

**“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q4, 2017**

	Main technical and economic indicators	Measurement units	
1	<b>Operating revenues, including:</b>	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	14,514,197
1.1.1	Revenues from voice services	thousand AMD	4,503,484
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	562,484
	SMS and MMS	thousand AMD	426,850
	Other	thousand AMD	135,633
1.1.3	Data transfer services , including:	thousand AMD	4,330,163
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	507,519
	Mobile communication network services (through handsets)	thousand AMD	3,822,644
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	-
1.1.5	International roaming revenue (own subscribers)	thousand AMD	410,441
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	182,915
1.1.7	Revenue from interconnection including:	thousand AMD	3,049,194
	Voice services	thousand AMD	3,007,064
	SMS and MMS	thousand AMD	42,129
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	973,264
1.1.10	Other revenues	thousand AMD	502,252
2	<b>Operating Expenses (OPEX), including:</b>	thousand AMD	<b>7,433,425</b>
2.1	Interconnection expenses	thousand AMD	1,675,803
2.2	Line rental expenses	thousand AMD	270,414
2.3	Advertising and Marketing expenses	thousand AMD	326,312
2.4	Dealer commissions	thousand AMD	133,162
2.5	Payroll expenses	thousand AMD	1,402,232
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	248,626

2.7	Other OPEX	thousand AMD	3,376,875
3	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	thousand AMD	<b>7,080,772</b>
4	<b>Depreciation of fixed assets and amortization of intangible assets</b>	thousand AMD	<b>4,836,636</b>
5	<b>Other operating income</b>	thousand AMD	-
6	<b>Non-operating income</b>	thousand AMD	<b>(1,264,424)</b>
6.1	Financial income	thousand AMD	155,915
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	209,905
6.4	Other Non-Operating revenues/expenses	thousand AMD	(1,630,244)
7	<b>Profit before taxation</b>	thousand AMD	<b>979,712</b>
8	<b>CAPEX</b>	thousand AMD	<b>3,922,731</b>
9	<b>Mobile connection indicators</b>		
9.1	Number of active subscribers (at the end of the reporting period)		2,119,692
9.1.1	Prepaid subscribers	subs	1,801,568
9.1.2	Postpaid subscribers	subs	318,124
9.1.3	Broadband Internet subscribers (other than by phone)	subs	67,027
9.1.4	Subscribers using data services (by phone)	subs	1,388,888
9.2	Average revenue per active user (ARPU-3M)	AMD	2,043
9.2.1	Prepaid subscribers	AMD	1,260
9.2.2	Postpaid subscribers	AMD	3,082
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,477
9.2.4	Subscribers using other data services	AMD	58,817
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	578
9.3.1	Prepaid subscribers	minutes	549
9.3.2	Postpaid subscribers	minutes	740
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	14,701
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and	AMD	2.15

	incoming roaming) (APPM, APP Mb)		
9.4.1	Prepaid subscribers	AMD	1.22
9.4.2	Postpaid subscribers	AMD	1.76
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		156,888
9.5.1	Prepaid subscribers	subs	135,668
9.5.2	Postpaid subscribers	subs	21,220
9.5.3	Broadband Internet subscribers (other than by phone)	subs	8,205
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		176,639
9.6.1	Prepaid subscribers	subs	144,556
9.6.2	Postpaid subscribers	subs	32,083
9.6.3	Broadband Internet subscribers (other than by phone)	subs	9,256
9.6.4	Subscribers using other data services	subs	-