

“K-Telecom” CJSC Report On the Main Economic and Technical Indicators of Mobile Services for Q4, 2015

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	16,481,345
1.1.1	Revenues from voice services	thousand AMD	7,820,567
1.1.2	revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	514,192
	SMS and MMS	thousand AMD	279,151
	Other	thousand AMD	235,041
1.1.3	Data transfer services , including:	thousand AMD	2,428,969
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	563,909
	Mobile communication network services (through handsets)	thousand AMD	1,865,060
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	-
1.1.5	International roaming revenue (own subscribers)	thousand AMD	674,333
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	271,990
1.1.7	Revenue from interconnection including:	thousand AMD	3,815,896
	Voice services	thousand AMD	3,779,083
	SMS and MMS	thousand AMD	36,813
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	542,480
1.1.10	Other revenues	thousand AMD	412,917
2	Operating Expenses (OPEX), including:	thousand AMD	8,817,865
2.1	Interconnection expenses	thousand AMD	2,354,151
2.2	Line rental expenses	thousand AMD	105,335
2.3	Advertising and Marketing expenses	thousand AMD	598,650
2.4	Dealer commissions	thousand AMD	367,464
2.5	Payroll expenses	thousand AMD	2,058,873
2.6	Mobile network exploitation and maintenance	thousand AMD	234,235

	expenses		
2.7	Other OPEX	thousand AMD	3,099,156
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	7,663,480
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	3,283,113
5	Other operating income	thousand AMD	-
6	Non-operating income	thousand AMD	(545,308)
6.1	Financial income	thousand AMD	200,711
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	409,189
6.4	Other Non-Operating revenues/expenses	thousand AMD	(1,155,209)
7	Profit before taxation	thousand AMD	3,835,059
8	CAPEX	thousand AMD	6,538,905
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,115,136
9.1.1	Prepaid subscribers	subs	1,760,664
9.1.2	Postpaid subscribers	subs	354,472
9.1.3	Broadband Internet subscribers (other than by phone)	subs	70,843
9.1.4	Subscribers using data services (by phone)	subs	1,061,110
9.2	Average revenue per active user (ARPU-3M)	AMD	2,444
9.2.1	Prepaid subscribers	AMD	1,452
9.2.2	Postpaid subscribers	AMD	3,556
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,645
9.2.4	Subscribers using other data services	AMD	56,733
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	533
9.3.1	Prepaid subscribers	minutes	485
9.3.2	Postpaid subscribers	minutes	774
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	11,814
9.3.4	Subscribers using other data services	Mb	-

9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	3.62
9.4.1	Prepaid subscribers	AMD	2.35
9.4.2	Postpaid subscribers	AMD	2.92
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.22
9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		172,596
9.5.1	Prepaid subscribers	subs	136,738
9.5.2	Postpaid subscribers	subs	35,858
9.5.3	Broadband Internet subscribers (other than by phone)	subs	8,818
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		184,057
9.6.1	Prepaid subscribers	subs	152,152
9.6.2	Postpaid subscribers	subs	31,905
9.6.3	Broadband Internet subscribers (other than by phone)	subs	10,444
9.6.4	Subscribers using other data services	subs	-