

QUARTERLY TELECOM STATISTICS

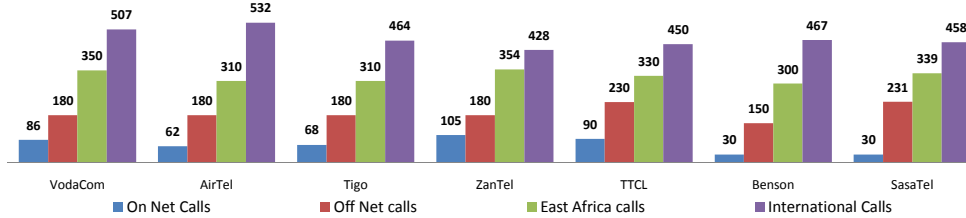
Quarter 4 (June 2012) Report

1. Voice Prepaid Tariffs (Without TAX)

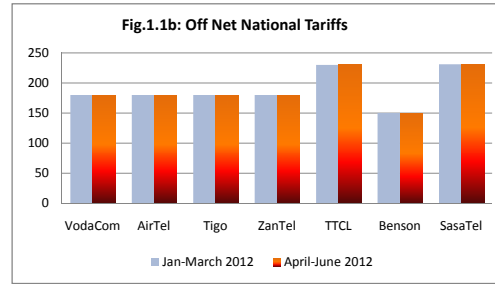
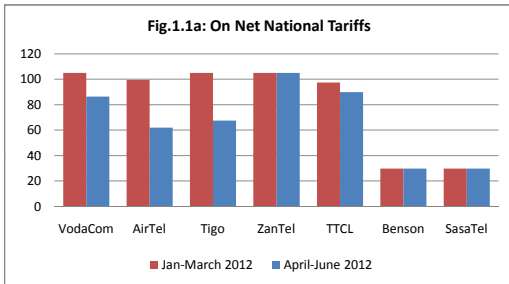
1.1 Weighted Prepaid Tariffs per Operators (Tshs)

	VodaCom	AirTel	Tigo	ZanTel	TTCL	Benson	SasaTel
Jan-March 2012							
On Net Calls	105	100	105	105	98	30	30
Off Net calls	180	180	180	180	230	150	231
East Africa calls	341	232	310	354	330	300	339
International Calls	507	544	467	440	450	467	595
SMS National	45	45	49	40	0	25	40
SMS International	100	100	98	75	0	70	77
April-June 2012							
On Net Calls	86	62	68	105	90	30	30
Off Net calls	180	180	180	180	230	150	231
East Africa calls	350	310	310	354	330	300	339
International Calls	507	532	464	428	450	467	458
SMS National	25	45	49	40	0	25	40
SMS International	100	100	98	75	0	70	77

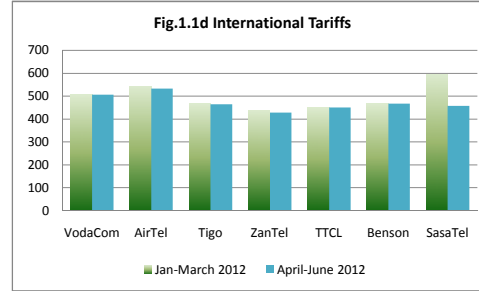
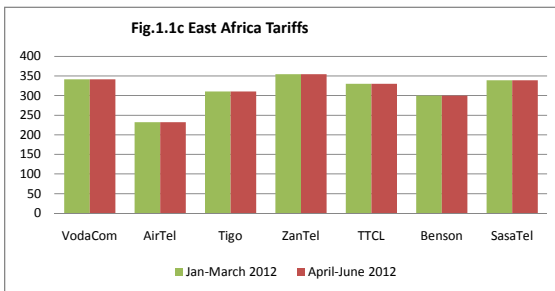
Fig1: Weighted Prepaid tariffs as at April- June 2012



