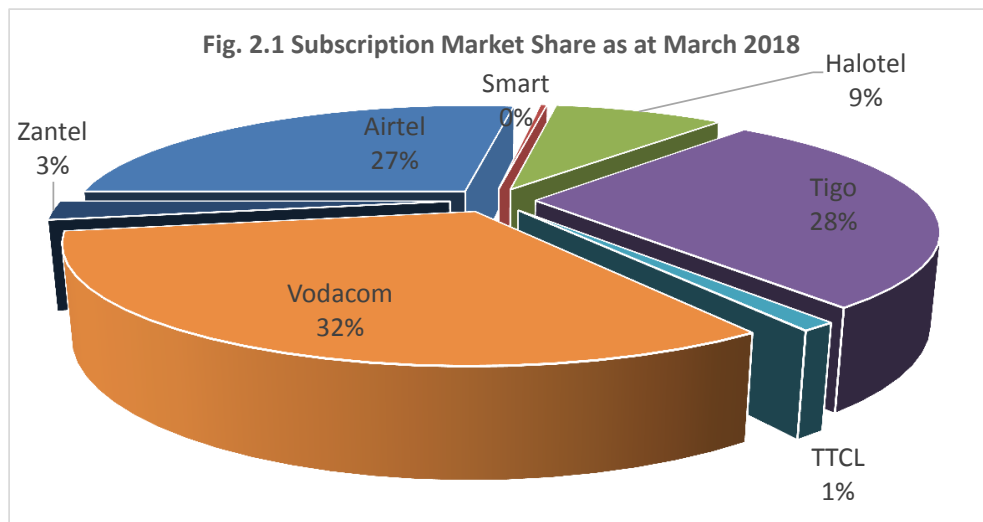
1.4 Weighted Average Tariffs (WAT) for the quarter

<u>Destination</u>	<u>WAT</u>
On Net	250
Off Net	321
EA	729
Other Int.	1,432
Local SMS	51
International SMS	149

2. TELECOM SUBSCRIPTIONS

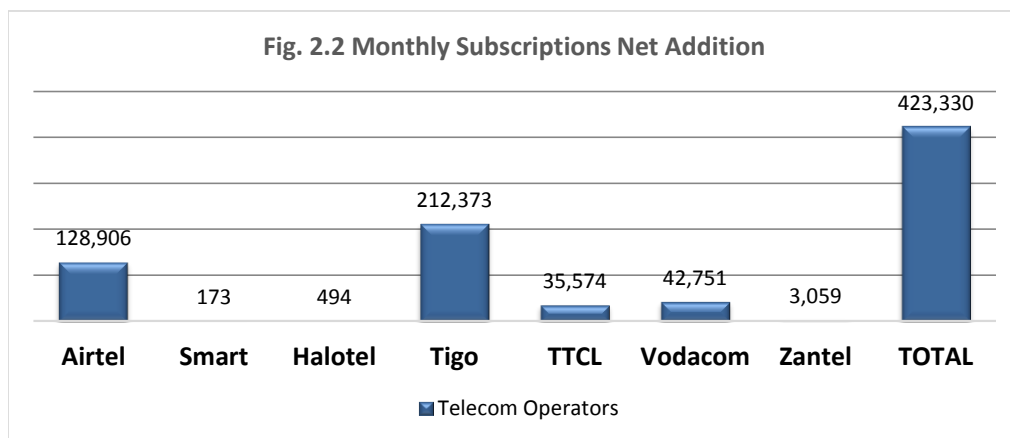
2.1 Voice Telecom Subscriptions

Operator	JANUARY	FEBRUARY	MARCH
Airtel	10,867,497	10,950,041	10,996,403
Smart	131,794	131,852	131,967
Halotel	3,546,938	3,409,371	3,547,432
Tigo	11,109,121	11,169,915	11,321,494
TTCL	435,529	449,381	471,103
Vodacom	12,827,475	12,803,637	12,870,226
Zantel	1,035,799	1,034,351	1,038,858
TOTAL	39,954,153	39,948,548	40,377,483



2.2 Monthly Subscriptions Net Additions

Operator	FEBRUARY	MARCH	Operator NET ADDITION
Airtel	82,544	46,362	128,906
Smart	58	115	173
Halotel	-137,567	138,061	494
Tigo	60,794	151,579	212,373
TTCL	13,852	21,722	35,574
Vodacom	-23,838	66,589	42,751
Zantel	-1,448	4,507	3,059
TOTAL	-5,605	428,935	423,330



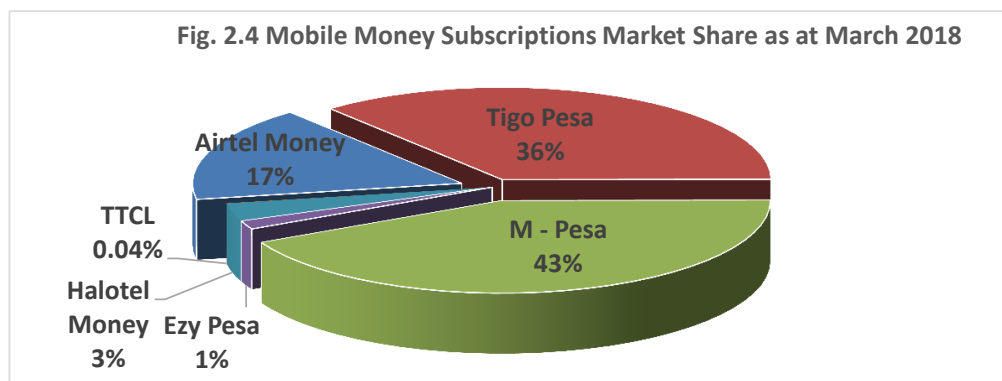
2.3 Subscriptions to Mobile and Fixed Network

