Nigerian Telecommunications (Services) Sector Report

Q1 2016

01 JUNE 2016

NATIONAL BUREAU OF STATISTICS

Telecommunications Data

The telecommunications data used in this report were obtained from the National Bureau of Statistics (NBS) and the Nigerian Communication Commission (NCC). Variables obtained from NBS include Gross Domestic Product contribution and growth, whilst NCC indicators include those on subscribers to mobile and internet services by provider, porting activities and information on tariffs. All data are subject to amendments by NCC and should be treated as preliminary.

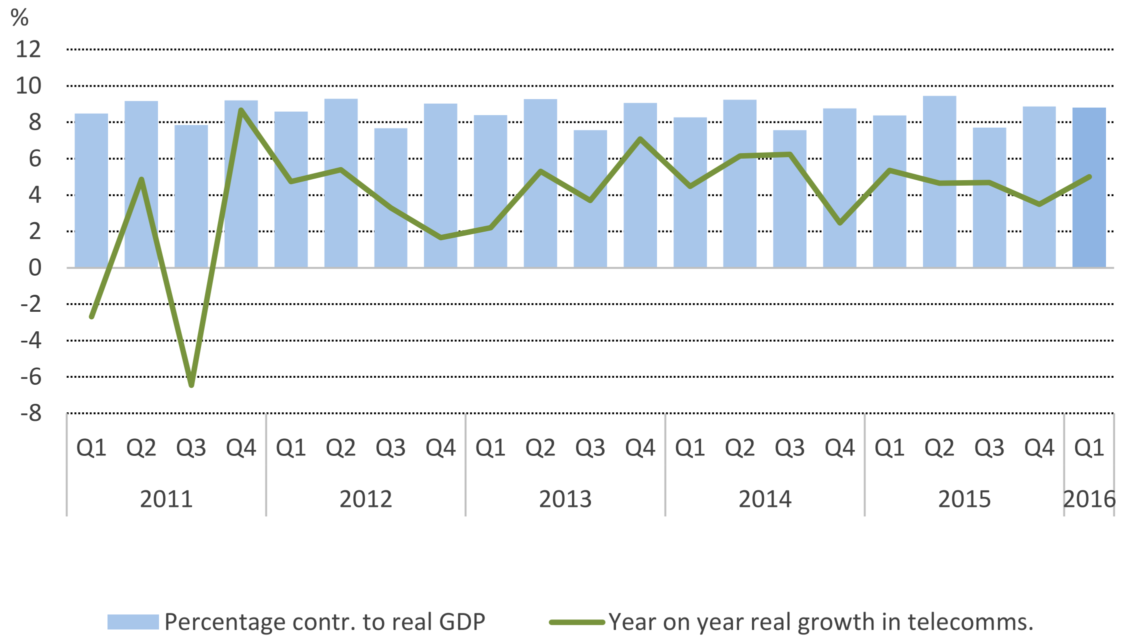
Telecommunications in GDP and growth

In real terms, the telecommunications sector contributed 1,411.74 billion to GDP in the first quarter of 2016, or 8.83%, an increase of 0.5% points relative to the same quarter of the previous year. In contrast with previous years, this percentage contribution is only marginally smaller than in the previous quarter when the percentage was 8.83%; given seasonal patterns the fall between the fourth quarter and first quarter of the following year has averaged 0.56% points over the past five years, compared to 0.05% points in the current quarter.

In contrast with the economy as a whole which recorded a real growth rate of -0.36% in the first quarter, growth in the telecommunications sector increased to 5.00% in the first quarter, from 3.49% in the final quarter of 2015.

The share of telecommunications in total real GDP had declined throughout 2010 to 2014, but for the last five quarters growth in telecommunications has been higher, meaning the trend has reversed.

Figure 1: Percentage Contribution of telecommunication to constant price GDP, and annual growth

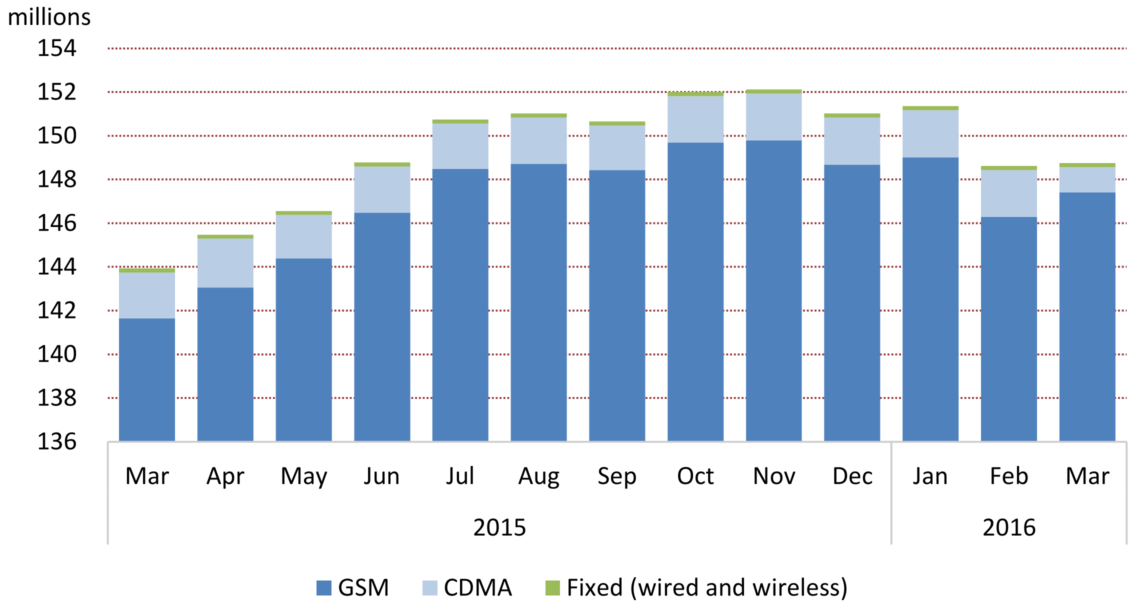


Subscribers as of March 2016

The total number of subscribers has increased rapidly over the past decade; at the end of 2005 there were 19,519,154 subscribers, but by the end of 2015 there were 151,017,244, which is equivalent to an increase of 13,149,809 every year. However, growth has been declining more recently, possibly as a result of high market penetration leaving less room for large expansion. In March 2016, there were 148,745,464 subscribers compared with 143,934,208 in March 2015, which represents an increase of 4,811,256 or 3.34%. Notably, this represents a decrease of 1.50% relative to the end of the previous quarter; this is the first quarterly decrease on record.

Global System for Mobile Communications (GSM) subscriptions were the only type to increase between over the year to March 2016 (explored further below), although at 4.06%, the growth rate was lower than in previous months. Figure 2 gives a breakdown of subscriptions by type over the period, and reveals that GSM is the most popular subscription type, and that only a small fraction of subscriptions are for fixed lines (wireless or wired).

Figure 2: Total number of subscribers each month, Mar 2015 – Mar 2016



Source: NBS, NCC

Subscribers by State of Registration

Lagos State accounted for the largest share of active voice subscribers with 19.04 million or 12.8% of the total, followed by Ogun State with 8.53 million subscribers or 5.7%, Kano State with 7.81 million or 5.25%, Oyo State with 7.53 million subscribers or 5.06% of the total, then FCT and Rivers State with 6.03 million (4.05%) and 5.84 million (3.93%) respectively. On the other hand, Bayelsa (1.11 million), Yobe (1.40 million), Ekiti (1.42 million) and Ebonyi (1.43 million) had the smallest number of active subscriber as of q1 2016.

Lagos State was the dominant market for all of the active voice telecom companies accounting for 10.05% of MTN total voice subscribers (followed by Ogun, Kaduna and Rivers in that order); 10.03% for Glo (followed by Oyo, Niger, Ogun and FCT in that order); 16.0% for Airtel (followed by Ogun, Kano and Oyo); and 19.1% of Etisalat voice subscribers (followed by Ogun, Kaduna and Rivers in that order)

Subscribers by Technology Type

Subscriber data is broken into four sections according to the technology type used. The first two are for mobile technology; Global System for Mobile Communications (GSM) and Core Division Multiple Access (CDMA), whilst the latter two are fixed lines, either wireless or wired. Mobile subscribers using GSM dominate, and accounted for 99.09% of the total in December 2015, followed by CDMA with 0.79% of the total, whist fixed wired and wireless make up 0.08% and 0.03% respectively. The dominance of GSM users has increased slightly since March 2015, when 98.41% of subscribers used this technology type, and also since the end of the 2015 when the percentage was 98.45%. The share of all other technology types has decreased between March 2015 and March 2016, but the largest decrease was for CDMA, whose share fell from 1.46% in March 2015.

