



“Orange Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2012 4th Q

	Technical and economic indicators	u/m	Amount	(*)
1	Operating revenues, including:	k AMD	5,547,454	
1.1	revenues from mobile communication and associated activity	k AMD	5,547,454	
1.1.1	from voice services	k AMD	2,302,493	
1.1.2	from VAS (excluding revenue from data)	k AMD	67,853	
1.1.3	from data services	k AMD	1,730,066	
1.1.4	from International roaming revenue (own subscribers)	k AMD	98,031	
1.1.5	from international roaming revenue (subscribers from abroad)	k AMD	31,198	
1.1.6	revenue from interconnection	k AMD	922,567	
1.1.7	from sales of equipment and accessories	k AMD	377,197	
1.1.8	other revenues	k AMD	18,049	
1.2	other operating revenues	k AMD	n/a	
2	Non-operating revenues	k AMD	294,646	
3	Capital expenses (CAPEX)	k AMD	2,803,275	
4	Operating expenses (OPEX), including:	k AMD	(4,931,577)	
4.1	interconnection and line rental expenses	k AMD	(722,395)	
4.2	advertising and marketing expenses	k AMD	(502,571)	
4.3	dealer commissions	k AMD	(543,028)	
4.4	payroll expenses	k AMD	(685,412)	
4.5	other expenses	k AMD	(2,478,171)	
5	Operating Income Before Depreciation Amortization (OIBDA)	k AMD	615,877	
6	Depreciation of fixed assets and amortization of intangible assets	k AMD	(1,284,888)	
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	596,578	
9.1.1	prepaid subscribers	subscriber	396,865	
9.1.2	postpaid subscribers	subscriber	115,030	
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	84,683	
9.1.4	Subscribers using data services (by phone)	subscriber		
9.2	Average revenue per active user (ARPU)			
9.2.1	prepaid subscribers	AMD	1,806	
9.2.2	postpaid subscribers	AMD	4,202	
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	5,754	
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	207	364
9.3.2	postpaid subscribers	minute	275	445
9.3.3	Broadband Internet subscribers (other than by phone)	MB	10,770	
9.3.4	Subscribers using other data services	MB	n/a	



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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	15.0	9.0
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.5	
9.4.4	Subscribers using other data services	AMD	n/a	
9.5	New activations			
9.5.1	prepaid subscribers	subscriber	74,693	
9.5.2	postpaid subscribers	subscriber	20,334	
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	19,378	
9.5.4	Subscribers using other data services	subscriber	n/a	
9.6	Churn			
9.6.1	prepaid subscribers	subscriber	-19%	
9.6.2	postpaid subscribers	subscriber	-18%	
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	-14%	
9.6.4	Subscribers using other data services	subscriber	n/a	

* including incoming calls