

QUARTERLY TELECOM STATISTICS

Quarter 4 (April-June 2011) Report

1. Tariffs (Without VAT)

1.1 Average Weighted Tariffs per Operators (Tshs)

	VodaCom	AirTel	Tigo	ZanTel	TTCL	Benson	SasaTel
Jan - March 2011							
<i>On Net Calls</i>	60	30	65	30	120	30	30
<i>Off Net Calls</i>	180	180	180	135	230	150	231
<i>East Africa Calls</i>	350	470	310	324	330	300	339
<i>International Calls</i>	507	641	500	438	475	467	469
<i>SMS National</i>	45	59	49	0	0	25	40
<i>SMS International</i>	100	120	98	0	0	70	77
April - June 2011							
<i>On Net Calls</i>	60	42	45	30	120	30	30
<i>Off Net Calls</i>	180	180	180	135	230	150	231
<i>East Africa Calls</i>	333	309	310	354	330	300	339
<i>International Calls</i>	498	477	467	428	450	467	595
<i>SMS National</i>	45	45	49	40	0	25	40
<i>SMS International</i>	100	100	98	75	0	70	77

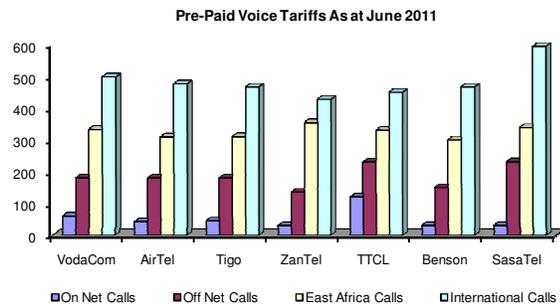


Fig.1.1a: On Net National Tariffs



Fig.1.1b: Off Net National Tariffs

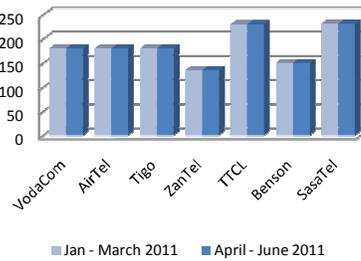


Fig.1.1c East Africa Tariffs

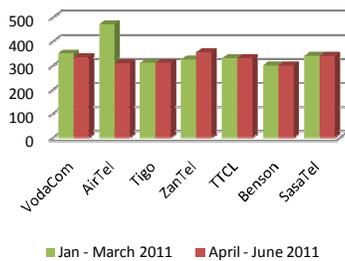
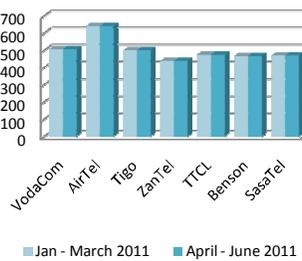


Fig.1.1d International Tariffs

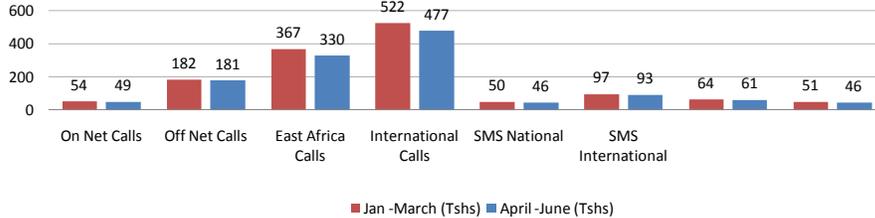


1.2 Average Weighted Tariffs per Destination (AWD)

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 (Tshs)	54	182	367	522	50	97	64	51
April -June (Tshs)	49	181	330	477	46	93	61	46

