

In pursuance of the Decision 432A issued by the RA Public Services Regulation Commission dated 23 September, 2011 K-Telecom CJSC presents Report on the Main economic and technical indicators of mobile services for Q4, 2012.

	Main economic and technical indicators	Measurement units	
1	Total operating revenues, including:	thousand AMD	
1.1	Revenues from mobile business and other services	thousand AMD	20,003,257
1.1.1	Voice/Airtime revenue	thousand AMD	11,617,902
1.1.2	VAS revenues (excl. data revenues)	thousand AMD	707,955
1.1.3	Data transferring	thousand AMD	1,583,397
1.1.4	Roaming (own subscribers)	thousand AMD	502,569
1.1.5	Roaming (guest subscribers)	thousand AMD	226,747
1.1.6	Interconnection and line rental	thousand AMD	5,016,547
1.1.7	Handset and accessories	thousand AMD	185,976
1.1.8	Other revenue	thousand AMD	162,164
1.2	Other operating revenue	thousand AMD	122,814
2	Non Operating revenue / (expense)	thousand AMD	(59,929)
3	CAPEX	thousand AMD	4,971,613
4	OPEX (VAT excl.), including:	thousand AMD	9,423,595
4.1	Interconnection and line rental expenses	thousand AMD	2,812,264
4.2	Advertising and Marketing expenses	thousand AMD	782,388
4.3	Dealer commissions	thousand AMD	546,737
4.4	Payroll	thousand AMD	1,494,954
4.5	Other OPEX	thousand AMD	3,787,252
5	OIBDA	thousand AMD	10,702,476
6	Amortization and depreciation	thousand AMD	6,619,915
7	Profit/(Loss) before tax	thousand AMD	4,022,633
8	Profit after tax	thousand AMD	3,260,551
9	Mobile services indicators		-
9.1	Number of active subscribers (3M)		2,010,425
9.1.1	Prepaid subscribers		1,678,713
9.1.2	Postpaid subscribers		331,712
9.1.3	Broadband internet customers (other than by phone)		89,474
9.1.4	Other customers using data services		26
9.2	ARPU-3M	AMD	3,303
9.2.1	Prepaid subscribers	AMD	2,020
9.2.2	Postpaid subscribers	AMD	4,520
9.2.3	Broadband internet customers (other than by phone)	AMD	3,275
9.2.4	Other customers using data services	AMD	86,584
9.3	MoU, MbOU	minutes	416
9.3.1	Prepaid subscribers	minutes	372
9.3.3	Postpaid subscribers	minutes	644
9.3.3	Broadband internet customers (other than by phone)	Mb	6,494
9.3.4	Other customers using data services	Mb	-
9.4	APPM, APP Mb	AMD	6.89
9.4.1	Prepaid subscribers	AMD	4.77
9.4.2	Postpaid subscribers	AMD	5.16
9.4.3	Broadband internet customers (other than by phone)	AMD	0.50

	Main economic and technical indicators	Measurement units	
9.4.4	<i>Other customers using data services</i>	<i>AMD</i>	-
9.5	Gross additions		209,914
9.5.1	<i>Prepaid subscribers</i>		<i>154,104</i>
9.5.2	<i>Postpaid subscribers</i>		<i>55,810</i>
9.5.3	<i>Broadband internet customers (other than by phone)</i>		<i>21,764</i>
9.5.4	<i>Other customers using data services</i>		-
9.6	Churn		158,579
9.6.1	<i>Prepaid subscribers</i>		<i>126,142</i>
9.6.2	<i>Postpaid subscribers</i>		<i>32,437</i>
9.6.3	<i>Broadband internet customers (other than by phone)</i>		<i>12,340</i>
9.6.4	<i>Other customers using data services</i>		-