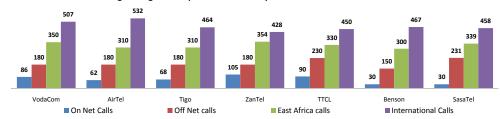
QUARTERLY TELECOM STATISTICS

Quarter 4 (June 2012) Report

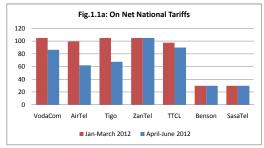
1. Voice Prepaid Tariffs (Without TAX)

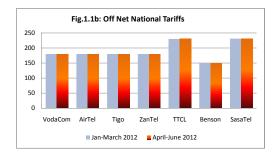
		VodaCom	AirTel	Tigo	ZanTel	TTCL	Benson	SasaTel
Jan-March 2012	On Net Calls	105	100	105	105	98	30	30
	Off Net calls	180	180	180	180	230	150	231
	East Africa calls	341	232	310	354	330	300	339
	International Calls	507	544	467	440	450	467	595
	SMS National	45	45	49	40	0	25	40
	SMS International	100	100	98	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

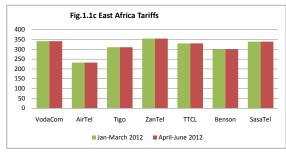


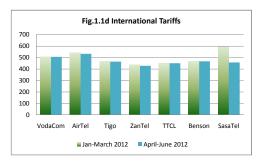
1.1a & b: National Tariffs





1.1c & d: International Tariffs



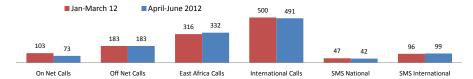


1.2 Weighted Average Tariffs per Destination (WATD) Tshs

These are estimated charges incured 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
Febuary 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

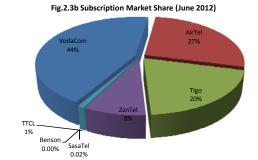
Note: Zantel didn't submit April and May data, the yellow painted are data as they were at February and March respectively



2.3 Quarterly Operator's Subscriptions Market Shares

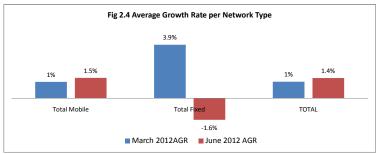
Fig.2.3a Subscription Market Share (March 2012)





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



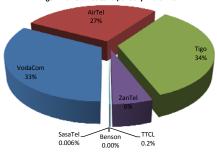
3. Traffic Calls (Minutes)

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%

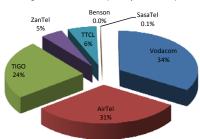
3.1.2 Quarterly National Traffic Operator's Market Share 3.1.2(a) On Net Traffics

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



3.1.2(b) Off Net Traffics

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

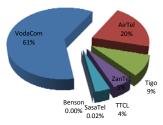


3.2. International Traffic

	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)

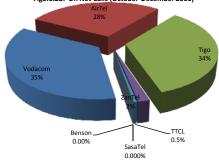


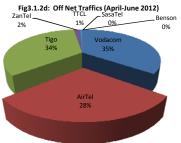
3.2.2 International Traffics

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



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





Fi3.2.1b East Africa Traffic (April-June 2012

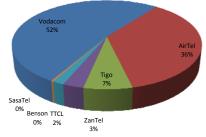
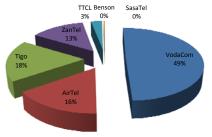


Fig3.2.2b International Traffic (April-June 2012)



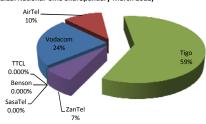
4. Data (SMS & MMS)

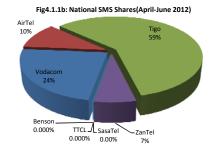
4.1 National Traffic

	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)