NETWORK	JANUARY	FEBRUARY	MARCH
Mobile Network	39,826,542	39,821,738	40,251,356
TTCL	127,611	126,771	126,087
ZANTEL	0	39	40
Fixed Network	127,611	126,810	126,127
TOTAL	39,954,153	39,948,548	40,377,483

2.4 Mobile Money Subscriptions (Mobile Money Accounts)

Operator	JANUARY	FEBRUARY	MARCH
Airtel Money	3,430,352	3,286,280	3,233,988
Tigo Pesa	6,922,722	7,118,415	6,948,637
M - Pesa	8,112,979	8,149,137	8,224,578
Ezy Pesa	296,325	296,228	289,114
Halotel Money	641,547	632,289	609,770
TTCL	6,440	6,171	7,980
TOTAL	19,410,365	19,488,520	19,314,067

Fig. 2.4 Mobile Money Subscriptions Market Share as at March 2018



2.5 Registered Subscriptions as at March 2018

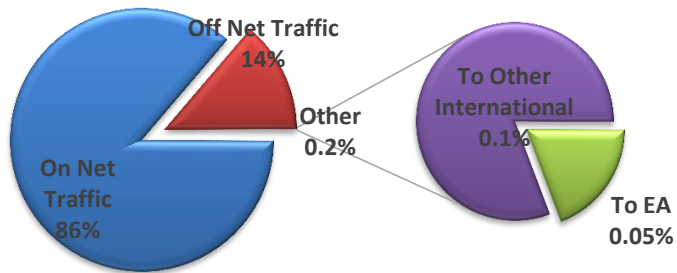
Operator	SUBSCRIPTIONS	REGISTERED	PERCENTAGE
Airtel	10,996,403	10,688,029	97%
Smart	131,967	131,967	100%
Halotel	3,547,432	3,547,432	100%
Tigo	11,321,494	11,306,193	99.9%
TTCL	345,016	345,016	100%
Vodacom	12,870,226	12,870,226	100%
Zantel	1,038,818	1,029,510	99%
TOTAL	40,251,356	39,918,373	99%

3. TRAFFIC MINUTES

3.1 Total Traffic

Destination	JANUARY	FEBRUARY	MARCH	TOTAL
On Net Traffic	4,239,093,828	3,877,991,736	4,076,639,261	12,193,724,825
Off Net Traffic	656,576,893	599,168,644	681,354,773	1,937,100,310
To EA	1,407,400	1,317,860	1,406,683	4,131,943
To Other International	6,387,305	5,324,775	5,723,570	17,435,650
TOTAL	4,903,465,426	4,483,803,015	4,765,124,287	14,152,392,728

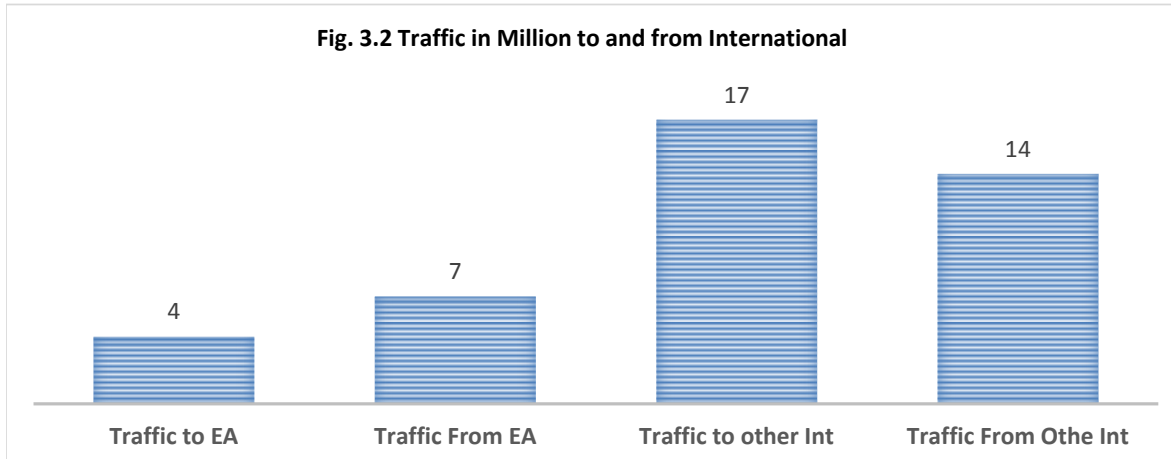
Fig.3.1 Percentage Share of Traffic per call Destination



