

“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q2, 2018

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	14 274 978
1.1.1	Revenues from voice services	thousand AMD	4 064 888
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	522 487
	SMS and MMS	thousand AMD	398 283
	Other	thousand AMD	124 204
1.1.3	Data transfer services , including:	thousand AMD	4 579 274
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	457 032
	Mobile communication network services (through handsets)	thousand AMD	4 122 242
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	
1.1.5	International roaming revenue (own subscribers)	thousand AMD	408 973
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	220 562
1.1.7	Revenue from interconnection including:	thousand AMD	2 959 515
	Voice services	thousand AMD	2 918 511
	SMS and MMS	thousand AMD	41 004
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	1 032 691
1.1.10	Other revenues	thousand AMD	486 588
2	Operating Expenses (OPEX), including:	thousand AMD	8 453 357
2.1	Interconnection expenses	thousand AMD	1 555 165
2.2	Line rental expenses	thousand AMD	269 611
2.3	Advertising and Marketing expenses	thousand AMD	211 937
2.4	Dealer commissions	thousand AMD	140 519
2.5	Payroll expenses	thousand AMD	1 829 521
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	248 672

2.7	Other OPEX	thousand AMD	4 197 931
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	5 821 622
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	4 780 983
5	Other operating income	thousand AMD	
6	Non-operating income	thousand AMD	(2 459 706)
6.1	Financial income	thousand AMD	200 696
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	126 182
6.4	Other Non-Operating revenues/expenses	thousand AMD	(2 786 584)
7	Profit before taxation	thousand AMD	(1 419 068)
8	CAPEX	thousand AMD	633 726
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2 107 641
9.1.1	Prepaid subscribers	subs	1 810 255
9.1.2	Postpaid subscribers	subs	297 386
9.1.3	Broadband Internet subscribers (other than by phone)	subs	63 720
9.1.4	Subscribers using data services (by phone)	subs	1 404 929
9.2	Average revenue per active user (ARPU-3M)	AMD	2 023
9.2.1	Prepaid subscribers	AMD	1 255
9.2.2	Postpaid subscribers	AMD	3 095
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2 366
9.2.4	Subscribers using other data services	AMD	83 133
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	599
9.3.1	Prepaid subscribers	minutes	578
9.3.2	Postpaid subscribers	minutes	723
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	14 271
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and	AMD	1.95

	incoming roaming) (APPM, APP Mb)		
9.4.1	Prepaid subscribers	AMD	1.08
9.4.2	Postpaid subscribers	AMD	1.62
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		147 258
9.5.1	Prepaid subscribers	subs	129 049
9.5.2	Postpaid subscribers	subs	18 209
9.5.3	Broadband Internet subscribers (other than by phone)	subs	7 341
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		139 523
9.6.1	Prepaid subscribers	subs	111 891
9.6.2	Postpaid subscribers	subs	27 632
9.6.3	Broadband Internet subscribers (other than by phone)	subs	7 335
9.6.4	Subscribers using other data services	subs	-

*Capitalization by IFRS15, IFRS16 is not considered