

“K-Telecom” CJSC Report On the Main Economic and Technical Indicators of Mobile Services for Q1, 2016

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	14,151,293
1.1.1	Revenues from voice services	thousand AMD	6,690,413
1.1.2	revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	474,757
	SMS and MMS	thousand AMD	249,210
	Other	thousand AMD	225,547
1.1.3	Data transfer services , including:	thousand AMD	2,437,802
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	546,911
	Mobile communication network services (through handsets)	thousand AMD	1,890,891
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	-
1.1.5	International roaming revenue (own subscribers)	thousand AMD	464,713
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	143,803
1.1.7	Revenue from interconnection including:	thousand AMD	2,891,406
	Voice services	thousand AMD	2,857,245
	SMS and MMS	thousand AMD	34,161
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	813,140
1.1.10	Other revenues	thousand AMD	235,259
2	Operating Expenses (OPEX), including:	thousand AMD	8,490,389
2.1	Interconnection expenses	thousand AMD	1,925,268
2.2	Line rental expenses	thousand AMD	115,531
2.3	Advertising and Marketing expenses	thousand AMD	386,192
2.4	Dealer commissions	thousand AMD	286,274
2.5	Payroll expenses	thousand AMD	2,322,935
2.6	Mobile network exploitation and maintenance	thousand AMD	258,927

	expenses		
2.7	Other OPEX	thousand AMD	3,195,262
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	5,660,904
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	3,348,746
5	Other operating income	thousand AMD	-
6	Non-operating income	thousand AMD	(11,477)
6.1	Financial income	thousand AMD	223,269
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	(240,722)
6.4	Other Non-Operating revenues/expenses	thousand AMD	5,975
7	Profit before taxation	thousand AMD	2,300,681
8	CAPEX	thousand AMD	671,934
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,099,079
9.1.1	Prepaid subscribers	subs	1,726,685
9.1.2	Postpaid subscribers	subs	372,394
9.1.3	Broadband Internet subscribers (other than by phone)	subs	68,231
9.1.4	Subscribers using data services (by phone)	subs	1,059,078
9.2	Average revenue per active user (ARPU-3M)	AMD	2,075
9.2.1	Prepaid subscribers	AMD	1,251
9.2.2	Postpaid subscribers	AMD	3,242
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,641
9.2.4	Subscribers using other data services	AMD	58,624
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	507
9.3.1	Prepaid subscribers	minutes	464
9.3.2	Postpaid subscribers	minutes	712
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	16,285
9.3.4	Subscribers using other data services	Mb	-

9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	3.12
9.4.1	Prepaid subscribers	AMD	2.04
9.4.2	Postpaid subscribers	AMD	2.78
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.16
9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		143,131
9.5.1	Prepaid subscribers	subs	102,720
9.5.2	Postpaid subscribers	subs	40,411
9.5.3	Broadband Internet subscribers (other than by phone)	subs	8,134
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		159,188
9.6.1	Prepaid subscribers	subs	136,699
9.6.2	Postpaid subscribers	subs	22,489
9.6.3	Broadband Internet subscribers (other than by phone)	subs	10,746
9.6.4	Subscribers using other data services	subs	-