

“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q1, 2017

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	12,866,812
1.1.1	Revenues from voice services	thousand AMD	4,873,376
1.1.2	revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	547,415
	SMS and MMS	thousand AMD	252,791
	Other	thousand AMD	294,625
1.1.3	Data transfer services , including:	thousand AMD	3,330,031
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	576,255
	Mobile communication network services (through handsets)	thousand AMD	2,753,776
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	-
1.1.5	International roaming revenue (own subscribers)	thousand AMD	407,800
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	154,166
1.1.7	Revenue from interconnection including:	thousand AMD	2,684,975
	Voice services	thousand AMD	2,641,534
	SMS and MMS	thousand AMD	43,441
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	528,635
1.1.10	Other revenues	thousand AMD	340,413
2	Operating Expenses (OPEX), including:	thousand AMD	7,534,625
2.1	Interconnection expenses	thousand AMD	1,584,417
2.2	Line rental expenses	thousand AMD	227,901
2.3	Advertising and Marketing expenses	thousand AMD	329,057
2.4	Dealer commissions	thousand AMD	199,880
2.5	Payroll expenses	thousand AMD	2,151,910
2.6	Mobile network exploitation and maintenance	thousand AMD	132,920

	expenses		
2.7	Other OPEX	thousand AMD	2,908,539
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	5,332,188
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	4,418,101
5	Other operating income	thousand AMD	-
6	Non-operating income	thousand AMD	(1,879,345)
6.1	Financial income	thousand AMD	159,214
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	(61,393)
6.4	Other Non-Operating revenues/expenses	thousand AMD	(1,977,166)
7	Profit before taxation	thousand AMD	(965,258)
8	CAPEX	thousand AMD	463,208
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,074,429
9.1.1	Prepaid subscribers	subs	1,730,038
9.1.2	Postpaid subscribers	subs	344,391
9.1.3	Broadband Internet subscribers (other than by phone)	subs	74,523
9.1.4	Subscribers using data services (by phone)	subs	1,260,872
9.2	Average revenue per active user (ARPU-3M)	AMD	1,920
9.2.1	Prepaid subscribers	AMD	1,169
9.2.2	Postpaid subscribers	AMD	2,950
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,610
9.2.4	Subscribers using other data services	AMD	56,337
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	517
9.3.1	Prepaid subscribers	minutes	486
9.3.2	Postpaid subscribers	minutes	673
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	17,977
9.3.4	Subscribers using other data services	Mb	-

9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	2.45
9.4.1	Prepaid subscribers	AMD	1.48
9.4.2	Postpaid subscribers	AMD	2.13
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.15
9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		134,630
9.5.1	Prepaid subscribers	subs	102,363
9.5.2	Postpaid subscribers	subs	32,267
9.5.3	Broadband Internet subscribers (other than by phone)	subs	14,083
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		152,558
9.6.1	Prepaid subscribers	subs	114,773
9.6.2	Postpaid subscribers	subs	37,785
9.6.3	Broadband Internet subscribers (other than by phone)	subs	12,501
9.6.4	Subscribers using other data services	subs	-