3.2 Traffic to and from International

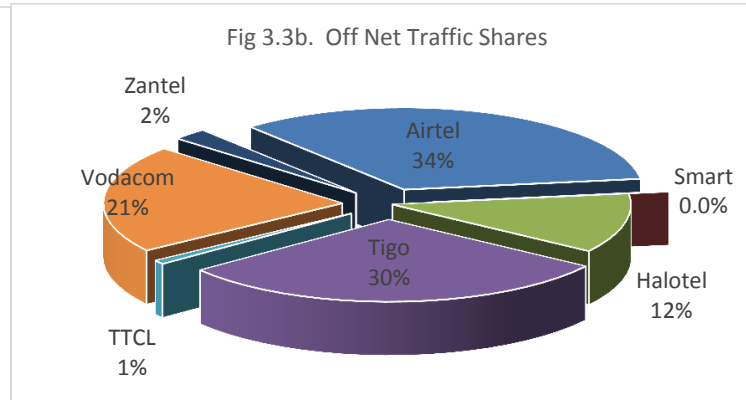
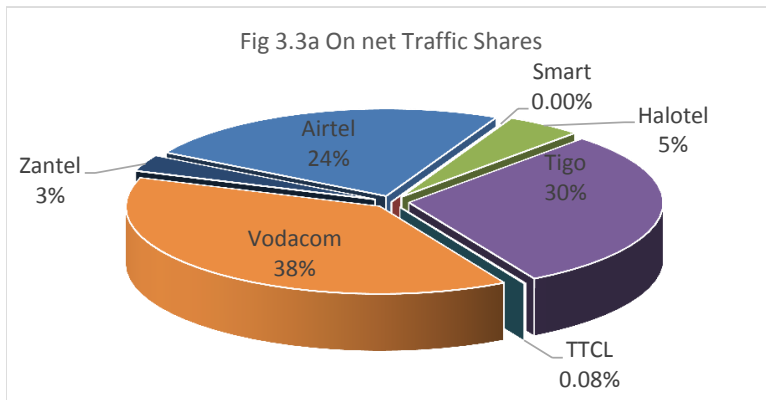
Destination	JANUARY	FEBRUARY	MARCH	TOTAL
Traffic to EA	1,407,400	1,317,860	1,406,683	4,131,943
Traffic From EA	2,276,939	2,076,136	2,248,721	6,601,796
Traffic to other Int	6,387,305	5,324,775	5,723,570	17,435,650
Traffic From Othe Int	5,128,767	4,289,857	4,682,656	14,101,280
TOTAL	15,200,411	13,008,628	14,061,630	42,270,669

Fig. 3.2 Traffic in Million to and from International



3.3 Percentage Shares of Traffic Per Operators

3.3(a) Local Traffic Shares



3.3(b) International Traffic

Fig 3.3c EA Traffic Shares

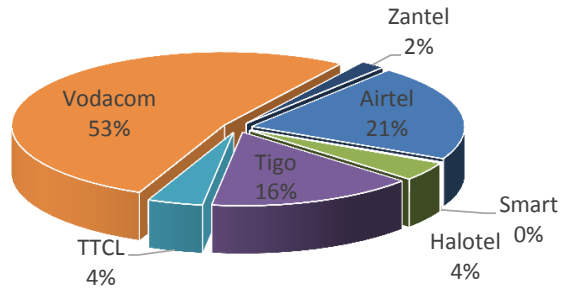
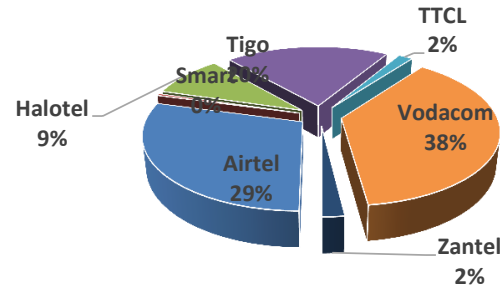


Fig 3.3d. Other Internationals Traffic Shares



3.4 Minutes Used Per Subscriber (MoU)

Destination	JANUARY	FEBRUARY	MARCH	TOTAL
On net	106	97	101	304
Off Net	16	15	17	48
EA	0.0	0.0	0.0	0.1
Other Internationals	0.2	0.1	0.1	0.4
TOTAL	123	112	118	353

Fig.3.4a Monthly Percentage Shares on MoU

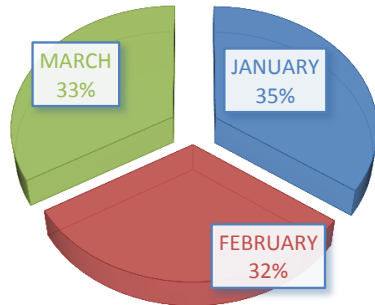
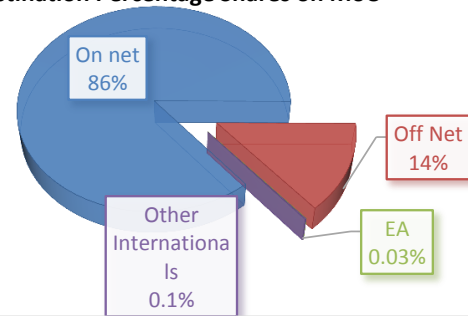


