

“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q4, 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	10,431,317
1.1.1	Revenues from voice services	thousand AMD	3,278,118
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	511,230
	SMS and MMS	thousand AMD	388,329
	Other	thousand AMD	122,901
1.1.3	Data transfer services , including:	thousand AMD	5,769,065
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	274,318
	Mobile communication network services (through handsets)	thousand AMD	5,494,748
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	188,615
1.1.5	International roaming revenue (own subscribers)	thousand AMD	156,144
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	61,359
1.1.7	Revenue from interconnection including:	thousand AMD	(297,133)
	Voice services	thousand AMD	(313,007)
	SMS and MMS	thousand AMD	15,874
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	406,062
1.1.10	Other revenues	thousand AMD	357,857
2	Operating Expenses (OPEX), including:	thousand AMD	5,355,898

2.1	Interconnection expenses	thousand AMD	(137,795)
2.2	Line rental expenses	thousand AMD	202,027
2.3	Advertising and Marketing expenses	thousand AMD	138,434
2.4	Dealer commissions	thousand AMD	144,144
2.5	Payroll expenses	thousand AMD	2,115,951
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	256,498
2.7	Other OPEX	thousand AMD	2,636,638
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	5,075,419
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	3,366,422
5	Other operating income	thousand AMD	
6	Non-operating income	thousand AMD	1,417,975
6.1	Financial income	thousand AMD	291,409
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	1,861,152
6.4	Other Non-Operating revenues/expenses	thousand AMD	(734,586)
7	Profit before taxation	thousand AMD	3,126,973
8	CAPEX	thousand AMD	5,918,109
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,146,888
9.1.1	Prepaid subscribers	subs	1,900,390
9.1.2	Postpaid subscribers	subs	246,498
9.1.3	Broadband Internet subscribers (other than by phone)	subs	53,675

9.1.4	Subscribers using data services (by phone)	subs	1,592,598
9.2	Average revenue per active user (ARPU-3M)	AMD	1,515
9.2.1	Prepaid subscribers	AMD	1,369
9.2.2	Postpaid subscribers	AMD	2,957
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	1,738
9.2.4	Subscribers using other data services	AMD	73,072
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	692
9.3.1	Prepaid subscribers	minutes	685
9.3.2	Postpaid subscribers	minutes	745
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	13,237
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	0.71
9.4.1	Prepaid subscribers	AMD	0.71
9.4.2	Postpaid subscribers	AMD	1.23
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.13
9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		146,687
9.5.1	Prepaid subscribers	subs	132,397
9.5.2	Postpaid subscribers	subs	14,290
9.5.3	Broadband Internet subscribers (other than by phone)	subs	5,190
9.5.4	Subscribers using other data services	subs	



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

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9.6	Churn		106,071
9.6.1	Prepaid subscribers	subs	<i>94,866</i>
9.6.2	Postpaid subscribers	subs	<i>11,205</i>
9.6.3	Broadband Internet subscribers (other than by phone)	subs	<i>4,337</i>
9.6.4	Subscribers using other data services	subs	-

*Capitalization by IFRS15, IFRS16 is not considered