

Annex Approved by Decision 274A issued by the RA Public Services Regulation Commission as of 1 June, 2011

"K-Telecom" CJSC Report On the Main Economic and Technical Indicators of Mobile Services for Q1, 2016

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and	thousand AMD	14,151,293
	associated activity	thousand miles	, , , , , ,
1.1.1	Revenues from voice services	thousand AMD	6,690,413
1.1.2	revenue from VAS (excluding revenue from data	thousand AMD	474,757
	transfer), including:		
	SMS and MMS	thousand AMD	249,210
_	Other	thousand AMD	225,547
1.1.3	Data transfer services , including:	thousand AMD	2,437,802
	Broadband Internet access services (other than by	thousand AMD	546,911
	phone) (through USB modems)		
	Mobile communication network services	thousand AMD	1,890,891
	(through handsets)		
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	-
1.1.5	International roaming revenue (own subscribers)	thousand AMD	464,713
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	143,803
1.1.7	Revenue from interconnection including:	thousand AMD	2,891,406
	Voice services	thousand AMD	2,857,245
	SMS and MMS	thousand AMD	34,161
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	813,140
1.1.10	Other revenues	thousand AMD	235,259
2	Operating Expenses (OPEX), including:	thousand AMD	8,490,389
2.1	Interconnection expenses	thousand AMD	1,925,268
2.2	Line rental expenses	thousand AMD	115,531
2.3	Advertising and Marketing expenses	thousand AMD	386,192
2.4	Dealer commissions	thousand AMD	286,274
2.5	Payroll expenses	thousand AMD	2,322,935
2.6	Mobile network exploitation and maintenance	thousand AMD	258,927



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Operating Income Before Depreciation thousand AMD Amortization (OIBDA) Depreciation of fixed assets and amortization of intangible assets Other operating income thousand AMD (11,477) Financial income thousand AMD (11,477) Financial expenses thousand AMD (240,722) G.2 Financial expenses thousand AMD (240,722) G.3 Gain/loss from exchange rate differences thousand AMD (240,722) G.4 Other Non-Operating revenues/expenses thousand AMD (240,722) Frofit before taxation thousand AMD (2,702) Mobile connection indicators 9.1 Number of active subscribers (at the end of the reporting period) 9.1.1 Prepaid subscribers subscribers (other than by phone) 9.1.2 Postpaid subscribers 9.1 Subscribers using data services (by phone) subs (3,726,685) 9.1.2 Postpaid subscribers 9.1.3 Broadband Internet subscribers (other than by phone) 9.1.4 Subscribers using data services (by phone) subs (1,059,078) 9.2 Average revenue per active user (ARPU-3M) AMD (2,075) 9.2.1 Prepaid subscribers 9.2.2 Postpaid subscribers 9.3 Broadband Internet subscribers (other than by phone) 9.2.3 Broadband Internet subscribers (other than by phone) 9.2.4 Subscribers using other data services 9.3 Broadband Internet subscribers (other than by phone) 9.3 Broadband Internet subscribers (other than by phone) 9.4 Subscribers using other data services AMD (3,242) 9.2.3 Broadband Internet subscribers (other than by phone) 9.3 Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU) 9.3.1 Prepaid subscribers minutes 464 9.3.2 Postpaid subscribers minutes 712		expenses		
Amortization (OIBDA) 4 Depreciation of fixed assets and amortization of intangible assets 5 Other operating income thousand AMD (11,477) 6.1 Financial income thousand AMD (223,266) 6.2 Financial expenses thousand AMD (240,722) 6.4 Other Non-Operating revenues/expenses thousand AMD (240,722) 6.4 Other Non-Operating revenues/expenses thousand AMD (2,702) 6.4 Other Non-Operating revenues/expenses thousand AMD (2,702) 6.5 Profit before taxation thousand AMD (2,702) 6.1 Profit before taxation thousand AMD (2,702) 6.2 Profit before taxation thousand AMD (2,702) 6.3 Gain/loss from exchange rate differences thousand AMD (2,702) 6.4 Other Non-Operating revenues/expenses thousand AMD (2,702) 6.5 Profit before taxation