



“Ucom” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2020 4th Q

	Technical and economic indicators	u/m	Amount
1	Operating revenues, including:	k AMD	3,984,173
1.1	revenues from mobile communication and associated activity	k AMD	3,984,173
1.1.1	from voice services	k AMD	1,604,676
1.1.2	from VAS (excluding revenue from data), including:	k AMD	66,018
	from short and multimedia messages (SMS and MMS)	k AMD	58,832
	other	k AMD	7,185
1.1.3	from data services, including:	k AMD	1,282,226
	broadband Internet access services through USB modems (other than by phone)	k AMD	849,670
	mobile communication network services (through handsets)	k AMD	432,556
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	15,197
1.1.5	from international roaming revenue (own subscribers)	k AMD	36,530
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	43,584
1.1.7	revenue from interconnection, including:	k AMD	377,507
	from voice services	k AMD	361,676
	from short and multimedia messages (SMS and MMS)	k AMD	15,831
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	486,130
1.1.10	other revenues	k AMD	72,306
2	Operating expenses, including:	k AMD	(2,077,431)
2.1	interconnection expenses	k AMD	(713,630)
2.2	line rental expenses	k AMD	(2,941)
2.3	advertising and marketing expenses	k AMD	(20,846)
2.4	dealer commissions	k AMD	(57,936)
2.5	payroll expenses	k AMD	(690,701)
2.6	mobile network exploitation and maintenance expenses	k AMD	(245,758)
2.7	other expenses	k AMD	(345,619)
3	Operating Income Before Depreciation Amortization (OIBDA)	k AMD	1,906,743
4	Depreciation of fixed assets and amortization of intangible assets	k AMD	(2,143,281)
5	Other operating income	k AMD	(679,901)
6	Non-operating income	k AMD	(3,219,742)
6.1	Financial income	k AMD	793
6.2	Financial expenses	k AMD	(980,181)
6.3	Gain/loss from exchange rate differences	k AMD	(2,240,353)
6.4	Other Non-Operating revenues/expenses	k AMD	-
7	Profit before taxation	k AMD	(4,136,180)
8	Capital expenses	k AMD	(279,832)
9	Mobile connection indicators		-
9.1	Number of active subscribers (at the end of the reporting period)		
9.1.1	prepaid subscribers	subscriber	296,965
9.1.2	postpaid subscribers	subscriber	144,434
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	153,203

9.1.4	Subscribers using data services (by phone)	subscriber	382,728
9.2	Average revenue per active user (ARPU)		
9.2.1	prepaid subscribers	AMD	1,053
9.2.2	postpaid subscribers	AMD	3,664
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	1,996
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	128
9.3.2	postpaid subscribers	minute	336
9.3.3	Broadband Internet subscribers (other than by phone)	MB	27,573
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	8.2
9.4.2	postpaid subscribers	AMD	10.9
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	32,156
9.5.2	postpaid subscribers	subscriber	5,574
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	8,332
9.5.4	Subscribers using other data services	subscriber	N/A
9.6	Churn		
9.6.1	prepaid subscribers	subscriber	(19,459)
9.6.2	postpaid subscribers	subscriber	(5,537)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(7,632)
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.