Fig.2 Average Weighted Tariffs Per Destination



2. Voice TeleCom Subscriptions

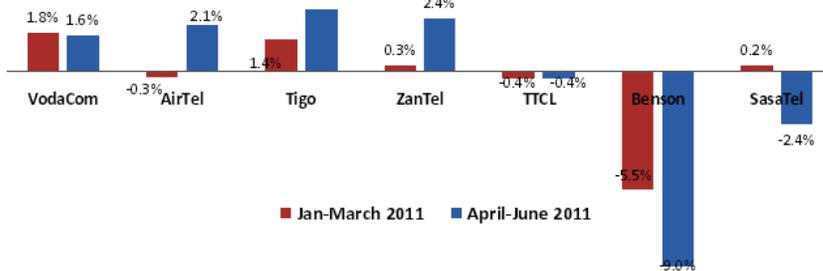
2.1 Subscriptions per Operators

	VodaCom	AirTel	Tigo	ZanTel	TTCL*	Benson	SasaTel	TOTAL
January	8,711,628	5,966,283	4,539,071	1,346,970	227,851	2,321	8,469	20,802,593
February	8,572,468	5,948,380	4,564,393	1,360,897	226,034	2,190	8,222	20,682,584
March	9,014,195	5,927,417	4,671,263	1,354,098	226,153	2,074	8,498	21,203,698
April	8,970,842	6,140,909	4,706,459	1,306,898	227,851	2,029	7,345	21,362,333
May	9,048,666	6,241,812	4,767,325	1,305,252	226,034	1,984	7,063	21,598,136
June	9,264,842	6,403,965	4,978,685	1,369,654	226,153	1,670	6,995	22,251,964

* Figures for Jan-March have been used as estimates for April-June since there was no reported figures on prepaid subscriptions in that period

2.2 Quarterly Average Growth Rate(AGR) per Operator

Fig 2.2 Monthly Average Growth Rate Per Operator



2.3 Quarterly Operator's Subscriptions Market Shares

Fig.2.3a Subscription Market Share (Jan-March 2011)

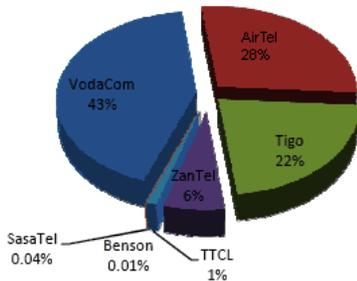
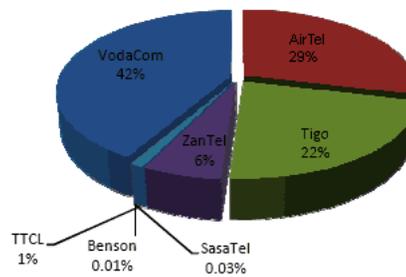


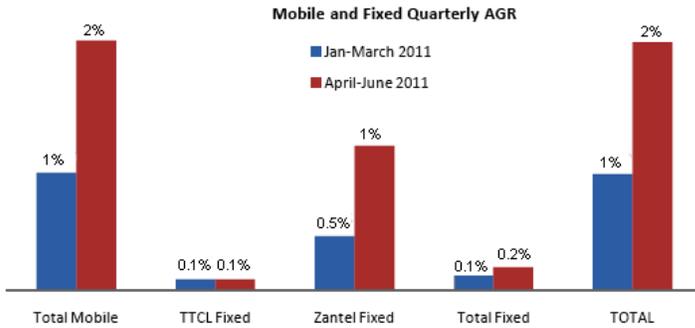
Fig.2.3b Subscription Market Share (April-June 2011)



2.4 Subscriptions to Fixed and Mobile Networks

	Total Mobile	TTCL Fixed	Zantel Fixed	Total Fixed	TOTAL
January	20,628,169	158,942	15,482	174,424	20,802,593
February	20,507,895	159,129	15,560	174,689	20,682,584
March	21,028,821	159,254	15,623	174,877	21,203,698
April	21,187,774	158,942	15,617	174,559	21,362,333
May	21,423,314	159,129	15,693	174,822	21,598,136
June	22,076,715	159,254	15,995	175,249	22,251,964

2.5 Quarterly Average Growth Rate(AGR) per Network



3. Traffic Calls (Minutes)

3.1 National Traffic

	Jan-March 2011	April-June 2011
On Net Calls	3,884,209,569	4,144,319,829
Off Net Calls	206,291,867	218,996,512
Total	4,090,501,436	4,363,316,341

