

**“K-Telecom” CJSC Report On the Main Economic and Technical Indicators of Mobile Services for Q1, 2015**

	Main technical and economic indicators	Measurement units	
1	<b>Operating revenues, including:</b>	thousand AMD	
1.1	<b>Revenues from mobile communication and associated activity</b>	thousand AMD	<b>16,920,809</b>
1.1.1	Revenues from voice services	thousand AMD	7,960,491
1.1.2	revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	568,433
	SMS and MMS	thousand AMD	316,657
	Other	thousand AMD	251,776
1.1.3	Data transfer services , including:	thousand AMD	2,140,049
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	663,959
	Mobile communication network services (through handsets)	thousand AMD	1,476,099
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	-
1.1.5	International roaming revenue (own subscribers)	thousand AMD	590,361
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	204,675
1.1.7	Revenue from interconnection including:	thousand AMD	4,771,947
	Voice services	thousand AMD	4,748,986
	SMS and MMS	thousand AMD	22,961
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	442,525
1.1.10	Other revenues	thousand AMD	242,330
2	<b>Operating Expenses (OPEX), including:</b>	thousand AMD	<b>8,724,337</b>
2.1	Interconnection expenses	thousand AMD	2,319,463
2.2	Line rental expenses	thousand AMD	128,067
2.3	Advertising and marketing expenses	thousand AMD	489,381
2.4	Dealer commissions	thousand AMD	382,144
2.5	Payroll expenses	thousand AMD	2,388,421
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	222,774

2.7	Other OPEX	thousand AMD	2,794,087
3	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	thousand AMD	<b>8,196,472</b>
4	<b>Depreciation of fixed assets and amortization of intangible assets</b>	thousand AMD	<b>3,329,908</b>
5	<b>Other operating income</b>	thousand AMD	-
6	<b>Non-operating income</b>	thousand AMD	<b>(357,686)</b>
6.1	Financial income	thousand AMD	154,993
6.2	Financial expenses	thousand AMD	(6,385)
6.3	Gain/loss from exchange rate differences	thousand AMD	(462,011)
6.4	Other Non-Operating revenues/expenses	thousand AMD	(44,282)
7	<b>Profit before taxation</b>	thousand AMD	<b>4,508,878</b>
8	<b>CAPEX</b>	thousand AMD	<b>908,194</b>
9	<b>Mobile connection indicators</b>		
9.1	<b>Number of active subscribers (at the end of the reporting period)</b>		<b>2,116,641</b>
9.1.1	Prepaid subscribers	subs	1,756,149
9.1.2	Postpaid subscribers	subs	360,492
9.1.3	Broadband Internet subscribers (other than by phone)	subs	75,715
9.1.4	Subscribers using data services (by phone)	subs	1,051,251
9.2	<b>Average revenue per active user (ARPU-3M)</b>	AMD	<b>2,543</b>
9.2.1	Prepaid subscribers	AMD	1,391
9.2.2	Postpaid subscribers	AMD	3,583
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,840
9.2.4	Subscribers using other data services	AMD	30,769
9.3	<b>Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)</b>	minutes	<b>493</b>
9.3.1	Prepaid subscribers	minutes	455
9.3.2	Postpaid subscribers	minutes	678
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	10,420
9.3.4	Subscribers using other data services	Mb	-
9.4	<b>Unit price (including interconnection and incoming roaming) (APPM, APP Mb)</b>	AMD	<b>4.21</b>

9.4.1	Prepaid subscribers	AMD	2.46
9.4.2	Postpaid subscribers	AMD	3.48
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.27
9.4.4	Subscribers using other data services	AMD	-
9.5	<b>New Activations</b>		<b>157,153</b>
9.5.1	Prepaid subscribers	subs	119,590
9.5.2	Postpaid subscribers	subs	37,563
9.5.3	Broadband Internet subscribers (other than by phone)	subs	8,070
9.5.4	Subscribers using other data services	subs	-
9.6	<b>Churn</b>		<b>185,978</b>
9.6.1	Prepaid subscribers	subs	143,174
9.6.2	Postpaid subscribers	subs	42,804
9.6.3	Broadband Internet subscribers (other than by phone)	subs	15,112
9.6.4	Subscribers using other data services	subs	-