

| <b>Ghana Telephony Industry - Trends in Access Lines - 2010</b> |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
|---|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
|   | Jan               | Feb               | Mar               | April             | May               | June              | July              | Aug               | Sept.             | Oct.              | Nov               | Dec               |
| <b>MOBILE NETWORKS</b>  |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| <i>EXPRESSO</i>   | 248,604           | 240,121           | 228,147           | 217,634           | 210,384           | 204,238           | 222,470           | 288,035           | 258,967           | 236,605           | 232,687           | 239,815           |
| <i>TIGO</i>   | 3,469,862         | 3,512,208         | 3,535,091         | 3,675,885         | 3,850,442         | 3,939,048         | 3,830,037         | 3,804,496         | 3,826,702         | 3,870,089         | 3,927,003         | 3,999,262         |
| <i>MTN</i>  | 8,202,829         | 8,351,820         | 8,428,378         | 8,550,227         | 8,656,275         | 8,722,858         | 8,568,906         | 8,516,841         | 8,459,029         | 8,489,553         | 8,585,983         | 8,721,249         |
| <i>VODAFONE MOBILE</i>  | 2,793,986         | 2,808,349         | 2,812,903         | 2,856,640         | 2,719,499         | 2,709,534         | 2,629,123         | 2,616,504         | 2,521,749         | 2,582,299         | 2,652,211         | 2,722,364         |
| <i>AIRTEL MOBILE</i>  | 1,316,698         | 1,336,152         | 1,328,852         | 1,346,912         | 1,369,789         | 1,387,405         | 1,360,624         | 1,425,292         | 1,495,649         | 1,600,785         | 1,665,033         | 1,754,259         |
| <i>GLO GHANA</i>  |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| <b>TOTAL MOBILE</b>   | <b>16,031,979</b> | <b>16,248,650</b> | <b>16,333,371</b> | <b>16,647,298</b> | <b>16,806,389</b> | <b>16,963,083</b> | <b>16,611,160</b> | <b>16,651,168</b> | <b>16,562,096</b> | <b>16,779,331</b> | <b>17,062,917</b> | <b>17,436,949</b> |
| <b>MONTH OVER MONTH GROWTH</b>                                  |                   | 1.4%              | 0.5%              | 1.9%              | 1.0%              | 0.9%              | -2.1%             | 0.2%              | -0.5%             | 1.3%              | 1.7%              | 2.2%              |
| <b>FIXED NETWORKS</b>   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| VODAFONE FIXED  | 283,671           | 283,671           | 291,069           | 291,238           | 291,238           | 345,286           | 329,176           | 333,194           | 302,788           | 307,858           | 311,818           | 267,033           |
| AIRTEL FIXED  | 2,185             | 2,185             | 4,145             | 5,016             | 4,671             | 6162              | 10,259            | 8,098             | 8,788             | 9,358             | 9,531             | 10,864            |
| <b>TOTAL FIXED</b>  | <b>285,856</b>    | <b>285,856</b>    | <b>295,214</b>    | <b>296,254</b>    | <b>295,909</b>    | <b>351,448</b>    | <b>339,435</b>    | <b>341,292</b>    | <b>311,576</b>    | <b>317,216</b>    | <b>321,349</b>    | <b>277,897</b>    |
| <b>MONTH OVER MONTH GROWTH</b>                                  |                   | 0.0%              | 3.3%              | 0.4%              | -0.1%             | 18.8%             | -3.4%             | 0.5%              | -8.7%             | 1.8%              | 1.3%              | -13.5%            |
| <b>TOTAL MARKET</b>   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| MOBILE  | 16,031,979        | 16,248,650        | 16,333,371        | 16,647,298        | 16,806,389        | 16,963,083        | 16,611,160        | 16,651,168        | 16,562,096        | 16,779,331        | 17,062,917        | 17,436,949        |
| FIXED   | 285,856           | 285,856           | 295,214           | 296,254           | 295,909           | 351,448           | 339,435           | 341,292           | 311,576           | 317,216           | 321,349           | 277,897           |
| <b>TOTAL ACCESS LINES</b>                                       | <b>16,317,835</b> | <b>16,534,506</b> | <b>16,628,585</b> | <b>16,943,552</b> | <b>17,102,298</b> | <b>17,314,531</b> | <b>16,950,595</b> | <b>16,992,460</b> | <b>16,873,672</b> | <b>17,096,547</b> | <b>17,384,266</b> | <b>17,714,846</b> |
