

“K-Telecom” CJSC Report On the Main Economic and Technical Indicators of Mobile Services for Q2, 2016

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	15,039,982
1.1.1	Revenues from voice services	thousand AMD	6,584,116
1.1.2	revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	490,075
	SMS and MMS	thousand AMD	244,437
	Other	thousand AMD	245,638
1.1.3	Data transfer services , including:	thousand AMD	2,704,300
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	527,685
	Mobile communication network services (through handsets)	thousand AMD	2,176,615
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	-
1.1.5	International roaming revenue (own subscribers)	thousand AMD	795,764
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	213,550
1.1.7	Revenue from interconnection including:	thousand AMD	3,191,958
	Voice services	thousand AMD	3,155,679
	SMS and MMS	thousand AMD	36,280
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	881,554
1.1.10	Other revenues	thousand AMD	178,664
2	Operating Expenses (OPEX), including:	thousand AMD	9,051,470
2.1	Interconnection expenses	thousand AMD	2,108,755
2.2	Line rental expenses	thousand AMD	153,272
2.3	Advertising and Marketing expenses	thousand AMD	533,644
2.4	Dealer commissions	thousand AMD	312,176
2.5	Payroll expenses	thousand AMD	2,114,306
2.6	Mobile network exploitation and maintenance	thousand AMD	249,054

	expenses		
2.7	Other OPEX	thousand AMD	3,580,264
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	5,988,512
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	3,451,389
5	Other operating income	thousand AMD	-
6	Non-operating income	thousand AMD	(468,311)
6.1	Financial income	thousand AMD	222,395
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	(266,057)
6.4	Other Non-Operating revenues/expenses	thousand AMD	(424,649)
7	Profit before taxation	thousand AMD	2,068,811
8	CAPEX	thousand AMD	1,161,120
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,106,006*
9.1.1	Prepaid subscribers	subs	1,735,930*
9.1.2	Postpaid subscribers	subs	370,076*
9.1.3	Broadband Internet subscribers (other than by phone)	subs	67,605
9.1.4	Subscribers using data services (by phone)	subs	1,191,001
9.2	Average revenue per active user (ARPU-3M)	AMD	2,217*
9.2.1	Prepaid subscribers	AMD	1,366*
9.2.2	Postpaid subscribers	AMD	3,132*
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,603
9.2.4	Subscribers using other data services	AMD	196,527
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	549*
9.3.1	Prepaid subscribers	minutes	505*
9.3.2	Postpaid subscribers	minutes	754*
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	15,092
9.3.4	Subscribers using other data services	Mb	-

9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	3.04
9.4.1	Prepaid subscribers	AMD	2.01
9.4.2	Postpaid subscribers	AMD	2.46
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		167,248
9.5.1	Prepaid subscribers	subs	133,462
9.5.2	Postpaid subscribers	subs	33,786
9.5.3	Broadband Internet subscribers (other than by phone)	subs	8,948
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		160,321**
9.6.1	Prepaid subscribers	subs	124,217**
9.6.2	Postpaid subscribers	subs	36,104**
9.6.3	Broadband Internet subscribers (other than by phone)	subs	9,574
9.6.4	Subscribers using other data services	subs	-

* Updated data

** Revised based on updated data