

“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q4, 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	14,759,890
1.1.1	Revenues from voice services	thousand AMD	3,571,851
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	583,295
	SMS and MMS	thousand AMD	474,673
	Other	thousand AMD	108,622
1.1.3	Data transfer services , including:	thousand AMD	5,524,528
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	311,514
	Mobile communication network services (through handsets)	thousand AMD	5,213,014
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	-
1.1.5	International roaming revenue (own subscribers)	thousand AMD	344,156
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	139,315
1.1.7	Revenue from interconnection including:	thousand AMD	2,271,849
	Voice services	thousand AMD	2,243,568
	SMS and MMS	thousand AMD	28,282
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	1,897,602
1.1.10	Other revenues	thousand AMD	427,295
2	Operating Expenses (OPEX), including:	thousand AMD	8,594,901
2.1	Interconnection expenses	thousand AMD	1,323,961
2.2	Line rental expenses	thousand AMD	195,694
2.3	Advertising and Marketing expenses	thousand AMD	327,651
2.4	Dealer commissions	thousand AMD	145,093
2.5	Payroll expenses	thousand AMD	2,300,654
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	207,908
2.7	Other OPEX	thousand AMD	4,093,941
3	Operating Income Before Depreciation	thousand AMD	6,164,989

	Amortization (OIBDA)		
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	3,379,168
5	Other operating income	thousand AMD	
6	Non-operating income	thousand AMD	198,764
6.1	Financial income	thousand AMD	450,882
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	127,990
6.4	Other Non-Operating revenues/expenses	thousand AMD	(380,109)
7	Profit before taxation	thousand AMD	2,984,584
8	CAPEX	thousand AMD	6,746,560
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,207,370
9.1.1	Prepaid subscribers	subs	1,952,423
9.1.2	Postpaid subscribers	subs	254,947
9.1.3	Broadband Internet subscribers (other than by phone)	subs	54,177
9.1.4	Subscribers using data services (by phone)	subs	1,626,586
9.2	Average revenue per active user (ARPU-3M)	AMD	1,876
9.2.1	Prepaid subscribers	AMD	1,321
9.2.2	Postpaid subscribers	AMD	2,972
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	1,910
9.2.4	Subscribers using other data services	AMD	71,397
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	606
9.3.1	Prepaid subscribers	minutes	592
9.3.2	Postpaid subscribers	minutes	715
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	12,033
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	1.52
9.4.1	Prepaid subscribers	AMD	0.88
9.4.2	Postpaid subscribers	AMD	1.42



Annex
Approved by
Decision 274A issued by the
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as of 1 June, 2011

9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.16
9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		165,554
9.5.1	Prepaid subscribers	subs	155,418
9.5.2	Postpaid subscribers	subs	10,136
9.5.3	Broadband Internet subscribers (other than by phone)	subs	4,699
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		175,387
9.6.1	Prepaid subscribers	subs	159,689
9.6.2	Postpaid subscribers	subs	15,698
9.6.3	Broadband Internet subscribers (other than by phone)	subs	4,178
9.6.4	Subscribers using other data services	subs	-

*Capitalization by IFRS15, IFRS16 is not considered