



“Orange Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2011 3rd Q

	Technical and economic indicators	u/m	Amount	(*)
1	Operating revenues, including:	k AMD	3,905,942	
1.1	revenues from mobile communication and associated activity	k AMD	3,905,942	
1.1.1	from voice services	k AMD	1,356,098	
1.1.2	from VAS (excluding revenue from data)	k AMD	31,303	
1.1.3	from data services	k AMD	1,483,873	
1.1.4	from International roaming revenue (own subscribers)	k AMD	77,061	
1.1.5	from international roaming revenue (subscribers from abroad)	k AMD	75,826	
1.1.6	revenue from interconnection	k AMD	629,827	
1.1.7	from sales of equipment and accessories	k AMD	243,938	
1.1.8	other revenues	k AMD	8,016	
1.2	other operating revenues	k AMD	n/a	
2	Non-operating revenues	k AMD	32,877	
3	Capital expenses (CAPEX)	k AMD	1,877,215	
4	Operating expenses (OPEX), including:	k AMD	(4,896,478)	
4.1	interconnection and line rental expenses	k AMD	(884,544)	
4.2	advertising and marketing expenses	k AMD	(631,113)	
4.3	dealer commissions	k AMD	(460,386)	
4.4	payroll expenses	k AMD	(639,318)	
4.5	other expenses	k AMD	(2,281,117)	
5	Operating Income Before Depreciation Amortization (OIBDA)	k AMD	(2,778,164)	
6	Depreciation of fixed assets and amortization of intangible assets	k AMD	(1,820,505)	
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	591,689	
9.1.1	prepaid subscribers	subscriber	504,202	
9.1.2	postpaid subscribers	subscriber	18,954	
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	68,533	
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	1,364	
9.2.2	postpaid subscribers	AMD	4,173	
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	6,141	
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	145	250
9.3.2	postpaid subscribers	minute	196	280
9.3.3	Broadband Internet subscribers (other than by phone)	MB	8,108	
9.3.4	Subscribers using other data services	MB	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	9.0	5.0
9.4.2	postpaid subscribers	AMD	21.0	15.0
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	1.0	
9.4.4	Subscribers using other data services	AMD	n/a	
9.5	New activations			
9.5.1	prepaid subscribers	subscriber	150,700	
9.5.2	postpaid subscribers	subscriber	5,655	
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	14,815	
9.5.4	Subscribers using other data services	subscriber	n/a	
9.6	Churn			
9.6.1	prepaid subscribers	subscriber	33	
9.6.2	postpaid subscribers	subscriber	33	
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	17	
9.6.4	Subscribers using other data services	subscriber	n/a	

* including incoming calls