

## 2018 MOBILE VOICE STATISTICS OF OPERATORS

MNOs VOICE SUBSCRIPTION TRENDS 2018	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18
EXPRESSO	23,264	23,264							
MILLICOM (TIGO)	5,102,245	5,111,319	5,178,555	5,164,759	5,161,850	5,158,375	5,337,668	5,478,743	5,661,572
SCANCOM (MTN)	17,726,007	17,935,273	18,184,132	18,312,509	18,492,446	18,730,632	19,073,969	19,237,402	19,424,295
VODAFONE MOBILE	9,103,179	9,149,617	9,065,969	9,211,937	9,145,020	9,342,496	9,534,186	9,084,551	9,198,944
AIRTEL	5,680,460	5,794,817	5,731,602	5,426,224	5,407,956	5,392,707	5,390,704	5,363,962	4,982,176
GLO MOBILE	651,783	670,803	698,284	711,159	723,382	743,026	752,477	763,897	779,603
<b>TOTAL MOBILE</b>	<b>38,286,938</b>	<b>38,685,093</b>	<b>38,858,542</b>	<b>38,826,588</b>	<b>38,930,654</b>	<b>39,367,236</b>	<b>40,089,004</b>	<b>39,928,555</b>	<b>40,046,590</b>
<b>MONTH OVER MONTH GROWTH</b>	<b>4.28%</b>	<b>1.04%</b>	<b>0.45%</b>	<b>-0.08%</b>	<b>0.27%</b>	<b>1.12%</b>	<b>1.83%</b>	<b>-0.40%</b>	<b>0.30%</b>
<b>MONTH OVER MONTH GROWTH PER OPERATOR (MOBILE)</b>									
EXPRESSO	0.00%	0.00%							
MILLICOM (TIGO)	-2.22%	0.18%	1.32%	-0.27%	-0.06%	-0.07%	3.48%	2.64%	3.34%
SCANCOM (MTN)	-0.60%	1.18%	1.39%	0.71%	0.98%	1.29%	1.83%	0.86%	0.97%
VODAFONE MOBILE	0.83%	0.51%	-0.91%	1.61%	-0.73%	2.16%	2.05%	-4.72%	1.26%
AIRTEL	42.50%	2.01%	-1.09%	-5.33%	-0.34%	-0.28%	-0.04%	-0.50%	-7.12%
GLO MOBILE	3.83%	2.92%	4.10%	1.84%	1.72%	2.72%	1.27%	1.52%	2.06%
<b>FIXED OPERATORS</b>									
VODAFONE	265,029	266,186	267,216	268,294	270,220	270,475	270,151	275,340	273,286
AIRTEL	10,002	10,082	10,094	9,960	9,941	9,945	9,945	9,913	9,786
<b>TOTAL FIXED</b>	<b>275,031</b>	<b>276,268</b>	<b>277,310</b>	<b>278,254</b>	<b>280,161</b>	<b>280,420</b>	<b>280,096</b>	<b>285,253</b>	<b>283,072</b>
<b>MONTH OVER MONTH GROWTH</b>	<b>-8.79%</b>	<b>0.45%</b>	<b>0.38%</b>	<b>0.34%</b>	<b>0.69%</b>	<b>0.09%</b>	<b>-0.12%</b>	<b>1.84%</b>	<b>-0.76%</b>
<b>MONTH OVER MONTH GROWTH PER OPERATOR (FIXED)</b>									
VODAFONE	-10.13%	0.44%	0.39%	0.40%	0.72%	0.09%	-0.12%	1.92%	-0.75%
AIRTEL	50.72%	0.80%	0.12%	-1.33%	-0.19%	0.04%	0.00%	-0.32%	-1.28%
<b>TOTAL MARKET</b>									
MOBILE	38,286,938	38,685,093	38,858,542	38,826,588	38,930,654	39,367,236	40,089,004	39,928,555	40,046,590
FIXED	275,031	276,268	277,310	278,254	280,161	280,420	280,096	285,253	283,072
<b>TOTAL ACCESS LINES</b>	<b>38,561,969</b>	<b>38,961,361</b>	<b>39,135,852</b>	<b>39,104,842</b>	<b>39,210,815</b>	<b>39,647,656</b>	<b>40,369,100</b>	<b>40,213,808</b>	<b>40,329,662</b>
<b>MONTH OVER MONTH GROWTH</b>	<b>4.17%</b>	<b>1.04%</b>	<b>0.45%</b>	<b>-0.08%</b>	<b>0.27%</b>	<b>1.11%</b>	<b>1.82%</b>	<b>-0.38%</b>	<b>0.29%</b>
<b>POPULATION</b>									
	28,834,119	28,891,787	28,949,570	29,007,470	29,065,484	29,123,615	29,181,863	29,240,226	29,298,707

