

**“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q2, 2023**

	<b>Main technical and economic indicators</b>	<b>Measurement units</b>	
1	<b>Operating revenues, including:</b>	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	<b>12,890,720</b>
1.1.1	Revenues from voice services	thousand AMD	2,869,156
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	1,007,274
	SMS and MMS	thousand AMD	719,744
	Other	thousand AMD	287,530
1.1.3	Data transfer services, including:	thousand AMD	6,498,234
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	192,207
	Mobile communication network services (through handsets)	thousand AMD	6,306,027
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	182,536
1.1.5	International roaming revenue (own subscribers)	thousand AMD	197,756
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	125,644
1.1.7	Revenue from interconnection including:	thousand AMD	1,227,550
	Voice services	thousand AMD	1,210,144
	SMS and MMS	thousand AMD	17,406
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	139,032
1.1.10	Other revenues	thousand AMD	643,538
2	<b>Operating Expenses (OPEX), including:</b>	thousand AMD	

			<b>6,673,447</b>
2.1	Interconnection expenses	thousand AMD	902,411
2.2	Line rental expenses	thousand AMD	178,359
2.3	Advertising and Marketing expenses	thousand AMD	242,708
2.4	Dealer commissions	thousand AMD	241,935
2.5	Payroll expenses	thousand AMD	2,167,043
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	230,309
2.7	Other OPEX	thousand AMD	2,710,683
3	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	thousand AMD	<b>6,217,273</b>
4	<b>Depreciation of fixed assets and amortization of intangible assets</b>	thousand AMD	<b>2,926,703</b>
5	<b>Other operating income</b>	thousand AMD	
6	<b>Non-operating income</b>	thousand AMD	<b>(452,455)</b>
6.1	Financial income	thousand AMD	159,976
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	<b>(612,110)</b>
6.4	Other Non-Operating revenues/expenses	thousand AMD	<b>(321)</b>
7	<b>Profit before taxation</b>	thousand AMD	<b>2,838,115</b>
8	<b>CAPEX</b>	thousand AMD	<b>2,359,172</b>
9	<b>Mobile connection indicators</b>		
9.1	Number of active subscribers (at the end of the reporting period)		<b>2,302,553</b>
9.1.1	Prepaid subscribers	subs	1,972,033
9.1.2	Postpaid subscribers	subs	330,520
9.1.3	Broadband Internet subscribers (other than by phone)	subs	52,164

9.1.4	Subscribers using data services (by phone)	subs	1,731,958
9.2	Average revenue per active user (ARPU-3M)	AMD	<b>1,768</b>
9.2.1	Prepaid subscribers	AMD	1,384
9.2.2	Postpaid subscribers	AMD	2,718
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	1,243
9.2.4	Subscribers using other data services	AMD	89,890
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	<b>640</b>
9.3.1	Prepaid subscribers	minutes	647
9.3.2	Postpaid subscribers	minutes	596
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	7,483
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	<b>0.96</b>
9.4.1	Prepaid subscribers	AMD	0.60
9.4.2	Postpaid subscribers	AMD	1.21
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		<b>169,136</b>
9.5.1	Prepaid subscribers	subs	133,526
9.5.2	Postpaid subscribers	subs	35,610
9.5.3	Broadband Internet subscribers (other than by phone)	subs	18,198
9.5.4	Subscribers using other data services	subs	



Annex  
Approved by  
Decision 274A issued by the  
RA Public Services Regulation Commission  
as of 1 June, 2011

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9.6	Churn		<b>128,557</b>
9.6.1	Prepaid subscribers	subs	<i>115,991</i>
9.6.2	Postpaid subscribers	subs	<i>12,566</i>
9.6.3	Broadband Internet subscribers (other than by phone)	subs	<i>8,336</i>
9.6.4	Subscribers using other data services	subs	-

\*Capitalization by IFRS15, IFRS16 is not considered