thousand AMD (2,700,681) 8 CAPEX thousand AMD (6,71,934) 9 Mobile connection indicators 9.1 Number of active subscribers (at the end of the reporting period) 9.1.1 Prepaid subscribers subs 1,726,685 9.1.2 Postpaid subscribers subs 372,394 9.1.3 Broadband Internet subscribers (other than by subs (68,231) 9.1.4 Subscribers using data services (by phone) subs 1,059,078 9.2.1 Prepaid subscribers AMD (2,075) 9.2.2 Postpaid subscribers AMD (3,242) 9.2.3 Broadband Internet subscribers (other than by AMD (2,641) phone) 9.2.4 Subscribers using other data services AMD (3,242) 9.3 Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU) 9.3.1 Prepaid subscribers minutes 464 9.3.2 Postpaid subscribers minutes 464 9.3.3 Broadband Internet subscribers (other than by Mb 16,285) Profit before taxation thousand AMD (2,702) Profit before taxation thousand AMD (2,703) And (2,707) 1 Prepaid subscribers minutes 464 9.3.2 Postpaid subscribers minutes 712 9.3.3 Broadband Internet subscribers (other than by Mb 16,285)	2.7	Other OPEX	thousand AMD	3,195,262
intangible assets 5 Other operating income thousand AMD (11,477) 6.1 Financial income thousand AMD (223,269 6.2 Financial expenses thousand AMD (240,722) 6.3 Gain/loss from exchange rate differences thousand AMD (240,722) 6.4 Other Non-Operating revenues/expenses thousand AMD (240,722) 6.5 Profit before taxation thousand AMD (240,722) 6.4 Other Non-Operating revenues/expenses thousand AMD (2,300,681) 8 CAPEX thousand AMD (671,934) 9 Mobile connection indicators 9.1 Number of active subscribers (at the end of the reporting period) 9.1.1 Prepaid subscribers subscribers subs (1,726,685) 9.1.2 Postpaid subscribers subscribers (other than by phone) 9.1.3 Broadband Internet subscribers (other than by phone) 9.1.4 Subscribers using data services (by phone) subs (1,059,078) 9.2 Average revenue per active user (ARPU-3M) AMD (2,075) 9.2.1 Prepaid subscribers AMD (3,242) 9.2.2 Postpaid subscribers (other than by phone) 9.2.3 Broadband Internet subscribers (other than by phone) 9.2.4 Subscribers using other data services (by ending interconnection and incoming roaming) (MoU, Mb OU) 9.3.1 Prepaid subscribers minutes 464 9.3.2 Postpaid subscribers minutes 464 9.3.3 Broadband Internet subscribers (other than by Mb 16,285) 9.3.3 Broadband Internet subscribers (other than by Mb 16,285)	3	1 8	thousand AMD	5,660,904
6 Non-operating income thousand AMD (11,477) 6.1 Financial income thousand AMD 223,269 6.2 Financial expenses thousand AMD (240,722) 6.3 Gain/loss from exchange rate differences thousand AMD 5,975 6.4 Other Non-Operating revenues/expenses thousand AMD 5,975 7 Profit before taxation thousand AMD 671,934 8 CAPEX thousand AMD 671,934 9 Mobile connection indicators 9.1 Number of active subscribers (at the end of the reporting period) 9.1.1 Prepaid subscribers subscribers (other than by phone) 9.1.2 Postpaid subscribers (other than by subs 68,231 9.1.3 Broadband Internet subscribers (other than by phone) 9.1.4 Subscribers using data services (by phone) subs 1,059,078 9.2 Average revenue per active user (ARPU-3M) AMD 2,075 9.2.1 Prepaid subscribers AMD 1,251 9.2.2 Postpaid subscribers AMD 3,242 9.2.3 Broadband Internet subscribers (other than by phone) 9.2.4 Subscribers using other data services 9.2.5 Broadband Internet subscribers (other than by phone) 9.2.6 Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU) 9.3.1 Prepaid subscribers minutes 464 9.3.2 Postpaid subscribers minutes 712 9.3.3 Broadband Internet subscribers (other than by Mb 16,285 phone)	4	_	thousand AMD	3,348,746
