

Sub-Saharan Africa telecoms market: trends and forecasts 2022–2027

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May 2023, based on data up to 3Q 2022



# About this report

Analysys Mason provides detailed 5-year forecasts of the telecoms market in Sub-Saharan Africa (SSA).

This report focuses on operators' core telecoms services in Sub-Saharan Africa. It includes discussion of value-added services (VAS), IoT, pay TV and operator business services. These services are discussed in detail in our other research programmes. This report also includes metrics related to equipment revenue, considers 5G developments and new business models.

Our forecasts are informed by on-the-ground, regional market experts from our topic-led research programmes and our consulting division, as well as external interviews. In addition to our robust set of historical data, our forecasts draw on a unique and in-house modelling tool, which applies a rigorous procedure (reconciling different sources, standard definitions, top-down and bottom-up modelling).



This report presents commentary on the data available at the time of writing. However, we constantly refine and refresh our data, so please visit the Analysys Mason DataHub to view the latest data associated with this report.



## REPORT COVERAGE

## Connections

### Mobile

- Handset, mobile broadband,<sup>1</sup> IoT<sup>2</sup>
- Prepaid, contract
- 2G, 3G, 4G, 5G
- Smartphone, non-smartphone

### **Fixed**

- · Voice, broadband
- Narrowband voice, VoBB
- DSL, FTTP/B, cable, FWA, 5G, other

## Pay TV

## Traffic

- Outgoing voice minutes, MoU
- Mobile data traffic

## Revenue/ARPU/ASPU

### Mobile

- Service,<sup>3</sup> retail, wholesale
- Handset, mobile broadband,<sup>1</sup> IoT<sup>2</sup>
- Handset voice, messaging, data
- Prepaid, contract
- 2G. 3G. 4G. 5G

### Fixed

- Service,<sup>3</sup> retail, wholesale
- Voice, broadband, dedicated connections
- DSL, FTTP/B, cable, FWA, 5G, other

## **ICT** services

Pay TV

Value-added services

Equipment

This document is for Analysys Mason's subscription service customers only. Usage is subject to the terms and conditions in our copyright notice. <sup>1</sup> Includes USB modem, and mid- and large-screen, but not handset-based data. <sup>2</sup> IoT connections and revenue figures include mobile services only. <sup>3</sup> Service revenue is the sum of retail and wholesale revenue.







**Executive summary** 

Regional forecasts and cross-country comparison

Individual country forecasts

Methodology

About the authors and Analysys Mason



## About the authors



**Qingyi Liang** (Analyst) Qingyi is a member of the Regional Markets team and contributes primarily to the *Telecoms Market Matrix, European Core Forecasts, European Country Reports* and *Asia-Pacific* programmes. Qingyi has a MSc in biomedical sciences and a PhD in epigenetics and cancer biology from University College London.



Karim Yaici (Senior Analyst) leads Analysys Mason's *The Middle East and Africa* regional research programme. His primary areas of specialisation include operators' digital strategies, new telecoms opportunities such as IoT, and consumer trends in growth markets. Prior to joining Analysys Mason, Karim was an associate analyst at Ovum, where he authored reports on mobile accessories and mobile applications. Prior to that, he worked as a research engineer at the Institute for Communication Systems and Vodafone in the UK. Karim holds an MSc in Information Systems Management from the University of Southampton and a PhD in human–computer interaction from the University of Surrey.



## Our research services



### Consumer Services

Fixed Broadband Services
Mobile Services
Fixed-Mobile Convergence
Smart Devices
Future Comms
Video, Gaming and Entertainment



#### Networks

Next-Generation Wireless Networks Wireless Infrastructure Strategies Fibre Infrastructure Strategies Operator Investment Strategies Telecoms Strategy and Forecast Transport Network Strategies



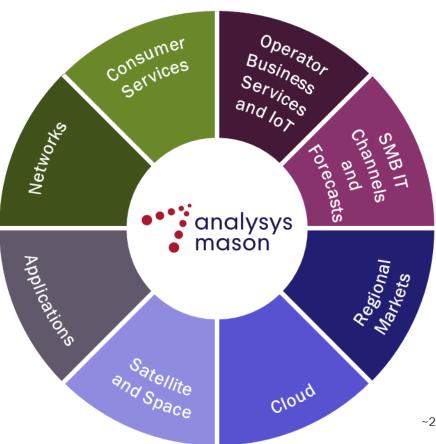
### Applications

Network Automation and Orchestration Customer Engagement Monetisation Platforms Digital Experience Automated Assurance Service Design and Orchestration Telecoms Software Market Shares



## Satellite and Space

Satellite Communications
Space Applications and Infrastructure





## Operator Business Services and IoT



Enterprise Services SME Services IoT Services Private Networks

### SMB IT Channels and Forecasts



Cyber Security SMB Technology Forecaster

## Regional Markets



Global Telecoms Data and
Financial KPls
Americas
Asia-Pacific
Middle East and Africa
European Core Forecasts
European Telecoms Market Matrix
European Country Reports

### Cloud



Cloud Infrastructure Strategies
Data, AI and Development Platforms
Edge and Media Platforms
Multi-Cloud Networking





~2800 forecast and 280+ historical metrics Regional results and worldwide totals Operator historical data