Fig.3.4b Destination Percentage Shares on MoU

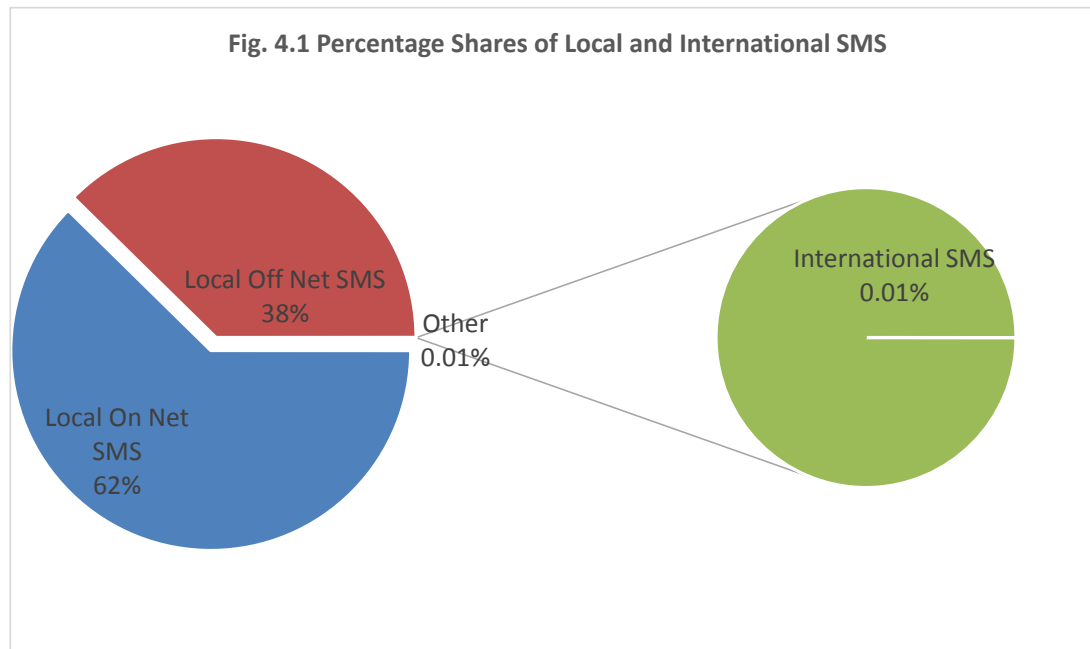


4. SHORT MESSAGES (SMS)

4.1 Local and International SMS

Destination	JANUARY	FEBRUARY	MARCH	TOTAL
Local On Net SMS	4,779,017,370	4,215,064,062	4,757,070,696	13,751,152,128
Local Off Net SMS	2,814,903,183	2,539,032,440	2,944,673,032	8,298,608,655
International SMS	977,068	888,598.0	904,691.0	2,770,357
TOTAL	7,594,897,621	6,754,985,100	7,702,648,419	22,052,531,140

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

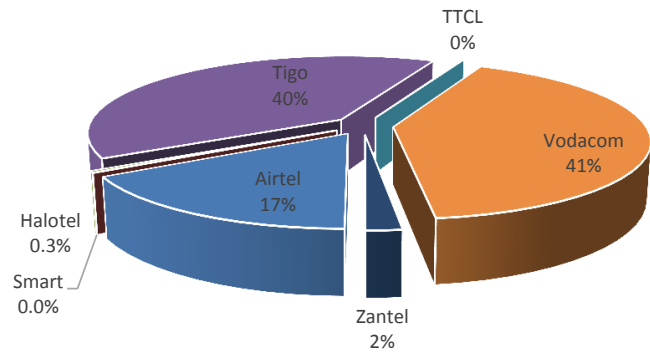
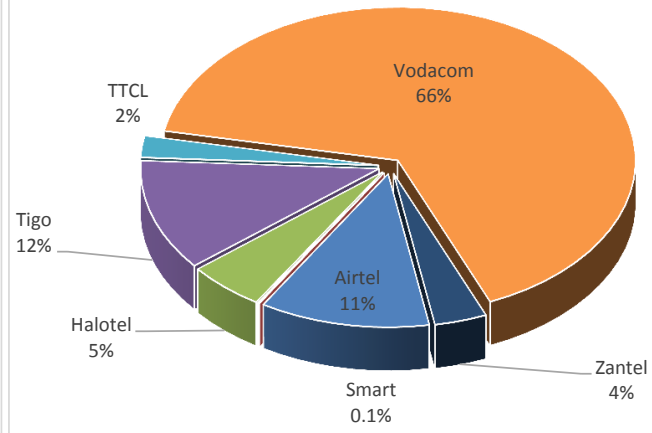


Fig 4.2b Percentage Shares of International SMS



5. SUMMARY OF COMMUNICATIONS STATISTICS

5.1 TELECOM SERVICES

5.1a Subscriptions and Teledensity

Year	2012	2013	2014	2015	2016	2017
Fixed	176,367	164,999	142,950	142,819	129,597	127,094
Mobile	27,450,789	27,442,823	34,108,851	39,665,600	40,044,186	39,953,860
Total	27,627,156	27,607,822	34,251,801	39,808,419	40,173,783	40,080,954
Penetration	61%	61%	71%	79%	80%	78%

