

**“K-Telecom” CJSC Report On the Main Economic and Technical Indicators of Mobile Services for Q3, 2016**

	Main technical and economic indicators	Measurement units	
1	<b>Operating revenues, including:</b>	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	15,873,300
1.1.1	Revenues from voice services	thousand AMD	6,496,954
1.1.2	revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	504,819
	SMS and MMS	thousand AMD	260,762
	Other	thousand AMD	244,057
1.1.3	Data transfer services , including:	thousand AMD	3,215,319
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	543,585
	Mobile communication network services (through handsets)	thousand AMD	2,671,734
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	-
1.1.5	International roaming revenue (own subscribers)	thousand AMD	849,148
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	264,794
1.1.7	Revenue from interconnection including:	thousand AMD	3,266,240
	Voice services	thousand AMD	3,214,538
	SMS and MMS	thousand AMD	51,702
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	992,181
1.1.10	Other revenues	thousand AMD	283,845
2	<b>Operating Expenses (OPEX), including:</b>	thousand AMD	<b>8,166,079</b>
2.1	Interconnection expenses	thousand AMD	2,133,589
2.2	Line rental expenses	thousand AMD	229,920
2.3	Advertising and Marketing expenses	thousand AMD	521,491
2.4	Dealer commissions	thousand AMD	325,031
2.5	Payroll expenses	thousand AMD	1,406,647
2.6	Mobile network exploitation and maintenance	thousand AMD	130,160

	expenses		
2.7	Other OPEX	thousand AMD	3,419,242
3	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	thousand AMD	<b>7,707,221</b>
4	<b>Depreciation of fixed assets and amortization of intangible assets</b>	thousand AMD	<b>3,569,134</b>
5	<b>Other operating income</b>	thousand AMD	-
6	<b>Non-operating income</b>	thousand AMD	<b>(241,437)</b>
6.1	Financial income	thousand AMD	179,157
6.2	Financial expenses	thousand AMD	0
6.3	Gain/loss from exchange rate differences	thousand AMD	(116,799)
6.4	Other Non-Operating revenues/expenses	thousand AMD	(303,795)
7	<b>Profit before taxation</b>	thousand AMD	<b>3,896,651</b>
8	<b>CAPEX</b>	thousand AMD	<b>1,204,192</b>
9	<b>Mobile connection indicators</b>		
9.1	Number of active subscribers (at the end of the reporting period)		2,112,606
9.1.1	Prepaid subscribers	subs	1,761,273
9.1.2	Postpaid subscribers	subs	351,333
9.1.3	Broadband Internet subscribers (other than by phone)	subs	72,368
9.1.4	Subscribers using data services (by phone)	subs	1,259,602
9.2	Average revenue per active user (ARPU-3M)	AMD	2,307
9.2.1	Prepaid subscribers	AMD	1,457
9.2.2	Postpaid subscribers	AMD	3,164
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,569
9.2.4	Subscribers using other data services	AMD	181,115
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	562
9.3.1	Prepaid subscribers	minutes	524
9.3.2	Postpaid subscribers	minutes	748
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	15,339
9.3.4	Subscribers using other data services	Mb	-

9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	2.97
9.4.1	Prepaid subscribers	AMD	1.94
9.4.2	Postpaid subscribers	AMD	2.42
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.17
9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		197,014
9.5.1	Prepaid subscribers	subs	160,618
9.5.2	Postpaid subscribers	subs	36,396
9.5.3	Broadband Internet subscribers (other than by phone)	subs	15,001
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		190,414
9.6.1	Prepaid subscribers	subs	135,275
9.6.2	Postpaid subscribers	subs	55,139
9.6.3	Broadband Internet subscribers (other than by phone)	subs	10,238
9.6.4	Subscribers using other data services	subs	-