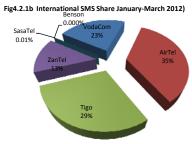


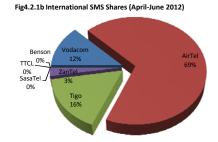


4.2 International Traffic

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

4.2.1 Quarterly International SMS Operator's Market Share





5. Average Usage of Voice and SMS per quarter

	No. Minutes Per User	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
Anvil luna 2012	100	63	Tobo	15 542	Tobo	2 670	Tobo	10 221	Tobo	6.074

6. SIMCARD Registration Status as at June 2012

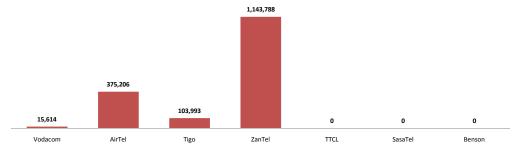
6.1 Registered as at June 2012

	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

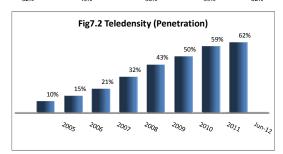
Fig 6. Backlogs for June 2012



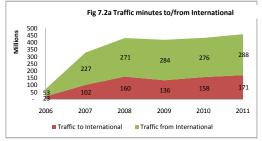
7. Summary of Trend of Telecom Statistics

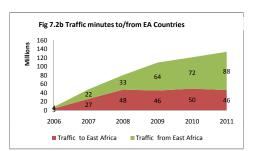
7.1 Subscriptions and Teledensit	2005	2006	2007	2008	2009	2010	2011	Jun-12
Fixed	154,420	151,644	163,269	123,809	172,922	174,511	161,063	168,895
Mobile	2,963,737	5,614,922	8,322,857	13,006,793	17,469,486	20,983,853	25,666,455	27,855,716
Total	3,118,157	5,766,566	8,486,126	13,130,602	17,642,408	21,158,364	25,827,518	28,024,611
Penetration	10%	15%	21%	32%	43%	50%	59%	62%





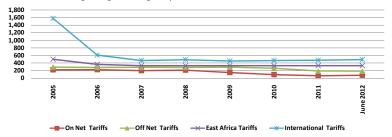
7.2 Traffic (in minutes)						
Years	2006	2007	2008	2009	2010	2011
National Traffic (On & Off Net)	506,073,994	2,776,662,168	5,658,864,021	9,155,095,552	15,371,971,955	18,520,867,990
Traffic to International	22,625,483	102,072,070	160,481,940	135,579,347	157,599,602	171,431,668
Traffic from International	52,744,995	227,382,897	271,220,442	284,284,629	275,568,097	287,625,871
Traffic to East Africa	4,569,580	26,602,014	47,589,636	45,516,586	49,986,404	46,490,973
Traffic from East Africa	3,597,498	21,955,453	33,485,451	63,999,950	71,714,452	87,634,397
Traffic to Other International	18,055,903	75,470,056	112,892,304	90,062,761	107,613,199	124,940,695
Traffic from Other International	49,147,498	205,427,443	237,734,991	220,284,679	203,853,644	199,991,475





7.3 Weighted Average Prepaid Tariff for voice Telecom (without Tax)											
Years	2005	2006	2007	2008	2009	2010	2011	June 2012			
On Net Tariffs	219	223	199	212	147	93	62	73			
Off Net Tariffs	292	284	286	284	292	263	187	183			
East Africa Tariffs	499	362	331	332	332	330	331	332			
International Tariffs	1,580	608	465	485	453	468	476	491			

Fig.1: Weighted Average Pre-paid Tariff for Voice Telecom 2005- June 2012



7.4 Tariff Precentage Changes (Decrease/Increase) over Time									
Years	2006-2007	2007-2008	2008-2009	2009-2010	2010-2011	2011-June 2012	AVERAGE CHANGE		
On Net Tariffs	-11%	6%	-31%	-36%	-33%	17%	-15%		
Off Net Tariffs	1%	-1%	3%	-10%	-29%	-2%	-6%		
East Africa Tariffs	-9%	0%	0%	0%	0%	0%	-1%		
International Tariffs	-24%	4%	-7%	3%	2%	3%	-3%		
OVERAL AVERAGE CHANGE							-6%		