

“MTS Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q2, 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	12,148,516
1.1.1	Revenues from voice services	thousand AMD	3,159,133
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	670,359
	SMS and MMS	thousand AMD	519,560
	Other	thousand AMD	150,798
1.1.3	Data transfer services, including:	thousand AMD	5,822,648
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	266,548
	Mobile communication network services (through handsets)	thousand AMD	5,556,099
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	180,773
1.1.5	International roaming revenue (own subscribers)	thousand AMD	157,554
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	86,533
1.1.7	Revenue from interconnection including:	thousand AMD	1,518,643
	Voice services	thousand AMD	1,501,276
	SMS and MMS	thousand AMD	17,367
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	170,001
1.1.10	Other revenues	thousand AMD	382,873
2	Operating Expenses (OPEX), including:	thousand AMD	

			5,886,659
2.1	Interconnection expenses	thousand AMD	730,975
2.2	Line rental expenses	thousand AMD	218,994
2.3	Advertising and Marketing expenses	thousand AMD	142,598
2.4	Dealer commissions	thousand AMD	138,334
2.5	Payroll expenses	thousand AMD	2,013,117
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	241,670
2.7	Other OPEX	thousand AMD	2,400,971
3	Operating Income Before Depreciation Amortization (OIBDA)	thousand AMD	6,261,857
4	Depreciation of fixed assets and amortization of intangible assets	thousand AMD	3,181,165
5	Other operating income	thousand AMD	
6	Non-operating income	thousand AMD	(2,138,658)
6.1	Financial income	thousand AMD	258,932
6.2	Financial expenses	thousand AMD	-
6.3	Gain/loss from exchange rate differences	thousand AMD	(2,268,418)
6.4	Other Non-Operating revenues/expenses	thousand AMD	(129,172)
7	Profit before taxation	thousand AMD	942,034
8	CAPEX	thousand AMD	1,841,769
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		2,184,706
9.1.1	Prepaid subscribers	subs	1,930,379
9.1.2	Postpaid subscribers	subs	254,327
9.1.3	Broadband Internet subscribers (other than by	subs	55,235

	phone)		
9.1.4	Subscribers using data services (by phone)	subs	1,624,237
9.2	Average revenue per active user (ARPU-3M)	AMD	1,776
9.2.1	Prepaid subscribers	AMD	1,317
9.2.2	Postpaid subscribers	AMD	3,157
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	1,633
9.2.4	Subscribers using other data services	AMD	79,550
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	692
9.3.1	Prepaid subscribers	minutes	684
9.3.2	Postpaid subscribers	minutes	756
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	11,863
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	1.06
9.4.1	Prepaid subscribers	AMD	0.64
9.4.2	Postpaid subscribers	AMD	1.27
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.14
9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		143,229
9.5.1	Prepaid subscribers	subs	122,959
9.5.2	Postpaid subscribers	subs	20,270



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

9.5.3	Broadband Internet subscribers (other than by phone)	subs	6,954
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		126,715
9.6.1	Prepaid subscribers	subs	111,303
9.6.2	Postpaid subscribers	subs	15,412
9.6.3	Broadband Internet subscribers (other than by phone)	subs	5,610
9.6.4	Subscribers using other data services	subs	-

*Capitalization by IFRS15, IFRS16 is not considered