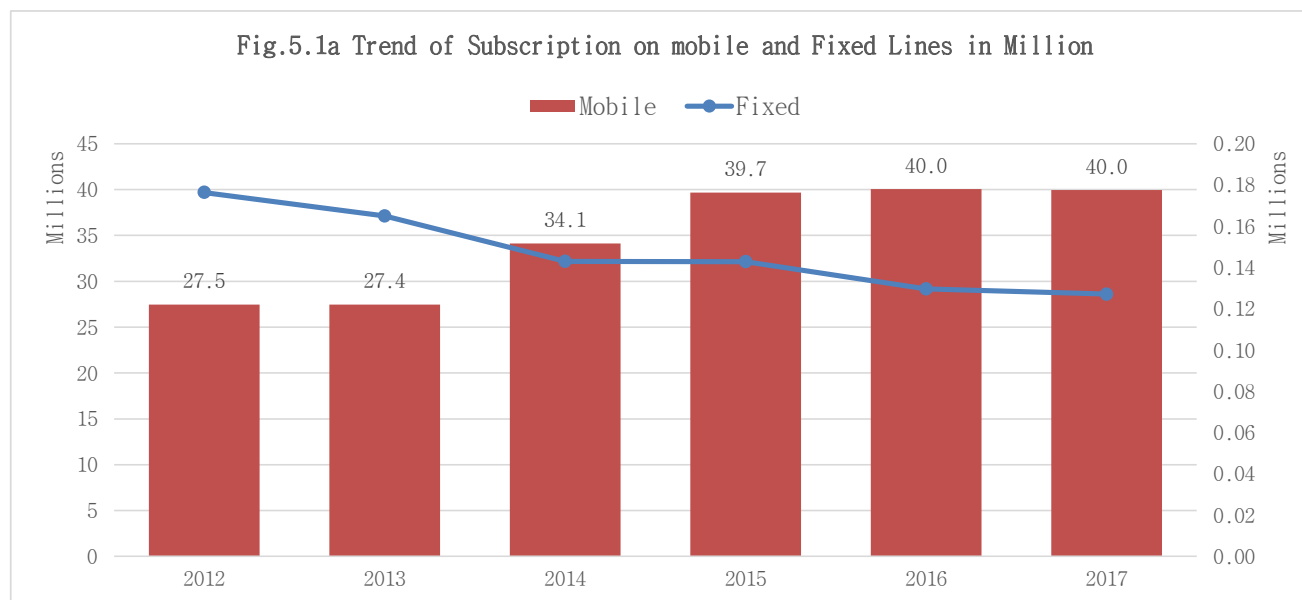
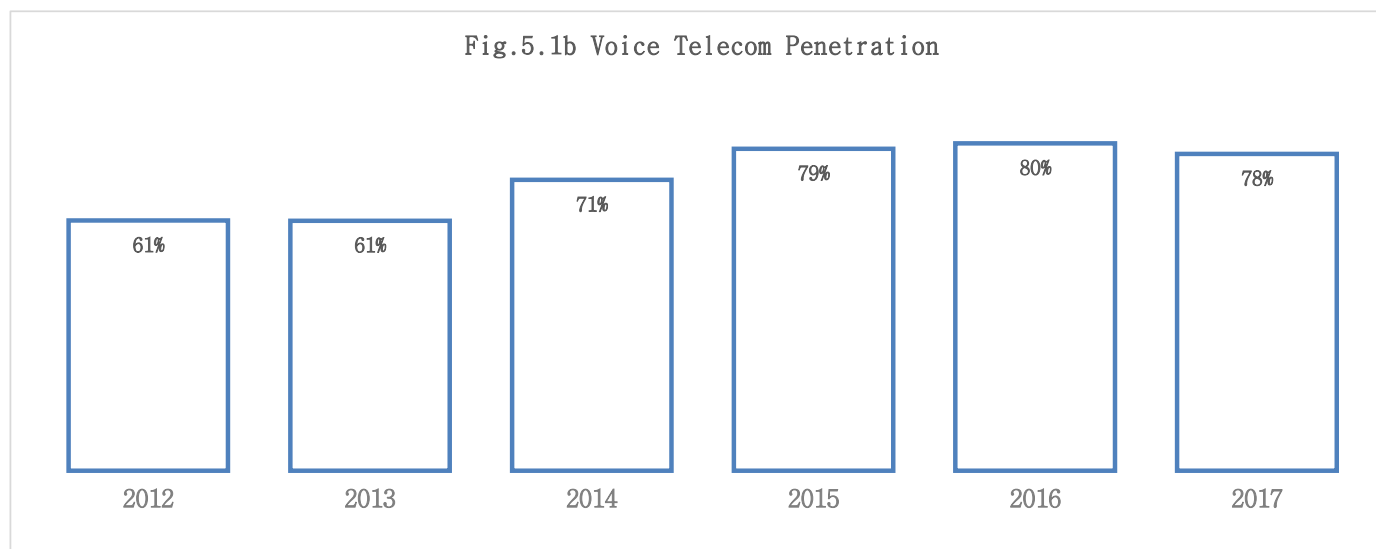


