

“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q3, 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	15,355,506
1.1.1	Revenues from voice services	thousand AMD	5,186,157
1.1.2	revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	563,188
	SMS and MMS	thousand AMD	411,149
	Other	thousand AMD	152,040
1.1.3	Data transfer services , including:	thousand AMD	4,130,586
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	535,183
	Mobile communication network services (through handsets)	thousand AMD	3,595,403
	Other	thousand AMD	-
1.1.4	Revenue from SMS and MMS	thousand AMD	-
1.1.5	International roaming revenue (own subscribers)	thousand AMD	622,459
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	249,889
1.1.7	Revenue from interconnection including:	thousand AMD	3,261,305
	Voice services	thousand AMD	3,218,414
	SMS and MMS	thousand AMD	42,891
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	863,545
1.1.10	Other revenues	thousand AMD	478,376
2	Operating Expenses (OPEX), including:	thousand AMD	8,106,079
2.1	Interconnection expenses	thousand AMD	1,851,779
2.2	Line rental expenses	thousand AMD	271,075
2.3	Advertising and Marketing expenses	thousand AMD	333,378
2.4	Dealer commissions	thousand AMD	135,292
2.5	Payroll expenses	thousand AMD	1,636,733
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	245,170

2.7	Other OPEX	thousand AMD	3,632,653
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	7,249,427
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	4,525,594
5	Other operating income	thousand AMD	-
6	Non-operating income	thousand AMD	4,451,712
6.1	Financial income	thousand AMD	138,816
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	(109,063)
6.4	Other Non-Operating revenues/expenses	thousand AMD	4,421,959
7	Profit before taxation	thousand AMD	7,175,545
8	CAPEX	thousand AMD	1,316,216
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,139,443
9.1.1	Prepaid subscribers	subs	1,810,456
9.1.2	Postpaid subscribers	subs	328,987
9.1.3	Broadband Internet subscribers (other than by phone)	subs	69,589
9.1.4	Subscribers using data services (by phone)	subs	1,366,895
9.2	Average revenue per active user (ARPU-3M)	AMD	2,202
9.2.1	Prepaid subscribers	AMD	1,372
9.2.2	Postpaid subscribers	AMD	3,144
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,506
9.2.4	Subscribers using other data services	AMD	79,947
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	576
9.3.1	Prepaid subscribers	minutes	545
9.3.2	Postpaid subscribers	minutes	744
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	14,392
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and	AMD	2.46

	incoming roaming) (APPM, APP Mb)		
9.4.1	Prepaid subscribers	AMD	1.49
9.4.2	Postpaid subscribers	AMD	1.89
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		187,091
9.5.1	Prepaid subscribers	subs	165,035
9.5.2	Postpaid subscribers	subs	22,056
9.5.3	Broadband Internet subscribers (other than by phone)	subs	9,462
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		155,251
9.6.1	Prepaid subscribers	subs	123,166
9.6.2	Postpaid subscribers	subs	32,085
9.6.3	Broadband Internet subscribers (other than by phone)	subs	10,945
9.6.4	Subscribers using other data services	subs	-