

“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q2, 2019

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	13,782,021
1.1.1	Revenues from voice services	thousand AMD	3,634,821
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	486,893
	SMS and MMS	thousand AMD	392,576
	Other	thousand AMD	94,317
1.1.3	Data transfer services , including:	thousand AMD	4,982,219
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	343,764
	Mobile communication network services (through handsets)	thousand AMD	4,638,455
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	-
1.1.5	International roaming revenue (own subscribers)	thousand AMD	363,657
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	129,679
1.1.7	Revenue from interconnection including:	thousand AMD	2,471,265
	Voice services	thousand AMD	2,448,241
	SMS and MMS	thousand AMD	23,024
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	1,233,249
1.1.10	Other revenues	thousand AMD	480,239
2	Operating Expenses (OPEX), including:	thousand AMD	7,608,622
2.1	Interconnection expenses	thousand AMD	1,376,575
2.2	Line rental expenses	thousand AMD	247,704
2.3	Advertising and Marketing expenses	thousand AMD	210,276
2.4	Dealer commissions	thousand AMD	133,548
2.5	Payroll expenses	thousand AMD	2,185,676
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	207,269

2.7	Other OPEX	thousand AMD	3,247,575
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	6,173,399
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	4,453,344
5	Other operating income	thousand AMD	
6	Non-operating income	thousand AMD	(637,572)
6.1	Financial income	thousand AMD	235,272
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	(645,821)
6.4	Other Non-Operating revenues/expenses	thousand AMD	(227,023)
7	Profit before taxation	thousand AMD	1,082,483
8	CAPEX	thousand AMD	1,737,561
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,149,075
9.1.1	Prepaid subscribers	subs	1,881,525
9.1.2	Postpaid subscribers	subs	267,550
9.1.3	Broadband Internet subscribers (other than by phone)	subs	56,342
9.1.4	Subscribers using data services (by phone)	subs	1,529,179
9.2	Average revenue per active user (ARPU-3M)	AMD	1,887
9.2.1	Prepaid subscribers	AMD	1,281
9.2.2	Postpaid subscribers	AMD	2,852
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	1,979
9.2.4	Subscribers using other data services	AMD	75,060
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	617
9.3.1	Prepaid subscribers	minutes	602
9.3.2	Postpaid subscribers	minutes	718
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	11,157
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and	AMD	1.62

	incoming roaming) (APPM, APP Mb)		
9.4.1	Prepaid subscribers	AMD	0.93
9.4.2	Postpaid subscribers	AMD	1.41
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.18
9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		152,486
9.5.1	Prepaid subscribers	subs	140,909
9.5.2	Postpaid subscribers	subs	11,577
9.5.3	Broadband Internet subscribers (other than by phone)	subs	4,717
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		122,450
9.6.1	Prepaid subscribers	subs	103,486
9.6.2	Postpaid subscribers	subs	18,964
9.6.3	Broadband Internet subscribers (other than by phone)	subs	6,769
9.6.4	Subscribers using other data services	subs	-

*Capitalization by IFRS15, IFRS16 is not considered