

“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q3, 2023

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	14,175,417
1.1.1	Revenues from voice services	thousand AMD	3,082,853
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	957,435
	SMS and MMS	thousand AMD	663,226
	Other	thousand AMD	294,209
1.1.3	Data transfer services, including:	thousand AMD	7,239,860
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	191,218
	Mobile communication network services (through handsets)	thousand AMD	7,048,642
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	190,658
1.1.5	International roaming revenue (own subscribers)	thousand AMD	252,577
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	367,814
1.1.7	Revenue from interconnection including:	thousand AMD	1,321,773
	Voice services	thousand AMD	1,304,110
	SMS and MMS	thousand AMD	17,663
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	129,997
1.1.10	Other revenues	thousand AMD	632,450
2	Operating Expenses (OPEX), including:	thousand AMD	6,698,421
2.1	Interconnection expenses	thousand AMD	923,771
2.2	Line rental expenses	thousand AMD	163,678
2.3	Advertising and Marketing expenses	thousand AMD	143,777
2.4	Dealer commissions	thousand AMD	266,486
2.5	Payroll expenses	thousand AMD	2,061,787
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	235,339
2.7	Other OPEX	thousand AMD	2,903,583

3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	7,476,996
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	3,007,546
5	Other operating income	thousand AMD	
6	Non-operating income	thousand AMD	255,109
6.1	Financial income	thousand AMD	243,344
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	14,946
6.4	Other Non-Operating revenues/expenses	thousand AMD	(3,180)
7	Profit before taxation	thousand AMD	4,724,559
8	CAPEX	thousand AMD	2,023,320
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,330,525
9.1.1	Prepaid subscribers	subs	2,045,733
9.1.2	Postpaid subscribers	subs	284,792
9.1.3	Broadband Internet subscribers (other than by phone)	subs	53,660
9.1.4	Subscribers using data services (by phone)	subs	1,822,694
9.2	Average revenue per active user (ARPU-3M)	AMD	1,930
9.2.1	Prepaid subscribers	AMD	1,517
9.2.2	Postpaid subscribers	AMD	2,796
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	1,205
9.2.4	Subscribers using other data services	AMD	76,627
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	635
9.3.1	Prepaid subscribers	minutes	639
9.3.2	Postpaid subscribers	minutes	609
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	7,195
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	1.03
9.4.1	Prepaid subscribers	AMD	0.65
9.4.2	Postpaid subscribers	AMD	1.26



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

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		200,437
9.5.1	Prepaid subscribers	subs	188,409
9.5.2	Postpaid subscribers	subs	12,028
9.5.3	Broadband Internet subscribers (other than by phone)	subs	5,797
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		172,465
9.6.1	Prepaid subscribers	subs	114,709
9.6.2	Postpaid subscribers	subs	57,756
9.6.3	Broadband Internet subscribers (other than by phone)	subs	47,744
9.6.4	Subscribers using other data services	subs	-

*Capitalization by IFRS15, IFRS16 is not considered