1.1a & b: National Tariffs



1.1c & d: International Tariffs

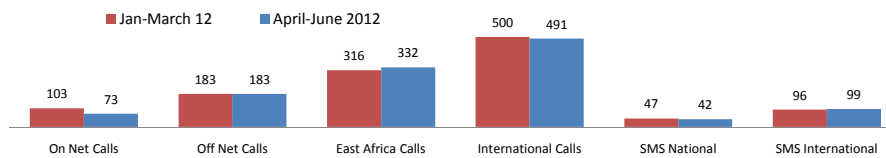


1.2 Weighted Average Tariffs per Destination (WATD) Tshs

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 12	103	183	316	500	47	96	110	47
April-June 2012	73	183	332	491	42	99	82	43

Fig 1.2 Weighted Average Tariffs per Destination in Tshs (without Tax)



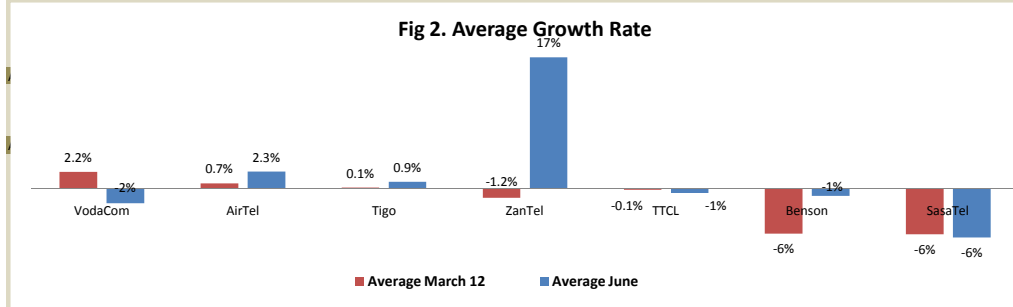
2. Voice TeleCom Subscriptions

2.1 Subscriptions per Operators

	VodaCom	AirTel	Tigo	ZanTel	TTCL	Benson	SasaTel	TOTAL
January 2012	12,085,677	7,004,229	5,482,775	1,547,157	225,240	1,381	5,448	26,351,907
February 2012	12,292,944	7,032,224	5,467,873	1,527,777	224,856	1,266	5,148	26,552,088
March 2012	12,633,507	7,105,650	5,497,833	1,510,829	224,586	1,221	4,810	26,978,436
April 2012	12,788,131	7,169,856	5,512,969	1,527,777	230,016	1,070	5,448	27,235,267
May 2012	12,687,863	7,348,076	5,537,770	1,510,829	228,936	1,043	5,148	27,319,665
June 2012	12,317,029	7,504,511	5,613,330	2,356,457	227,424	1,050	4,810	28,024,611

Note: Zantel didn't submit April and May data, the yellow painted are data as they were at February and March respectively

2.2 Quarterly Average Growth Rate(AGR) per Operator



2.3 Quarterly Operator's Subscriptions Market Shares

Fig.2.3a Subscription Market Share (March 2012)

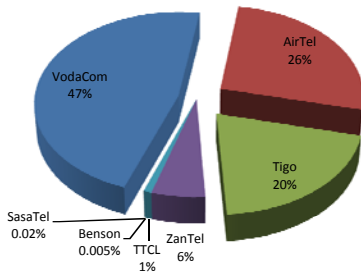
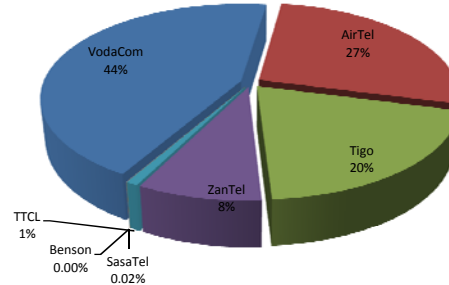


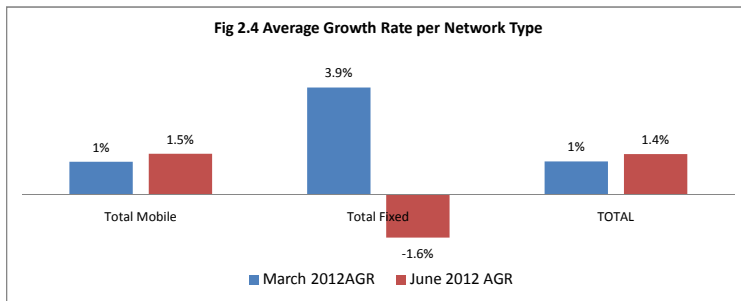
Fig.2.3b Subscription Market Share (June 2012)