| <b>MONTH OVER MONTH GROWTH</b>                                  |                   | 1.3%              | 0.6%              | 1.9%              | 0.9%              | 1.2%              | -2.1%             | 0.2%              | -0.7%             | 1.3%              | 1.7%              | 1.9%              |
| <b>POPULATION</b>   | 22,965,847        | 23,014,075        | 23,062,405        | 23,110,836        | 23,159,369        | 23,208,003        | 23,256,740        | 23,305,579        | 23,354,521        | 23,403,565        | 23,452,713        | 23,501,964        |
| <b>GROWTH RATE</b>  |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| <b>PENETRATION</b>  | January           | February          | March             | April             | May               | June              | July              | August            | September         | October           | November          | December          |
| MOBILE  | 69.8%             | 70.6%             | 70.8%             | 72.0%             | 72.6%             | 73.1%             | 71.4%             | 71.4%             | 70.9%             | 71.7%             | 72.8%             | 74.2%             |
| FIXED   | 1.2%              | 1.2%              | 1.3%              | 1.3%              | 1.3%              | 1.5%              | 1.5%              | 1.5%              | 1.3%              | 1.4%              | 1.4%              | 1.2%              |
| <b>TOTAL</b>  | <b>71.1%</b>      | <b>71.8%</b>      | <b>72.1%</b>      | <b>73.3%</b>      | <b>73.8%</b>      | <b>74.6%</b>      | <b>72.9%</b>      | <b>72.9%</b>      | <b>72.3%</b>      | <b>73.1%</b>      | <b>74.1%</b>      | <b>75.4%</b>      |
| <b>MARKET SHARE</b>   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| MOBILE  | 98.2%             | 98.3%             | 98.2%             | 98.3%             | 98.3%             | 98.0%             | 98.0%             | 98.0%             | 98.2%             | 98.1%             | 98.2%             | 98.4%             |
| FIXED   | 1.8%              | 1.7%              | 1.8%              | 1.7%              | 1.7%              | 2.0%              | 2.0%              | 2.0%              | 1.8%              | 1.9%              | 1.8%              | 1.6%              |
| <b>MARKET SHARE</b>   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |                   |
| KASAPA  | 1.52%             | 1.45%             | 1.37%             | 1.28%             | 1.23%             | 1.18%             | 1.31%             | 1.70%             | 1.53%             | 1.38%             | 1.34%             | 1.35%             |
| MILLICOM (TIGO)   | 21.26%            | 21.24%            | 21.26%            | 21.69%            | 22.51%            | 22.75%            | 22.60%            | 22.39%            | 22.68%            | 22.64%            | 22.59%            | 22.58%            |
| SCANCOM (MTN)   | 50.27%            | 50.51%            | 50.69%            | 50.46%            | 50.61%            | 50.38%            | 50.55%            | 50.12%            | 50.13%            | 49.66%            | 49.39%            | 49.23%            |
| GT/VODAFONE MOBILE  | 17.12%            | 16.98%            | 16.92%            | 16.86%            | 15.90%            | 15.65%            | 15.51%            | 15.40%            | 14.94%            | 15.10%            | 15.26%            | 15.37%            |
| ZAIN -MOBILE  | 8.07%             | 8.08%             | 7.99%             | 7.95%             | 8.01%             | 8.01%             | 8.03%             | 8.39%             | 8.86%             | 9.36%             | 9.58%             | 9.90%             |
| GT/VODAFONE - FIXED   | 1.74%             | 1.72%             | 1.75%             | 1.72%             | 1.70%             | 1.99%             | 1.94%             | 1.96%             | 1.79%             | 1.80%             | 1.79%             | 1.51%             |
| ZAIN - FIXED  | 0.01%             | 0.01%             | 0.02%             | 0.03%             | 0.03%             | 0.04%             | 0.06%             | 0.05%             | 0.05%             | 0.05%             | 0.05%             | 0.06%             |
| **  | 0%                | 0%                | 0%                | 0%                | 0%                | 0%                | 0%                | 0%                | 0%                | 0%                | 0%                | 0%                |
| <b>TOTAL</b>  | <b>100%</b>       | <b>100%</b>       | <b>100%</b>       | <b>100%</b>       | <b>100%</b>       | <b>100%</b>       | <b>100%</b>       | <b>100%</b>       | <b>100%</b>       | <b>100%</b>       | <b>100%</b>       | <b>100%</b>       |