

2017 MOBILE DATA STATISTICS OF OPERATORS

<b>MNOs MOBILE DATA SUBSCRIPTION TRENDS 2017</b>	<b>January</b>	<b>February</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>August</b>	<b>September</b>	<b>October</b>	<b>November</b>	<b>December</b>
EXPRESSO	35,572	29,169	17,501	10,151	10,151	10,151	10,151	10,151	10,151	10,151	10,151	10,151
MILLICOM (TIGO)	2,708,016	2,723,389	2,746,803	2,802,950	2,876,905	2,968,076	3,028,013	3,063,109	3,029,361	2,970,911	2,896,720	2,848,021
SCANCOM (MTN)	10,505,087	11,278,000	11,903,262	12,110,284	12,310,158	12,229,090	12,442,647	12,888,465	12,925,524	12,822,655	13,081,674	13,736,988
VODAFONE MOBILE	3,579,362	2,555,670	3,685,895	3,657,020	3,717,118	3,643,298	3,641,806	3,738,710	3,889,821	4,008,301	4,093,539	4,097,805
AIRTEL	2,859,238	2,841,368	2,802,097	2,761,521	2,763,982	2,758,420	2,734,649	2,744,033	2,718,966	2,677,315	2,590,377	2,532,873
GLO MOBILE	272,084	269,466	263,919	242,973	239,207	245,729	246,201	295,951	291,998	294,350	262,826	238,312
<b>TOTAL MOBILE</b>	<b>19,959,359</b>	<b>19,697,062</b>	<b>21,419,477</b>	<b>21,584,899</b>	<b>21,917,520</b>	<b>21,854,764</b>	<b>22,103,467</b>	<b>22,740,419</b>	<b>22,865,821</b>	<b>22,783,683</b>	<b>22,935,287</b>	<b>23,464,150</b>
<b>MONTH OVER MONTH GROWTH</b>	1.61%	-1.31%	8.74%	0.77%	1.54%	-0.29%	1.14%	2.88%	0.55%	-0.36%	0.67%	2.31%
<b>MONTH OVER MONTH GROWTH</b>												
EXPRESSO	-3%	-18%	-40%	-42%	0%	0%	0%	0%	0%	0%	0%	0%
MILLICOM (TIGO)	-0.64%	0.57%	0.86%	2.04%	2.64%	3.17%	2.02%	1.16%	-1.10%	-1.93%	-2.50%	-1.68%
SCANCOM (MTN)	2.72%	7.36%	5.54%	1.74%	1.65%	-0.66%	1.75%	3.58%	0.29%	-0.80%	2.02%	5.01%
VODAFONE MOBILE	3.03%	-28.60%	44.22%	-0.78%	1.64%	-1.99%	-0.04%	2.66%	4.04%	3.05%	2.13%	0.10%
AIRTEL	-1.47%	-0.62%	-1.38%	-1.45%	0.09%	-0.20%	-0.86%	0.34%	-0.91%	-1.53%	-3.25%	-2.22%
GLO MOBILE	-1.91%	-0.96%	-2.06%	-7.94%	-1.55%	2.73%	0.19%	20.21%	-1.34%	0.81%	-10.71%	-9.33%
<b>POPULATION</b>	28,151,013	28,207,315	28,263,730	28,320,257	28,376,898	28,433,651	28,490,519	28,547,500	28,604,595	28,661,804	28,719,128	28,776,566
<b>GROWTH RATE</b>												
<b>PENETRATION</b>	<b>January</b>	<b>February</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>August</b>	<b>September</b>	<b>October</b>	<b>November</b>	<b>December</b>
MOBILE DATA	70.90%	69.83%	75.78%	76.22%	77.24%	76.86%	77.58%	79.66%	79.94%	79.49%	79.86%	81.54%

<b>MARKET SHARE For BROADBAND DATA OPERATORS</b>												
EXPRESSO	0.18%	0.15%	0.08%	0.05%	0.05%	0.05%	0.05%	0.04%	0.04%	0.04%	0.04%	0.04%
MILLICOM (TIGO)	13.57%	13.83%	12.82%	12.99%	13.13%	13.58%	13.70%	13.47%	13.25%	13.04%	12.63%	12.14%
SCANCOM (MTN)	52.63%	57.26%	55.57%	56.11%	56.17%	55.96%	56.29%	56.68%	56.53%	56.28%	57.04%	58.54%
VODAFONE MOBILE	17.93%	12.97%	17.21%	16.94%	16.96%	16.67%	16.48%	16.44%	17.01%	17.59%	17.85%	17.46%
AIRTEL -MOBILE	14.33%	14.43%	13.08%	12.79%	12.61%	12.62%	12.37%	12.07%	11.89%	11.75%	11.29%	10.79%
GLO MOBILE	1.36%	1.37%	1.23%	1.13%	1.09%	1.12%	1.11%	1.30%	1.28%	1.29%	1.15%	1.02%

TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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\*MOBILE NETWORK OPERATORS (MNOs)

\*\*Mobile Data Subscription of Espresso is as at April,2017