

“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q4, 2018

	Main technical and economic indicators	Measurement units	
1	Operating revenues, including:	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	14 984 501
1.1.1	Revenues from voice services	thousand AMD	3 846 483
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	522 765
	SMS and MMS	thousand AMD	432 369
	Other	thousand AMD	90 396
1.1.3	Data transfer services , including:	thousand AMD	4 939 602
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	407 083
	Mobile communication network services (through handsets)	thousand AMD	4 532 519
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	
1.1.5	International roaming revenue (own subscribers)	thousand AMD	387 030
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	174 989
1.1.7	Revenue from interconnection including:	thousand AMD	2 930 186
	Voice services	thousand AMD	2 893 181
	SMS and MMS	thousand AMD	37 004
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	1 700 500
1.1.10	Other revenues	thousand AMD	482 946
2	Operating Expenses (OPEX), including:	thousand AMD	9 925 292
2.1	Interconnection expenses	thousand AMD	1 570 120
2.2	Line rental expenses	thousand AMD	257 058
2.3	Advertising and Marketing expenses	thousand AMD	453 608
2.4	Dealer commissions	thousand AMD	147 719
2.5	Payroll expenses	thousand AMD	1 755 622
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	218 892

2.7	Other OPEX	thousand AMD	5 522 274
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	5 059 209
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	4 477 914
5	Other operating income	thousand AMD	
6	Non-operating income	thousand AMD	(7 155 644)
6.1	Financial income	thousand AMD	197 888
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	104 553
6.4	Other Non-Operating revenues/expenses	thousand AMD	(7 458 084)
7	Profit before taxation	thousand AMD	(6 574 349)
8	CAPEX	thousand AMD	11 348 114
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2 128 127
9.1.1	Prepaid subscribers	subs	1 846 420
9.1.2	Postpaid subscribers	subs	281 707
9.1.3	Broadband Internet subscribers (other than by phone)	subs	62 334
9.1.4	Subscribers using data services (by phone)	subs	1 502 867
9.2	Average revenue per active user (ARPU-3M)	AMD	1 996
9.2.1	Prepaid subscribers	AMD	1 281
9.2.2	Postpaid subscribers	AMD	3 021
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2 163
9.2.4	Subscribers using other data services	AMD	83 855
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	596
9.3.1	Prepaid subscribers	minutes	579
9.3.2	Postpaid subscribers	minutes	708
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	13 530
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and	AMD	1.86

	incoming roaming) (APPM, APP Mb)		
9.4.1	Prepaid subscribers	AMD	0.99
9.4.2	Postpaid subscribers	AMD	1.65
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		160 906
9.5.1	Prepaid subscribers	subs	144 891
9.5.2	Postpaid subscribers	subs	16 015
9.5.3	Broadband Internet subscribers (other than by phone)	subs	6 953
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		185 133
9.6.1	Prepaid subscribers	subs	162 569
9.6.2	Postpaid subscribers	subs	22 564
9.6.3	Broadband Internet subscribers (other than by phone)	subs	6 644
9.6.4	Subscribers using other data services	subs	-

*Capitalization by IFRS15, IFRS16 is not considered