Fig.5.1b Voice Telecom Penetration

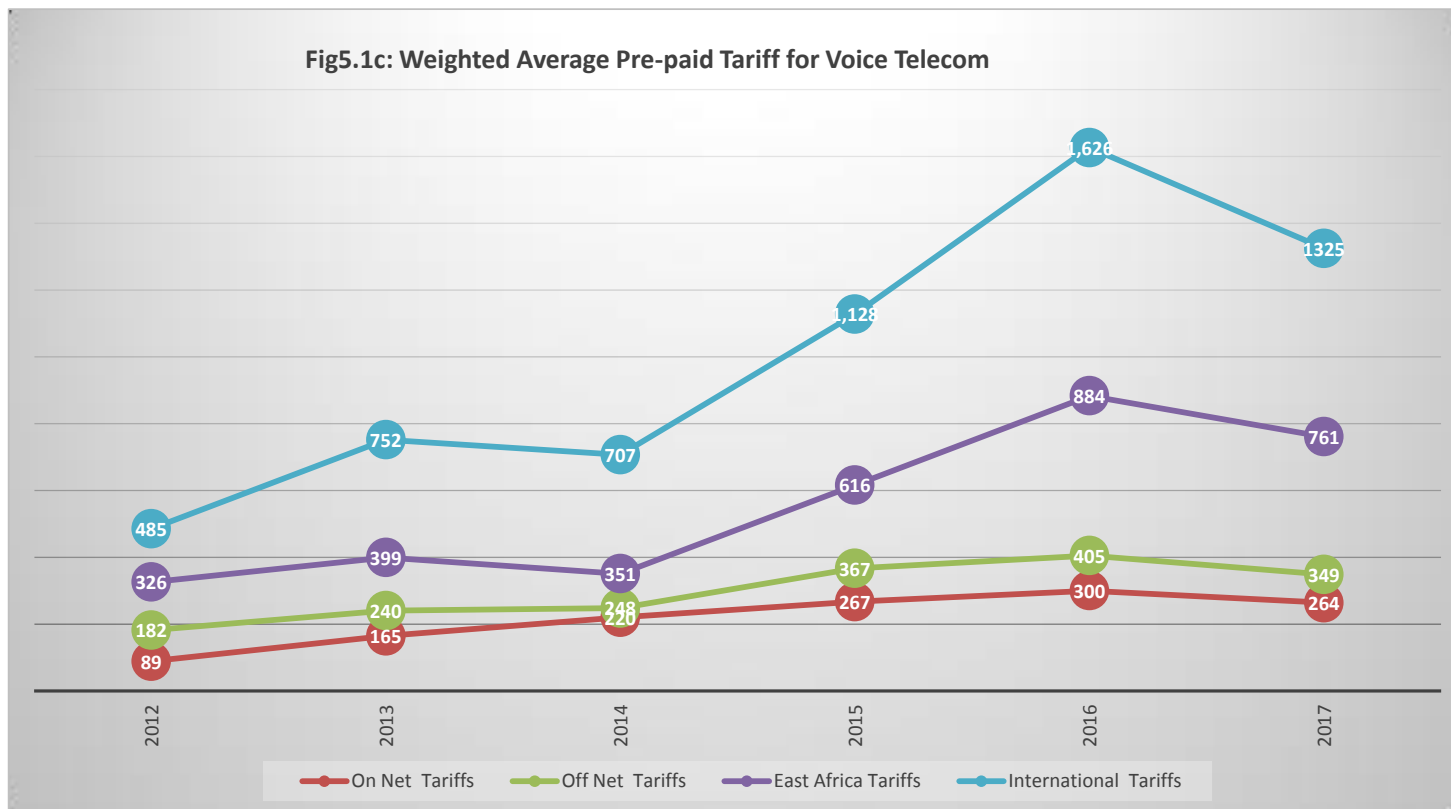


5.1b Traffic (in minutes)

Years	2012	2013	2014	2015	2016	2017
National Traffic (On & Off Net)	24,354,279,292	34,934,613,363	41,689,212,148	43,461,094,130	51,023,633,898	56,053,981,867
Traffic to International	201,827,164	198,116,642	234,080,182	219,401,125	145,972,186	99,413,092
Traffic from International	253,811,569	229,961,296	258,420,938	221,145,509	171,320,372	104,148,723
Traffic to East Africa	67,648,652	42,535,489	53,329,431	44,821,161	35,811,296	21,952,159
Traffic from East Africa	68,978,489	56,624,940	54,174,595	54,078,219	79,875,098	43,845,601
Traffic to Other International	134,178,512	155,581,153	180,750,751	174,579,964	110,160,890	77,460,933
Traffic from Other International	184,833,080	173,336,356	204,246,343	167,067,290	91,445,274	60,303,122

