



“Orange Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2011 2nd Q

	Technical and economic indicators	u/m	Amount	(*)
1	Operating revenues, including:	k AMD	3,405,339	
1.1	revenues from mobile communication and associated activity	k AMD	3,405,339	
1.1.1	from voice services	k AMD	1,132,385	
1.1.2	from VAS (excluding revenue from data)	k AMD	35,087	
1.1.3	from data services	k AMD	1,408,260	
1.1.4	from International roaming revenue (own subscribers)	k AMD	21,779	
1.1.5	from international roaming revenue (subscribers from abroad)	k AMD	12,362	
1.1.6	revenue from interconnection	k AMD	643,457	
1.1.7	from sales of equipment and accessories	k AMD	146,204	
1.1.8	other revenues	k AMD	5,805	
1.2	other operating revenues	k AMD	n/a	
2	Non-operating revenues	k AMD	116,571	
3	Capital expenses (CAPEX)	k AMD	2,767,691	
4	Operating expenses (OPEX), including:	k AMD	(4,876,317)	
4.1	interconnection and line rental expenses	k AMD	(877,598)	
4.2	advertising and marketing expenses	k AMD	(838,783)	
4.3	dealer commissions	k AMD	(371,520)	
4.4	payroll expenses	k AMD	(566,774)	
4.5	other expenses	k AMD	(2,221,642)	
5	Operating Income Before Depreciation Amortization (OIBDA)	k AMD	(2,807,213)	
6	Depreciation of fixed assets and amortization of intangible assets	k AMD	(1,433,488)	
7	Profit before taxation	The information contained in paragraphs 7 and 8 for every year is published before 1 November of the year following that year		
8	Profit after taxation			
9	Mobile connection indicators			
9.1	Number of active subscribers (at the end of the reporting period)	subscriber	606,348	
9.1.1	prepaid subscribers	subscriber	520,228	
9.1.2	postpaid subscribers	subscriber	20,762	
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	65,358	
9.1.4	Subscribers using data services (by phone)	subscriber	n/a	
9.2	Average revenue per active user (ARPU)			
9.2.1	prepaid subscribers	AMD	1,154	
9.2.2	postpaid subscribers	AMD	3,107	
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	6,556	
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	142	252
9.3.2	postpaid subscribers	minute	217	323
9.3.3	Broadband Internet subscribers (other than by phone)	MB	7,045	7,045
9.3.4	Subscribers using other data services	MB	n/a	n/a

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	Technical and economic indicators	u/m	Amount	(*)
9.4	Unit price (including interconnection and incoming roaming) (APPM)			
9.4.1	prepaid subscribers	AMD	8.0	5.0
9.4.2	postpaid subscribers	AMD	14.0	10.0
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	1.0	1.0
9.4.4	Subscribers using other data services	AMD	n/a	n/a
9.5	New activations		141,696	
9.5.1	prepaid subscribers	subscriber	125,170	
9.5.2	postpaid subscribers	subscriber	4,686	
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	11,840	
9.5.4	Subscribers using other data services	subscriber	n/a	
9.6	Churn			
9.6.1	prepaid subscribers	subscriber	28	
9.6.2	postpaid subscribers	subscriber	13	
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	11	
9.6.4	Subscribers using other data services	subscriber	n/a	

* including incoming calls