

“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q4, 2023

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	14,232,417
1.1.1	Revenues from voice services	thousand AMD	2,881,198
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	1,201,595
	SMS and MMS	thousand AMD	870,865
	Other	thousand AMD	330,730
1.1.3	Data transfer services, including:	thousand AMD	7,205,606
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	186,544
	Mobile communication network services (through handsets)	thousand AMD	7,019,062
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	186,174
1.1.5	International roaming revenue (own subscribers)	thousand AMD	187,659
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	197,350
1.1.7	Revenue from interconnection including:	thousand AMD	1,245,188
	Voice services	thousand AMD	1,225,476
	SMS and MMS	thousand AMD	19,712
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	136,681
1.1.10	Other revenues	thousand AMD	990,966
2	Operating Expenses (OPEX), including:	thousand AMD	7,591,311
2.1	Interconnection expenses	thousand AMD	877,718
2.2	Line rental expenses	thousand AMD	176,758
2.3	Advertising and Marketing expenses	thousand AMD	156,706
2.4	Dealer commissions	thousand AMD	369,333
2.5	Payroll expenses	thousand AMD	2,423,102
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	241,731
2.7	Other OPEX	thousand AMD	3,345,962

3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	6,641,105
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	3,085,223
5	Other operating income	thousand AMD	
6	Non-operating income	thousand AMD	900,000
6.1	Financial income	thousand AMD	342,194
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	761,407
6.4	Other Non-Operating revenues/expenses	thousand AMD	(203,601)
7	Profit before taxation	thousand AMD	4,455,883
8	CAPEX	thousand AMD	5,841,998
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,316,656
9.1.1	Prepaid subscribers	subs	<i>2,049,133</i>
9.1.2	Postpaid subscribers	subs	<i>267,523</i>
9.1.3	Broadband Internet subscribers (other than by phone)	subs	<i>60,615</i>
9.1.4	Subscribers using data services (by phone)	subs	<i>1,813,815</i>
9.2	Average revenue per active user (ARPU-3M)	AMD	1,880
9.2.1	Prepaid subscribers	AMD	<i>1,455</i>
9.2.2	Postpaid subscribers	AMD	<i>3,288</i>
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	<i>1,088</i>
9.2.4	Subscribers using other data services	AMD	<i>69,471</i>
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	626
9.3.1	Prepaid subscribers	minutes	<i>621</i>
9.3.2	Postpaid subscribers	minutes	<i>665</i>
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	<i>6,680</i>
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	0.96
9.4.1	Prepaid subscribers	AMD	<i>0.60</i>
9.4.2	Postpaid subscribers	AMD	<i>1.23</i>



Annex
Approved by
Decision 274A issued by the
RA Public Services Regulation Commission
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		153,114
9.5.1	Prepaid subscribers	subs	140,250
9.5.2	Postpaid subscribers	subs	12,864
9.5.3	Broadband Internet subscribers (other than by phone)	subs	4,271
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		166,983
9.6.1	Prepaid subscribers	subs	136,850
9.6.2	Postpaid subscribers	subs	30,133
9.6.3	Broadband Internet subscribers (other than by phone)	subs	4,510
9.6.4	Subscribers using other data services	subs	0.60

*Capitalization by IFRS15, IFRS16 is not considered