

“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q1, 2021

| | Main technical and economic indicators | Measurement units | |
|--------|---|-------------------|-------------------|
| 1 | Operating revenues, including: | thousand AMD | |
| 1.1 | Revenues from mobile communication and associated activity | thousand AMD | 11,452,397 |
| 1.1.1 | Revenues from voice services | thousand AMD | 3,003,962 |
| 1.1.2 | Revenue from VAS (excluding revenue from data transfer), including: | thousand AMD | 591,723 |
| | SMS and MMS | thousand AMD | 477,680 |
| | Other | thousand AMD | 114,043 |
| 1.1.3 | Data transfer services, including: | thousand AMD | 5,495,064 |
| | Broadband Internet access services (other than by phone) (through USB modems) | thousand AMD | 269,100 |
| | Mobile communication network services (through handsets) | thousand AMD | 5,225,964 |
| | Other | thousand AMD | |
| 1.1.4 | Revenue from SMS and MMS | thousand AMD | 176,887 |
| 1.1.5 | International roaming revenue (own subscribers) | thousand AMD | 134,901 |
| 1.1.6 | International roaming revenue (guest subscribers) | thousand AMD | 61,905 |
| 1.1.7 | Revenue from interconnection including: | thousand AMD | 1,458,163 |
| | Voice services | thousand AMD | 1,442,920 |
| | SMS and MMS | thousand AMD | 15,244 |
| 1.1.8 | Revenues from line rental services | thousand AMD | - |
| 1.1.9 | Sales of handsets and accessories | thousand AMD | 144,448 |
| 1.1.10 | Other revenues | thousand AMD | 385,342 |
| 2 | Operating Expenses (OPEX), including: | thousand AMD | 6,127,653 |
| 2.1 | Interconnection expenses | thousand AMD | 741,433 |
| 2.2 | Line rental expenses | thousand AMD | 233,010 |
| 2.3 | Advertising and Marketing expenses | thousand AMD | 118,083 |
| 2.4 | Dealer commissions | thousand AMD | 131,006 |
| 2.5 | Payroll expenses | thousand AMD | 2,326,377 |
| 2.6 | Mobile network exploitation and maintenance expenses | thousand AMD | 236,673 |
| 2.7 | Other OPEX | thousand AMD | 2,341,072 |
| 3 | Operating Income Before Depreciation | thousand AMD | |

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| | Amortization (OIBDA) | | 5,324,744 |
| 4 | Depreciation of fixed assets and amortization of intangible assets | thousand AMD | 3,580,420 |
| 5 | Other operating income | thousand AMD | |
| 6 | Non-operating income | thousand AMD | 841,202 |
| 6.1 | Financial income | thousand AMD | 282,279 |
| 6.2 | Financial expenses | thousand AMD | - |
| 6.3 | Gain/loss from exchange rate differences | thousand AMD | 452,050 |
| 6.4 | Other Non-Operating revenues/expenses | thousand AMD | 106,873 |
| 7 | Profit before taxation | thousand AMD | 2,585,526 |
| 8 | CAPEX | thousand AMD | 1,236,842 |
| 9 | Mobile connection indicators | | |
| 9.1 | Number of active subscribers (at the end of the reporting period) | | 2,168,192 |
| 9.1.1 | Prepaid subscribers | subs | 1,918,723 |
| 9.1.2 | Postpaid subscribers | subs | 249,469 |
| 9.1.3 | Broadband Internet subscribers (other than by phone) | subs | 53,576 |
| 9.1.4 | Subscribers using data services (by phone) | subs | 1,603,862 |
| 9.2 | Average revenue per active user (ARPU-3M) | AMD | 1,688 |
| 9.2.1 | Prepaid subscribers | AMD | 1,241 |
| 9.2.2 | Postpaid subscribers | AMD | 3,079 |
| 9.2.3 | Broadband Internet subscribers (other than by phone) | AMD | 1,673 |
| 9.2.4 | Subscribers using other data services | AMD | 82,156 |
| 9.3 | Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU) | minutes | 642 |
| 9.3.1 | Prepaid subscribers | minutes | 636 |
| 9.3.2 | Postpaid subscribers | minutes | 690 |
| 9.3.3 | Broadband Internet subscribers (other than by phone) | Mb | 12,643 |
| 9.3.4 | Subscribers using other data services | Mb | - |
| 9.4 | Unit price (including interconnection and incoming roaming) (APPM, APP Mb) | AMD | 1.09 |
| 9.4.1 | Prepaid subscribers | AMD | 0.65 |
| 9.4.2 | Postpaid subscribers | AMD | 1.37 |



Annex
Approved by
Decision 274A issued by the
RA Public Services Regulation Commission
as of 1 June, 2011

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|-------|--|------|----------------|
| 9.4.3 | Broadband Internet subscribers (other than by phone) | AMD | 0.13 |
| 9.4.4 | Subscribers using other data services | AMD | - |
| 9.5 | New Activations | | 119,898 |
| 9.5.1 | Prepaid subscribers | subs | 100,401 |
| 9.5.2 | Postpaid subscribers | subs | 19,497 |
| 9.5.3 | Broadband Internet subscribers (other than by phone) | subs | 7,794 |
| 9.5.4 | Subscribers using other data services | subs | - |
| 9.6 | Churn | | 98,594 |
| 9.6.1 | Prepaid subscribers | subs | 82,068 |
| 9.6.2 | Postpaid subscribers | subs | 16,526 |
| 9.6.3 | Broadband Internet subscribers (other than by phone) | subs | 6,137 |
| 9.6.4 | Subscribers using other data services | subs | - |

*Capitalization by IFRS15, IFRS16 is not considered