2.4 Subscriptions to Fixed and Mobile Networks

	Total Mobile	TTCL Fixed	Zantel Fixed	Total Fixed	TOTAL
January 2012	26,191,187	159,029	1,691	160,720	26,351,907
February 2012	26,378,325	158,624	15,139	173,763	26,552,088
March 2012	26,805,361	158,348	14,727	173,075	26,978,436
April 2012	27,060,879	159,249	15,139	174,388	27,235,267
May 2012	27,145,388	159,541	14,727	174,268	27,319,656
June 2012	27,855,716	159,617	9,278	168,895	28,024,611

2.5 Quarterly Average Growth Rate(AGR) per Network



3. Traffic Calls (Minutes)

3.1 National Traffic

	Jan-March 2012	Apr-June 2012	Change
On Net Calls	4,639,427,980	4,919,745,685	6%
Off Net Calls	232,127,033	251,177,438	8%
Total	4,871,555,013	5,170,923,123	6%

3.1.2 Quarterly National Traffic Operator's Market Share

3.1.2(a) On Net Traffics

Fig3.1.2a: On Net Calls (January-March 2012)

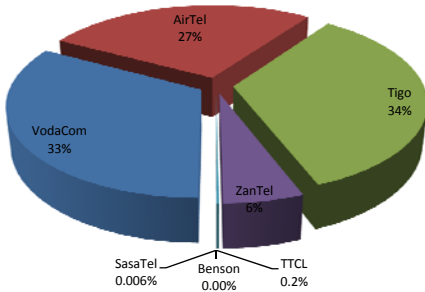
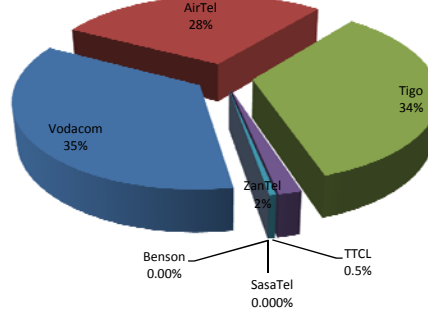


Fig3.1.2b: On Net Calls (October-December 2011)



3.1.2(b) Off Net Traffics

Fig3.1.2c Off Net Traffics (January-March 2012)

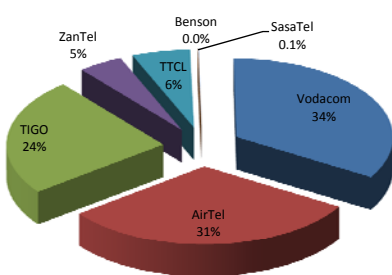
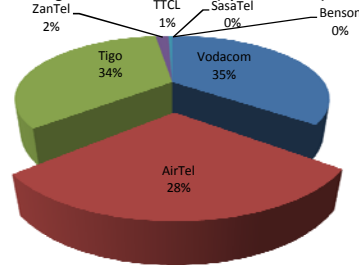


Fig3.1.2d: Off Net Traffics (April-June 2012)



3.2. International Traffic

	Jan-March 2012	April-June 2012	Change
To East Africa	13,360,012	18,698,785	40%
From East Africa	31,631,198	16,282,728	-49%
To other Internationals	30,186,673	28,061,805	-7%
From other Internation	48,770,099	57,691,523	18%

3.2.1 Quarterly International Traffic Operator's Market Share

3.2.1 East Africa Traffics

Fig3.2.1a East Africa Traffic (January-March 2012)

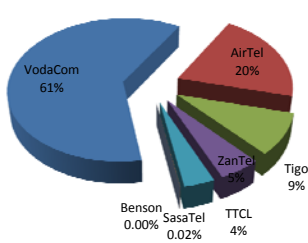
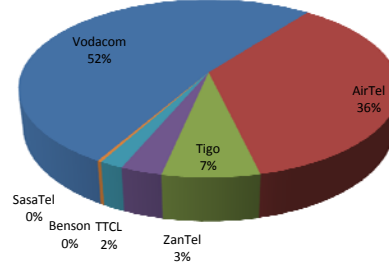


