

“K-Telecom” CJSC Report On the Main Economic and Technical Indicators of Mobile Services for Q3, 2015

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	19,295,833
1.1.1	Revenues from voice services	thousand AMD	8,661,052
1.1.2	revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	522,298
	SMS and MMS	thousand AMD	296,130
	Other	thousand AMD	226,168
1.1.3	Data transfer services , including:	thousand AMD	2,302,586
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	589,255
	Mobile communication network services (through handsets)	thousand AMD	1,713,331
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	-
1.1.5	International roaming revenue (own subscribers)	thousand AMD	1,108,664
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	737,519
1.1.7	Revenue from interconnection including:	thousand AMD	5,184,214
	Voice services	thousand AMD	5,143,178
	SMS and MMS	thousand AMD	41,037
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	544,035
1.1.10	Other revenues	thousand AMD	235,465
2	Operating Expenses (OPEX), including:	thousand AMD	9,269,467
2.1	Interconnection expenses	thousand AMD	2,875,458
2.2	Line rental expenses	thousand AMD	111,697
2.3	Advertising and Marketing expenses	thousand AMD	551,747
2.4	Dealer commissions	thousand AMD	432,842
2.5	Payroll expenses	thousand AMD	1,938,603
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	220,013

2.7	Other OPEX	thousand AMD	3,139,107
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	10,026,366
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	3,279,782
5	Other operating income	thousand AMD	-
6	Non-operating income	thousand AMD	68,280
6.1	Financial income	thousand AMD	291,816
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	192,430
6.4	Other Non-Operating revenues/expenses	thousand AMD	(415,966)
7	Profit before taxation	thousand AMD	6,814,865
8	CAPEX	thousand AMD	2,309,523
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,126,597
9.1.1	Prepaid subscribers	subs	1,776,078
9.1.2	Postpaid subscribers	subs	350,519
9.1.3	Broadband Internet subscribers (other than by phone)	subs	72,469
9.1.4	Subscribers using data services (by phone)	subs	1,040,011
9.2	Average revenue per active user (ARPU-3M)	AMD	2,918
9.2.1	Prepaid subscribers	AMD	1,638
9.2.2	Postpaid subscribers	AMD	3,737
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,686
9.2.4	Subscribers using other data services	AMD	63,143
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	545
9.3.1	Prepaid subscribers	minutes	499
9.3.2	Postpaid subscribers	minutes	774
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	10,405
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	4.30

9.4.1	Prepaid subscribers	AMD	2.68
9.4.2	Postpaid subscribers	AMD	3.17
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.26
9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		193,223
9.5.1	Prepaid subscribers	subs	160,391
9.5.2	Postpaid subscribers	subs	32,832
9.5.3	Broadband Internet subscribers (other than by phone)	subs	8,932
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		176,314
9.6.1	Prepaid subscribers	subs	142,353
9.6.2	Postpaid subscribers	subs	33,961
9.6.3	Broadband Internet subscribers (other than by phone)	subs	9,978
9.6.4	Subscribers using other data services	subs	-