



“Orange Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2012 2nd Q

	Technical and economic indicators	u/m	Amount	(*)
<b>1</b>	<b>Operating revenues, including:</b>	k AMD	<b>4,862,974</b>	
1.1	revenues from mobile communication and associated activity	k AMD	4,862,974	
1.1.1	from voice services	k AMD	1,988,146	
1.1.2	from VAS (excluding revenue from data)	k AMD	74,080	
1.1.3	from data services	k AMD	1,633,641	
1.1.4	from International roaming revenue (own subscribers)	k AMD	80,921	
1.1.5	from international roaming revenue (subscribers from abroad)	k AMD	94,362	
1.1.6	revenue from interconnection	k AMD	802,282	
1.1.7	from sales of equipment and accessories	k AMD	161,888	
1.1.8	other revenues	k AMD	27,654	
1.2	other operating revenues	k AMD	n/a	
<b>2</b>	<b>Non-operating revenues</b>	k AMD	<b>7,706</b>	
<b>3</b>	<b>Capital expenses (CAPEX)</b>	k AMD	<b>1,383,084</b>	
<b>4</b>	<b>Operating expenses (OPEX), including:</b>	k AMD	<b>(5,883,618)</b>	
4.1	interconnection and line rental expenses	k AMD	(1,073,594)	
4.2	advertising and marketing expenses	k AMD	(601,434)	
4.3	dealer commissions	k AMD	(492,389)	
4.4	payroll expenses	k AMD	(688,269)	
4.5	other expenses	k AMD	(3,027,932)	
<b>5</b>	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	k AMD	<b>(1,020,644)</b>	
<b>6</b>	<b>Depreciation of fixed assets and amortization of intangible assets</b>	k AMD	<b>(530,674,375)</b>	
<b>7</b>	<b>Profit before taxation</b>	The information contained in paragraphs 7 and 8 for every year is published before 1 November of the year following that year		
<b>8</b>	<b>Profit after taxation</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>644,724</b>	
9.1.1	prepaid subscribers	subscriber	399,930	
9.1.2	postpaid subscribers	subscriber	167,246	
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	77,548	
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	1,715	
9.2.2	postpaid subscribers	AMD	3,181	
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	5,845	
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	198	347
9.3.2	postpaid subscribers	minute	200	322
9.3.3	Broadband Internet subscribers (other than by phone)	MB	9,701	
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 2012 2nd Q**

	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	9.0	5.0
9.4.2	postpaid subscribers	AMD	16.0	10.0
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.6	
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	65,625	
9.5.2	postpaid subscribers	subscriber	112,253	
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	11,382	
9.5.4	Subscribers using other data services	subscriber	n/a	
<b>9.6</b>	<b>Churn</b>			
9.6.1	prepaid subscribers	subscriber	-23%	
9.6.2	postpaid subscribers	subscriber	-3%	
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	-15%	
9.6.4	Subscribers using other data services	subscriber	n/a	

\* including incoming calls