

QUARTERLY TELECOM STATISTICS

Quarter 1 (July-September 2011) Report

1. Tariffs (Without TAX)

1.1 Average/Weighted Tariffs per Operators (Tshs)

		VodaCom	AirTel	Tigo	ZanTel	TTCL	Benson	SasaTel
April - June	On Net Calls	60	42	45	30	120	30	30
	Off Net Calls	180	180	180	135	230	150	231
	East Africa Calls	333	309	310	354	330	300	339
	International Calls	498	477	467	428	450	467	595
	SMS National	45	45	49	40	0	25	40
	SMS International	100	100	98	75	0	70	77
July-September	On Net Calls	60	38	62	49	120	30	30
	Off Net Calls	180	180	234	135	230	150	231
	East Africa Calls	350	310	310	324	330	300	339
	International Calls	507	457	464	438	450	383	489
	SMS National	45	45	49	40	0	20	40
	SMS International	100	100	98	75	0	30	77

Fig 1. Pre-Paid Voice Tariffs As at September 2011

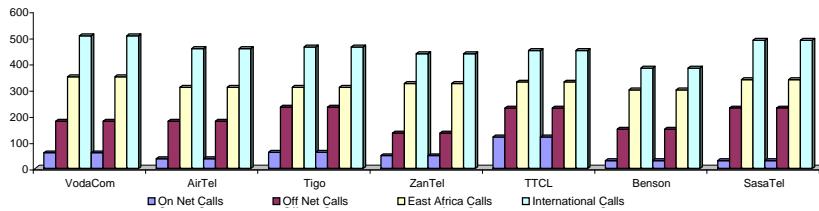


Fig.1.1a: On Net Tariffs

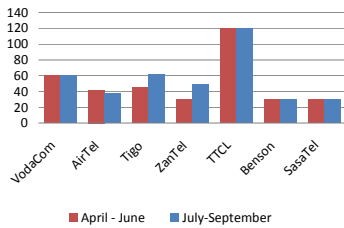


Fig.1.1b: Off Net Tariffs

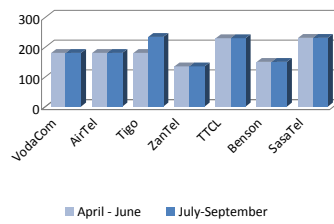


Fig.1.1c East Africa Tariffs

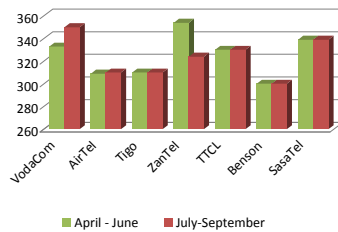
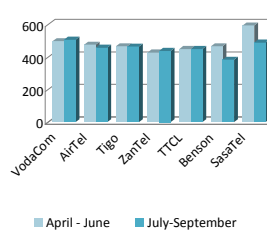


Fig.1.1d International Tariffs

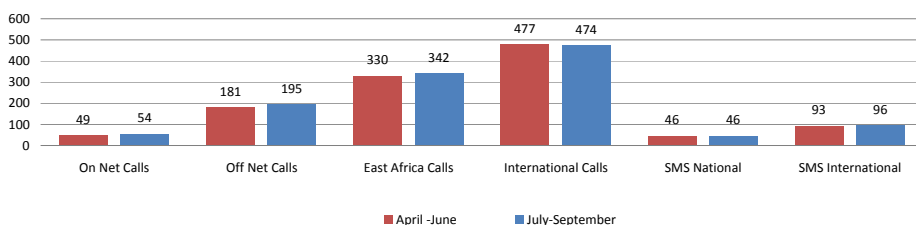


1.2 Weighted Average Tariffs per Destination (WAD) Tshs

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)
April -June	49	181	330	477	46	93	61	46
July-September	54	195	342	474	46	96	65	47

