



QUARTERLY SUMMARY OF  
TELECOMS SUBSCRIBERS IN  
NIGERIA (Sep '11 – Jun '12)

**% Growth Per  
Quarter**

| OPERATORS                              | Sep-11            | Dec-11            | Mar-12            | Jun-12             | Q3-Q4          | Q4-Q1          | Q1-Q2          |
|--|-------------------|-------------------|-------------------|--------------------|----------------|----------------|----------------|
| MTN Nigeria Communication              | 41,107,494        | 41,641,089        | 42,898,581        | 43,184,470         | 1.30           | 3.02           | 0.67           |
| Globacom Limited                       | 19,854,111        | 19,886,014        | 20,846,604        | 21,986,864         | 0.16           | 4.83           | 5.47           |
| Celstel Nigeria Limited                | 16,683,946        | 18,028,385        | 18,600,435        | 19,820,440         | 8.06           | 3.17           | 6.56           |
| M-Tel Limited                          | 258,520           | 258,520           | 258,520           | 258,520            | -              | -              | -              |
| EMTS Limited                           | 9,513,437         | 10,752,230        | 11,927,840        | 13,063,445         | 13.02          | 10.93          | 9.52           |
| <b>Sub-Total (GSM)</b>                 | <b>87,417,508</b> | <b>90,566,238</b> | <b>94,531,980</b> | <b>98,313,739</b>  | <b>3.60</b>    | <b>4.38</b>    | <b>4.00</b>    |
| Starcomms Limited                      | 1,083,498         | 980,109           | 725,871           | 475,841            | (9.54)         | (25.94)        | (34.45)        |
| Visafone Limited                       | 2,636,155         | 2,604,038         | 2,495,790         | 2,428,011          | (1.22)         | (4.16)         | (2.72)         |
| Multilinks Telkom                      | 1,050,161         | 701,304           | 680,960           | 526,426            | (33.22)        | (2.90)         | (22.70)        |
| Reliance Telecoms (Reltel)             | 445,317           | 315,619           | 111,077           | 111,077            | (29.12)        | (64.81)        | -              |
| <b>Sub-Total (CDMA Mobile)</b>         | <b>5,215,131</b>  | <b>4,601,070</b>  | <b>4,013,698</b>  | <b>3,541,355</b>   | <b>(11.77)</b> | <b>(12.77)</b> | <b>(11.77)</b> |
| Starcomms Limited                      | 422,822           | 367,367           | 259,871           | 191,816            | (13.12)        | (29.26)        | (26.19)        |
| Visafone Limited                       | 26,865            | 26,393            | 25,648            | 26,858             | (1.76)         | (2.82)         | 4.72           |
| Multilinks Telkom                      | 101,581           | 70,795            | 82,742            | 72,522             | (30.31)        | 16.88          | (12.35)        |
| Reliance Telecoms (Reltel)             | 64,716            | 43,784            | 10,849            | 10,849             | (32.34)        | (75.22)        | -              |
| Intercellular Nig. Limited             | 1,696             | 1,115             | 999               | 1,053              | (34.26)        | (10.40)        | 5.41           |
| VGC/MTN                                | 10,944            | 10,383            | 19,791            | 11,698             | (5.13)         | 90.61          | (40.89)        |
| MTS1stCommunications                   | 19,744            | 19,744            | 19,744            | 19,744             | -              | -              | -              |
| 21 <sup>st</sup> Century Technologies  | 70,691            | 70,087            | 70,133            | 70,807             | (0.85)         | 0.07           | 0.96           |
| discCommunications                     | 176               | 176               | 176               | 176                | -              | -              | -              |
| WiTel                                  | 80                | 80                | 80                | 80                 | -              | -              | -              |
| O'Net (OduaTelecom)                    | 35,421            | 35,421            | 35,421            | 35,421             | -              | -              | -              |
| Rainbownet Limited                     | 14,169            | 14,169            | 14,169            | 14,169             | -              | -              | -              |
| Monarch Communications                 | 513               | 513               | 513               | 513                | -              | -              | -              |
| XSBROADBAND                            | 329               | 329               | 329               | 329                | -              | -              | -              |
| Webcom                                 | 300               | 300               | 120               | 120                | -              | (60.00)        | -              |
| NITEL                                  | 58,750            | 58,750            | 58,750            | 58,750             | -              | -              | -              |
| <b>Sub-Total (Fixed/FixedWireless)</b> | <b>828,797</b>    | <b>719,406</b>    | <b>599,335</b>    | <b>514,905</b>     | <b>(13.20)</b> | <b>(16.69)</b> | <b>(14.09)</b> |
| <b>TOTAL</b>                           | <b>93,461,436</b> | <b>95,886,714</b> | <b>99,145,013</b> | <b>102,369,999</b> | <b>2.59</b>    | <b>3.40</b>    | <b>3.25</b>    |
| <b>%Of Mobile (GSM)</b>                | 93.53             | 94.45             | 95.35             | 96.04              |                |                |                |
| <b>%Of Mobile (CDMA)</b>               | 5.58              | 4.80              | 4.05              | 3.46               |                |                |                |
| <b>%Of Fixed/FixedWireless</b>         | 0.89              | 0.75              | 0.60              | 0.50               |                |                |                |