

“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q3, 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	13,383,928
1.1.1	Revenues from voice services	thousand AMD	3,502,899
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	446,434
	SMS and MMS	thousand AMD	321,289
	Other	thousand AMD	125,145
1.1.3	Data transfer services , including:	thousand AMD	5,513,221
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	278,774
	Mobile communication network services (through handsets)	thousand AMD	5,234,448
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	181,825
1.1.5	International roaming revenue (own subscribers)	thousand AMD	242,197
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	83,510
1.1.7	Revenue from interconnection including:	thousand AMD	2,200,178
	Voice services	thousand AMD	2,183,575
	SMS and MMS	thousand AMD	16,604
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	794,193
1.1.10	Other revenues	thousand AMD	419,470
2	Operating Expenses (OPEX), including:	thousand AMD	

			6,776,502
2.1	Interconnection expenses	thousand AMD	1,215,826
2.2	Line rental expenses	thousand AMD	199,665
2.3	Advertising and Marketing expenses	thousand AMD	142,480
2.4	Dealer commissions	thousand AMD	140,650
2.5	Payroll expenses	thousand AMD	1,882,882
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	274,483
2.7	Other OPEX	thousand AMD	2,920,517
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	6,607,426
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	2,984,905
5	Other operating income	thousand AMD	
6	Non-operating income	thousand AMD	592,551
6.1	Financial income	thousand AMD	296,380
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	312,671
6.4	Other Non-Operating revenues/expenses	thousand AMD	(16,500)
7	Profit before taxation	thousand AMD	4,215,072
8	CAPEX	thousand AMD	2,495,280
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,106,272
9.1.1	Prepaid subscribers	subs	1,862,859
9.1.2	Postpaid subscribers	subs	243,413
9.1.3	Broadband Internet subscribers (other than by	subs	52,387

	phone)		
9.1.4	Subscribers using data services (by phone)	subs	1,532,682
9.2	Average revenue per active user (ARPU-3M)	AMD	1,949
9.2.1	Prepaid subscribers	AMD	1,403
9.2.2	Postpaid subscribers	AMD	2,939
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	1,785
9.2.4	Subscribers using other data services	AMD	73,551
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	718
9.3.1	Prepaid subscribers	minutes	709
9.3.2	Postpaid subscribers	minutes	790
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	13,047
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	1.32
9.4.1	Prepaid subscribers	AMD	0.77
9.4.2	Postpaid subscribers	AMD	1.23
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		108,294
9.5.1	Prepaid subscribers	subs	98,156
9.5.2	Postpaid subscribers	subs	10,138



Annex
Approved by
Decision 274A issued by the
RA Public Services Regulation Commission
as of 1 June, 2011

9.5.3	Broadband Internet subscribers (other than by phone)	subs	4,109
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		59,570
9.6.1	Prepaid subscribers	subs	47,722
9.6.2	Postpaid subscribers	subs	11,848
9.6.3	Broadband Internet subscribers (other than by phone)	subs	3,993
9.6.4	Subscribers using other data services	subs	-

*Capitalization by IFRS15, IFRS16 is not considered