

MNOs VOICE SUBSCRIPTION TRENDS 2017	April	May	June	July	August	September
EXPRESSO	23,264	23,264	23,264	23,264	23,264	23,264
MILLICOM (TIGO)	5,187,936	5,342,817	5,360,443	5,510,992	5,505,146	5,489,994
SCANCOM (MTN)	16,969,311	17,119,549	17,304,425	17,654,968	17,715,212	17,817,273
VODAFONE MOBILE	8,651,515	8,737,414	8,773,444	8,920,617	9,108,424	9,079,502
AIRTEL	4,398,913	4,309,982	4,236,788	4,217,490	4,244,759	4,253,993
GLO MOBILE	753,341	745,271	732,483	809,269	812,904	781,022
TOTAL MOBILE	35,984,280	36,278,297	36,430,847	37,136,600	37,409,709	37,445,048
MONTH OVER MONTH GROWTH	0.57%	0.82%	0.42%	1.94%	0.74%	0.09%
MONTH OVER MONTH GROWTH PER OPERATOR (MOBILE)						
EXPRESSO	-42.00%	0.00%	0.00%	0.00%	0.00%	0.00%
MILLICOM (TIGO)	1.75%	2.99%	0.33%	2.81%	-0.11%	-0.28%
SCANCOM (MTN)	1.07%	0.89%	1.08%	2.03%	0.34%	0.58%
VODAFONE MOBILE	0.81%	0.99%	0.41%	1.68%	2.11%	-0.32%
AIRTEL	-2.27%	-2.02%	-1.70%	-0.46%	0.65%	0.22%
GLO MOBILE	-2.12%	-1.07%	-1.72%	10.48%	0.45%	-3.92%
FIXED OPERATORS						
VODAFONE	259,189	261,384	264,606	270,062	274,818	279,681
AIRTEL	6,893	6,812	6,750	6,748	6,736	6,812
TOTAL FIXED	266,082	268,196	271,356	276,810	281,554	286,493
MONTH OVER MONTH GROWTH	-0.19%	0.79%	1.18%	2.01%	1.71%	1.75%
MONTH OVER MONTH GROWTH PER OPERATOR (FIXED)						
VODAFONE	-0.16%	0.85%	1.23%	2.06%	1.76%	1.77%
AIRTEL	-1.22%	-1.18%	-0.91%	-0.03%	-0.18%	1.13%

TOTAL MARKET						
MOBILE	35,984,280	36,278,297	36,430,847	37,136,600	37,409,709	37,445,048
FIXED	266,082	268,196	271,356	276,810	281,554	286,493
TOTAL ACCESS LINES	36,250,362	36,546,493	36,702,203	37,413,410	37,691,263	37,731,541
MONTH OVER MONTH GROWTH	0.56%	0.82%	0.43%	1.94%	0.74%	0.11%
POPULATION	28,320,257	28,376,897	28,433,651	28,490,518	28,547,499	28,604,594
GROWTH RATE						
PENETRATION	April	May	June	July	August	September
MOBILE	127.06%	127.84%	128.13%	130.35%	131.04%	130.91%
FIXED	0.94%	0.95%	0.95%	0.97%	0.99%	1.00%
TOTAL	128.00%	128.79%	129.08%	131.32%	132.03%	131.91%
MARKET SHARE						
MOBILE	99.27%	99.27%	99.26%	99.26%	99.25%	99.24%
FIXED	0.73%	0.73%	0.74%	0.74%	0.75%	0.76%
MARKET SHARE per MOBILE OPERATORS	April	May	June	July	August	September
EXPRESSO	0.06%	0.06%	0.06%	0.06%	0.06%	0.06%
MILLICOM (TIGO)	14.42%	14.73%	14.71%	14.84%	14.72%	14.66%
SCANCOM (MTN)	47.16%	47.19%	47.50%	47.54%	47.35%	47.58%
VODAFONE MOBILE	24.04%	24.08%	24.08%	24.02%	24.35%	24.25%
AIRTEL -MOBILE	12.22%	11.88%	11.63%	11.36%	11.35%	11.36%
GLO MOBILE	2.09%	2.05%	2.01%	2.18%	2.17%	2.09%
TOTAL	100%	100%	100%	100%	100%	100%
MARKET SHARE per FIXED OPERATORS						
VODAFONE	97.41%	97.46%	97.51%	97.56%	97.61%	97.62%
AIRTEL	2.59%	2.54%	2.49%	2.44%	2.39%	2.38%
TOTAL	100%	100%	100%	100%	100%	100%

*MOBILE NETWORK OPERATORS (MNOs)

** Subscription of Expresso is as at April 2017