



“Orange Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2013 1st Q

	Technical and economic indicators	u/m	Amount	(*)
<b>1</b>	<b>Operating revenues, including:</b>	k AMD	<b>5,345,871</b>	
1.1	revenues from mobile communication and associated activity	k AMD	5,345,871	
1.1.1	from voice services	k AMD	2,252,879	
1.1.2	from VAS (excluding revenue from data)	k AMD	79,170	
1.1.3	from data services	k AMD	1,796,393	
1.1.4	from International roaming revenue (own subscribers)	k AMD	89,311	
1.1.5	from international roaming revenue (subscribers from abroad)	k AMD	60,407	
1.1.6	revenue from interconnection	k AMD	770,472	
1.1.7	from sales of equipment and accessories	k AMD	265,044	
1.1.8	other revenues	k AMD	32,195	
1.2	other operating revenues	k AMD	n/a	
<b>2</b>	<b>Non-operating revenues</b>	k AMD	<b>231,952</b>	
<b>3</b>	<b>Capital expenses (CAPEX)</b>	k AMD	<b>333,238</b>	
<b>4</b>	<b>Operating expenses (OPEX), including:</b>	k AMD	<b>(5,380,453)</b>	
4.1	interconnection and line rental expenses	k AMD	(975,577)	
4.2	advertising and marketing expenses	k AMD	(427,524)	
4.3	dealer commissions	k AMD	(541,833)	
4.4	payroll expenses	k AMD	(765,975)	
4.5	other expenses	k AMD	(2,669,544)	
<b>5</b>	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	k AMD	<b>(34,582)</b>	
<b>6</b>	<b>Depreciation of fixed assets and amortization of intangible assets</b>	k AMD	<b>(953,607)</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>			
9.1.1	prepaid subscribers	subscriber	378,458	
9.1.2	postpaid subscribers	subscriber	117,051	
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	90,603	
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	1,699	
9.2.2	postpaid subscribers	AMD	4,380	
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	5,562	
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	204	364
9.3.2	postpaid subscribers	minute	298	196
9.3.3	Broadband Internet subscribers (other than by phone)	MB	12,399	
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 2013 1st Q**

	<b>Technical and economic indicators</b>	<b>u/m</b>	<b>Amount</b>	<b>(*)</b>
<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	15.0	22.0
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.4	
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	47,199	
9.5.2	postpaid subscribers	subscriber	12,580	
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	17,941	
9.5.4	Subscribers using other data services	subscriber	n/a	
<b>9.6</b>	<b>Churn</b>			
9.6.1	prepaid subscribers	subscriber	-17%	
9.6.2	postpaid subscribers	subscriber	-9%	
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