3.1.2 Quarterly National Traffic Operator's Market Share

3.1.2(a) On Net Traffics

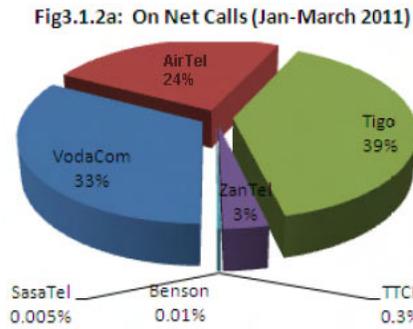
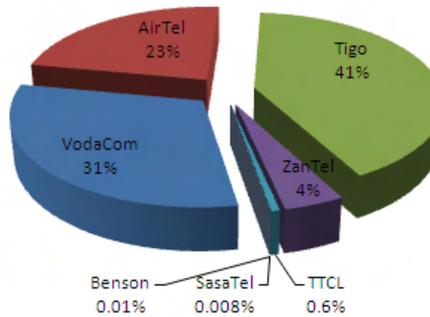


Fig3.1.2b: On Net Calls (April-June 2011)



3.1.2(b) Off Net Traffics

Fig3.1.2c Off Net Traffics (Jan-March 2011)

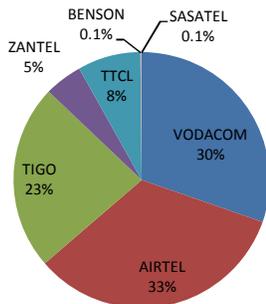
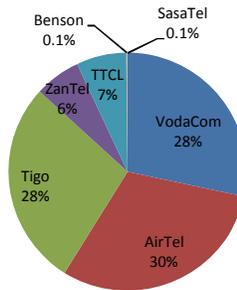


Fig3.1.2d Off Net Traffics (April-June 2011)



3.2. International Traffic

	Jan-March 2011	April-June 2011
To East Africa	12,317,225	12,698,958
From East Africa	22,972,923	23,371,213
To other Internationals	26,334,506	32,622,313
From other Internationals	44,535,543	50,056,333

3.2.1 Quarterly International Traffic Operator's Market Share

3.2.1 East Africa Traffics

Fig3.2.1a East Africa Traffic (Jan-March 2011)

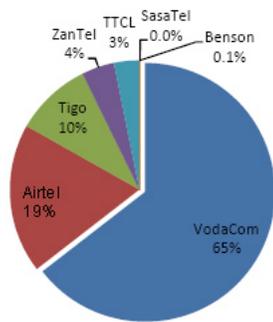
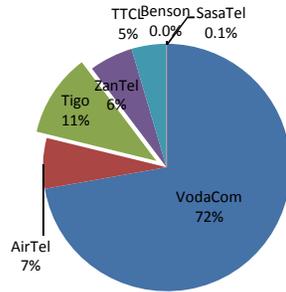


Fig3.2.1b East Africa Traffic (April-June 2011)



3.2.2 International Traffics

Fig3.2.2a International Traffic (Jan-March 2011)

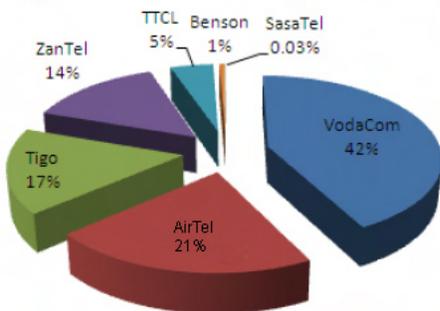
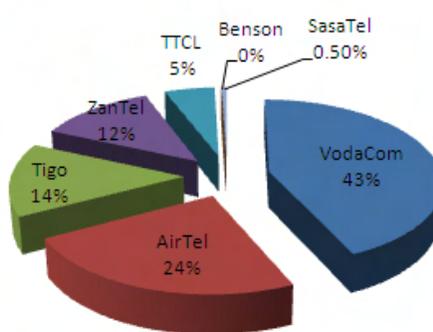