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6.4 Other Non-Operating revenues/expenses thousand AMD 5.975 7 Profit before taxation thousand AMD 671,934 8 CAPEX thousand AMD 671,934 9 Mobile connection indicators 9.1 Number of active subscribers (at the end of the reporting period) 9.1.1 Prepaid subscribers subscribers (other than by phone) 9.1.2 Postpaid subscribers subscribers (other than by phone) 9.1.4 Subscribers using data services (by phone) subs 1,059,078 9.2 Average revenue per active user (ARPU-3M) AMD 2,075 9.2.1 Prepaid subscribers AMD 1,251 9.2.2 Postpaid subscribers AMD 3,242 9.2.3 Broadband Internet subscribers (other than by phone) 9.2.4 Subscribers using other data services (at the end of the reporting period) 9.2.5 Broadband Internet subscribers (at the end of the reporting period) 9.2.6 Average revenue subscribers (other than by AMD 2,075 9.2.1 Prepaid subscribers (at the end of the reporting period) 9.2.2 Postpaid subscribers (at the end of the reporting period) 9.2.3 Broadband Internet subscribers (other than by AMD 58,624 9.3 Average traffic per user (including minutes 507 interconnection and incoming roaming) (MoU, Mb OU) 9.3.1 Prepaid subscribers minutes 464 9.3.2 Postpaid subscribers minutes 712 9.3.3 Broadband Internet subscribers (other than by Mb 16,285 phone)	6.2	Financial expenses	thousand AMD	-
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8 CAPEX thousand AMD 671,934 9 Mobile connection indicators 9.1 Number of active subscribers (at the end of the reporting period) 9.1.1 Prepaid subscribers 9.1.2 Postpaid subscribers 9.1.3 Broadband Internet subscribers (other than by phone) 9.1.4 Subscribers using data services (by phone) 9.2 Average revenue per active user (ARPU-3M) 9.2.1 Prepaid subscribers 9.2.2 Postpaid subscribers 9.2.3 Broadband Internet subscribers (other than by phone) 9.2.4 Subscribers 9.2.5 AMD 9.2.6 AMD 9.2.6 Foreign and internet subscribers (other than by phone) 9.2.6 Subscribers 9.2.7 AMD 9.2.8 Broadband Internet subscribers (other than by phone) 9.2.9 Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU) 9.3.1 Prepaid subscribers 9.3.2 Postpaid subscribers 9.3.3 Broadband Internet subscribers (other than by Mb 16,285 phone)	6.4	Other Non-Operating revenues/expenses	thousand AMD	5,975
Mobile connection indicators 9.1 Number of active subscribers (at the end of the reporting period) 9.1.1 Prepaid subscribers 9.1.2 Postpaid subscribers 9.1.3 Broadband Internet subscribers (other than by phone) 9.1.4 Subscribers using data services (by phone) 9.2 Average revenue per active user (ARPU-3M) 9.2.1 Prepaid subscribers 9.2.2 Postpaid subscribers 9.2.3 Broadband Internet subscribers (other than by phone) 9.2.4 Subscribers using other data services 9.2.5 Broadband Internet subscribers (other than by phone) 9.2.641 9.2.7 Subscribers using other data services 9.2.8 AMD 9.2.9 Subscribers using other data services 9.2.9 Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU) 9.3.1 Prepaid subscribers 9.3.2 Postpaid subscribers 9.3.3 Broadband Internet subscribers (other than by Mb 16,285 phone)	7	Profit before taxation	thousand AMD	2,300,681
9.1 Number of active subscribers (at the end of the reporting period) 9.1.1 Prepaid subscribers 9.1.2 Postpaid subscribers 9.1.3 Broadband Internet subscribers (other than by phone) 9.1.4 Subscribers using data services (by phone) 9.2 Average revenue per active user (ARPU-3M) 9.2.1 Prepaid subscribers 9.2.2 Postpaid subscribers 9.2.3 Broadband Internet subscribers (other than by phone) 9.2.4 Subscribers using other data services 9.2.5 AMD 9.2.641 9.2.641 9.3 Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU) 9.3.1 Prepaid subscribers 9.3.2 Postpaid subscribers 9.3.3 Broadband Internet subscribers (other than by Mb 9.3.4 Postpaid subscribers 9.3.5 Broadband Internet subscribers (other than by Mb 9.3.628 9.3.7 Postpaid subscribers 9.3.8 Broadband Internet subscribers (other than by Mb 16,285 1,726,685 1,029,000	8	CAPEX	thousand AMD	671,934
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9.1.3 Broadband Internet subscribers (other than by phone) 9.1.4 Subscribers using data services (by phone) 9.2 Average revenue per active user (ARPU-3M) 9.2.1 Prepaid subscribers 9.2.2 Postpaid subscribers 9.2.3 Broadband Internet subscribers (other than by phone) 9.2.4 Subscribers using other data services 9.2.5 AMD 9.2.641 9.3 Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU) 9.3.1 Prepaid subscribers 9.3.2 Postpaid subscribers 9.3.3 Broadband Internet subscribers (other than by Mb 16,285 9.3.3 Broadband Internet subscribers (other than by Mb 16,285	9.1.2	 	subs	372,394
