

MNOs VOICE SUBSCRIPTION TRENDS 2016	January	February	March	April	May	June
EXPRESSO	121,113	115,058	110,549	108,292	106,082	103,960
MILLICOM (TIGO)	5,004,386	5,026,237	5,062,304	5,213,398	5,203,063	5,261,454
SCANCOM (MTN)	16,511,670	16,787,446	17,004,445	17,192,543	17,428,380	17,579,045
VODAFONE MOBILE	7,740,240	7,859,486	7,900,534	7,976,348	8,054,346	8,093,710
AIRTEL	4,821,760	4,910,607	5,012,239	4,942,197	4,798,480	4,678,736
GLO MOBILE	1,252,275	1,103,301	1,048,635	962,338	944,260	897,082
TOTAL MOBILE	35,451,444	35,802,135	36,138,706	36,395,116	36,534,611	36,613,987
MONTH OVER MONTH GROWTH	1.27%	0.99%	0.94%	0.71%	0.38%	0.22%
MONTH OVER MONTH GROWTH PER OPERATOR (MOBILE)						
EXPRESSO	-3.31%	-5.00%	-3.92%	-2.04%	-2.04%	-2.00%
MILLICOM (TIGO)	3.18%	0.44%	0.72%	2.98%	-0.20%	1.12%
SCANCOM (MTN)	1.58%	1.67%	1.29%	1.11%	1.37%	0.86%
VODAFONE MOBILE	1.68%	1.54%	0.52%	0.96%	0.98%	0.49%
AIRTEL	0.52%	1.84%	2.07%	-1.40%	-2.91%	-2.50%
GLO MOBILE	-8.55%	-11.90%	-4.95%	-8.23%	-1.88%	-5.00%
FIXED OPERATORS						
VODAFONE	265,257	262,680	250,546	248,819	248,053	248,536
AIRTEL	8,257	8,050	7,990	8,105	10,015	8,117
TOTAL FIXED	273,514	270,730	258,536	256,924	258,068	256,653
MONTH OVER MONTH GROWTH	-0.75%	-1.02%	-4.50%	-0.62%	0.45%	-0.55%
MONTH OVER MONTH GROWTH PER OPERATOR (FIXED)						
VODAFONE	-0.71%	-0.97%	-4.62%	-0.69%	-0.31%	0.19%
AIRTEL	-1.81%	-2.51%	-0.75%	1.44%	23.57%	-18.95%

TOTAL MARKET						
MOBILE	35,451,444	35,802,135	36,138,706	36,395,116	36,534,611	36,613,987
FIXED	273,514	270,730	258,536	256,924	258,068	256,653
TOTAL ACCESS LINES	35,724,958	36,072,865	36,397,242	36,652,040	36,792,679	36,870,640
MONTH OVER MONTH GROWTH	1.25%	0.97%	0.90%	0.70%	0.38%	0.21%
POPULATION	27,484,090	27,539,058	27,594,136	27,649,325	27,704,623	27,760,033
GROWTH RATE						
PENETRATION	January	February	March	April	May	June
MOBILE	128.99%	130.00%	130.97%	131.63%	131.87%	131.89%
FIXED	1.00%	0.98%	0.94%	0.93%	0.93%	0.92%
TOTAL	129.98%	130.99%	131.90%	132.56%	132.80%	132.82%
MARKET SHARE						
MOBILE	99.23%	99.25%	99.29%	99.30%	99.30%	99.30%
FIXED	0.77%	0.75%	0.71%	0.70%	0.70%	0.70%
MARKET SHARE per MOBILE OPERATORS	January	February	March	April	May	June
EXPRESSO	0.34%	0.32%	0.31%	0.30%	0.29%	0.28%
MILLICOM (TIGO)	14.12%	14.04%	14.01%	14.32%	14.24%	14.37%
SCANCOM (MTN)	46.58%	46.89%	47.05%	47.24%	47.70%	48.01%
GT/VODAFONE MOBILE	21.83%	21.95%	21.86%	21.92%	22.05%	22.11%
AIRTEL -MOBILE	13.60%	13.72%	13.87%	13.58%	13.13%	12.78%
GLO MOBILE	3.53%	3.08%	2.90%	2.64%	2.58%	2.45%
TOTAL	100%	100%	100%	100%	100%	100%
MARKET SHARE per FIXED OPERATORS						
VODAFONE	96.98%	97.03%	96.91%	96.85%	96.12%	96.84%
AIRTEL	3.02%	2.97%	3.09%	3.15%	3.88%	3.16%
TOTAL	100%	100%	100%	100%	100%	100%

*MOBILE NETWORK OPERATORS (MNOs)

July	August	September	October	November	December
101,881	106,975	102,566	99,489	95,548	93,599
5,211,811	5,225,021	5,402,668	5,362,642	5,365,318	5,339,052
17,774,481	17,890,958	18,050,144	18,280,956	18,766,106	19,296,157
8,160,351	8,223,957	8,158,527	8,170,504	8,304,783	8,289,913
4,636,374	4,642,569	4,697,653	4,686,625	4,649,934	4,591,051
854,912	822,539	828,162	769,450	750,751	695,306
36,739,810	36,912,019	37,239,720	37,369,666	37,932,440	38,305,078
0.34%	0.47%	0.89%	0.35%	1.51%	0.98%
-2.00%	5.00%	-4.12%	-3.00%	-3.96%	-2.04%
-0.94%	0.25%	3.40%	-0.74%	0.05%	-0.49%
1.11%	0.66%	0.89%	1.28%	2.65%	2.82%
0.82%	0.78%	-0.80%	0.15%	1.64%	-0.18%
-0.91%	0.13%	1.19%	-0.23%	-0.78%	-1.27%
-4.70%	-3.79%	0.68%	-7.09%	-2.43%	-7.39%
248,463	249,043	246,425	246,425	245,550	244,299
7,877	7,708	7,596	7,425	7,322	7,191
256,340	256,751	254,021	253,850	252,872	251,490
-0.12%	0.16%	-1.06%	-0.07%	-0.39%	-0.55%
-0.03%	0.23%	-1.05%	0.00%	-0.36%	-0.51%
-2.96%	-2.15%	-1.45%	-2.25%	-1.39%	-1.79%