The dominance of GSM over CDMA in the mobile technology is characteristic worldwide; GSM accounted for over 80% of the global market in 2009 Q2 according to industry estimates[1]. With GSM technology, it is cited as being easier to switch networks, and it is regarded as being more accessible for international use, especially given that some markets (such as in Europe) have mandated the technology by law. However, CDMA is more prevalent in the United States.

Mobile Subscribers (GSM)

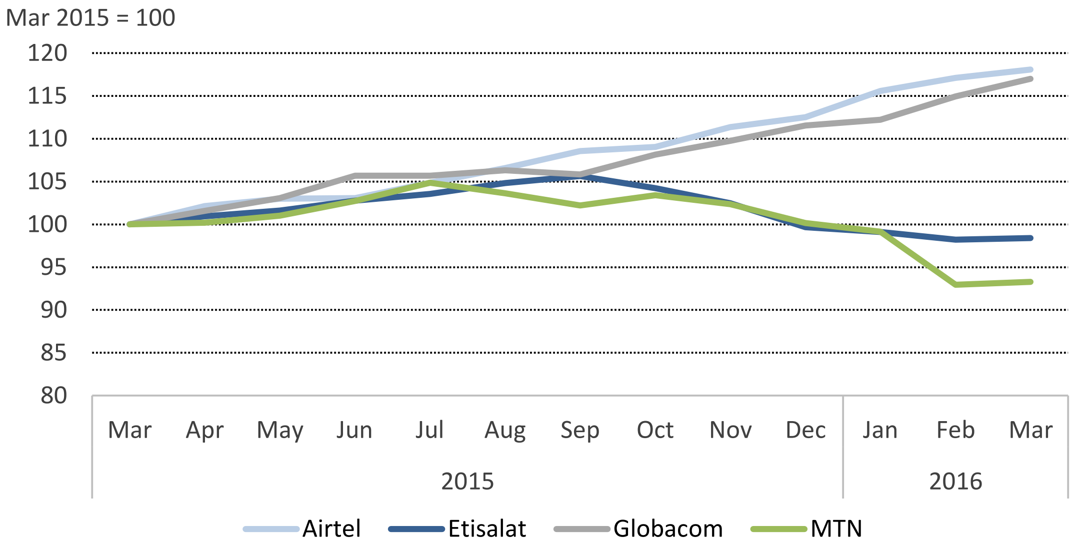
In March 2016, the total number of GSM subscribers was 147,398,854, an increase of 5,756,018, or 4.06% relative to March 2015. This was less than half the size of the year on year increase in December 2015 of 8.78%. In addition, the number is 1.09% smaller than at the beginning of the quarter in January, when there were 149,022,919, although in February there were the fewest GSM subscribers, at 146,288,370.

The difference in trends that began in August 2015, between MTN and Etisalat on the one hand and Globacom and Airtel on the other, continued into the first quarter of 2016. Despite a slight recovery for both providers in March, Etisalat and MTN nevertheless saw their subscriber numbers fall, from 22,161,290 in December to 21,877,542 in March for Etisalat (a drop of 1.28%) and from 61,252,387 in December to 57,045,721 in March for MTN (a drop of

[1] GSM World Statistics page, latest publicly available estimates

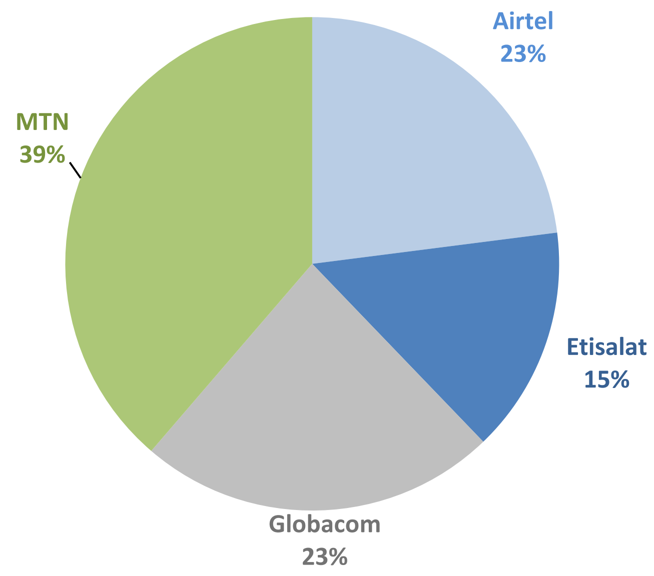
6.87%). Each provider also recorded a year on year decline, of 1.61% and 6.71% respectively. This is demonstrated in figure 3, which shows subscriber numbers for each company indexed to March 2015.

Figure 3: GSM subscribers relative to July 2015 by provider, Mar 2015 – Mar 2016



By contrast, Airtel and Globacom continued their uninterrupted upward trend in subscriber numbers; Airtel recorded monthly increases of 2.75%, 1.33% and 0.81% in January, February and March 2016, and Globacom recorded increases of 0.59%, 2.75% and 1.78%. As a result, Airtel had 33,866,798 subscribers in March 2016, which is an increase of 18.08% relative to March 2015. Globacom had 34,608,793 subscribers, which is an increase of 17.01% over the same period. Airtel's and Globacom's respective shares of the total number of GSM subscribers in March 2016 were 22.98% and 23.48%, higher than in any previous month over the last two years but nevertheless still significantly lower than MTN's share of 38.70%. Etisalat accounted for the smallest share as in previous quarters, with 14.84% of subscribers.

Figure 4: Share of total GSM subscribers by provider, March 2016



Mobile Subscribers (CDMA)

In March 2016, at the end of the first quarter of 2016, there were 1,170,031 CDMA subscribers, a dramatic decrease of 45.55% relative to December, and of 44.45% relative to March 2015. This fall followed several months of relative stability; the number of CDMA subscribers had been fairly stable since the October, the beginning of the fourth quarter of 2015. The fall was a result of Visafone, by far the larger CDMA provider, losing 976,385 subscribers over the quarter, a fall of 45.62%.

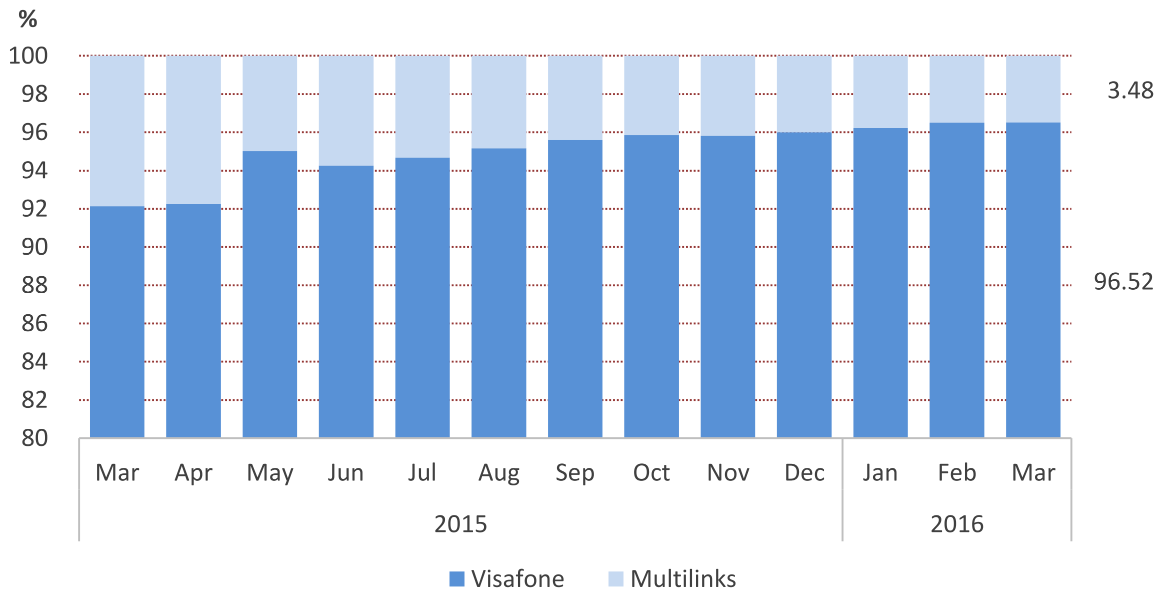
Despite this large fall in Visafone subscribers, Visafone remained by far the largest CDMA provider, and accounted for 99.48% of CDMA subscriptions in March. Considering the large fall in subscriber numbers, this is only slightly less than the share of 99.61% that Visafone accounted for in December. However, the number of Multilinks subscribers continued on the downward trend seen since July of 2015; the number has declined in every month since then. In March 2015, there were 6,117 subscribers, 27.42% less than in December 2015 (the end of the previous quarter) and 57.76% less than in March 2015.

