

“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q1, 2020

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	12,891,868
1.1.1	Revenues from voice services	thousand AMD	3,215,589
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	401,546
	SMS and MMS	thousand AMD	295,769
	Other	thousand AMD	105,777
1.1.3	Data transfer services , including:	thousand AMD	5,270,810
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	298,242
	Mobile communication network services (through handsets)	thousand AMD	4,972,568
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	178,420
1.1.5	International roaming revenue (own subscribers)	thousand AMD	248,407
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	119,046
1.1.7	Revenue from interconnection including:	thousand AMD	2,075,713
	Voice services	thousand AMD	2,061,500
	SMS and MMS	thousand AMD	14,213
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	995,062
1.1.10	Other revenues	thousand AMD	387,276
2	Operating Expenses (OPEX), including:	thousand AMD	7,359,664
2.1	Interconnection expenses	thousand AMD	1,148,330
2.2	Line rental expenses	thousand AMD	195,907
2.3	Advertising and Marketing expenses	thousand AMD	133,814
2.4	Dealer commissions	thousand AMD	131,730
2.5	Payroll expenses	thousand AMD	2,303,551
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	221,110
2.7	Other OPEX	thousand AMD	3,225,223
3	Operating Income Before Depreciation	thousand AMD	5,532,204

	Amortization (OIBDA)		
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	2,718,676
5	Other operating income	thousand AMD	
6	Non-operating income	thousand AMD	1,474,853
6.1	Financial income	thousand AMD	425,697
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	1,051,916
6.4	Other Non-Operating revenues/expenses	thousand AMD	(2,760)
7	Profit before taxation	thousand AMD	4,288,381
8	CAPEX	thousand AMD	1,846,707
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,162,820
9.1.1	Prepaid subscribers	subs	1,912,952
9.1.2	Postpaid subscribers	subs	249,868
9.1.3	Broadband Internet subscribers (other than by phone)	subs	52,767
9.1.4	Subscribers using data services (by phone)	subs	1,576,861
9.2	Average revenue per active user (ARPU-3M)	AMD	1,756
9.2.1	Prepaid subscribers	AMD	1,229
9.2.2	Postpaid subscribers	AMD	2,891
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	1,859
9.2.4	Subscribers using other data services	AMD	72,122
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	587
9.3.1	Prepaid subscribers	minutes	576
9.3.2	Postpaid subscribers	minutes	669
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	13,485
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	1.43
9.4.1	Prepaid subscribers	AMD	0.81
9.4.2	Postpaid subscribers	AMD	1.41



Annex
Approved by
Decision 274A issued by the
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as of 1 June, 2011

9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.14
9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		100,067
9.5.1	Prepaid subscribers	subs	92,562
9.5.2	Postpaid subscribers	subs	7,505
9.5.3	Broadband Internet subscribers (other than by phone)	subs	3,582
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		144,617
9.6.1	Prepaid subscribers	subs	132,033
9.6.2	Postpaid subscribers	subs	12,584
9.6.3	Broadband Internet subscribers (other than by phone)	subs	4,353
9.6.4	Subscribers using other data services	subs	-

*Capitalization by IFRS15, IFRS16 is not considered