

INDUSTRY MARKET STATISTICS (DATA SUBSCRIPTION FOR DECEMBER 2020)												
MOBILENETWORK DATA OPERATORS (MNOs)	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20	Jul-20	Aug-20	Sep-20	Oct-20	Nov-20	Dec-20
AIRTELTIAGO	4,110,001	4,084,562	4,052,086	3,848,476	3,931,786	3,914,288	3,941,857	3,958,818	3,978,830	3,975,059	4,014,679	3,926,130
SCANCOM (MTN)	16,757,696	17,024,713	17,372,290	17,421,366	17,422,027	17,541,585	17,781,382	18,035,741	18,277,566	18,626,277	18,920,162	19,146,862
VODAFONE MOBILE	3,973,195	4,006,996	3,971,161	3,811,844	3,580,947	3,471,992	3,435,449	3,321,749	3,253,772	3,046,468	2,927,109	3,055,454
GLO MOBILE	225,344	232,728	234,904	250,745	256,873	275,429	290,214	297,535	304,566	319,874	327,626	341,517
TOTAL MOBILE	25,066,236	25,348,999	25,630,441	25,332,431	25,191,633	25,203,294	25,448,902	25,613,843	25,814,734	25,967,678	26,189,576	26,469,963
MONTH OVER MONTH GROWTH		1.13%	1.11%	-1.16%	-0.56%	0.05%	0.97%	0.65%	0.78%	0.59%	0.85%	1.07%
MONTH OVER MONTH GROWTH PER OPERATOR (MOBILE)												
AIRTELTIAGO		-0.62%	-0.80%	-5.02%	2.16%	-0.45%	0.70%	0.43%	0.51%	-0.09%	1.00%	-2.21%
SCANCOM (MTN)		1.59%	2.04%	0.28%	0.00%	0.69%	1.37%	1.43%	1.34%	1.91%	1.58%	1.20%
VODAFONE MOBILE		0.85%	-0.89%	-4.01%	-6.06%	-3.04%	-1.05%	-3.31%	-2.05%	-6.37%	-3.92%	4.38%
GLO MOBILE		3.28%	0.93%	6.74%	2.44%	7.22%	5.37%	2.52%	2.36%	5.03%	2.42%	4.24%
FIXED NETWORK DATA OPERATORS (FNOs)												
VODAFONE	57,212	57,283	57,458	56,586	55,316	57,053	58,021	58,282	59,497	61,018	61,245	62,284
AIRTELTIAGO	701	688	673	696	705	706	731	706	703	698	717	700
MTN	NIL	NIL	NIL	NIL	NIL	17,373	18,666	18,231	18,724	20,976	23,843	14,038
TOTAL FIXED	57,913	57,971	58,131	57,282	56,021	75,132	77,418	77,219	78,924	82,692	85,805	77,022
MONTH ON MONTH GROWTH		0.10%	0.28%	-1.46%	-2.20%	34.11%	3.04%	-0.26%	2.21%	4.77%	3.76%	-10.24%
MONTH ON MONTH GROWTH PER OPERATOR (FIXED)												
VODAFONE		0.12%	0.31%	-1.52%	-2.24%	3.14%	1.70%	0.45%	2.08%	2.56%	0.37%	1.70%
AIRTELTIAGO		-1.85%	-2.18%	3.42%	1.29%	0.14%	3.54%	-3.42%	-0.42%	-0.71%	2.72%	-2.37%
MTN		NIL	NIL	NIL	NIL	NIL	7.44%	-2.33%	2.70%	12.03%	13.67%	-41.12%
BROADBAND WIRELESS ACCESS OPERATORS (BWAs)												
SURFLINE	43,889	42,834	43,939	44,055	44,003	43,808	42,869	41,783	40,992	40,277	39,926	40,462
TELESOL	1,910	1,579	2,024	1,813	1,723	1,711	1,641	2,432	1,609	1,595	1,561	1,730
BROADBAND HOME	1,056	1,056	1,056	1,056	1,056	1,056	1,056	1,056	1,056	NIL	NIL	NIL
BLU TELECOM	195	195	196	190	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL
BUSY INTERNET	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL
TOTAL BWA	47,050	45,664	47,215	47,114	46,782	46,575	45,566	45,271	43,657	41,872	41,487	42,192
MONTH ON MONTH GRWOTH		-2.95%	3.40%	-0.21%	-0.70%	-0.44%	-2.17%	-0.65%	-3.57%	-4.09%	-0.92%	1.70%
MONTH ON MONTH GROWTH PER OPERATOR(BWA)												
SURFLINE		-2.40%	2.58%	0.26%	-0.12%	-0.44%	-2.14%	-2.53%	-1.89%	-1.74%	-0.87%	1.34%
TELESOL		-17.33%	28.18%	-10.42%	-4.96%	-0.70%	-4.09%	48.20%	-33.84%	-0.87%	-2.13%	10.83%
BROADBAND HOME		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	NIL	NIL	NIL
BLU TELECOM		0.00%	0.51%	-3.06%	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL
BUSY INTERNET		NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL
TOTAL DATA MARKET												
MNOs	25,066,236	25,348,999	25,630,441	25,332,431	25,191,633	25,203,294	25,448,902	25,613,843	25,814,734	25,967,678	26,189,576	26,469,963
FNOs	57,913	57,971	58,131	57,282	56,021	75,132	77,418	77,219	78,924	82,692	85,805	77,022
BWAs	47,050	45,664	47,215	47,114	46,782	46,575	45,566	45,271	43,657	41,872	41,487	42,192
TOTAL DATA SUBSCRIPITON	25,171,199	25,452,634	25,735,787	25,436,827	25,294,436	25,325,001	25,571,886	25,736,333	25,937,315	26,092,242	26,316,868	26,589,177
MONTH ON MONTH GRWOTH		1.12%	1.11%	-1.16%	-0.56%	0.12%	0.97%	0.64%	0.78%	0.60%	0.86%	1.03%