Fixed Wireless Line

As with CDMA subscribers, the number of fixed wireless line subscriptions dropped sharply in March 2016, after having remained fairly stable for over a year. However the decline was less sharp than for CDMA subscriptions. In March 2016 there were 51,383 subscriptions, compared with 59,745 in December 2015 and 59,843 in March 2015, which imply declines of 14.00% and 14.12% respectively. Both Visafone and Multilinks contributed to the decline, but given Visafone's larger share of the market for fixed wireless line subscriptions it accounted for more of the fall in absolute terms. The number of Visafone subscriptions was 49,565 in March 2016, down 13.53% from December 2015, and down 10.03% relative to March 2015. In percentage terms the decline in Multilinks subscribers was more significant: in March 2016 there were 1,787 subscribers, down by 25.14% relative to December 2015 and down by 62.07% relative to March 2015.

Accordingly, Visafone continued to increase the share of fixed wireless line subscriptions it accounted for. In March 2016 Visafone accounted for 96.52% of subscriptions to this technology type, compared with 96.00% in December 2015 and 92.13% in March 2015.

Figure 5: Share of Fixed Wireless line subscribers, by provider, Mar 2015 – Mar 2016



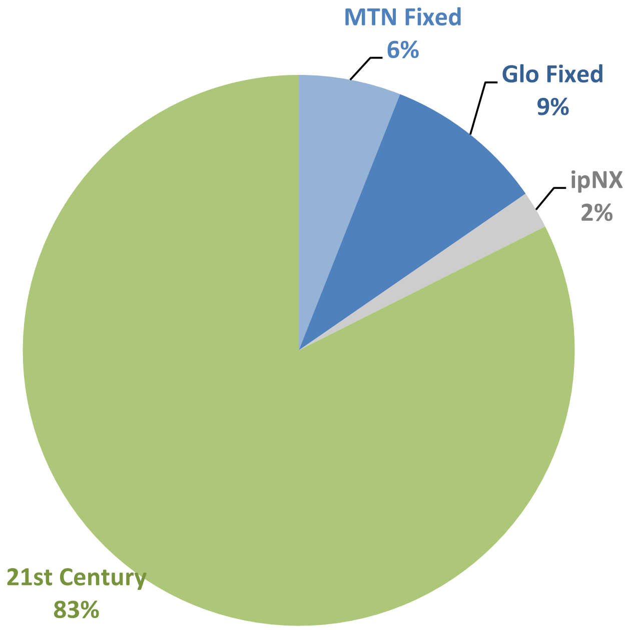
Fixed Wired Line

The total number of fixed wired line subscriptions in March 2016 was 125,196, compared to 127,410 in December 2015 and 125,253 in March 2015. The number therefore fell both relative to the previous quarter, by 1.74%, and relative to the previous year, by 0.05%. Although the number fell each month from January through to March, the biggest fall was in February, when the number fell to 125,232, from 127,253 in January, a fall of 1.59%.

Although the number of both MTN Fixed and IpNX subscriptions fell, the fall was largely a result of a decline in MTN Fixed subscriptions, which fell by 23.09% relative to December 2015 and by 31.81% relative to March 2015. By contrast, IpNX subscriptions fell by 2.09% and 1.14% over the same periods. As a result the share of each of these providers fell. MTN Fixed accounted for 5.98% of subscribers in March 2016, compared to 8.77% the previous year. IpNS accounted for 2.21%, marginally lower than the 2.23% accounted for the previous year. Interestingly, in previous quarters IpNX had exhibited a seasonal pattern in subscription numbers – the only provider to do so – but this was broken in the first quarter of 2016. For example in January and February in 2015 IpNX subscribers fell by 5.74% and 9.21%, before rebounding by 15.82% in March, a pattern characteristic of each quarter prior to 2016 Q1. In January and February 2016 however, IpNX subscriptions fell by only 0.25% and 1.10% respectively, and fell by a further 0.75% in March.

21st Century recorded increases in the number of subscriptions over both periods; the number of 21st Century subscribers increased marginally by 0.06% relative to December 2015 and by 3.53% relative to March 2015. Glo Fixed subscriptions changed very little over either period, recording growth rates of 0.34% relative to December 2015 and -0.38% relative to March 2015. 21st century continued to be by far the largest provider of fixed wired line subscriptions, and at 82.42% the share it accounted for was higher than the March of the previous year of 79.58%. The share of Glo Fixed declined slightly over the same period, from 9.42% to 9.39%, although it remained the second largest provider.

Figure 6: Share of total Fixed Wired Line subscriptions, by provider, March 2016

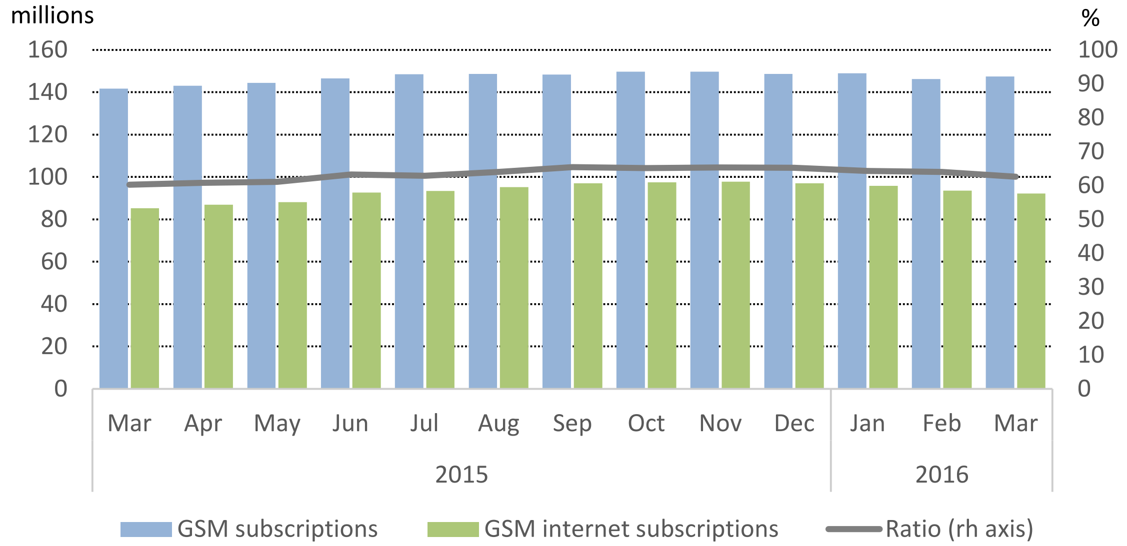


Internet Subscriptions

GSM internet subscriptions

Of all GSM users, a total of 92,285,052 had an internet subscription with one of the four carriers of Airtel, Etisalat, Globacom and MTN in March 2016. This means that of all the active GSM lines, 62.61% had an internet subscription. Throughout most of 2014 and 2015 this proportion had been following an upward trend, but this was reversed in the first quarter of 2016 after stalling in the fourth quarter of 2015; the proportion was 65.26% in December 2015. However, the proportion is still higher than in the previous March, when it was 60.23%.

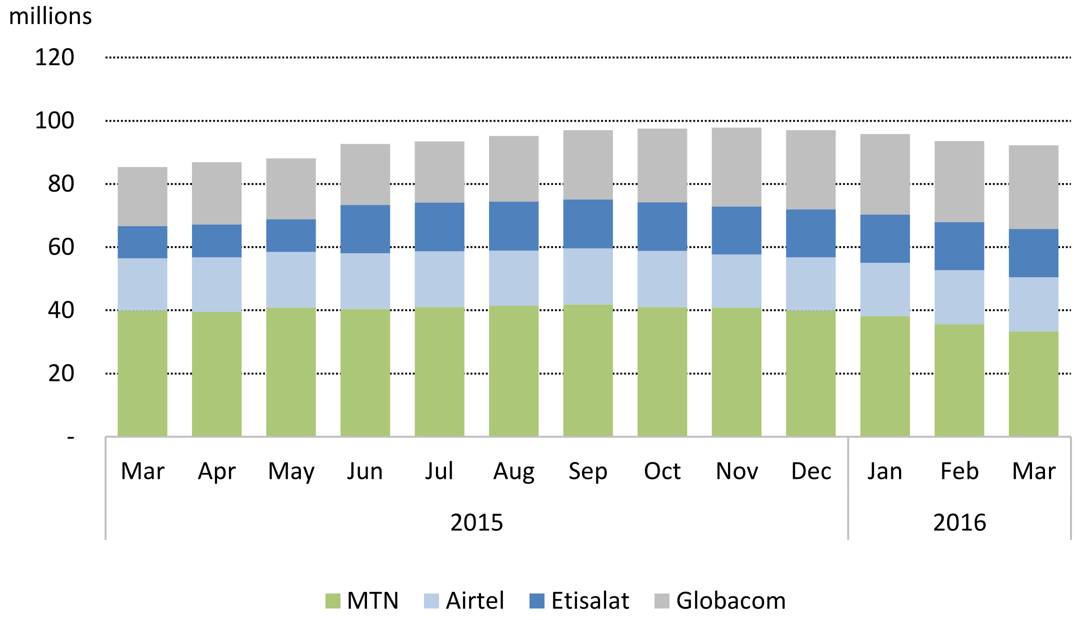
Figure 7: GSM Subscribers and internet subscriptions, Mar 2015 – Mar 2016