Fig3.2.2b International Traffic (April-June 2011)



4. Data (SMS & MMS)

4.1 National Traffic

	Jan-March 2011	April-June 2011
On Net SMS	566,975,550	607,935,589
Off Net SMS	143,993,624	164,038,714
On Net MMS	150,623	73,367
Off Net MMS	11,414	5,277

4.1.1 Quarterly national SMS Operator's Market Share

4.1.1(a) National SMS

Fig4.1.1a: National SMS Share (Jan-March 2011)

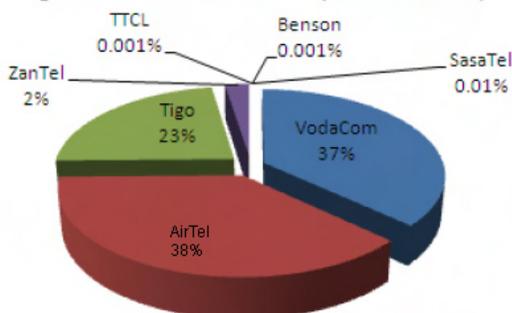
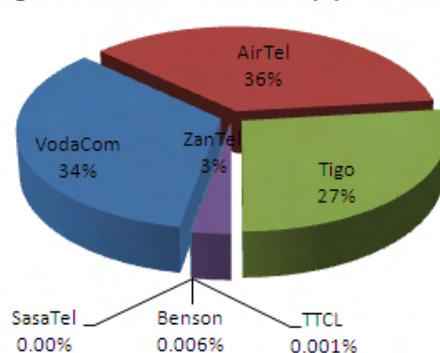


Fig4.1.1b: National SMS Shares (April-June 2011)



4.2 International Traffic

	Jan-March 2011	April-June 2011
SMS to International	9,005,547	8,207,823
SMS from International	72,296,305	357,917,206
MMS to International	2,290	5,084
MMS from International	2,287	864

4.2.1 Quarterly International SMS Operator's Market Share

Fig4.2.1b International SMS Share (Jan-March 2011)

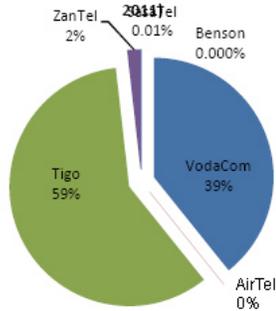
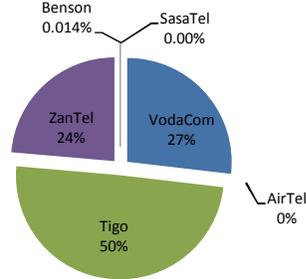


Fig4.2.1b International SMS Shares (April-June 2011)



5. Average Usage of Voice and SMS

	Minutes Per User	No. SMS Per User	ARPU Voice	ARPU SMS	ARPU	ARPU/ Month
Jan-March 2011	198	34	Tshs 12,647	Tshs 1,757	Tshs 14,404	Tshs 4,801
April-June 2011	203	36	Tshs 12,287	Tshs 1,649	Tshs 13,936	Tshs 4,645

Fig5a: Quarterly Minutes Per Users

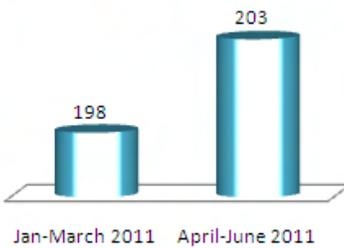


Fig5b Monthly SMS Per Users

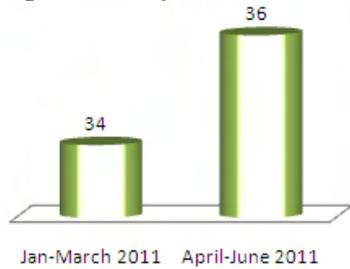


Fig5c Monthly Revenue Per Use (ARPU)

