

**“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q1, 2021**

	Main technical and economic indicators	Measurement units	
1	<b>Operating revenues, including:</b>	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	<b>11,452,397</b>
1.1.1	Revenues from voice services	thousand AMD	3,003,962
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	591,723
	SMS and MMS	thousand AMD	477,680
	Other	thousand AMD	114,043
1.1.3	Data transfer services, including:	thousand AMD	5,495,064
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	269,100
	Mobile communication network services (through handsets)	thousand AMD	5,225,964
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	176,887
1.1.5	International roaming revenue (own subscribers)	thousand AMD	134,901
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	61,905
1.1.7	Revenue from interconnection including:	thousand AMD	1,458,163
	Voice services	thousand AMD	1,442,920
	SMS and MMS	thousand AMD	15,244
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	144,448
1.1.10	Other revenues	thousand AMD	385,342
2	<b>Operating Expenses (OPEX), including:</b>	thousand AMD	<b>6,127,653</b>
2.1	Interconnection expenses	thousand AMD	741,433
2.2	Line rental expenses	thousand AMD	233,010
2.3	Advertising and Marketing expenses	thousand AMD	118,083
2.4	Dealer commissions	thousand AMD	131,006
2.5	Payroll expenses	thousand AMD	2,326,377
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	236,673
2.7	Other OPEX	thousand AMD	2,341,072
3	<b>Operating Income Before Depreciation</b>	thousand AMD	

	<b>Amortization (OIBDA)</b>		<b>5,324,744</b>
4	<b>Depreciation of fixed assets and amortization of intangible assets</b>	thousand AMD	<b>3,580,420</b>
5	<b>Other operating income</b>	thousand AMD	
6	<b>Non-operating income</b>	thousand AMD	<b>841,202</b>
6.1	Financial income	thousand AMD	282,279
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	452,050
6.4	Other Non-Operating revenues/expenses	thousand AMD	106,873
7	<b>Profit before taxation</b>	thousand AMD	<b>2,585,526</b>
8	<b>CAPEX</b>	thousand AMD	<b>1,337,314</b>
9	<b>Mobile connection indicators</b>		
9.1	Number of active subscribers (at the end of the reporting period)		<b>2,168,192</b>
9.1.1	Prepaid subscribers	subs	1,918,723
9.1.2	Postpaid subscribers	subs	249,469
9.1.3	Broadband Internet subscribers (other than by phone)	subs	53,576
9.1.4	Subscribers using data services (by phone)	subs	1,603,862
9.2	Average revenue per active user (ARPU-3M)	AMD	<b>1,688</b>
9.2.1	Prepaid subscribers	AMD	1,241
9.2.2	Postpaid subscribers	AMD	3,079
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	1,673
9.2.4	Subscribers using other data services	AMD	82,156
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	<b>642</b>
9.3.1	Prepaid subscribers	minutes	636
9.3.2	Postpaid subscribers	minutes	690
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	12,643
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	<b>1.09</b>
9.4.1	Prepaid subscribers	AMD	0.65
9.4.2	Postpaid subscribers	AMD	1.37



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

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		<b>119,898</b>
9.5.1	Prepaid subscribers	subs	100,401
9.5.2	Postpaid subscribers	subs	19,497
9.5.3	Broadband Internet subscribers (other than by phone)	subs	7,794
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		<b>98,594</b>
9.6.1	Prepaid subscribers	subs	82,068
9.6.2	Postpaid subscribers	subs	16,526
9.6.3	Broadband Internet subscribers (other than by phone)	subs	6,137
9.6.4	Subscribers using other data services	subs	-

\*Capitalization by IFRS15, IFRS16 is not considered