This fall in the proportion of GSM users with internet subscriptions was caused by a decline of4.89% in the number of internet subscriptions since December 2015. The number fell in each month of the first quarter: by 1.28%, 2.29% and 1.41% in January, February and March respectively. As a result there were 4,747,491 fewer GSM internet subscriptions in March 2016 than in December 2015. This fall was caused entirely by MTN, who had 6,568,142 fewer internet subscribers in March 2016 than in December 2015, a decline of 16.45%. This was also a decline since March 2015 of 16.41%. As a result, MTN's share of GSM internet subscriptions declined over this period from 39.90% to 33.36%, although this still makes it the largest provider.

All other providers recorded increases both relative to the previous year and to December 2015, the end of the previous quarter, although these increases were not large enough to outweigh the reduction in MTN's subscriptions. Over the quarter, Globacom recorded the largest increase of 5.77%, compared with 1.90% for Airtel and 0.35% for Etisalat. By Contrast, Etisalat recorded the highest increase relative to March of the previous year of 49.59%, compared to 42.50% for Globacom and 3.32% for Airtel. As a result, Globacom and Etisalat have both increased their share of total internet subscription numbers between March 2015 and March 2016, from 18.62% to 26.53% for Globacom and from 10.19% to 15.24% for Etisalat. Airtel's share was comparatively stable, and increased from 16.60% to 17.16%

Figure 8: Internet subscribers with GSM technology, by company, Mar 2015 – Mar 2016



CDMA internet subscriptions

Although the ratio of internet to mobile subscriptions amongst CDMA providers is low relative to GSM subscribers, it increased markedly in the first quarter of 2016, to 10.68% in March 2016 from 6.80% in December 2015. This increase happened mainly in March, as a result of the large decline in the number of Visafone subscribers in this month. The ratio of internet subscribers to all subscribers with Visafone was 7.01% in December 2015, and remained constant until March when it increased to 10.72%, despite a decrease in internet subscriptions of 16.80% between December and March.

Internet subscriptions are less common among Multilinks subscribers; in March 2016 there were only 142, compared with 6,117 subscriptions overall implying a ratio of 2.32%. This is also less than in December 2015, as although the number of subscription with Multilinks declined by 27.42%, the number of internet subscriptions declined by 45.17%, from 259 to 142.

Given that Visafone dominates the CDMA internet subscriptions to a greater extent than the mobile subscriptions (accounting for 99.89% in March 2016) it is the main driver of total CDMA internet subscriptions. After remaining stable from July 2015 through to February 2016, the was a sharp decline in March

2016, which led to a decrease of 18.09% relative to the previous March and of 16.80% relative to December 2015.

The total number of CDMA subscriptions declined by 14.57% overall over the first quarter, compared with a decline of 4.89% for GSM subscriptions, which means that the latter continues to entrench its position as the most popular form of internet subscriptions.

Internet Subscriptions by State of Registration

Lagos State accounted for the largest share of active internet subscribers with 12.62 million or 13.65% of the total, followed by Ogun State with 5.62 million subscribers or 6.09%, Oyo State with 4.90 million subscribers or 5.31% of the total, then Kaduna and Kano State with 4.23 million (4.57%) and 4.13 million (4.47%) internet subscribers respectively. On the other hand, Yobe (0.69 milliom), Bayelsa (0.73 million) and Ebonyi (0.79 million) had the smallest number of active internet subscriber as of q1 2016.

Lagos was the dominant market for all of the active internet telecom companies accounting for 11.34% of MTN total internet subscribers (followed by Ogun, Kano and Rivers in that order); 10.36% for Glo (followed by Oyo, Niger, Ogun in that order); 16.95% for Airtel (followed by Kano. Kaduna and Rivers); and 20.27% of Etisalat voice subscribers (followed by Ogun, FCT and Kaduna in that order).

Porting Activities

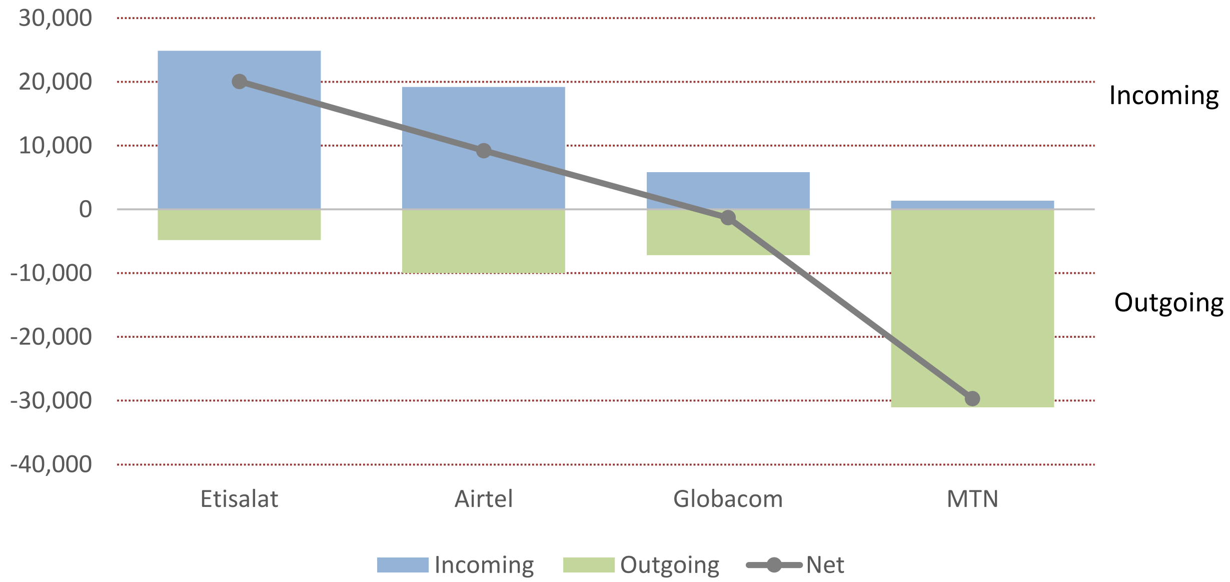
Porting activities refer to the transferal of subscribers to different network carriers. Therefore, incoming porting activities refer to those subscribers that have joined a network, whilst outgoing porting activities refer to those whom have left. The first quarter of 2016 recorded an increase in the number of porters relative to the first quarter of 2015. However both incoming and outgoing porting activity fell from peaks in the third quarter of 2015.

There was a total of 51,301 incoming porters in the first quarter of 2016, compared to42,843 in the same quarter of 2015, an increase of 19.74%. This was largely as a result of an increase of 159.97% in the number of subscribers switching to Airtel, although Globacom also saw an increase of 42.55%. Compared to the final quarter of 2015 when there were 52,335 porters, there was a slight decline of 1.98%.

Outgoing activity increased by 20.81% between the first quarters of 2015 and 2016, from 43,849 to 52,973. As in previous quarters, this change was driven to a large extent by MTN, who saw an increase in outgoing porting activity of 48.07% over this period. In contrast to incoming porting activity, there was an increase of 0.72% between the last quarter of 2015 and the first of 2016.

Comparing the incoming porting activities with the outgoing, emphasises the extent to which Etisalat benefits, and MTN loses out from such activities. Figure 9 makes this comparison for the fourth quarter of 2015, with outgoing porting activities represented by the negative bars. It also reveals that a gap has emerged between Globacom and Airtel, which previously recorded similar levels of outgoing and incoming activity.

Figure 9: Summary of Porting Activities, Q1 2016



Incoming

As with the total number of GSM subscriptions, there was a clear divergence between Globacom and Airtel on the one hand, and Etisalat and MTN oni the other. The first two providers recorded strong increases in incoming activity, both year on year (of 42.55% and 159.97% for Globacom and Airtel respectively) and quarter on quarter (of 104.26% and 23.41% respectively). This compares to decreases in incoming activity for MTN and Etisalat, both year on year (67.96% and 8.27% respectively) and quarter on quarter (39.57% and 30.79%).

