TELECOM DATA SUBSCRIPTION TRENDS 2013

| | January | February | March | April | May | June | July | August | September | October | November | December |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| MOBILE DATA OPERATORS | | | | | | | | | | | | |
| EXPRESSO | 49,270 | 49,270 | 49,270 | #REF! | - | 47,482 | 47,265 | 46,142 | 48,932 | 45,520 | 41,205 | 38,180 |
| MILLICOM (TIGO) | 1,220,557 | 1,251,190 | 1,288,496 | #REF! | 1,374,797 | 1,395,796 | 1,415,710 | 1,468,383 | 1,521,117 | 1,560,570 | 1,551,115 | 1,577,348 |
| SCANCOM (MTN) | 5,614,411 | 5,759,418 | 5,819,634 | 5,820,168 | 5,886,740 | 5,923,926 | 5,968,583 | 6,053,183 | 5,876,127 | 4,762,030 | 4,624,583 | 4,876,302 |
| VODAFONE MOBILE | 828,910 | 863,380 | 905,841 | 952,210 | 1,012,023 | 1,036,401 | 1,086,912 | 1,139,306 | 1,221,406 | 1,298,235 | 1,357,145 | 1,615,528 |
| AIRTEL | 484,374 | 811,866 | 867,386 | 843,899 | 779,149 | 1,766,123 | 1,532,112 | 1,615,729 | 1,269,087 | 1,924,049 | 1,910,479 | 1,915,300 |
| GLO MOBILE | 449,010 | 420,479 | 280,077 | 229,058 | 313,251 | 310,085 | 293,740 | 241,437 | 251,099 | 269,615 | 279,054 | 301,283 |
| | | | | | | | | | | | | |
| TOTAL MOBILE | **8,646,532** | **9,155,603** | **9,210,704** | **#REF!** | **9,365,960** | **10,479,813** | **10,344,322** | **10,564,180** | **10,187,768** | **9,860,019** | **9,763,581** | **10,323,941** |
| MONTH OVER MONTH GROWTH | | 5.9% | 0.6% | #REF! | #REF! | 11.9% | -1.3% | 2.1% | -3.6% | -3.2% | -1.0% | 5.7% |
| | | | | | | | | | | | | |
| POPULATION | 25,576,634 | 25,627,787 | 25,679,043 | 25,730,401 | 25,781,862 | 25,833,425 | 25,885,092 | 25,936,862 | 25,988,736 | 26,040,714 | 26,092,795 | 26,144,981 |
| GROWTH RATE | | | | | | | | | | | | |

| PENETRATION | January | February | March | April | May | June | July | August | September | October | November | December |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| MOBILE DATA | 33.8% | 35.7% | 35.9% | #REF! | 36.3% | 40.6% | 40.0% | 40.7% | 39.2% | 37.9% | 37.4% | 39.5% |

| MARKET SHARE MOBILE DATA OPERATORS | | | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| EXPRESSO | 0.57% | 0.54% | 0.53% | #REF! | 0.00% | 0.45% | 0.46% | 0.44% | 0.48% | 0.46% | 0.42% | 0.37% |
| MILLICOM (TIGO) | 14.12% | 13.67% | 13.99% | #REF! | 14.68% | 13.32% | 13.69% | 13.90% | 14.93% | 15.83% | 15.89% | 15.28% |
| SCANCOM (MTN) | 64.93% | 62.91% | 63.18% | #REF! | 62.85% | 56.53% | 57.70% | 57.30% | 57.68% | 48.30% | 47.37% | 47.23% |
| GT/VODAFONE MOBILE | 9.59% | 9.43% | 9.83% | #REF! | 10.81% | 9.89% | 10.51% | 10.78% | 11.99% | 13.17% | 13.90% | 15.65% |
| AIRTEL -MOBILE | 5.60% | 8.87% | 9.42% | #REF! | 8.32% | 16.85% | 14.81% | 15.29% | 12.46% | 19.51% | 19.57% | 18.55% |
| GLO MOBILE | 5.19% | 4.59% | 3.04% | #REF! | 3.34% | 2.96% | 2.84% | 2.29% | 2.46% | 2.73% | 2.86% | 2.92% |
| TOTAL | **100%** | **100%** | **100%** | **#REF!** | **100%** | **100%** | **100%** | **100%** | **100%** | **100%** | **100%** | **100%** |