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

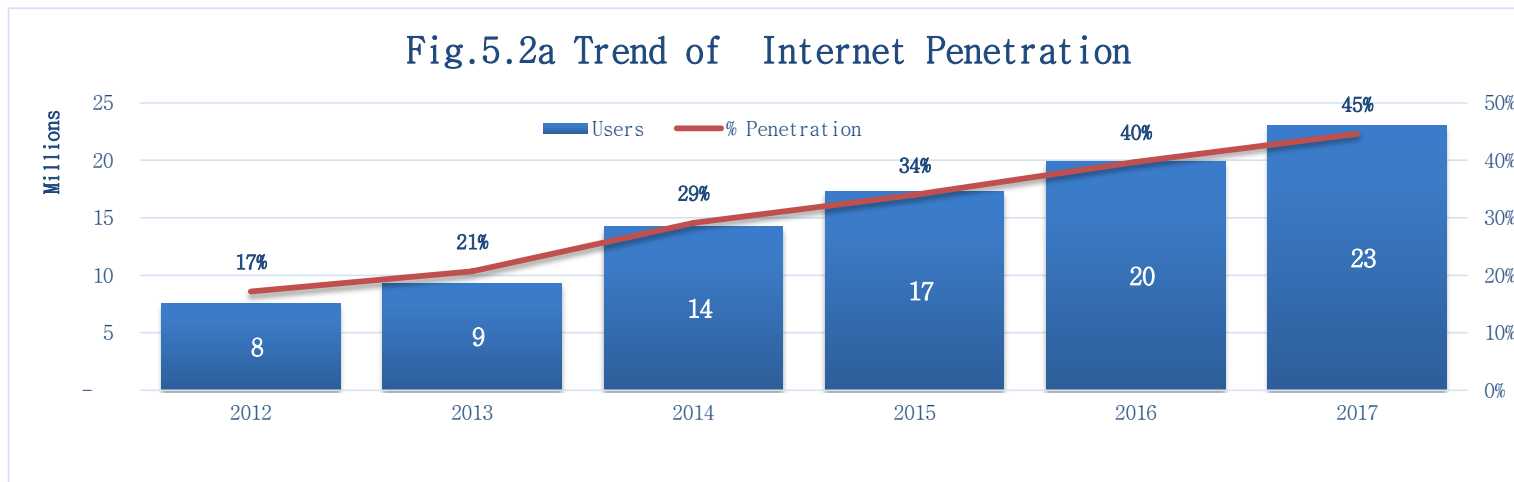
Years	2012	2013	2014	2015	2016	2017
On Net Tariffs	89	165	220	267	300	264
Off Net Tariffs	182	240	248	367	405	349
East Africa Tariffs	326	399	351	616	884	761
International Tariffs	485	752	707	1,128	1,626	1325



5.2 INTERNET SERVICES

5.2a Estimated number of users by technology type

Type of Service	2012	2013	2014	2015	2016	2017
Fixed Wireless	777,461	1,056,940	1,913,082	662,882	1,218,693	3,468,188
Mobile Wireless	6,031,323	7,493,823	11,320,031	16,280,943	18,014,358	19,006,223
Fixed Wired	712,095	761,508	984,198	319,698	629,474	520,698
Total	7,520,878	9,312,272	14,217,311	17,263,523	19,862,525	22,995,109
Penetration	17%	21%	29%	34%	40%	45%

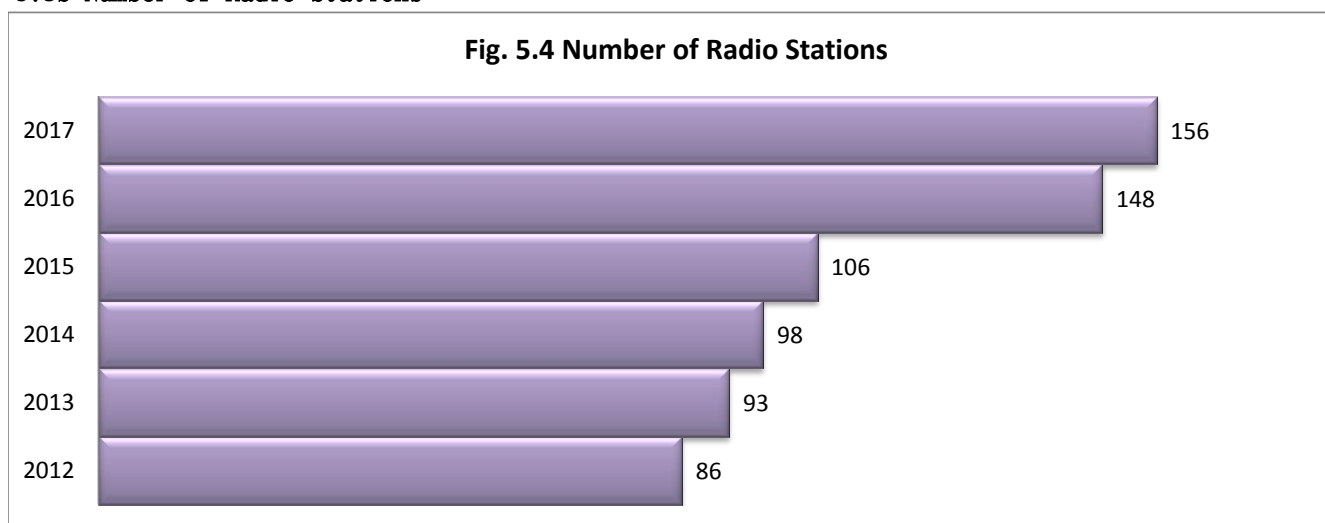


5.3 BROADCASTING SERVICES

5.3a Number of TV Stations

Type	2012	2013	2014	2015	2016	2017
Free To Air (FTA)	23	23	25	25	25	27
Satellite TV	3	3	3	3	3	3
Pay DTT	5	3	3	3	3	3
Cable TV	15	15	15	15	15	15
Total	46	44	46	46	46	48