Fig3.2.1b East Africa Traffic (April-June 2012)



3.2.2 International Traffics

Fig3.2.2a International Traffic (January-March 2012)

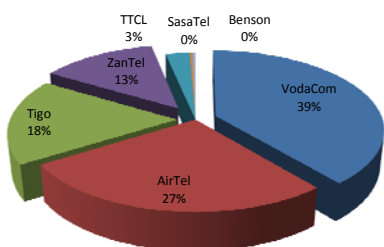
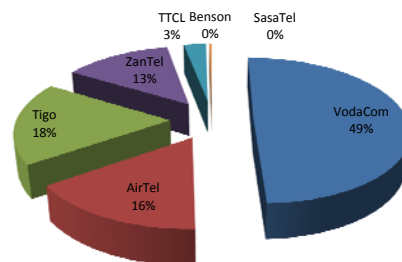


Fig3.2.2b International Traffic (April-June 2012)



4. Data (SMS & MMS)

4.1 National Traffic

	Jan-March 2012	April-June	Change
On Net SMS	1,231,176,089	1,326,413,469	8%
Off Net SMS	324,800,449	366,967,561	13%
On Net MMS	121,210	58,259	-52%
Off Net MMS	2,919	4,809	65%

4.1.1 Quarterly national SMS Operator's Market Share

4.1.1(a) National SMS

Fig4.1.1a: National SMS Share(January-March 2012)

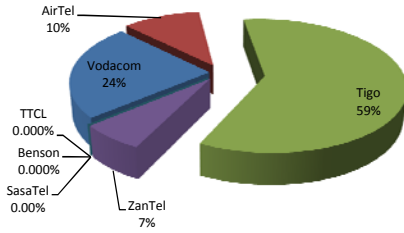
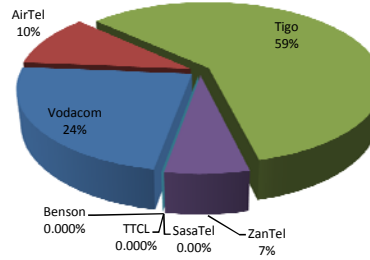


Fig4.1.1b: National SMS Shares(April-June 2012)



4.2 International Traffic

	Jan-March 12	April-June 2012	Change
SMS to International	12,359,300	20,852,124	69%
SMS from International	547,595,148	557,016,181	2%
MMS to International	2,550	340	-87%
MMS from International	42	2,890	6781%

4.2.1 Quarterly International SMS Operator's Market Share

Fig4.2.1b International SMS Share January-March 2012)

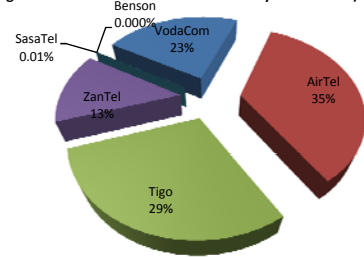
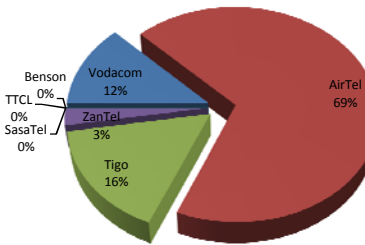


Fig4.2.1b International SMS Shares (April-June 2012)



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-March 2012	179	57	Tshs 19,641	Tshs 2,678	Tshs 22,319	Tshs 7,440
April-June 2012	190	62	Tshs 15,543	Tshs 2,678	Tshs 18,221	Tshs 6,074

6. SIMCARD Registration Status as at June 2012

6.1 Registered as at June 2012

	Vodacom	AirTel	Tigo	ZanTel	TTCL	SasaTel	Benson
Subscriber Base	12,317,029	7,664,413	5,613,330	2,347,179	1,048	1,221	1,050
Registered Subscribers	12,301,415	7,289,207	5,509,337	1,203,391	1,048	1,221	1,050
% Registered June 2012	99.873%	95%	98%	51%	100%	100%	100%

Note: The data of registered SIM Card for ZANTEL is as of March 2012

6.2 Backlogs for unregistered SIM card

Fig 6. Backlogs for June 2012