													Dec-20
POPULATION	30,250,461	30,310,961.86	30,371,583.78	30,432,326.95	30,493,191.61	30,554,177.99	30,615,286.34	30,676,516.92	30,737,869.95	30,799,345.69	30,860,944.38	30,922,666	
GROWTH RATE													
PENETRATION													
MNOs	82.86%	83.63%	84.39%	83.24%	82.61%	82.49%	83.12%	83.50%	83.98%	84.31%	84.86%	85.60%	
FNOs	0.19%	0.19%	0.19%	0.19%	0.18%	0.25%	0.25%	0.25%	0.26%	0.27%	0.28%	0.25%	
BWAs	0.16%	0.15%	0.16%	0.15%	0.15%	0.15%	0.15%	0.15%	0.14%	0.14%	0.13%	0.14%	
TOTAL PENETRATION	83.21%	83.97%	84.74%	83.58%	82.95%	82.89%	83.53%	83.90%	84.38%	84.72%	85.28%	85.99%	
MARKET SHARE FOR MNO DATA OPERATORS													
AIRTEL TIGO	16.40%	16.11%	15.81%	15.19%	15.61%	15.53%	15.49%	15.46%	15.41%	15.31%	15.33%	14.83%	
SCANCOM (MTN)	66.85%	67.16%	67.78%	68.77%	69.16%	69.60%	69.87%	70.41%	70.80%	71.73%	72.24%	72.33%	
VODAFONE MOBILE	15.85%	15.81%	15.49%	15.05%	14.21%	13.78%	13.50%	12.97%	12.60%	11.73%	11.18%	11.54%	
GLO MOBILE	0.90%	0.92%	0.92%	0.99%	1.02%	1.09%	1.14%	1.16%	1.18%	1.23%	1.25%	1.29%	
TOTAL	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	
MARKET SHARE PER FIXED OPERATORS													
VODAFONE	98.79%	98.81%	98.84%	98.78%	98.74%	75.94%	74.95%	75.48%	75.39%	73.79%	71.38%	80.87%	
AIRTEL TIGO	1.21%	1.19%	1.16%	1.22%	1.26%	0.94%	0.94%	0.91%	0.89%	0.84%	0.84%	0.91%	
MTN						23.12%	24.11%	23.61%	23.72%	25.37%	27.79%	18.23%	
TOTAL	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	
MARKET SHARE PER BWA OPERATORS													
SURFLINE	93.28%	93.80%	93.06%	93.51%	94.06%	94.06%	94.08%	92.30%	93.90%	96.19%	96.24%	95.90%	
TELESOL	4.06%	3.46%	4.29%	3.85%	3.68%	3.67%	3.60%	5.37%	3.69%	3.81%	3.76%	4.10%	
BROADBAND HOME	2.24%	2.31%	2.24%	2.24%	2.26%	2.27%	2.32%	2.33%	2.42%	NIL	NIL	NIL	
BLU TELECOM	0.41%	0.43%	0.42%	0.40%	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	
BUSY INTERNET	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	NIL	
TOTAL	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

*** The NIL indicates that no data has been received from these companies