

**2017 MOBILE VOICE STATISTICS OF OPERATORS**

<b>MNOs VOICE SUBSCRIPTION TRENDS 2017</b>	January	February	March	April	May	June	July	August	September	October	November
EXPRESSO	88,993	66,852	40,111	23,264	23,264	23,264	23,264	23,264	23,264	23,264	23,264
MILLICOM (TIGO)	5,257,424	5,160,279	5,098,480	5,187,936	5,342,817	5,360,443	5,510,992	5,505,146	5,489,994	5,407,875	5,176,012
SCANCOM (MTN)	19,841,360	20,265,399	16,789,161	16,969,311	17,119,549	17,304,425	17,654,968	17,715,212	17,589,527	17,569,990	17,796,820
VODAFONE MOBILE	8,401,072	8,428,088	8,582,387	8,651,515	8,737,414	8,773,444	8,920,617	9,108,424	9,079,502	8,882,832	8,940,765
AIRTEL	4,565,618	4,529,315	4,500,907	4,398,913	4,309,982	4,236,788	4,217,490	4,244,759	4,253,993	4,242,478	4,111,020
GLO MOBILE	670,399	784,283	769,621	753,341	745,271	732,483	809,269	812,904	781,022	737,662	691,601
<b>TOTAL MOBILE</b>	<b>38,824,866</b>	<b>39,234,216</b>	<b>35,780,667</b>	<b>35,984,280</b>	<b>36,278,297</b>	<b>36,430,847</b>	<b>37,136,600</b>	<b>37,409,709</b>	<b>37,217,302</b>	<b>36,864,101</b>	<b>36,739,482</b>
<b>MONTH OVER MONTH GROWTH</b>	1.36%	1.05%	-8.80%	0.57%	0.82%	0.42%	1.94%	0.74%	-0.51%	-0.95%	-0.34%
<b>MONTH OVER MONTH GROWTH PER OPERATOR (MOBILE)</b>											
EXPRESSO	-4.92%	-24.88%	-40.00%	-42.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
MILLICOM (TIGO)	-1.53%	-1.85%	-1.20%	1.75%	2.99%	0.33%	2.81%	-0.11%	-0.28%	-1.50%	-4.29%
SCANCOM (MTN)	2.83%	2.14%	-17.15%	1.07%	0.89%	1.08%	2.03%	0.34%	-0.71%	-0.11%	1.29%
VODAFONE MOBILE	1.34%	0.32%	1.83%	0.81%	0.99%	0.41%	1.68%	2.11%	-0.32%	-2.17%	0.65%
AIRTEL	-0.55%	-0.80%	-0.63%	-2.27%	-2.02%	-1.70%	-0.46%	0.65%	0.22%	-0.27%	-3.10%
GLO MOBILE	-3.58%	16.99%	-1.87%	-2.12%	-1.07%	-1.72%	10.48%	0.45%	-3.92%	-5.55%	-6.24%
<b>FIXED OPERATORS</b>											
VODAFONE	246,205	259,863	259,609	259,189	261,384	264,606	270,062	274,818	279,681	280,724	291,318
AIRTEL	7,116	7,022	6,978	6,893	6,812	6,750	6,748	6,736	6,812	6,794	6,751
<b>TOTAL FIXED</b>	<b>253,321</b>	<b>266,885</b>	<b>266,587</b>	<b>266,082</b>	<b>268,196</b>	<b>271,356</b>	<b>276,810</b>	<b>281,554</b>	<b>286,493</b>	<b>287,518</b>	<b>298,069</b>
<b>MONTH OVER MONTH GROWTH</b>	0.73%	5.35%	-0.11%	-0.19%	0.79%	1.18%	2.01%	1.71%	1.75%	0.36%	3.67%
<b>MONTH OVER MONTH GROWTH PER OPERATOR (FIXED)</b>											
VODAFONE	0.78%	5.55%	-0.10%	-0.16%	0.85%	1.23%	2.06%	1.76%	1.77%	0.37%	3.77%
AIRTEL	-1.04%	-1.32%	-0.63%	-1.22%	-1.18%	-0.91%	-0.03%	-0.18%	1.13%	-0.26%	-0.63%
<b>TOTAL MARKET</b>											
MOBILE	38,824,866	39,234,216	35,780,667	35,984,280	36,278,297	36,430,847	37,136,600	37,409,709	37,217,302	36,864,101	36,739,482
FIXED	253,321	266,885	266,587	266,082	268,196	271,356	276,810	281,554	286,493	287,518	298,069
<b>TOTAL ACCESS LINES</b>	<b>39,078,187</b>	<b>39,501,101</b>	<b>36,047,254</b>	<b>36,250,362</b>	<b>36,546,493</b>	<b>36,702,203</b>	<b>37,413,410</b>	<b>37,691,263</b>	<b>37,503,795</b>	<b>37,151,619</b>	<b>37,037,551</b>