However, Etisalat remained the largest beneficiary of incoming porting activity, and accounted for 48.49% in the first quarter of 2016, just short of half of all incoming activity. In addition, the decline recorded by Etisalat was a result of less activity in January and February, when the provider recorded 6,329 and 7,411 incoming porters respectively. By March the number had recovered to 11,136. Nevertheless its share for the whole quarter was significantly less than in the same quarter of the previous year, when the share was 63.30%. Airtel remained the second largest beneficiary, and recorded increases in incoming porters each month. As a result, Airtel's share increased from 17.97% to 37.44% between the final quarter of 2015 and first quarter of 2016.

Despite recording a decline in the number of incoming porters, Globacom increased their share of the total, from 9.08% in the final quarter of 2015 to 11.43% in the first quarter of 2016. This is because MTN recorded a much sharper fall in the number of incoming porters, and correspondingly, their share fell from 4.28% to 2.64% over the same period.

Outgoing

The first quarter of 2016 recorded 52,973 outgoing porters, 0.72% less than in the last quarter of 2015 when there were 52,595. Each provider recorded increases between these periods apart from MTN, which recorded a decrease of 3.69%. However the largest increase recorded by Globacom, who lost 16.82% more subscribers to outgoing porting activities than in the previous quarter. The total number of outgoing porters fell in January, before recording strong increases in each subsequent month.

As with incoming activity, there was a reduction in the number of outgoing porters between the third and fourth quarter, the number fell by 23.26% from 68,534 to 52,595. November was the month in which there was the most outgoing activity, when there were 18,258 people to leave their network, compared to 17,758 in December and 16,579 in October.

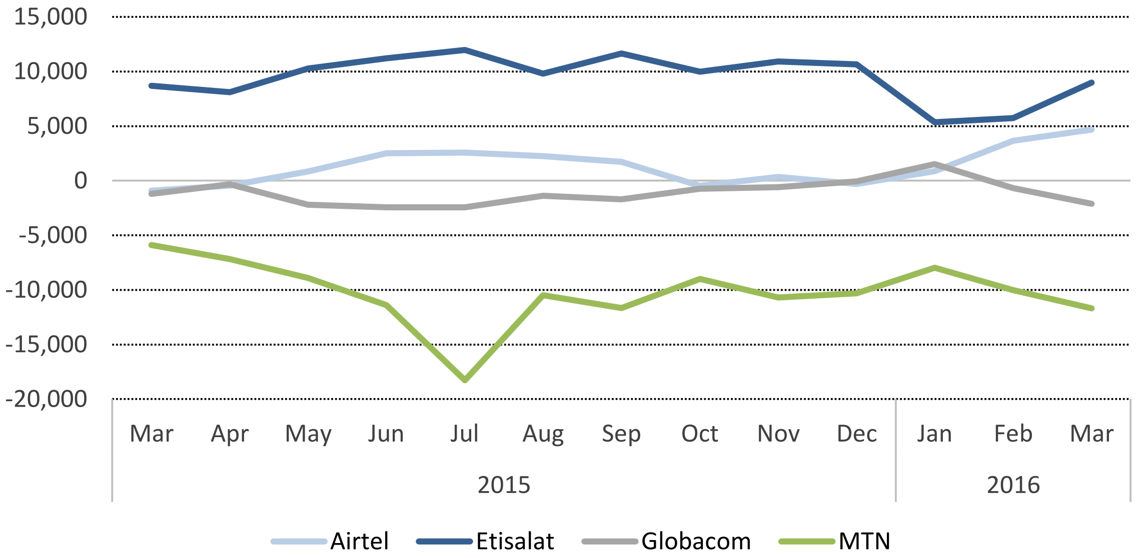
The share of outgoing porting activity accounted for by each provider was more stable than the share of incoming porting activity. Despite being the only provider to record a quarterly decrease MTN still accounted for the largest share of 58.59%, although this is slightly lower than the share of 61.27% recorded in the previous quarter. All other providers increased their share. Airtel accounted for the second largest number of outgoing porters; their share increased from 18.70% to 18.85% between the last quarter of 2015 and the first quarter of 2016. Globacom's share increased from 11.64% to 13.50% over the same period, and Etisalat's increased from 8.39% to 9.06%.

Net Porting Activities

In the first quarter of 2016 Etisalat remained the largest beneficiary of porting activities, despite recording a quarterly decline in incoming activities and an increase in outgoing activities. However their net gain was reduced to 20,076 from 31,530 in the previous quarter. Following the large increase in incoming activity, Airtel recorded the largest net gain since 2013, of 9224. This compares with a net loss of 432 in the previous quarter.

By contrast both Globacom and MTN continued to record net losses from porting activity. Globacom's net loss declined slightly, they recorded a net loss of 1,289 compared a net loss of 1,371 in the previous quarter. MTN also reduced their net loss in the first quarter of 2016, from 29,987 in the previous quarter to 29,683. However, it remains the provider to lose by far the most porters in net terms.

Figure 10: Net Porting Activities by provider, Mar 2015 – Mar 2016

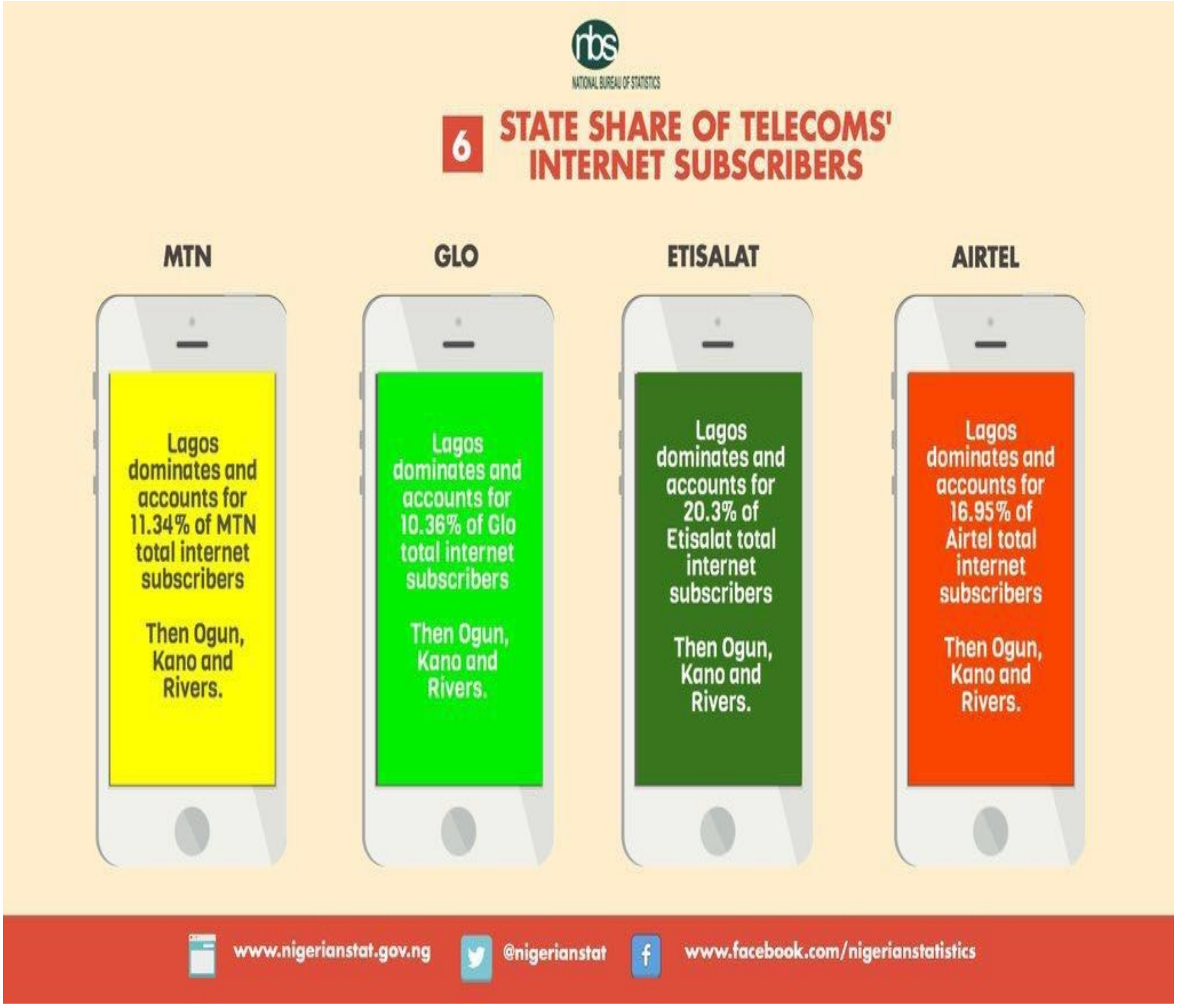


Tariff Details

Across all providers, there are numerous options for tariff plans, each differing according to the overall cost and the services provided. This reflects the fact that there are many facets to the services telecommunications companies provide, such as SMS messaging, local and international call and data bundles. The variety of options may reflect the telecommunications companies attempting to attract customers with more tailored packages, catering to a wide range of different user needs.