MNOs VOICE SUBSCRIPTION TRENDS 2018	Oct-18	Nov-18	Dec-18
AIRTEL TIGO	10,259,168	10,342,271	10,289,491
SCANCOM (MTN)	19,343,983	19,759,948	20,092,798
VODAFONE MOBILE	9,378,895	9,606,427	9,813,234
GLO MOBILE	757,425	745,409	739,352
<b>TOTAL MOBILE</b>	<b>39,739,471</b>	<b>40,454,055</b>	<b>40,934,875</b>
<b>MONTH OVER MONTH GROWTH</b>	<b>-0.77%</b>	<b>1.80%</b>	
<b>MONTH OVER MONTH GROWTH PER OPERATOR (MOBILE)</b>			
AIRTEL TIGO	-3.61%	0.81%	-0.51%
SCANCOM (MTN)	-0.41%	2.15%	1.68%
VODAFONE MOBILE	1.96%	2.43%	2.15%
GLO MOBILE	-2.84%	-1.59%	-0.81%
<b>FIXED OPERATORS</b>			
VODAFONE	272,116	270,729	271,732
AIRTEL TIGO	9,841	6,421	6,647
<b>TOTAL FIXED</b>	<b>281,957</b>	<b>277,150</b>	<b>278,379</b>
<b>MONTH OVER MONTH GROWTH</b>	<b>-0.39%</b>	<b>-1.70%</b>	<b>0.44%</b>
<b>MONTH OVER MONTH GROWTH PER OPERATOR (FIXED)</b>			
VODAFONE	-0.43%	-0.51%	0.37%
AIRTEL TIGO	0.56%	-34.75%	3.52%
<b>TOTAL MARKET</b>			
MOBILE	39,739,471	40,454,055	40,934,875
FIXED	281,957	277,150	278,379
<b>TOTAL ACCESS LINES</b>	<b>40,021,428</b>	<b>40,731,205</b>	<b>41,213,254</b>

GROWTH RATE	January	February	March	April	May	June	July	August	September
<b>PENETRATION</b>									
MOBILE	132.78%	133.90%	134.23%	133.85%	133.94%	135.17%	137.38%	136.55%	136.68%
FIXED	0.95%	0.96%	0.96%	0.96%	0.96%	0.96%	0.96%	0.98%	0.97%
<b>TOTAL</b>	<b>133.74%</b>	<b>134.85%</b>	<b>135.19%</b>	<b>134.81%</b>	<b>134.91%</b>	<b>136.14%</b>	<b>138.34%</b>	<b>137.53%</b>	<b>137.65%</b>
<b>MARKET SHARE</b>									
MOBILE	99.29%	99.29%	99.29%	99.29%	99.29%	99.29%	99.31%	99.29%	99.30%
FIXED	0.71%	0.71%	0.71%	0.71%	0.71%	0.71%	0.69%	0.71%	0.70%
<b>MARKET SHARE per MOBILE OPERATORS</b>									
EXPRESSO	0.06%	0.06%							
MILLICOM (TIGO)	13.33%	13.21%	13.33%	13.30%	13.26%	13.10%	13.31%	13.72%	14.14%
SCANCOM (MTN)	46.30%	46.36%	46.80%	47.16%	47.50%	47.58%	47.58%	48.18%	48.50%
VODAFONE MOBILE	23.78%	23.65%	23.33%	23.73%	23.49%	23.73%	23.78%	22.75%	22.97%
AIRTEL -MOBILE	14.84%	14.98%	14.75%	13.98%	13.89%	13.70%	13.45%	13.43%	12.44%
GLO MOBILE	1.70%	1.73%	1.80%	1.83%	1.86%	1.89%	1.88%	1.91%	1.95%
<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>MARKET SHARE per FIXED OPERATORS</b>									
VODAFONE	96.36%	96.35%	96.36%	96.42%	96.45%	96.45%	96.45%	96.52%	96.54%
AIRTEL	3.64%	3.65%	3.64%	3.58%	3.55%	3.55%	3.55%	3.48%	3.46%
<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>

\*MOBILE NETWORK OPERATORS (MNOs)  
 \*\* The Authority revoked Expresso's Licence in March 2018

<b>MONTH OVER MONTH GROWTH</b>	<b>-0.76%</b>	<b>1.77%</b>	<b>1.18%</b>
<b>POPULATION</b>	<b>29,357,304.24</b>	<b>29,416,018.85</b>	<b>29,474,850.88</b>
<b>GROWTH RATE</b>			
<b>PENETRATION</b>			
MOBILE	135.36%	137.52%	138.88%
FIXED	0.96%	0.94%	0.94%
<b>TOTAL</b>	<b>136.3%</b>	<b>138.5%</b>	<b>139.8%</b>
<b>MARKET SHARE</b>			
MOBILE	99.30%	99.32%	99.32%
FIXED	0.70%	0.68%	0.68%
<b>MARKET SHARE per MOBILE OPERATORS</b>			
AIRTEL TIGO	25.82%	25.57%	25.14%
SCANCOM (MTN)	48.68%	48.85%	49.08%
VODAFONE MOBILE	23.60%	23.75%	23.97%
GLO MOBILE	1.91%	1.84%	1.81%
<b>TOTAL</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>MARKET SHARE per FIXED OPERATORS</b>			
VODAFONE	96.51%	97.68%	97.61%
AIRTEL	3.49%	2.32%	2.39%
<b>TOTAL</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>