Fig.2 Weighted Average Tariffs Per Destination



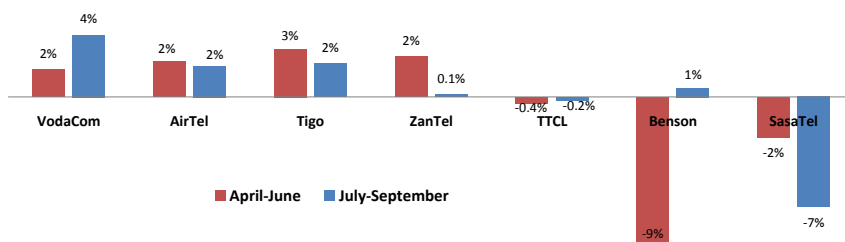
2. Voice TeleCom Subscriptions

2.1 Subscriptions per Operators

	VodaCom	AirTel	Tigo	ZanTel	TTCL	Benson	SasaTel	TOTAL
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
July	9,556,391	6,590,220	5,058,535	1,369,956	221,937	1,690	8,552	22,807,281
August	9,883,518	6,718,686	5,165,671	1,375,605	222,551	1,694	7,904	23,375,629
September	10,278,081	6,834,301	5,263,330	1,374,057	220,932	1,708	7,461	23,979,870

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.2.3b Subscription Market Share (June 2011)

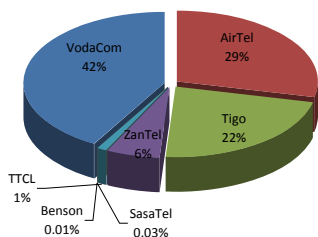
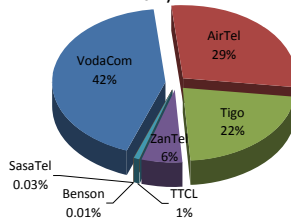


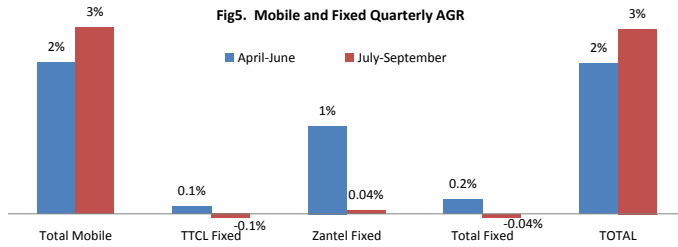
Fig.2.3a Subscription Market Share (September 2011)



2.4 Subscriptions to Fixed and Mobile Networks

	Total Mobile	TTCL Fixed	Zantel Fixed	Total Fixed	TOTAL
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
July	22,632,457	158,829	15,995	174,824	22,807,281
August	23,200,661	158,964	16,004	174,968	23,375,629
September	23,805,192	158,669	16,009	174,678	23,979,870

2.5 Quarterly Average Growth Rate(AGR) per Network



3. Traffic Calls (Minutes)

3.1 National Traffic

	April-June 2011	July-Sept 2011
On Net Calls	4,144,319,829	4,821,860,050
Off Net Calls	218,996,512	254,198,191
Total	4,363,316,341	5,076,058,241

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)

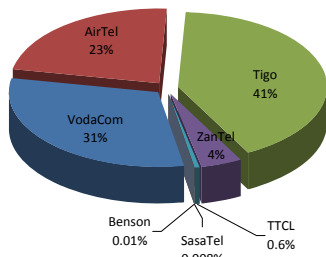
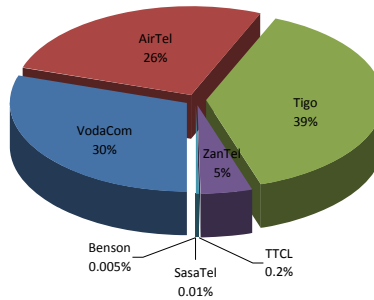


Fig3.1.2a: On Net Calls (July-September 2011)



3.1.2(b) Off Net Traffics

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

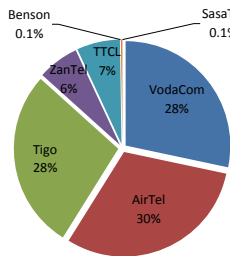
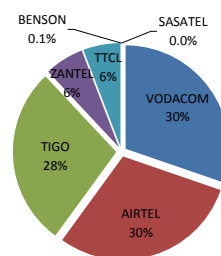


Fig3.1.2c Off Net Traffics (July-September 2011)



3.2. International Traffic

	April-June 2011	July-Sept 2011
To East Africa	12,698,958	10,083,717
From East Africa	23,371,213	22,941,673
To other Internationals	32,622,313	33,576,263
From other Internationals	50,056,333	50,321,847

