

“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q4, 2021

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	12,473,395
1.1.1	Revenues from voice services	thousand AMD	3,185,641
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	851,430
	SMS and MMS	thousand AMD	612,269
	Other	thousand AMD	239,160
1.1.3	Data transfer services, including:	thousand AMD	6,301,116
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	252,260
	Mobile communication network services (through handsets)	thousand AMD	6,048,857
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	191,422
1.1.5	International roaming revenue (own subscribers)	thousand AMD	130,376
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	117,061
1.1.7	Revenue from interconnection including:	thousand AMD	1,056,837
	Voice services	thousand AMD	1,038,293
	SMS and MMS	thousand AMD	18,544
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	214,633
1.1.10	Other revenues	thousand AMD	424,880
2	Operating Expenses (OPEX), including:	thousand AMD	

			6,851,223
2.1	Interconnection expenses	thousand AMD	818,487
2.2	Line rental expenses	thousand AMD	224,849
2.3	Advertising and Marketing expenses	thousand AMD	223,969
2.4	Dealer commissions	thousand AMD	147,904
2.5	Payroll expenses	thousand AMD	2,499,165
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	247,407
2.7	Other OPEX	thousand AMD	2,689,442
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	5,622,173
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	3,495,840
5	Other operating income	thousand AMD	
6	Non-operating income	thousand AMD	(652,008)
6.1	Financial income	thousand AMD	260,232
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	(299,956)
6.4	Other Non-Operating revenues/expenses	thousand AMD	(612,284)
7	Profit before taxation	thousand AMD	1,474,325
8	CAPEX	thousand AMD	6,363,837
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,231,838
9.1.1	Prepaid subscribers	subs	1,969,697
9.1.2	Postpaid subscribers	subs	262,141
9.1.3	Broadband Internet subscribers (other than by	subs	54,649

	phone)		
9.1.4	Subscribers using data services (by phone)	subs	1,705,343
9.2	Average revenue per active user (ARPU-3M)	AMD	1,770
9.2.1	Prepaid subscribers	AMD	1,380
9.2.2	Postpaid subscribers	AMD	3,222
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	1,539
9.2.4	Subscribers using other data services	AMD	74,221
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	673
9.3.1	Prepaid subscribers	minutes	662
9.3.2	Postpaid subscribers	minutes	757
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	11,162
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	0.96
9.4.1	Prepaid subscribers	AMD	0.65
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		145,288
9.5.1	Prepaid subscribers	subs	128,611
9.5.2	Postpaid subscribers	subs	16,677



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	3,931
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		139,867
9.6.1	Prepaid subscribers	subs	128,375
9.6.2	Postpaid subscribers	subs	11,492
9.6.3	Broadband Internet subscribers (other than by phone)	subs	2,523
9.6.4	Subscribers using other data services	subs	-

*Capitalization by IFRS15, IFRS16 is not considered