<b>MONTH OVER MONTH GROWTH</b>	1.35%	1.08%	-8.74%	0.56%	0.82%	0.43%	1.94%	0.74%	-0.50%	-0.94%	-0.31%
<b>POPULATION</b>	28,151,013	28,207,315	28,263,729	28,320,257	28,376,897	28,433,651	28,490,518	28,547,499	28,604,594	28,661,804	28,719,127
<b>GROWTH RATE</b>											
<b>PENETRATION</b>	January	February	March	April	May	June	July	August	September	October	November
MOBILE	137.92%	139.09%	126.60%	127.06%	127.84%	128.13%	130.35%	131.04%	130.11%	128.62%	127.93%
FIXED	0.90%	0.95%	0.94%	0.94%	0.95%	0.95%	0.97%	0.99%	1.00%	1.00%	1.04%
<b>TOTAL</b>	<b>138.82%</b>	<b>140.04%</b>	<b>127.54%</b>	<b>128.00%</b>	<b>128.79%</b>	<b>129.08%</b>	<b>131.32%</b>	<b>132.03%</b>	<b>131.11%</b>	<b>129.62%</b>	<b>128.96%</b>
<b>MARKET SHARE</b>											
MOBILE	99.35%	99.32%	99.26%	99.27%	99.27%	99.26%	99.26%	99.25%	99.24%	99.23%	99.20%
FIXED	0.65%	0.68%	0.74%	0.73%	0.73%	0.74%	0.74%	0.75%	0.76%	0.77%	0.80%
<b>MARKET SHARE per MOBILE OPERATORS</b>	January	February	March	April	May	June	July	August	September	October	November
EXPRESSO	0.23%	0.17%	0.11%	0.06%	0.06%	0.06%	0.06%	0.06%	0.06%	0.06%	0.06%
MILLICOM (TIGO)	13.54%	13.15%	14.25%	14.42%	14.73%	14.71%	14.84%	14.72%	14.75%	14.67%	14.09%
SCANCOM (MTN)	51.10%	51.65%	46.92%	47.16%	47.19%	47.50%	47.54%	47.35%	47.26%	47.66%	48.44%
VODAFONE MOBILE	21.64%	21.48%	23.99%	24.04%	24.08%	24.08%	24.02%	24.35%	24.40%	24.10%	24.34%
AIRTEL -MOBILE	11.76%	11.54%	12.58%	12.22%	11.88%	11.63%	11.36%	11.35%	11.43%	11.51%	11.19%
GLO MOBILE	1.73%	2.00%	2.15%	2.09%	2.05%	2.01%	2.18%	2.17%	2.10%	2.00%	1.88%
<b>TOTAL</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
<b>MARKET SHARE per FIXED OPERATORS</b>											
VODAFONE	97.19%	97.37%	97.38%	97.41%	97.46%	97.51%	97.56%	97.61%	97.62%	97.64%	97.74%
AIRTEL	2.81%	2.63%	2.62%	2.59%	2.54%	2.49%	2.44%	2.39%	2.38%	2.36%	2.26%
<b>TOTAL</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

\*MOBILE NETWORK OPERATORS (MNOs)

\*\* Subscription of Expresso is as at April 2017

December
23,264
5,217,875
17,832,546
9,028,161
3,986,163
627,752
<b>36,715,761</b>
-0.06%
0.00%
0.81%
0.20%
0.98%
-3.04%
-9.23%
294,915
6,636
301,551
1.17%
1.23%
-1.70%
36,715,761
301,551
<b>37,017,312</b>

-0.05%
28,776,565
December
127.59%
1.05%
128.64%
99.19%
0.81%
December
0.06%
14.21%
48.57%
24.59%
10.86%
1.71%
<b>100%</b>
97.80%
2.20%
<b>100%</b>