

“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q1, 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	13 646 587
1.1.1	Revenues from voice services	thousand AMD	4 025 201
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	559 481
	SMS and MMS	thousand AMD	429 921
	Other	thousand AMD	129 560
1.1.3	Data transfer services , including:	thousand AMD	4 220 236
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	480 647
	Mobile communication network services (through handsets)	thousand AMD	3 739 589
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	
1.1.5	International roaming revenue (own subscribers)	thousand AMD	359 528
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	127 975
1.1.7	Revenue from interconnection including:	thousand AMD	2 843 379
	Voice services	thousand AMD	2 802 659
	SMS and MMS	thousand AMD	40 720
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	1 012 688
1.1.10	Other revenues	thousand AMD	498 099
2	Operating Expenses (OPEX), including:	thousand AMD	7 737 032
2.1	Interconnection expenses	thousand AMD	1 523 286
2.2	Line rental expenses	thousand AMD	269 050
2.3	Advertising and Marketing expenses	thousand AMD	212 635
2.4	Dealer commissions	thousand AMD	124 466
2.5	Payroll expenses	thousand AMD	1 889 915
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	256 831

2.7	Other OPEX	thousand AMD	3 460 848
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	5 909 556
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	4 483 071
5	Other operating income	thousand AMD	-
6	Non-operating income	thousand AMD	(18 870)
6.1	Financial income	thousand AMD	175 715
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	(231 357)
6.4	Other Non-Operating revenues/expenses	thousand AMD	36 772
7	Profit before taxation	thousand AMD	1 407 615
8	CAPEX	thousand AMD	490 911
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2 099 906
9.1.1	Prepaid subscribers	subs	1 793 097
9.1.2	Postpaid subscribers	subs	306 809
9.1.3	Broadband Internet subscribers (other than by phone)	subs	65 075
9.1.4	Subscribers using data services (by phone)	subs	1 400 184
9.2	Average revenue per active user (ARPU-3M)	AMD	1 919
9.2.1	Prepaid subscribers	AMD	1 167
9.2.2	Postpaid subscribers	AMD	3 079
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2 426
9.2.4	Subscribers using other data services	AMD	73 301
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	558
9.3.1	Prepaid subscribers	minutes	536
9.3.2	Postpaid subscribers	minutes	690
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	14 567
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and	AMD	2.03

	incoming roaming) (APPM, APP Mb)		
9.4.1	Prepaid subscribers	AMD	1.09
9.4.2	Postpaid subscribers	AMD	1.83
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		137 959
9.5.1	Prepaid subscribers	subs	116 919
9.5.2	Postpaid subscribers	subs	21 040
9.5.3	Broadband Internet subscribers (other than by phone)	subs	7 984
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		157 745
9.6.1	Prepaid subscribers	subs	125 390
9.6.2	Postpaid subscribers	subs	32 355
9.6.3	Broadband Internet subscribers (other than by phone)	subs	9 467
9.6.4	Subscribers using other data services	subs	-

*Capitalization by IFRS15, IFRS16 is not considered