Tariffs tend to differ according to whether they are on-peak or off-peak, whether the service is to someone on the same network (on-net) or a different one (off-net), and whether they are pre- or post-paid. However not all networks offer different prices according to these characteristics; for its pre-paid plans, Etisalat offers the same prices for on-net and off-net calls regardless of what bundle is purchased, and Airtel do not distinguish between on-peak of off-peak calls.

As a result of the different options available, whether or not prices are higher or lower than in 2014 largely depends on usage. For example, Airtel 2Good Classic (a particular package offered by Airtel) offers cheaper rates than Airtel Connect (an alternative package), but charges a daily fee of 5 naira. Therefore which is cheaper will depend on usage; the more the line is used, the more it would be worth paying the 5 naira daily fee.



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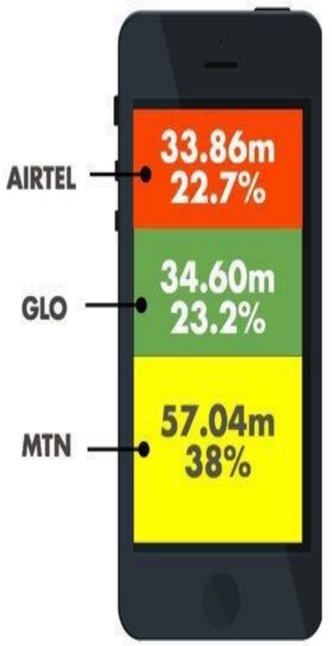
NIGERIAN TELECOMMUNICATIONS SECTOR Q1 2016

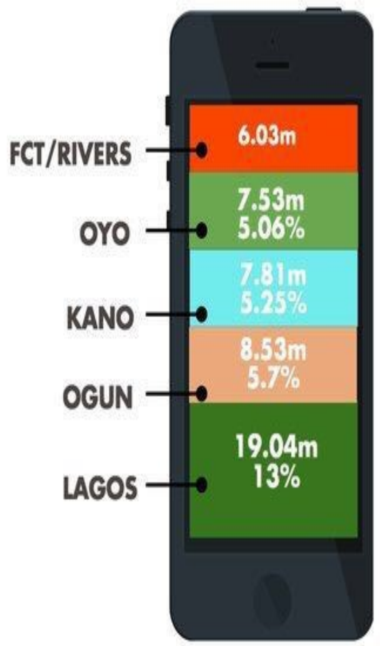
State Disaggregated Data

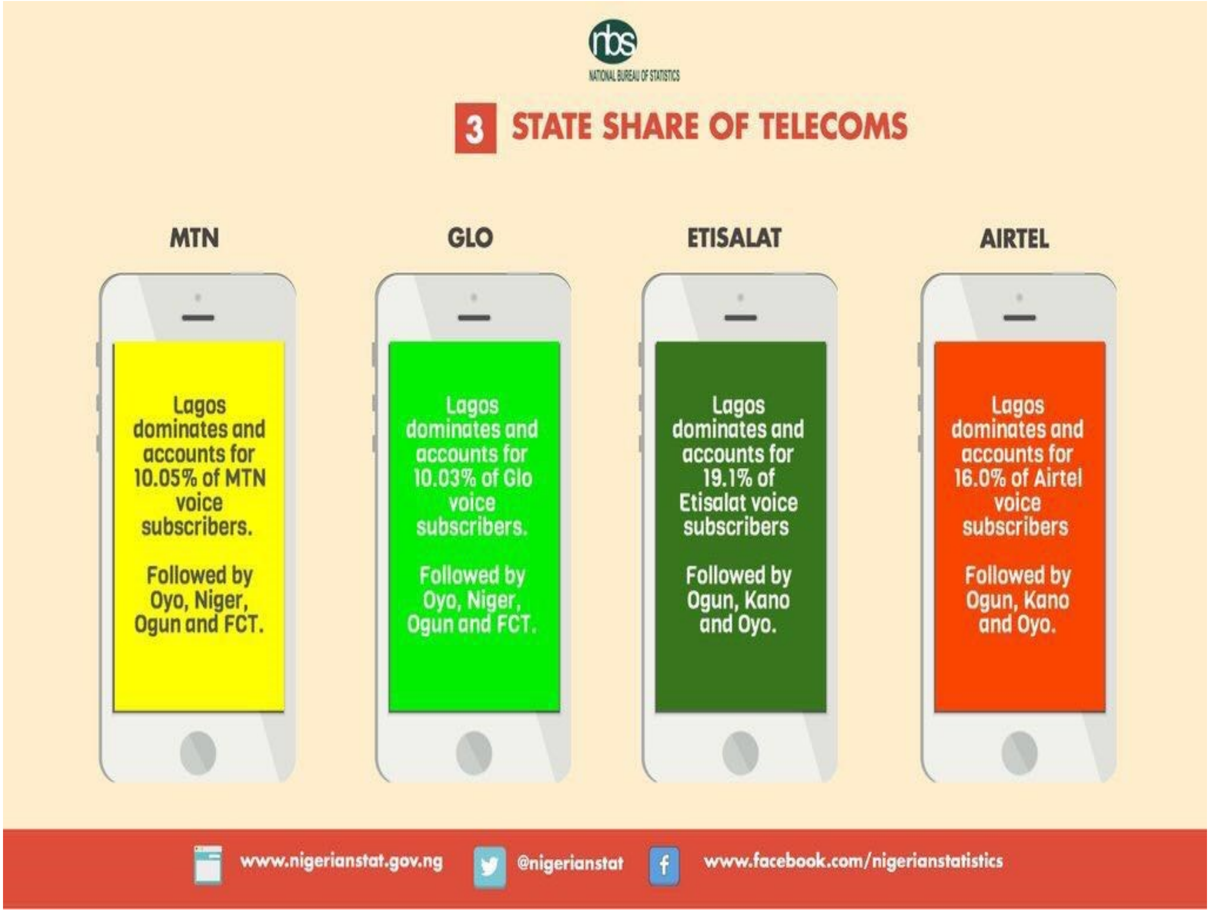
Active voice subscriptions at the end of Q1 2016 stood at 148.74 Million

