

“K-Telecom” CJSC Report On the Main Economic and Technical Indicators of Mobile Services for Q2, 2015

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	18,479,357
1.1.1	Revenues from voice services	thousand AMD	8,415,299
1.1.2	revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	539,204
	SMS and MMS	thousand AMD	300,730
	Other	thousand AMD	238,473
1.1.3	Data transfer services , including:	thousand AMD	2,134,641
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	611,609
	Mobile communication network services (through handsets)	thousand AMD	1,523,032
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	-
1.1.5	International roaming revenue (own subscribers)	thousand AMD	925,587
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	498,746
1.1.7	Revenue from interconnection including:	thousand AMD	5,304,806
	Voice services	thousand AMD	5,279,580
	SMS and MMS	thousand AMD	25,226
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	439,225
1.1.10	Other revenues	thousand AMD	221,848
2	Operating Expenses (OPEX), including:	thousand AMD	9,951,145
2.1	Interconnection expenses	thousand AMD	2,794,213
2.2	Line rental expenses	thousand AMD	128,171
2.3	Advertising and Marketing expenses	thousand AMD	560,293
2.4	Dealer commissions	thousand AMD	421,972
2.5	Payroll expenses	thousand AMD	2,351,820
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	227,498

2.7	Other OPEX	thousand AMD	3,467,179
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	8,528,212
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	3,280,711
5	Other operating income	thousand AMD	-
6	Non-operating income	thousand AMD	123,741
6.1	Financial income	thousand AMD	319,193
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	76,956
6.4	Other Non-Operating revenues/expenses	thousand AMD	(272,408)
7	Profit before taxation	thousand AMD	5,371,241
8	CAPEX	thousand AMD	300,129
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,109,688
9.1.1	Prepaid subscribers	subs	1,758,040
9.1.2	Postpaid subscribers	subs	351,648
9.1.3	Broadband Internet subscribers (other than by phone)	subs	73,515
9.1.4	Subscribers using data services (by phone)	subs	1,018,451
9.2	Average revenue per active user (ARPU-3M)	AMD	2,814
9.2.1	Prepaid subscribers	AMD	1,546
9.2.2	Postpaid subscribers	AMD	3,639
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	4,228
9.2.4	Subscribers using other data services	AMD	60,116
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	536
9.3.1	Prepaid subscribers	minutes	491
9.3.2	Postpaid subscribers	minutes	758
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	10,296
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	4.30

9.4.1	Prepaid subscribers	AMD	2.59
9.4.2	Postpaid subscribers	AMD	3.19
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.41
9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		170,333
9.5.1	Prepaid subscribers	subs	134,897
9.5.2	Postpaid subscribers	subs	35,436
9.5.3	Broadband Internet subscribers (other than by phone)	subs	10,435
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		177,286
9.6.1	Prepaid subscribers	subs	133,006
9.6.2	Postpaid subscribers	subs	44,280
9.6.3	Broadband Internet subscribers (other than by phone)	subs	12,635
9.6.4	Subscribers using other data services	subs	-