

| MNOs MOBILE DATA SUBSCRIPTION TRENDS 2017 | January | February | March | April | May | June | July |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| EXPRESSO | 35,572 | 29,169 | 17,501 | 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 |
| SCANCOM (MTN) | 10,505,087 | 11,278,000 | 11,903,262 | 12,110,284 | 12,310,158 | 12,229,090 | 12,442,647 |
| VODAFONE MOBILE | 3,579,362 | 2,555,670 | 3,685,895 | 3,657,020 | 3,717,118 | 3,643,298 | 3,641,806 |
| AIRTEL | 2,859,238 | 2,841,368 | 2,802,097 | 2,761,521 | 2,763,982 | 2,758,420 | 2,734,649 |
| GLO MOBILE | 272,084 | 269,466 | 263,919 | 242,973 | 239,207 | 245,729 | 246,201 |
| TOTAL MOBILE | 19,959,359 | 19,697,062 | 21,419,477 | 21,584,899 | 21,917,520 | 21,854,764 | 22,103,467 |
| MONTH OVER MONTH GROWTH | 1.61% | -1.31% | 8.74% | 0.77% | 1.54% | -0.29% | 1.14% |
| MONTH OVER MONTH GROWTH | | | | | | | |
| EXPRESSO | -3% | -18% | -40% | -42% | 0% | 0% | 0% |
| MILLICOM (TIGO) | -0.64% | 0.57% | 0.86% | 2.04% | 2.64% | 3.17% | 2.02% |
| SCANCOM (MTN) | 2.72% | 7.36% | 5.54% | 1.74% | 1.65% | -0.66% | 1.75% |
| VODAFONE MOBILE | 3.03% | -28.60% | 44.22% | -0.78% | 1.64% | -1.99% | -0.04% |
| AIRTEL | -1.47% | -0.62% | -1.38% | -1.45% | 0.09% | -0.20% | -0.86% |
| GLO MOBILE | -1.91% | -0.96% | -2.06% | -7.94% | -1.55% | 2.73% | 0.19% |
| POPULATION | 28,151,013 | 28,207,315 | 28,263,730 | 28,320,257 | 28,376,898 | 28,433,651 | 28,490,519 |
| GROWTH RATE | | | | | | | |
| PENETRATION | January | February | March | April | May | June | July |
| MOBILE DATA | 70.90% | 69.83% | 75.78% | 76.22% | 77.24% | 76.86% | 77.58% |

| MARKET SHARE For BROADBAND DATA OPERATORS | | | | | | | |
|--|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| EXPRESSO | 0.18% | 0.15% | 0.08% | 0.05% | 0.05% | 0.05% | 0.05% |
| MILLICOM (TIGO) | 13.57% | 13.83% | 12.82% | 12.99% | 13.13% | 13.58% | 13.70% |
| SCANCOM (MTN) | 52.63% | 57.26% | 55.57% | 56.11% | 56.17% | 55.96% | 56.29% |
| VODAFONE MOBILE | 17.93% | 12.97% | 17.21% | 16.94% | 16.96% | 16.67% | 16.48% |
| AIRTEL -MOBILE | 14.33% | 14.43% | 13.08% | 12.79% | 12.61% | 12.62% | 12.37% |
| GLO MOBILE | 1.36% | 1.37% | 1.23% | 1.13% | 1.09% | 1.12% | 1.11% |
| TOTAL | 100% | 100% | 100% | 100% | 100% | 100% | 100% |

*MOBILE NETWORK OPERATORS (MNOs)

**Mobile Data Subscription of Expresso is as at April,2017