1 SHARE OF SUBSCRIBERS



2 STATE SHARE OF ACTIVE SUBSCRIBERS




NATIONAL BUREAU OF STATISTICS
3 STATE SHARE OF TELECOMS
MTN
Lagos dominates and accounts for 10.05% of MTN voice subscribers.
Followed by Oyo, Niger, Ogun and FCT.
GLO
Lagos dominates and accounts for 10.03% of Glo voice subscribers.
Followed by Oyo, Niger, Ogun and FCT.
ETISALAT
Lagos dominates and accounts for 19.1% of Etisalat voice subscribers
Followed by Ogun, Kano and Oyo.
AIRTEL
Lagos dominates and accounts for 16.0% of Airtel voice subscribers
Followed by Ogun, Kano and Oyo.
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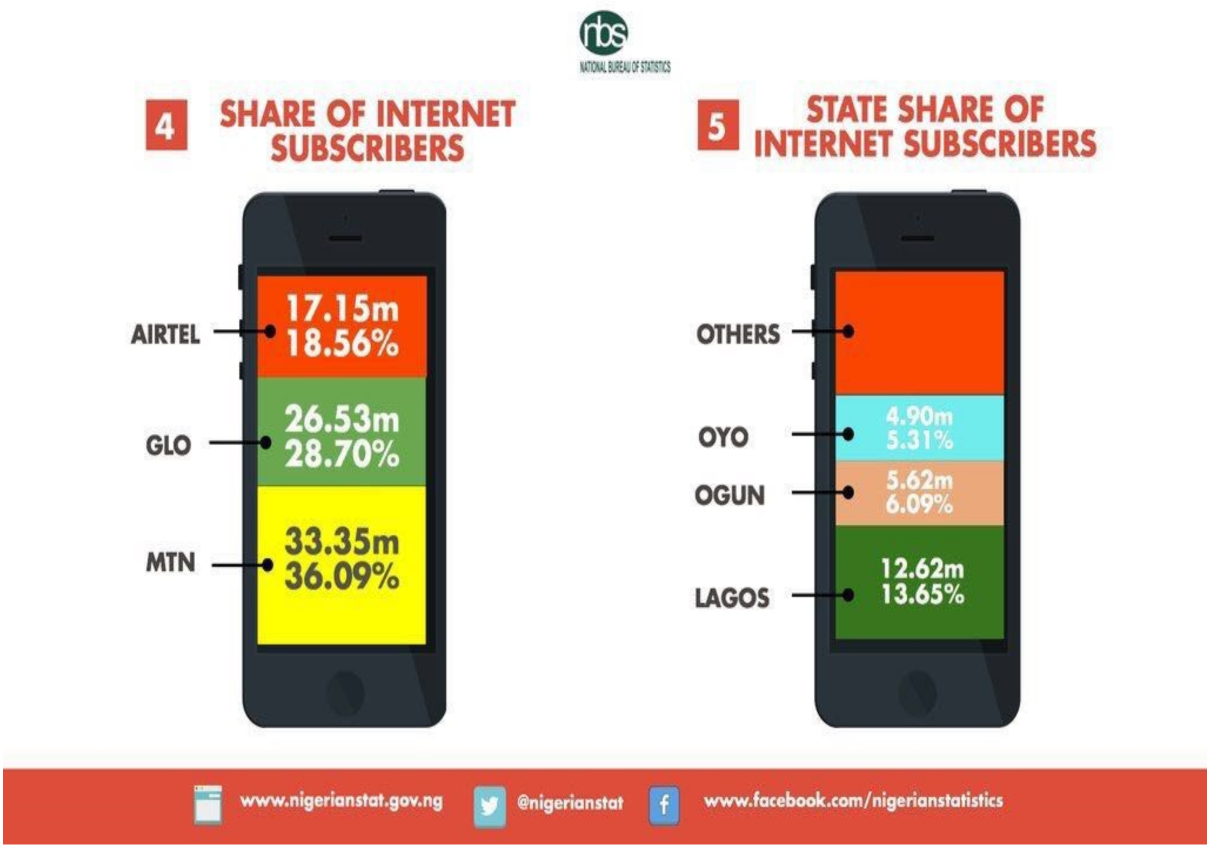
NATIONAL BUREAU OF STATISTICS
4 SHARE OF INTERNET SUBSCRIBERS
AIRTEL
17.15m
18.56%
GLO
26.53m
28.70%
MTN
33.35m
36.09%
5 STATE SHARE OF INTERNET SUBSCRIBERS
OTHERS
OYO
4.90m
5.31%
OGUN
5.62m
6.09%
LAGOS
12.62m
13.65%
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Appendix - Tables

Table 1: Contribution to Basic Price GDP of Telecommunications Sector, %

	2014				2015				2016
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Constant prices	8.27	9.25	7.57	8.76	8.38	9.46	7.71	8.88	8.83
Current prices	7.95	10.53	7.41	7.57	8.55	10.96	7.58	7.72	8.70

Table 2: Annual Growth in Telecommunications Sector, %

	2014				2015				2016
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Constant prices	4.48	6.15	6.25	2.48	5.36	4.66	4.69	3.49	5.00
Current prices	9.53	8.68	15.67	15.81	12.14	9.42	8.43	9.24	7.63

Table 3: Mobile Subscribers by Carrier

	2015 Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2016 Jan	Feb	Mar
GSM													
Airtel	28,680,757	29,291,114	29,539,739	29,564,766	30,075,643	30,569,278	31,134,625	31,273,483	31,936,152	32,268,301	33,155,339	33,595,561	33,866,798
Etisalat	22,235,557	22,444,198	22,597,264	22,852,232	23,029,329	23,307,025	23,492,214	23,180,651	22,783,861	22,161,290	22,035,107	21,840,452	21,877,542
Globacom	29,577,125	30,040,119	30,482,435	31,256,677	31,256,677	31,445,115	31,306,472	31,994,298	32,469,350	32,999,384	33,193,174	34,003,841	34,608,793
MTN	61,149,397	61,281,803	61,767,403	62,813,111	64,133,556	63,381,742	62,493,732	63,234,827	62,597,757	61,252,387	60,639,299	56,848,516	57,045,721
Total	141,642,836	143,057,234	144,386,841	146,486,786	148,495,205	148,703,160	148,427,043	149,683,259	149,787,120	148,681,362	149,022,919	146,288,370	147,398,854
CDMA													
Visafone	2,091,804	2,220,069	1,983,699	2,095,193	2,046,678	2,115,124	2,031,802	2,120,880	2,140,299	2,140,299	2,140,299	2,140,299	1,163,914
Multilinks	14,481	14,233	9,579	10,788	10,841	10,817	10,213	9,463	8,976	8,428	7,683	7,024	6,117
Total	2,106,285	2,234,302	1,993,278	2,105,981	2,057,519	2,125,941	2,042,015	2,130,343	2,149,275	2,148,727	2,147,982	2,147,323	1,170,031
Fixed Wireless													
Visafone	55,123	55,244	55,210	55,548	60,218	62,247	63,396	59,863	57,358	57,358	57,358	57,358	49,596
Multilinks	4,711	4,637	2,896	3,387	3,379	3,164	2,923	2,592	2,502	2,387	2,257	2,076	1,787
Total	59,834	59,881	58,106	58,935	63,597	65,411	66,319	62,455	59,860	59,745	59,615	59,434	51,383
Fixed Wired													
MTN Fixed	10,986	10,995	9,740	9,687	9,693	9,719	9,731	9,732	9,746	9,753	9,759	7,470	7,491
Glo Fixed	11,795	11,834	11,850	11,834	11,834	11,646	11,658	11,657	11,701	11,710	11,505	11,786	11,750
ipNX	2,796	2,596	2,430	2,839	2,680	2,466	2,879	2,717	2,451	2,823	2,816	2,785	2,764
21st Century	99,676	99,484	99,499	99,348	100,477	100,281	100,986	102,959	103,019	103,124	103,173	103,191	103,191
Total	125,253	124,909	123,519	123,708	124,684	124,112	125,254	127,065	126,917	127,410	127,253	125,232	125,196

Table 4: Internet Subscriptions by Carrier

	2015 Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2016 Jan	Feb	Mar
GSM													
Airtel	16,603,147	17,272,665	17,634,885	17,598,626	17,605,852	17,495,014	17,730,955	17,800,917	16,837,282	16,835,952	16,855,609	17,079,646	17,155,181
Etisalat	10,189,568	10,421,229	10,330,559	15,285,079	15,393,860	15,541,009	15,598,070	15,407,008	15,161,307	15,189,788	15,283,903	15,231,652	15,242,856
Globacom	18,617,607	19,690,526	19,340,990	19,330,549	19,330,549	20,765,379	21,896,229	23,285,454	24,952,559	25,082,066	25,436,244	25,684,837	26,530,420
MTN	39,904,772	39,520,285	40,830,146	40,485,670	41,101,886	41,411,846	41,835,294	41,025,019	40,872,869	39,924,737	38,218,859	35,604,370	33,356,595
Total	85,315,094	86,904,705	88,136,580	92,699,924	93,403,147	95,213,248	97,060,548	97,518,398	97,824,017	97,032,543	95,794,615	93,600,505	92,285,052
CDMA													
Multilinks	649	551	527	126	167	203	260	286	289	259	224	172	142
Visafone	152,315	150,252	147,487	115,481	148,461	151,923	151,530	149,781	145,953	149,953	149,953	149,953	124,768
Total	153,434	152,866	150,779	147,613	115,648	148,664	152,183	151,816	150,070	146,212	149,471	146,177	124,910

Table 5: Porting Activities by Carrier

	2015 Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	2016 Jan	Feb	Mar
Incoming													
Airtel	2,289	2,933	4,161	6,290	6,613	5,596	5,347	3,074	3,445	2,885	5,280	5,752	8,177
Etisalat	10,111	9,875	12,252	13,382	14,125	11,875	12,898	11,211	12,346	12,384	6,329	7,411	11,136
Globacom	1,435	1,717	1,065	850	850	1,413	1,505	979	1,735	2,037	2,589	1,828	1,446
MTN	1,559	994	657	536	951	737	599	1,068	735	436	450	542	361
Total	15,394	15,519	18,135	21,060	22,539	19,621	20,349	16,332	18,261	17,742	14,648	15,533	21,120
Outgoing													
Airtel	3,197	3,381	3,316	3,768	4,047	3,362	3,635	3,562	3,086	3,188	4,396	2,095	3,494
Etisalat	1,431	1,777	1,984	2,177	2,161	2,077	1,264	1,241	1,431	1,739	976	1,671	2,153
Globacom	2,651	2,038	3,253	3,290	3,290	2,795	3,212	1,703	2,327	2,092	1,065	2,517	3,570
MTN	7,439	8,161	9,558	11,918	19,214	11,218	12,259	10,073	11,414	10,739	8,430	10,562	12,044
Total	14,718	15,357	18,071	21,153	28,712	19,452	20,370	16,579	18,258	17,758	14,867	16,845	21,261

