

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 Q3, 2014.

| | Main economic and technical indicators | Measurement units | |
|--------|---|-------------------|-------------------|
| 1 | Total operating revenues, including: | thousand AMD | |
| 1.1 | Revenues from mobile business and other services | thousand AMD | 22,065,810 |
| 1.1.1 | Voice/Airtime revenue | thousand AMD | 10,140,212 |
| 1.1.2 | VAS revenues (excluding revenue for data transfer), including | thousand AMD | 609,733 |
| | SMS and MMS | thousand AMD | 367,679 |
| | other | thousand AMD | 242,054 |
| 1.1.3 | Data transferring, including | thousand AMD | 2,153,189 |
| | through USB modems | thousand AMD | 723,066 |
| | through mobile phones | thousand AMD | 1,430,123 |
| | other | thousand AMD | |
| 1.1.4 | SMS and MMS revenues | thousand AMD | - |
| 1.1.5 | International roaming (own subscribers) | thousand AMD | 1,541,294 |
| 1.1.6 | International roaming (guest subscribers) | thousand AMD | 375,081 |
| 1.1.7 | Interconnection, including | thousand AMD | 6,661,066 |
| | Voice services | thousand AMD | 6,623,261 |
| | SMS and MMS | thousand AMD | 37,805 |
| 1.1.8 | Line rental | thousand AMD | - |
| 1.1.9 | Handset and accessories | thousand AMD | 354,484 |
| 1.1.10 | Other revenue | thousand AMD | 230,751 |
| 2 | OPEX (VAT excl.), including: | thousand AMD | 9,951,095 |
| 2.1 | Interconnection | thousand AMD | 3,480,665 |
| 2.2 | Line rental | thousand AMD | 126,288 |
| 2.3 | Advertising and Marketing expenses | thousand AMD | 537,088 |
| 2.4 | Dealer commissions | thousand AMD | 507,837 |
| 2.5 | Payroll | thousand AMD | 2,187,119 |
| 2.6 | Network repair and maintenance | thousand AMD | 300,672 |
| 2.7 | Other OPEX | thousand AMD | 2,811,426 |
| 3 | OIBDA | thousand AMD | 12,114,715 |
| 4 | Amortization and depreciation | thousand AMD | 3,311,524 |
| 5 | Other operating revenue/ (expense) | thousand AMD | - |
| 6 | Non-Operating revenue / (expense) | thousand AMD | (18,064) |
| 6.1 | Financial income | thousand AMD | 216,079 |
| 6.2 | Financial expense | thousand AMD | (1,468) |
| 6.3 | Revenue/(loss) from exchange rate dif. | thousand AMD | (76,538) |

| | | | |
|-------|---|----------------|------------------|
| 6.4 | Other Non-Operating revenue/(expense) | thousand AMD | (156,137) |
| 7 | Profit/(Loss) before tax | thousand AMD | 8,785,127 |
| | CAPEX | thousand AMD | 1,916,476 |
| 9 | Mobile services indicators | | |
| 9.1 | Number of active subscribers (3M) | | 2,149,440 |
| 9.1.1 | <i>Prepaid subscribers</i> | <i>subs</i> | 1,780,846 |
| 9.1.2 | <i>Postpaid subscribers</i> | <i>subs</i> | 368,594 |
| 9.1.3 | <i>Broadband internet customers (other than by phone)</i> | <i>subs</i> | 83,691 |
| 9.1.4 | <i>Subscribers using data services (by phone)</i> | <i>subs</i> | 1,028,506 |
| 9.2 | ARPU-3M | AMD | 3,357 |
| 9.2.1 | <i>Prepaid subscribers</i> | <i>AMD</i> | 1,906 |
| 9.2.2 | <i>Postpaid subscribers</i> | <i>AMD</i> | 3,927 |
| 9.2.3 | <i>Broadband internet customers (other than by phone)</i> | <i>AMD</i> | 2,863 |
| 9.2.4 | <i>Subscribers using other data services</i> | <i>AMD</i> | 27,831 |
| 9.3 | MoU, MbOU | minutes | 527 |
| 9.3.1 | <i>Prepaid subscribers</i> | <i>minutes</i> | 478 |
| 9.3.2 | <i>Postpaid subscribers</i> | <i>minutes</i> | 755 |
| 9.3.3 | <i>Broadband internet customers (other than by phone)</i> | <i>Mb</i> | 8,710 |
| 9.3.4 | <i>Subscribers using other data services</i> | <i>Mb</i> | - |
| 9.4 | APPM, APP Mb | AMD | 5.41 |
| 9.4.1 | <i>Prepaid subscribers</i> | <i>AMD</i> | 3.39 |
| 9.4.2 | <i>Postpaid subscribers</i> | <i>AMD</i> | 3.56 |
| 9.4.3 | <i>Broadband internet customers (other than by phone)</i> | <i>AMD</i> | 0.33 |
| 9.4.4 | <i>Subscribers using other data services</i> | <i>AMD</i> | - |
| 9.5 | Gross additions | | 218,912 |
| 9.5.1 | <i>Prepaid subscribers</i> | <i>subs</i> | 183,473 |
| 9.5.2 | <i>Postpaid subscribers</i> | <i>subs</i> | 35,439 |
| 9.5.3 | <i>Broadband internet customers (other than by phone)</i> | <i>subs</i> | 11,903 |
| 9.5.4 | <i>Subscribers using other data services</i> | <i>subs</i> | - |
| 9.6 | Churn | | 191,303 |
| 9.6.1 | <i>Prepaid subscribers</i> | <i>subs</i> | 147,370 |
| 9.6.2 | <i>Postpaid subscribers</i> | <i>subs</i> | 43,933 |
| 9.6.3 | <i>Broadband internet customers (other than by phone)</i> | <i>subs</i> | 13,236 |
| 9.6.4 | <i>Subscribers using other data services</i> | <i>subs</i> | - |