9.2 Average revenue per active user (ARPU-3M) 9.2.1 Prepaid subscribers 9.2.2 Postpaid subscribers 9.2.3 Broadband Internet subscribers (other than by phone) 9.2.4 Subscribers using other data services 9.3 Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU) 9.3.1 Prepaid subscribers 9.3.2 Postpaid subscribers 9.3.3 Broadband Internet subscribers (other than by Mb 16,285 phone)	9.1.3	· · · · · · · · · · · · · · · · · · ·	subs	68,231
9.2 Average revenue per active user (ARPU-3M) 9.2.1 Prepaid subscribers 9.2.2 Postpaid subscribers AMD 3,242 9.2.3 Broadband Internet subscribers (other than by phone) 9.2.4 Subscribers using other data services 9.3 Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU) 9.3.1 Prepaid subscribers 9.3.2 Postpaid subscribers Broadband Internet subscribers (other than by Mb 16,285 phone)	9.1.4	Subscribers using data services (by phone)	subs	1,059,078
9.2.1 Prepaid subscribers 9.2.2 Postpaid subscribers 9.2.3 Broadband Internet subscribers (other than by phone) 9.2.4 Subscribers using other data services 9.3 Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU) 9.3.1 Prepaid subscribers 9.3.2 Postpaid subscribers 9.3.3 Broadband Internet subscribers (other than by phone) 9.3.4 Broadband Internet subscribers (other than by phone)	9.2	· -	AMD	2,075
9.2.3 Broadband Internet subscribers (other than by phone) 9.2.4 Subscribers using other data services 9.3 Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU) 9.3.1 Prepaid subscribers 9.3.2 Postpaid subscribers 9.3.3 Broadband Internet subscribers (other than by phone) 9.40 40 40 40 40 40 40 40 40 40	9.2.1	Prepaid subscribers	AMD	1,251
phone) 9.2.4 Subscribers using other data services AMD 58,624 9.3 Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU) 9.3.1 Prepaid subscribers minutes 464 9.3.2 Postpaid subscribers minutes 712 9.3.3 Broadband Internet subscribers (other than by phone)	9.2.2	Postpaid subscribers	AMD	3,242
9.3 Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU) 9.3.1 Prepaid subscribers minutes 464 9.3.2 Postpaid subscribers minutes 712 9.3.3 Broadband Internet subscribers (other than by phone) Mb 16,285	9.2.3	,	AMD	2,641
interconnection and incoming roaming) (MoU, Mb OU) 9.3.1 Prepaid subscribers minutes 9.3.2 Postpaid subscribers minutes 9.3.3 Broadband Internet subscribers (other than by phone) Mb 16,285	9.2.4	Subscribers using other data services	AMD	58,624
9.3.2 Postpaid subscribers minutes 712 9.3.3 Broadband Internet subscribers (other than by Mb 16,285 phone)	9.3	Average traffic per user (including interconnection and incoming roaming) (MoU,		507
9.3.3 Broadband Internet subscribers (other than by phone) Mb 16,285	9.3.1	Prepaid subscribers	minutes	464
phone)	9.3.2	Postpaid subscribers	minutes	712
9.3.4 Subscribers using other data services Mb	9.3.3	Broadband Internet subscribers (other than by	Mb	16,285
	9.3.4	Subscribers using other data services	Mb	-



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9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	3.12
9.4.1	Prepaid subscribers	AMD	2.04
9.4.2	Postpaid subscribers	AMD	2.78
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.16
9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		143,131
9.5.1	Prepaid subscribers	subs	102,720
9.5.2	Postpaid subscribers	subs	40,411
9.5.3	Broadband Internet subscribers (other than by phone)	subs	8,134
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		159,188
9.6.1	Prepaid subscribers	subs	136,699
9.6.2	Postpaid subscribers	subs	22,489
9.6.3	Broadband Internet subscribers (other than by phone)	subs	10,746
9.6.4	Subscribers using other data services	subs	-