

“K-Telecom” CJSC Report On the Main Economic and Technical Indicators of Mobile Services for Q4, 2016

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	13,215,228
1.1.1	Revenues from voice services	thousand AMD	5,697,242
1.1.2	revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	509,489
	SMS and MMS	thousand AMD	261,663
	Other	thousand AMD	247,826
1.1.3	Data transfer services , including:	thousand AMD	3,571,268
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	570,454
	Mobile communication network services (through handsets)	thousand AMD	3,000,814
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	-
1.1.5	International roaming revenue (own subscribers)	thousand AMD	574,146
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	197,733
1.1.7	Revenue from interconnection including:	thousand AMD	2,688,291
	Voice services	thousand AMD	2,639,228
	SMS and MMS	thousand AMD	49,063
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	(416,599)
1.1.10	Other revenues	thousand AMD	393,659
2	Operating Expenses (OPEX), including:	thousand AMD	9,115,411
2.1	Interconnection expenses	thousand AMD	1,825,645
2.2	Line rental expenses	thousand AMD	251,580
2.3	Advertising and Marketing expenses	thousand AMD	415,241
2.4	Dealer commissions	thousand AMD	287,116
2.5	Payroll expenses	thousand AMD	2,114,333
2.6	Mobile network exploitation and maintenance	thousand AMD	137,899

	expenses		
2.7	Other OPEX	thousand AMD	4,083,596
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	4,099,817
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	9,812,034
5	Other operating income	thousand AMD	-
6	Non-operating income	thousand AMD	1,306,146
6.1	Financial income	thousand AMD	313,566
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	342,130
6.4	Other Non-Operating revenues/expenses	thousand AMD	650,451
7	Profit before taxation	thousand AMD	(4,406,071)
8	CAPEX	thousand AMD	4,157,693
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,092,357
9.1.1	Prepaid subscribers	subs	1,742,448
9.1.2	Postpaid subscribers	subs	349,909
9.1.3	Broadband Internet subscribers (other than by phone)	subs	72,651
9.1.4	Subscribers using data services (by phone)	subs	1,263,975
9.2	Average revenue per active user (ARPU-3M)	AMD	2,099
9.2.1	Prepaid subscribers	AMD	1,354
9.2.2	Postpaid subscribers	AMD	3,080
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,693
9.2.4	Subscribers using other data services	AMD	168,836
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	552
9.3.1	Prepaid subscribers	minutes	514
9.3.2	Postpaid subscribers	minutes	743
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	17,639
9.3.4	Subscribers using other data services	Mb	-

9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	2.56
9.4.1	Prepaid subscribers	AMD	1.66
9.4.2	Postpaid subscribers	AMD	2.24
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.15
9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		162,594
9.5.1	Prepaid subscribers	subs	126,034
9.5.2	Postpaid subscribers	subs	36,560
9.5.3	Broadband Internet subscribers (other than by phone)	subs	15,632
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		182,843
9.6.1	Prepaid subscribers	subs	144,859
9.6.2	Postpaid subscribers	subs	37,984
9.6.3	Broadband Internet subscribers (other than by phone)	subs	10,928
9.6.4	Subscribers using other data services	subs	-