

In pursuance of the Decision 432A issued by the RA Public Services Regulation Commission dated 23 September, 2011 K-Telecom CJSC presents Report on the Main economic and technical indicators of mobile services for Q2, 2013.

|        | <b>Main economic and technical indicators</b>                 | <b>Measurement units</b> |                   |
|--------|---|--------------------------|-------------------|
| 1      | <b>Total operating revenues, including:</b>                   | <b>thousand AMD</b>      |                   |
| 1.1    | <b>Revenues from mobile business and other services</b>       | <b>thousand AMD</b>      | <b>19,823,448</b> |
| 1.1.1  | Voice/Airtime revenue   | thousand AMD             | 10,825,452        |
| 1.1.2  | VAS revenues (excluding revenue for data transfer), including | thousand AMD             | 641,800           |
|        | SMS and MMS   | thousand AMD             | 371,212           |
|        | other   | thousand AMD             | 270,589           |
| 1.1.3  | Data transferring, including                                  | thousand AMD             | 1,623,979         |
|        | through USB modems  | thousand AMD             | 846,911           |
|        | through mobile phones   | thousand AMD             | 777,068           |
|        | other   | thousand AMD             | -                 |
| 1.1.4  | SMS and MMS revenues  | thousand AMD             | -                 |
| 1.1.5  | International roaming (own subscribers)                       | thousand AMD             | 1,088,501         |
| 1.1.6  | International roaming (guest subscribers)                     | thousand AMD             | 206,183           |
| 1.1.7  | Interconnection, including                                    | thousand AMD             | 5,094,623         |
|        | Voice services  | thousand AMD             | 5,065,482         |
|        | SMS and MMS   | thousand AMD             | 29,141            |
| 1.1.8  | Line rental   | thousand AMD             | 218               |
| 1.1.9  | Handset and accessories                                       | thousand AMD             | 142,857           |
| 1.1.10 | Other revenue   | thousand AMD             | 199,835           |
| 2      | <b>OPEX (VAT excl.), including:</b>                           | thousand AMD             | <b>9,454,092</b>  |
| 2.1    | Interconnection   | thousand AMD             | 2,940,438         |
| 2.2    | Line rental   | thousand AMD             | 117,662           |
| 2.3    | Advertising and Marketing expenses                            | thousand AMD             | 649,627           |
| 2.4    | Dealer commissions  | thousand AMD             | 483,544           |
| 2.5    | Payroll   | thousand AMD             | 2,191,270         |
| 2.6    | Network repair and maintenance                                | thousand AMD             | 328,047           |
| 2.7    | Other OPEX  | thousand AMD             | 2,743,503         |
| 3      | <b>OIBDA</b>  | thousand AMD             | <b>10,369,356</b> |
| 4      | <b>Amortization and depreciation</b>                          | thousand AMD             | <b>4,529,039</b>  |
| 5      | <b>Other operating revenue/ (expense)</b>                     | thousand AMD             | -                 |
| 6      | <b>Non Operating revenue / (expense)</b>                      | thousand AMD             | <b>(610,973)</b>  |
| 6.1    | Financial income  | thousand AMD             | <b>489,649</b>    |
| 6.2    | Financial expense   | thousand AMD             | -                 |
| 6.3    | Revenue/(loss) from exchange rate dif.                        | thousand AMD             | <b>(604,756)</b>  |
| 6.4    | Other Non Operating revenue/(expense)                         | thousand AMD             | <b>(495,866)</b>  |
| 7      | <b>Profit/(Loss) before tax</b>                               | thousand AMD             | <b>5,229,343</b>  |
|        | <b>CAPEX</b>  | thousand AMD             | <b>3,333,958</b>  |
| 9      | <b>Mobile services indicators</b>                             |                          | -                 |
| 9.1    | <b>Number of active subscribers (3M)</b>                      |                          | <b>2,022,423</b>  |
| 9.1.1  | <i>Prepaid subscribers</i>                                    | <i>subs</i>              | <i>1,662,981</i>  |
| 9.1.2  | <i>Postpaid subscribers</i>                                   | <i>subs</i>              | <i>359,442</i>    |

|       | <b>Main economic and technical indicators</b>             | <b>Measurement units</b> |                |
|-------|---|--------------------------|----------------|
| 9.1.3 | <i>Broadband internet customers (other than by phone)</i> | <i>subs</i>              | 95,153         |
| 9.1.4 | <i>Subscribers using data services (by phone)</i>         | <i>subs</i>              | 909,142        |
| 9.2   | <b>ARPU-3M</b>  | <b>AMD</b>               | <b>3,224</b>   |
| 9.2.1 | <i>Prepaid subscribers</i>                                | <i>AMD</i>               | 1,957          |
| 9.2.2 | <i>Postpaid subscribers</i>                               | <i>AMD</i>               | 4,181          |
| 9.2.3 | <i>Broadband internet customers (other than by phone)</i> | <i>AMD</i>               | 3,020          |
| 9.2.4 | <i>Subscribers using other data services</i>              | <i>AMD</i>               | 89,698         |
| 9.3   | <b>MoU, MbOU</b>  | <b>minutes</b>           | <b>428</b>     |
| 9.3.1 | <i>Prepaid subscribers</i>                                | <i>minutes</i>           | 370            |
| 9.3.2 | <i>Postpaid subscribers</i>                               | <i>minutes</i>           | 700            |
| 9.3.3 | <i>Broadband internet customers (other than by phone)</i> | <i>Mb</i>                | 7,650          |
| 9.3.4 | <i>Subscribers using other data services</i>              | <i>Mb</i>                | -              |
| 9.4   | <b>APPM, APP Mb</b>                                       | <b>AMD</b>               | <b>6.55</b>    |
| 9.4.1 | <i>Prepaid subscribers</i>                                | <i>AMD</i>               | 4.67           |
| 9.4.2 | <i>Postpaid subscribers</i>                               | <i>AMD</i>               | 4.35           |
| 9.4.3 | <i>Broadband internet customers (other than by phone)</i> | <i>AMD</i>               | 0.39           |
| 9.4.4 | <i>Subscribers using other data services</i>              | <i>AMD</i>               | -              |
| 9.5   | <b>Gross additions</b>                                    |                          | <b>180,230</b> |
| 9.5.1 | <i>Prepaid subscribers</i>                                | <i>subs</i>              | 130,659        |
| 9.5.2 | <i>Postpaid subscribers</i>                               | <i>subs</i>              | 49,571         |
| 9.5.3 | <i>Broadband internet customers (other than by phone)</i> | <i>subs</i>              | 15,141         |
| 9.5.4 | <i>Subscribers using other data services</i>              | <i>subs</i>              | -              |
| 9.6   | <b>Churn</b>  |                          | <b>167,191</b> |
| 9.6.1 | <i>Prepaid subscribers</i>                                | <i>subs</i>              | 129,774        |
| 9.6.2 | <i>Postpaid subscribers</i>                               | <i>subs</i>              | 37,417         |
| 9.6.3 | <i>Broadband internet customers (other than by phone)</i> | <i>subs</i>              | 11,319         |
| 9.6.4 | <i>Subscribers using other data services</i>              | <i>subs</i>              | -              |