



“Ucom” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2020 3rd Q

	Technical and economic indicators	u/m	Amount
1	Operating revenues, including:	k AMD	3,966,931
1.1	revenues from mobile communication and associated activity	k AMD	3,966,931
1.1.1	from voice services	k AMD	1,612,189
1.1.2	from VAS (excluding revenue from data), including:	k AMD	65,124
	from short and multimedia messages (SMS and MMS)	k AMD	57,567
	other	k AMD	7,557
1.1.3	from data services, including:	k AMD	1,294,615
	broadband Internet access services through USB modems (other than by phone)	k AMD	862,408
	mobile communication network services (through handsets)	k AMD	432,206
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	13,867
1.1.5	from international roaming revenue (own subscribers)	k AMD	36,055
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	40,289
1.1.7	revenue from interconnection, including:	k AMD	340,923
	from voice services	k AMD	326,371
	from short and multimedia messages (SMS and MMS)	k AMD	14,553
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	519,010
1.1.10	other revenues	k AMD	44,859
2	Operating expenses, including:	k AMD	(2,308,601)
2.1	interconnection expenses	k AMD	(688,680)
2.2	line rental expenses	k AMD	(2,924)
2.3	advertising and marketing expenses	k AMD	(25,721)
2.4	dealer commissions	k AMD	(66,119)
2.5	payroll expenses	k AMD	(678,743)
2.6	mobile network exploitation and maintenance expenses	k AMD	(230,595)
2.7	other expenses	k AMD	(615,819)
3	Operating Income Before Depreciation Amortization (OIBDA)	k AMD	1,658,330
4	Depreciation of fixed assets and amortization of intangible assets	k AMD	(1,923,495)
5	Other operating income	k AMD	(25,635)
6	Non-operating income	k AMD	(1,266,980)
6.1	Financial income	k AMD	162
6.2	Financial expenses	k AMD	(615,571)
6.3	Gain/loss from exchange rate differences	k AMD	(651,571)
6.4	Other Non-Operating revenues/expenses	k AMD	-
7	Profit before taxation	k AMD	(1,557,781)
8	Capital expenses	k AMD	(277,206)
9	Mobile connection indicators		-
9.1	Number of active subscribers (at the end of the reporting period)		581,159
9.1.1	prepaid subscribers	subscriber	282,424
9.1.2	postpaid subscribers	subscriber	146,232
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	152,503

9.1.4	Subscribers using data services (by phone)	subscriber	364,325
9.2	Average revenue per active user (ARPU)		
9.2.1	prepaid subscribers	AMD	1,040
9.2.2	postpaid subscribers	AMD	3,720
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,102
9.2.4	Subscribers using other data services	AMD	N/A
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)		
9.3.1	prepaid subscribers	minute	130
9.3.2	postpaid subscribers	minute	360
9.3.3	Broadband Internet subscribers (other than by phone)	MB	26,062
9.3.4	Subscribers using other data services	MB	N/A
9.4	Unit price (including interconnection and incoming roaming) (APPM)		
9.4.1	prepaid subscribers	AMD	8.0
9.4.2	postpaid subscribers	AMD	10.3
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.1
9.4.4	Subscribers using other data services	AMD	N/A
9.5	New activations		
9.5.1	prepaid subscribers	subscriber	17,766
9.5.2	postpaid subscribers	subscriber	7,040
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	9,538
9.5.4	Subscribers using other data services	subscriber	N/A
9.6	Churn		
9.6.1	prepaid subscribers	subscriber	(12,543)
9.6.2	postpaid subscribers	subscriber	(8,276)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(11,184)
9.6.4	Subscribers using other data services	subscriber	N/A

- 1) The information for each quarter is provided before the 30th of the second month following that quarter.
- 2) Amounts are shown without VAT.
- 3) The indicators included in the table are calculated based on the international Accounting Standards operating in the Republic of Armenia.