3.2.1 Quarterly International Traffic Operator's Market Share

3.2.1 East Africa Traffics

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

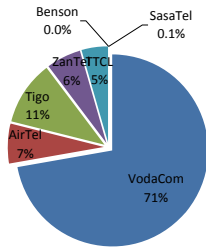
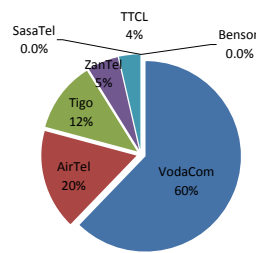


Fig3.2.1a East Africa Traffic (July-Sept 2011)



3.2.2 International Traffics

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

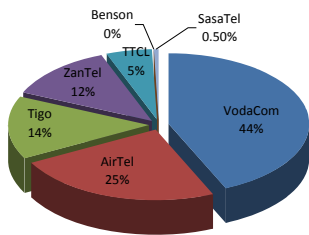
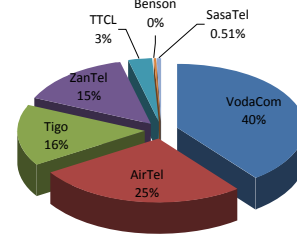


Fig3.2.2a International Traffic (July-Sept 2011)



4. Data (SMS & MMS)

4.1 National Traffic

	April-June 2011	July-September 2011
On Net SMS	607,935,589	520,882,553
Off Net SMS	164,038,714	272,426,096
On Net MMS	0	132,944
Off Net MMS	0	5,855

4.1.1 Quarterly national SMS Operator's Market Share

4.1.1(a) National SMS

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

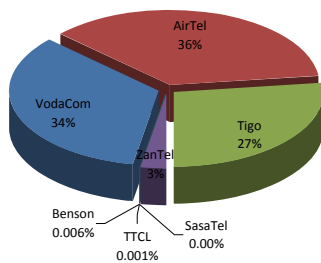
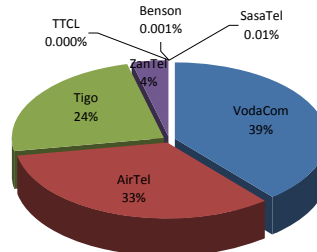


Fig4.1.1a: National SMS Share (July-Sept 2011)



4.2 International Traffic

	April-June 2011	July-Sept 2011
SMS to International	8,207,823	12,898,450
SMS from International	357,917,206	413,525,157
MMS to International	0	8,030
MMS from International	0	10,016

4.2.1 Quarterly International SMS Operator's Market Share

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

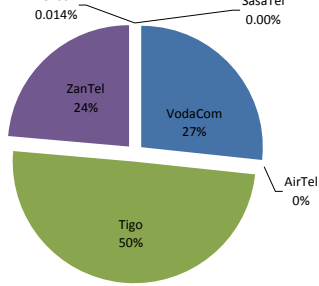
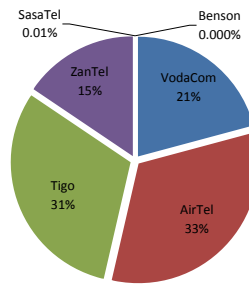


Fig4.2.1b International SMS Share (July-Sept 2011)



5. Average Usage of Voice and SMS in a quarter

	No. Minutes Per User	No. SMS Per User	ARPU Voice	ARPU SMS	Total ARPU	ARPU/ Month
April-June	203	36	Tshs 12,287	Tshs 1,649	Tshs 13,936	Tshs 4,645
July-September	219	34	Tshs 14,229	Tshs 1,620	Tshs 15,849	Tshs 5,283

Fig5a: Quarterly Minutes Per User

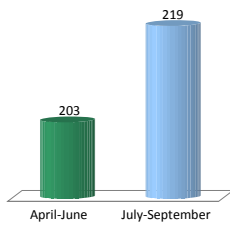


Fig11.2 Quarterly SMS per User

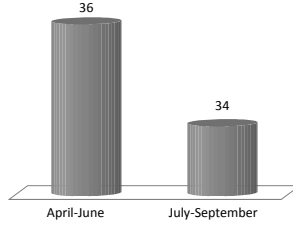


Fig11.3 Monthly Revenue Per Use (ARPU)

