

“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q2, 2017

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	14,016,713
1.1.1	Revenues from voice services	thousand AMD	5,062,158
1.1.2	revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	570,447
	SMS and MMS	thousand AMD	346,408
	Other	thousand AMD	224,039
1.1.3	Data transfer services , including:	thousand AMD	3,581,995
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	559,667
	Mobile communication network services (through handsets)	thousand AMD	3,022,328
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	
1.1.5	International roaming revenue (own subscribers)	thousand AMD	524,526
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	200,612
1.1.7	Revenue from interconnection including:	thousand AMD	2,938,518
	Voice services	thousand AMD	2,892,390
	SMS and MMS	thousand AMD	46,128
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	789,247
1.1.10	Other revenues	thousand AMD	349,209
2	Operating Expenses (OPEX), including:	thousand AMD	7,671,987
2.1	Interconnection expenses	thousand AMD	1,716,402
2.2	Line rental expenses	thousand AMD	250,710
2.3	Advertising and Marketing expenses	thousand AMD	306,442
2.4	Dealer commissions	thousand AMD	121,321
2.5	Payroll expenses	thousand AMD	1,393,769
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	206,204

2.7	Other OPEX	thousand AMD	3,677,141
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	6,344,725
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	4,465,759
5	Other operating income	thousand AMD	-
6	Non-operating income	thousand AMD	(567,797)
6.1	Financial income	thousand AMD	179,409
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	(160,243)
6.4	Other Non-Operating revenues/expenses	thousand AMD	(586,963)
7	Profit before taxation	thousand AMD	1,311,169
8	CAPEX	thousand AMD	1,660,603
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,107,603
9.1.1	Prepaid subscribers	subs	1,768,587
9.1.2	Postpaid subscribers	subs	339,016
9.1.3	Broadband Internet subscribers (other than by phone)	subs	72,798
9.1.4	Subscribers using data services (by phone)	subs	1,283,151
9.2	Average revenue per active user (ARPU-3M)	AMD	2,054
9.2.1	Prepaid subscribers	AMD	1,253
9.2.2	Postpaid subscribers	AMD	3,093
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,533
9.2.4	Subscribers using other data services	AMD	63,050
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	571
9.3.1	Prepaid subscribers	minutes	538
9.3.2	Postpaid subscribers	minutes	745
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	15,132
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and	AMD	2.37

	incoming roaming) (APPM, APP Mb)		
9.4.1	Prepaid subscribers	AMD	1.44
9.4.2	Postpaid subscribers	AMD	1.93
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		153,264
9.5.1	Prepaid subscribers	subs	126,635
9.5.2	Postpaid subscribers	subs	26,629
9.5.3	Broadband Internet subscribers (other than by phone)	subs	10,523
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		120,090
9.6.1	Prepaid subscribers	subs	88,086
9.6.2	Postpaid subscribers	subs	32,004
9.6.3	Broadband Internet subscribers (other than by phone)	subs	13,281
9.6.4	Subscribers using other data services	subs	-