



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

	Technical and economic indicators	u/m	Amount	(*)
<b>1</b>	<b>Operating revenues, including:</b>	k AMD	<b>14,185,892</b>	
1.1	revenues from mobile communication and associated activity	k AMD	14,185,892	
1.1.1	from voice services	k AMD	4,684,820	
1.1.2	from VAS (excluding revenue from data)	k AMD	150,322	
1.1.3	from data services, including:	k AMD	5,903,421	
1.1.4	from International roaming revenue (own subscribers)	k AMD	156,190	
1.1.5	from international roaming revenue (subscribers from abroad)	k AMD	127,076	
1.1.6	revenue from interconnection	k AMD	2,291,232	
1.1.7	from sales of equipment and accessories	k AMD	844,008	
1.1.8	other revenues	k AMD	28,824	
1.2	other operating revenues	k AMD	n/a	
<b>2</b>	<b>Non-operating revenues</b>	k AMD	<b>(153,771)</b>	
<b>3</b>	<b>Capital expenses (CAPEX)</b>	k AMD	<b>9,800,601</b>	
<b>4</b>	<b>Operating expenses (OPEX), including:</b>	k AMD	<b>(20,319,382)</b>	
4.1	interconnection and line rental expenses	k AMD	(3,658,453)	
4.2	advertising and marketing expenses	k AMD	(2,891,231)	
4.3	dealer commissions	k AMD	(1,934,222)	
4.4	payroll expenses	k AMD	(2,307,952)	
4.5	other expenses	k AMD	(9,527,524)	
<b>5</b>	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	k AMD	<b>(6,133,490)</b>	
<b>6</b>	<b>Depreciation of fixed assets and amortization of intangible assets</b>	k AMD	<b>(6,954,274)</b>	
<b>7</b>	<b>Profit before taxation</b>	k AMD	<b>(19,208,774)</b>	
<b>8</b>	<b>Profit after taxation</b>	k AMD	<b>(19,208,774)</b>	
<b>9</b>	<b>Mobile connection indicators</b>			
<b>9.1</b>	<b>Number of active subscribers (at the end of the reporting period)</b>	subscriber	<b>579,927</b>	
9.1.1	prepaid subscribers	subscriber	464,348	
9.1.2	postpaid subscribers	subscriber	40,059	
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	75,520	
9.1.4	Subscribers using data services (by phone)	subscriber	n/a	
<b>9.2</b>	<b>Average revenue per active user (ARPU)</b>			
9.2.1	prepaid subscribers	AMD	1,164	
9.2.2	postpaid subscribers	AMD	4,504	
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	5,775	
9.2.4	Subscribers using other data services	AMD	n/a	
<b>9.3</b>	<b>Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)</b>			
9.3.1	prepaid subscribers	minute	145	255
9.3.2	postpaid subscribers	minute	247	367
9.3.3	Broadband Internet subscribers (other than by phone)	MB	7,704	
9.3.4	Subscribers using other data services	MB	n/a	

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

	Technical and economic indicators	u/m	Amount	(*)
<b>9.4</b>	<b>Unit price (including interconnection and incoming roaming) (APPM)</b>			
9.4.1	prepaid subscribers	AMD	8.0	5.0
9.4.2	postpaid subscribers	AMD	18.0	12.0
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.7	
9.4.4	Subscribers using other data services	AMD	n/a	
<b>9.5</b>	<b>New activations</b>			
9.5.1	prepaid subscribers	subscriber	548,108	
9.5.2	postpaid subscribers	subscriber	28,971	
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	57,717	
9.5.4	Subscribers using other data services	subscriber	n/a	
<b>9.6</b>	<b>Churn</b>			
9.6.1	prepaid subscribers	subscriber	112.6%	
9.6.2	postpaid subscribers	subscriber	69%	
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	59%	
9.6.4	Subscribers using other data services	subscriber	n/a	

\* including incoming calls