

“Viva Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q1, 2024

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	12,865,172
1.1.1	Revenues from voice services	thousand AMD	2,645,964
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	1,164,677
	SMS and MMS	thousand AMD	851,868
	Other	thousand AMD	312,810
1.1.3	Data transfer services, including:	thousand AMD	6,854,741
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	180,265
	Mobile communication network services (through handsets)	thousand AMD	6,674,477
	Other	thousand AMD	-
1.1.4	Revenue from SMS and MMS	thousand AMD	174,153
1.1.5	International roaming revenue (own subscribers)	thousand AMD	173,346
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	116,876
1.1.7	Revenue from interconnection including:	thousand AMD	1,064,726
	Voice services	thousand AMD	1,045,079
	SMS and MMS	thousand AMD	19,647
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	100,430
1.1.10	Other revenues	thousand AMD	570,260
2	Operating Expenses (OPEX), including:	thousand AMD	6,414,586
2.1	Interconnection expenses	thousand AMD	767,255
2.2	Line rental expenses	thousand AMD	116,809
2.3	Advertising and Marketing expenses	thousand AMD	111,314
2.4	Dealer commissions	thousand AMD	277,579
2.5	Payroll expenses	thousand AMD	2,127,621
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	235,340
2.7	Other OPEX	thousand AMD	2,778,668
3	Operating Income Before Depreciation	thousand AMD	6,450,586

	Amortization (OIBDA)		
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	3,110,842
5	Other operating income	thousand AMD	-
6	Non-operating income	thousand AMD	1,495,490
6.1	Financial income	thousand AMD	384,530
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	1,109,691
6.4	Other Non-Operating revenues/expenses	thousand AMD	1,269
7	Profit before taxation	thousand AMD	4,835,234
8	CAPEX	thousand AMD	815,379
9	Mobile connection indicators		-
9.1	Number of active subscribers (at the end of the reporting period)		2,296,896
9.1.1	Prepaid subscribers	subs	2,032,170
9.1.2	Postpaid subscribers	subs	264,726
9.1.3	Broadband Internet subscribers (other than by phone)	subs	61,468
9.1.4	Subscribers using data services (by phone)	subs	1,772,609
9.2	Average revenue per active user (ARPU-3M)	AMD	1,762
9.2.1	Prepaid subscribers	AMD	1,365
9.2.2	Postpaid subscribers	AMD	3,324
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	984
9.2.4	Subscribers using other data services	AMD	73,537
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	593
9.3.1	Prepaid subscribers	minutes	588
9.3.2	Postpaid subscribers	minutes	633
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	7,009
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	0.92
9.4.1	Prepaid subscribers	AMD	0.58
9.4.2	Postpaid subscribers	AMD	1.28



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	0.14
9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		118,555
9.5.1	Prepaid subscribers	subs	104,711
9.5.2	Postpaid subscribers	subs	13,844
9.5.3	Broadband Internet subscribers (other than by phone)	subs	4,686
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		138,315
9.6.1	Prepaid subscribers	subs	121,674
9.6.2	Postpaid subscribers	subs	16,641
9.6.3	Broadband Internet subscribers (other than by phone)	subs	4,536
9.6.4	Subscribers using other data services	subs	-

*Capitalization by IFRS15, IFRS16 is not considered