

**“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q3, 2019**

	Main technical and economic indicators	Measurement units	
1	<b>Operating revenues, including:</b>	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	<b>14,723,802</b>
1.1.1	Revenues from voice services	thousand AMD	3,761,401
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	510,169
	SMS and MMS	thousand AMD	395,788
	Other	thousand AMD	114,380
1.1.3	Data transfer services , including:	thousand AMD	5,597,270
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	327,761
	Mobile communication network services (through handsets)	thousand AMD	5,269,509
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	-
1.1.5	International roaming revenue (own subscribers)	thousand AMD	485,217
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	204,144
1.1.7	Revenue from interconnection including:	thousand AMD	2,384,923
	Voice services	thousand AMD	2,360,099
	SMS and MMS	thousand AMD	24,824
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	1,345,081
1.1.10	Other revenues	thousand AMD	435,598
2	<b>Operating Expenses (OPEX), including:</b>	thousand AMD	<b>7,764,277</b>
2.1	Interconnection expenses	thousand AMD	1,381,874
2.2	Line rental expenses	thousand AMD	200,466
2.3	Advertising and Marketing expenses	thousand AMD	212,697
2.4	Dealer commissions	thousand AMD	142,086
2.5	Payroll expenses	thousand AMD	2,106,550
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	219,977

2.7	Other OPEX	thousand AMD	3,500,627
3	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	thousand AMD	<b>6,959,525</b>
4	<b>Depreciation of fixed assets and amortization of intangible assets</b>	thousand AMD	<b>4,353,116</b>
5	<b>Other operating income</b>	thousand AMD	
6	<b>Non-operating income</b>	thousand AMD	<b>244,644</b>
6.1	Financial income	thousand AMD	407,592
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	(59,884)
6.4	Other Non-Operating revenues/expenses	thousand AMD	(103,065)
7	<b>Profit before taxation</b>	thousand AMD	<b>2,851,053</b>
8	<b>CAPEX</b>	thousand AMD	<b>2,050,237</b>
9	<b>Mobile connection indicators</b>		
9.1	Number of active subscribers (at the end of the reporting period)		<b>2,217,203</b>
9.1.1	Prepaid subscribers	subs	1,956,694
9.1.2	Postpaid subscribers	subs	260,509
9.1.3	Broadband Internet subscribers (other than by phone)	subs	54,534
9.1.4	Subscribers using data services (by phone)	subs	1,618,987
9.2	Average revenue per active user (ARPU-3M)	AMD	<b>1,979</b>
9.2.1	Prepaid subscribers	AMD	1,379
9.2.2	Postpaid subscribers	AMD	3,071
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	1,971
9.2.4	Subscribers using other data services	AMD	72,754
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	<b>618</b>
9.3.1	Prepaid subscribers	minutes	647
9.3.2	Postpaid subscribers	minutes	405
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	11,284
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and	AMD	<b>1.62</b>

	incoming roaming) (APPM, APP Mb)		
9.4.1	Prepaid subscribers	AMD	0.89
9.4.2	Postpaid subscribers	AMD	2.64
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.17
9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		<b>206,507</b>
9.5.1	Prepaid subscribers	subs	195,602
9.5.2	Postpaid subscribers	subs	10,905
9.5.3	Broadband Internet subscribers (other than by phone)	subs	5,115
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		<b>138,379</b>
9.6.1	Prepaid subscribers	subs	120,433
9.6.2	Postpaid subscribers	subs	17,946
9.6.3	Broadband Internet subscribers (other than by phone)	subs	6,593
9.6.4	Subscribers using other data services	subs	-

\*Capitalization by IFRS15, IFRS16 is not considered