ACTIVE VOICE SUBSCRIPTIONS PER STATE AS AT MARCH 2016												
SN	STATES	Total Number of Active Voice Subscriptions Per State										
		Mobile (GSM)				Fixed / Fixed Wireless						Sub Total
		MTN	GLO	AIRTEL	EMTS	MULTILINKS	VISAFONI	IPNX	N FIXED	ST CENT	D- FIXED	
1	ABIA	1,345,196	568,920	664,418	599,329	-		-	2	-	.	3, 177,965
2	ADAMAWA	1,029,856	511,678	896,934	285,487	-	-	-	-	.	.	2,723,955
3	AKWA IBO	1,133,073	391,651	1,157,711	433,323	-		-	.	.	.	3, 116,758
4	ANAMBRA	2,140,384	526,615	879,158	703,634	1		-	-	.	.	4,249,792
5	BAUCHI	1,169,665	514,885	716,158	346,617	1	-	-	-	.	.	2,747,326
6	BAYELSA	457,130	259,933	284,459	108,562	-		-	-	.		1,110,084
7	BENUE	1,111,979	1,241,842	787,687	670,825	1	-	-	-	.	-	3,812,334
8	BORNO	748,134	351,414	1,007,889	298,714	-	-	-	-	.	.	2,406,151
9	CROSS RIV	795,289	407,804	589,469	406,353	-		.	27	-		2,198,942
10	DELTA	2,067,655	1,298,166	1,167,728	400,988	14		.		-	.	4,934,551
11	EBONYI	628,826	203,585	382,401	222,133	-	-	-	-	.	.	1,436,945
12	EDO	1,642,122	1,75,365	863,150	500,541	2		.	.	-	2,930	4,744,110
13	EKITI	847,619	304,859	223,569	49,898	-		-	-	-	-	1,425,945
14	ENUGU	1,375,844	629,300	679,853	411,069	5		-	-	-		3,096,071
15	FCT	1,949,187	1,765,833	1,037,564	1,278,105	106		224	1,987	393	1,508	6,034,907
16	GOMBE	708,478	392,014	527,902	186,772	-	-	-			-	1,815,166
17	IMO	1,735,784	442,468	682,475	454,481	-		-	-	.		3,315,208
18	JIGAWA	892,073	205,699	502,354	220,123	-	-	-	-	.	.	1,820,249
19	KADUNA	2,558,828	1,485,191	1,582,787	1,160,306	5		-		.	.	6,787,117
20	KANO	3,742,861	1,205,526	1,894,599	967,741	6		8	4	.	545	7,811,290
21	KATSINA	1,712,512	812,996	567	356,601	1		-		.		3,449, 189
22	KEBBI	809,267	593,289	399,448	248,085	.	-	-	.	.	.	2,050,089
23	KOGI	907,726	1,383,128	347,551	365,918	1	-	-	-	-	.	3,004,325
24	KWARA	1,410,527	850,803	638,323	434,885	5		.	.	-	.	3,334,543
25	LAGOS	5,736,067	3,588,424	5,421,268	4,187,760	7,704		2,344	4,744	92,486	5,860	19,046,657
26	NASSARAV	913,917	1,136,053	583,672	628,322					-		3,261,964
27	NIGER	1,436,482	2,067,621	853	780,364	1		-	-	.	.	5,137,400
28	OGUN	3,124,465	1,987,975	1,940,214	1,483,227	12		-	-	‘.	-	8,535,893
29	ONDO	1,584,279	1,105,123	565,942	218,082	11		.		.	.	3,473,437
30	OSUN	1,888,178	1,060,536	548,397	211,692	6		-	-	-	.	3,708,809
31	OYO	2,488,711	1,625,482	1,531,467	891,947	11		22	39	-	907	7,538,586
32	PLATEAU	1,256,899	727,713	540,199	501,592	6		-	-	.		3,026,409
33	RIVERS	2,492,877	1,081,261	1,199,863	1,064,363	5		166	688	10,312	-	5,849,535
34	SOKOTO	1,009,761	507,432	402,890	328,223		.	.	.		.	2,248,306
35	TARABA	756,140	290,799	760,812	213,361	-		.	-	.	.	2,021,112
36	YOBE	649,296	41,600	618,125	93,336	-	.	-	-	.	.	1,402,357
37	ZAMFARA	788,534	304,809	420,350	164,783	-	-	-		.	-	1,678,476
38	OTHERS (Undefined)		1				1,213,510	-				1,213,511
	TOTAL	57,045,711	34,608,793	33,866,798	21,377,542	7,904	1,213,510	2,764	7,491	103,191	11,750	148,745,464

ACTIVE INTERNET SUBSCRIPTIONS PER STATE AS AT MARCH 2016											
S/N	States	Total Number of Active Internet Subscriptions Per State									Sub-Total
		MTN	GLO	AIRTEL	EMTS	LTILINKS	ISAFONE	IPNX	TN FIXED	1ST CENT	
1	ABIA	799,667	436,123	348,194	424,961	-	1,606	-	.	-	2,010,551
2	ADAMAW	619,072	392,242	421,984	188,210		.	.	•	.	1,621,508
3	AKWA IB(	665,976	300,998	592,166	299,950	.	2,240	-		.	1,861,330
4	ANAMBR	1,257,484	403,693	466,199	479,680	.	1,749	-	•	.	2,608,805
5	BAUCHI	600,130	394,701	335,474	229,206	-		-	98	-	1,559,609
6	BAYELSA	303,280	199,259	155,776	74,340	.	122	.			732,777
7	BENUE	641,011	951,971	367,712	463,288	-	.	.	109	-	2,424,091
8	BORNO	410,030	269,387	475,770	192,168	.	.			_	1,347,355
9	CROSS RI	481,121	312,615	291,951	289,150	-	414	.	.	.	1,375,251
10	DELTA	1,289,739	995,148	655,145	281,005	2	3,799	.	527	.	3,225,365
11	EBONYI	323,395	156,064	170,769	146,291	-		-		.	796,519
12	EDO	1,017,364	1,330,297	438,898	352,890	.	5,473	-		.	3,144,922
13	EKITI	499,355	233,699	112,683	33,955	.		10	527	.	879,702
14	ENUGU	776,674	482,409	336,889	276,678	1	816	.	.	.	1,873,467
15	FCT	1,284,271	1,353,653	565,326	912,060	1	15,203	466	1,094	98	4,132,172
16	GOMBE	392,777	300,511	243,555	126,679	.		-			1,063,522
17	IMO	1,006,399	339,187	364,448	312,236	-	1,597	.		.	2,023,867
18	JIGAWA	379,356	157,685	220,839	140,519	-		.	.	.	898,399
19	KADUNA	1,489,512	1,138,518	801,083	802,206	-	117	-	274	.	4,231,710
20	KANO	1,737,833	924,132	848,015	623,078	1	974	233		.	4,134,266
21	KATSINA	785,463	623,227	255,459	222,997	1	47		.	.	1,887,194
22	KEBBI	394,017	454,804	162,777	150,945	.		-	.	.	1,162,543
23	KOGI	546,805	1,060,279	182,017	250,980	1	.	.	•	.	2,040,082
24	KWARA	836,708	652,209	313,018	312,336	2	640	-	286	.	2,115,199
25	LAGOS	3,785,843	2,750,815	2,909,807	3,090,355	121	73,992	3,382	3,515	2,832	12,620,662
26	NASSARA	580,632	870,876	290,290	433,596	-					2,175,394
27	NIGER	785,044	1,584,998	414,105	517,574	.		-	.	.	3,301,721
28	OGUN	2,116,671	1,523,943	891,132	1,095,660	3	2,015	-		.	5,629,424
29	ONDO	969,920	847,165	274,154	'49,709	1		.	•	.	2,240,949
30	OSUN	1,080,161	812,986	245,132	145,146	2	540	-	238		2,284,205
31	OYO	1,545,571	2,012,643	711,295	632,519	4	5,919	80	61		4,908,092
32	PLATEAU	754,086	557,851	266,423	343,223	2	272	.	.	.	1,921,857
33	RIVERS	1,588,524	828,873	670,586	756,809	-	7,233	400	779	96	3,853,300
34	SOKOTO	510,453	388,987	171,963	193,194	-		.	196		1,264,793
35	TARABA	435,080	222,921	358,386	138,333	-	.	-		.	1,154,720
36	YOBE	324,022	31,890	283,534	55,185	.	.	.	.		694,631
37	ZAMFARA	343,149	233,661	169,114	105,745	.	.	-	.	.	851,669
38	OTHERS (Undefined)			373,113							373,113
	TOTAL	33,356,595	26,530,420	17,155,181	15,242,856	142	124,768	4,571	7,177	3,026	92,424,736