TELECOM VOICE SUBSCRIPTION TRENDS 2015

	January	February	March	April	May	June	July	August	September	October	November	December
EXPRESSO	119,649	119,386	126,202	128,726	132,698	132,855	132,234	131,666	132,982	126,546	127,217	125,263
MILLICOM (TIGO)	4,202,923	4,264,078	4,315,719	4,395,609	4,446,059	4,490,078	4,509,354	4,452,988	4,479,898	4,639,152	4,786,094	4,850,034
SCANCOM (MTN)	13,939,936	14,113,432	14,207,778	14,364,922	14,642,806	14,886,291	15,046,417	15,211,803	15,493,052	15,711,124	15,950,876	16,254,984
VODAFONE MOBILE	7,177,032	7,300,497	7,159,566	7,167,591	7,276,938	7,296,394	7,337,205	7,353,155	7,397,022	7,468,843	7,526,704	7,612,059
AIRTEL	3,751,135	3,808,747	3,863,252	4,061,099	4,061,799	4,111,766	4,176,115	4,279,835	4,383,674	4,528,416	4,684,429	4,796,645
GLO MOBILE	1,438,929	1,422,113	1,481,903	1,474,547	1,401,302	1,445,727	1,413,824	1,396,958	1,383,812	1,389,545	1,324,833	1,369,402
TOTAL MOBILE	30,629,604	31,028,253	31,154,420	31,592,494	31,961,602	32,363,111	32,615,149	32,826,405	33,270,440	33,863,626	34,400,153	35,008,387
MONTH OVER MONTH GROWTH	0.89%	1.30%	0.41%	1.41%	1.17%	1.26%	0.78%	0.65%	1.35%	1.78%	1.58%	1.77%
MONTH OVER MONTH GROWTH PER OPERATOR (MOBILE)												
EXPRESSO	0.50%	-0.22%	5.71%	2.00%	3.09%	0.12%	-0.47%	-0.43%	1.00%	-4.84%	0.53%	-1.54%
MILLICOM (TIGO)	1.67%	1.46%	1.21%	1.85%	1.15%	0.99%	0.43%	-1.25%	0.60%	3.55%	3.17%	1.34%
SCANCOM (MTN)	0.63%	1.24%	0.67%	1.11%	1.93%	1.66%	1.08%	1.10%	1.85%	1.41%	1.53%	1.91%
VODAFONE MOBILE	1.52%	1.72%	-1.93%	0.11%	1.53%	0.27%	0.56%	0.22%	0.60%	0.97%	0.77%	1.13%
AIRTEL	0.41%	1.54%	1.43%	5.12%	0.02%	1.23%	1.56%	2.48%	2.43%	3.30%	3.45%	2.40%
GLO MOBILE	-0.79%	-1.17%	4.20%	-0.50%	-4.97%	3.17%	-2.21%	-1.19%	-0.94%	0.41%	-4.66%	3.36%
FIXED OPERATORS												
VODAFONE	259,842	259,469	253,103	268,848	264,429	253,627	250,201	264,812	262,109	264,648	266,264	267,161
AIRTEL	7,588	7,522	7,468	6,177	6,264	8,187	8,200	8,297	8,247	8,373	8,435	8,409
TOTAL FIXED	267,430	266,991	260,571	275,025	270,693	261,814	258,401	273,109	270,356	273,021	274,699	275,570
MONTH OVER MONTH GROWTH	2.70%	-0.16%	-2.40%	5.55%	-1.58%	-3.28%	-1.30%	5.69%	-1.01%	0.99%	0.61%	0.32%
MONTH OVER MONTH GROWTH PER OPERATOR (FIXED)												
VODAFONE	2.84%	-0.14%	-2.45%	6.22%	-1.64%	-4.09%	-1.35%	5.84%	-1.02%	0.97%	0.61%	0.34%
AIRTEL	-1.94%	-0.87%	-0.72%	-17.29%	1.41%	30.70%	0.16%	1.18%	-0.60%	1.53%	0.74%	-0.31%
TOTAL MARKET												
MOBILE	30,629,604	31,028,253	31,154,420	31,592,494	31,961,602	32,363,111	32,615,149	32,826,405	33,270,440	33,863,626	34,400,153	35,008,387
FIXED	267,430	266,991	260,571	275,025	270,693	261,814	258,401	273,109	270,356	273,021	274,699	275,570
TOTAL ACCESS LINES	30,897,034	31,295,244	31,414,991	31,867,519	32,232,295	32,624,925	32,873,550	33,099,514	33,540,796	34,136,647	34,674,852	35,283,957
MONTH OVER MONTH GROWTH	0.90%	1.29%	0.38%	1.44%	1.14%	1.22%	0.76%	0.69%	1.33%	1.78%	1.58%	1.76%
POPULATION	26,832,968	26,886,633	26,940,407	26,994,288	27,048,276	27,102,373	27,156,577	27,210,891	27,265,312	27,319,843	27,374,483	27,429,232
GROWTH RATE												

PENETRATION	January	February	March	April	May	June	July	August	September	October	November	December
MOBILE	114.15%	115.40%	115.64%	117.03%	118.17%	119.41%	120.10%	120.64%	122.02%	123.95%	125.67%	127.63%
FIXED	1.00%	0.99%	0.97%	1.02%	1.00%	0.97%	0.95%	1.00%	0.99%	1.00%	1.00%	1.00%
TOTAL	115.15%	116.40%	116.61%	118.05%	119.17%	120.38%	121.05%	121.64%	123.02%	124.95%	126.67%	128.64%

MARKET SHARE												
MOBILE	99.13%	99.15%	99.17%	99.14%	99.16%	99.20%	99.21%	99.17%	99.19%	99.20%	99.21%	99.22%
FIXED	0.87%	0.85%	0.83%	0.86%	0.84%	0.80%	0.79%	0.83%	0.81%	0.80%	0.79%	0.78%

MARKET SHARE per MOBILE OPERATORS												
EXPRESSO	0.39%	0.38%	0.41%	0.41%	0.42%	0.41%	0.41%	0.40%	0.40%	0.37%	0.37%	0.36%
MILLICOM (TIGO)	13.72%	13.74%	13.85%	13.91%	13.91%	13.87%	13.83%	13.57%	13.47%	13.70%	13.91%	13.85%
SCANCOM (MTN)	45.51%	45.49%	45.60%	45.47%	45.81%	46.00%	46.13%	46.34%	46.57%	46.40%	46.37%	46.43%
GT/VODAFONE MOBILE	23.43%	23.53%	22.98%	22.69%	22.77%	22.55%	22.50%	22.40%	22.23%	22.06%	21.88%	21.74%
AIRTEL -MOBILE	12.25%	12.28%	12.40%	12.85%	12.71%	12.71%	12.80%	13.04%	13.18%	13.37%	13.62%	13.70%
GLO MOBILE	4.70%	4.58%	4.76%	4.67%	4.38%	4.47%	4.33%	4.26%	4.16%	4.10%	3.85%	3.91%
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%

MARKET SHARE per FIXED OPERATORS												
VODAFONE	97.16%	97.18%	97.13%	97.75%	97.69%	96.87%	96.83%	96.96%	96.95%	96.93%	96.93%	96.95%
AIRTEL	2.84%	2.82%	2.87%	2.25%	2.31%	3.13%	3.17%	3.04%	3.05%	3.07%	3.07%	3.05%
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%