

“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q3, 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	15 008 575
1.1.1	Revenues from voice services	thousand AMD	4 114 113
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	495 361
	SMS and MMS	thousand AMD	398 056
	Other	thousand AMD	97 305
1.1.3	Data transfer services , including:	thousand AMD	4 957 614
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	437 092
	Mobile communication network services (through handsets)	thousand AMD	4 520 522
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	
1.1.5	International roaming revenue (own subscribers)	thousand AMD	491 819
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	273 253
1.1.7	Revenue from interconnection including:	thousand AMD	3 058 325
	Voice services	thousand AMD	3 010 065
	SMS and MMS	thousand AMD	48 260
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	1 156 807
1.1.10	Other revenues	thousand AMD	461 283
2	Operating Expenses (OPEX), including:	thousand AMD	8 147 684
2.1	Interconnection expenses	thousand AMD	1 663 027
2.2	Line rental expenses	thousand AMD	258 088
2.3	Advertising and Marketing expenses	thousand AMD	209 562
2.4	Dealer commissions	thousand AMD	148 093
2.5	Payroll expenses	thousand AMD	1 636 365
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	241 229

2.7	Other OPEX	thousand AMD	3 991 321
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	6 860 891
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	4 234 764
5	Other operating income	thousand AMD	
6	Non-operating income	thousand AMD	1 304 242
6.1	Financial income	thousand AMD	216 363
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	29 786
6.4	Other Non-Operating revenues/expenses	thousand AMD	1 058 093
7	Profit before taxation	thousand AMD	3 930 369
8	CAPEX	thousand AMD	2 053 963
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2 152 354
9.1.1	Prepaid subscribers	subs	1 864 098
9.1.2	Postpaid subscribers	subs	288 256
9.1.3	Broadband Internet subscribers (other than by phone)	subs	63 157
9.1.4	Subscribers using data services (by phone)	subs	1 478 045
9.2	Average revenue per active user (ARPU-3M)	AMD	2 098
9.2.1	Prepaid subscribers	AMD	1 342
9.2.2	Postpaid subscribers	AMD	3 050
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2 297
9.2.4	Subscribers using other data services	AMD	68 724
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	603
9.3.1	Prepaid subscribers	minutes	584
9.3.2	Postpaid subscribers	minutes	720
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	13 026
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and	AMD	1.98

	incoming roaming) (APPM, APP Mb)		
9.4.1	Prepaid subscribers	AMD	1.10
9.4.2	Postpaid subscribers	AMD	1.61
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.18
9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		189 390
9.5.1	Prepaid subscribers	subs	173 464
9.5.2	Postpaid subscribers	subs	15 926
9.5.3	Broadband Internet subscribers (other than by phone)	subs	6 747
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		144 677
9.6.1	Prepaid subscribers	subs	119 621
9.6.2	Postpaid subscribers	subs	25 056
9.6.3	Broadband Internet subscribers (other than by phone)	subs	6 164
9.6.4	Subscribers using other data services	subs	-

*Capitalization by IFRS15, IFRS16 is not considered