5.3b Number of Radio Stations



5.3c Number of Active Subscribers/Active Decoders for Pay TVs Services in Tanzania

Year	2012	2013	2014	2015	2016	2017
DTT	319,078	449,941	715,339	717,824	837,461	1,508,229
SATELLITE	47,604	85,734	187,754	192,571	224,667	570,124
CABLE	55,702	74,562	96,823	125,043	158,224	158,224
TOTAL	422,384	610,237	999,916	1,035,438	1,220,352	2,236,577

5.4 POSTAL SERVICES

5.4a Postal Service Providers

CATEGORY	2012	2013	2014	2015	2016	2017
Public Postal	1	1	1	1	1	1
International	7	8	8	8	8	7
East Africa	8	4	3	4	2	1
Domestic	5	4	4	8	8	14
Intracity	4	4	4	6	9	5
Intercity	26	26	6	9	5	7
Total	51	47	26	36	33	35

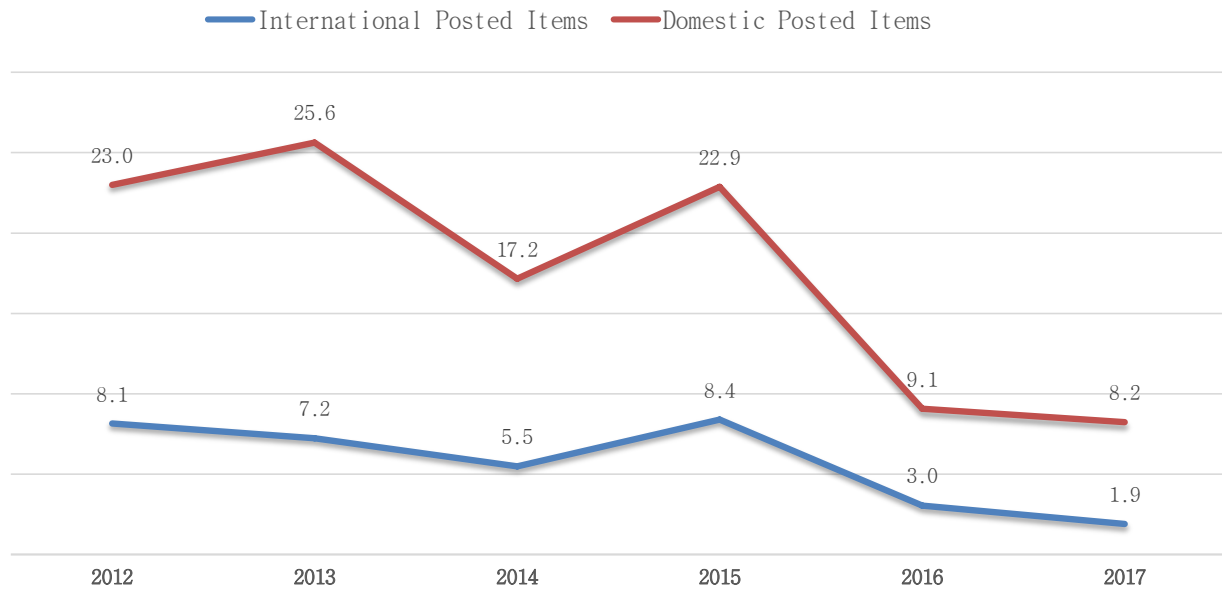
5.4b Postal Services Customers

Year	2012	2013	2014	2015	2016	2017
Corporate	547	718	694	158,487	16,423	180307
Individuals	158,827	190,418	187,603	364,458	364,953	364853
TOTAL	159,374	191,136	188,297	522,945	381,376	545,160

5.4c Domestic and International Posted Items

Item	2012	2013	2014	2015	2016	2017
Domestic Items	22,992,828	25,635,016	17,158,175	22,870,106	9,058,968	8,228,501
International Items	8,137,969	7,225,647	5,477,634	8,389,065	3,039,816	1,892,887
TOTAL	31,130,797	32,860,663	22,635,809	31,259,171	12,098,784	10,121,388

Fig 5.4d. Posted Items (Millions)



5.4e Items Posted to and Delivered from International

Year	2012	2013	2014	2015	2016	2017
Delivered from Int	26,058,369	7,772,254	7,363,436	9,014,973	4,240,327	2,339,149
Posted to Int	8,137,969	7,225,647	5,477,634	11,259,171	12,098,784	10,121,388
TOTAL	34,196,338	14,997,901	12,841,070	20,274,144	16,339,111	12,460,537

Fig. 5.4f Items posted to and Delivered from International

