

“K-Telecom” CJSC Report On the Main Economic and Technical Indicators of Mobile Services for Q4, 2014

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	19,572,383
1.1.1	Revenues from voice services	thousand AMD	9,177,240
1.1.2	revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	652,834
	SMS and MMS	thousand AMD	352,026
	Other	thousand AMD	300,807
1.1.3	Data transfer services , including:	thousand AMD	2,210,328
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	709,033
	Mobile communication network services (through handsets)	thousand AMD	1,501,295
	Other	thousand AMD	-
1.1.4	Revenue from SMS and MMS	thousand AMD	-
1.1.5	International roaming revenue (own subscribers)	thousand AMD	903,631
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	256,232
1.1.7	Revenue from interconnection including:	thousand AMD	5,666,020
	Voice services	thousand AMD	5,640,094
	SMS and MMS	thousand AMD	25,926
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	423,476
1.1.10	Other revenues	thousand AMD	282,622
2	Operating Expenses (OPEX), including:	thousand AMD	10,395,382
2.1	Interconnection expenses	thousand AMD	2,828,081
2.2	Line rental expenses	thousand AMD	124,243
2.3	Advertising and Marketing expenses	thousand AMD	762,317
2.4	Dealer commissions	thousand AMD	483,499
2.5	Payroll expenses	thousand AMD	2,020,431
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	318,024

2.7	Other OPEX	thousand AMD	3,858,788
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	9,177,001
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	3,285,559
5	Other operating income	thousand AMD	-
6	Non-operating income	thousand AMD	1,975,572
6.1	Financial income	thousand AMD	14,490
6.2	Financial expenses	thousand AMD	(2,311)
6.3	Gain/loss from exchange rate differences	thousand AMD	2,872,139
6.4	Other Non-Operating revenues/expenses	thousand AMD	(908,747)
7	Profit before taxation	thousand AMD	7,867,014
8	CAPEX	thousand AMD	6,964,737
9	Mobile connection indicators		-
9.1	Number of active subscribers (at the end of the reporting period)		2,145,466
9.1.1	Prepaid subscribers	subs	1,779,733
9.1.2	Postpaid subscribers	subs	365,733
9.1.3	Broadband Internet subscribers (other than by phone)	subs	82,757
9.1.4	Subscribers using data services (by phone)	subs	1,052,398
9.2	Average revenue per active user (ARPU-3M)	AMD	2,933
9.2.1	Prepaid subscribers	AMD	1,636
9.2.2	Postpaid subscribers	AMD	3,841
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,852
9.2.4	Subscribers using other data services	AMD	32,336
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	523
9.3.1	Prepaid subscribers	minutes	477
9.3.2	Postpaid subscribers	minutes	743
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	9,723
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	4.66

9.4.1	Prepaid subscribers	AMD	2.83
9.4.2	Postpaid subscribers	AMD	3.42
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.29
9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		198,962
9.5.1	Prepaid subscribers	subs	157,527
9.5.2	Postpaid subscribers	subs	41,435
9.5.3	Broadband Internet subscribers (other than by phone)	subs	12,510
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		202,936
9.6.1	Prepaid subscribers	subs	158,640
9.6.2	Postpaid subscribers	subs	44,296
9.6.3	Broadband Internet subscribers (other than by phone)	subs	13,444
9.6.4	Subscribers using other data services	subs	-