



“Orange Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2013 2nd Q

	Technical and economic indicators	u/m	Amount	(*)
<b>1</b>	<b>Operating revenues, including:</b>	k AMD	<b>5,658,426</b>	
1.1	revenues from mobile communication and associated activity	k AMD	5,658,426	
1.1.1	from voice services	k AMD	2,412,212	
1.1.2	from VAS (excluding revenue from data), including:	k AMD	73,218	
	from short and multimedia messages (SMS and MMS)	k AMD	71,392	
	other	k AMD	1,826	
1.1.3	from data services, including:	k AMD	1,690,633	
	broadband Internet access services through USB modems (other than by phone)	k AMD	1,459,154	
	mobile communication network services (through handsets)	k AMD	231,479	
	other	k AMD	n/a	
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	92,430	
1.1.5	from international roaming revenue (own subscribers)	k AMD	141,149	
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	96,151	
1.1.7	revenue from interconnection, including:	k AMD	825,359	
	from voice services	k AMD	814,947	
	from short and multimedia messages (SMS and MMS)	k AMD	10,412	
1.1.8	revenues from line rental services	k AMD	n/a	
1.1.9	from sales of equipment and accessories	k AMD	282,548	
1.1.10	other revenues	k AMD	44,726	
<b>2</b>	<b>Operating expenses, including:</b>	k AMD	<b>(5,618,658)</b>	
2.1	interconnection expenses	k AMD	(997,317)	
2.2	line rental expenses	k AMD	(132,903)	
2.3	advertising and marketing expenses	k AMD	(495,316)	
2.4	dealer commissions	k AMD	(567,314)	
2.5	payroll expenses	k AMD	(701,245)	
2.6	mobile network exploitation and maintenance expenses	k AMD	(426,699)	
2.7	other expenses	k AMD	(2,297,864)	
<b>3</b>	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	k AMD	<b>39,768</b>	
<b>4</b>	<b>Depreciation of fixed assets and amortization of intangible assets</b>	k AMD	<b>(1,053,297)</b>	
<b>5</b>	<b>Other operating income</b>	k AMD	<b>272,519</b>	
<b>6</b>	<b>Non-operating income</b>	k AMD	<b>105,584</b>	
6.1	Financial income	k AMD	2,179	
6.2	Financial expenses	k AMD	(114,356)	
6.3	Gain/loss from exchange rate differences	k AMD	(2,799)	
6.4	Other Non-Operating revenues/expenses	k AMD	220,560	
<b>7</b>	<b>Profit before taxation</b>	k AMD	<b>(635,426)</b>	
<b>8</b>	<b>Capital expenses</b>	k AMD	<b>880,308</b>	



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<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	380,080	
9.1.2	postpaid subscribers	subscriber	124,934	
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	90,927	
9.1.4	Subscribers using data services (by phone)	subscriber	204,474	
<b>9.2</b>	<b>Average revenue per active user (ARPU)</b>			
9.2.1	prepaid subscribers	AMD	1,850	
9.2.2	postpaid subscribers	AMD	4,611	
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	5,350	
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	205	362
9.3.2	postpaid subscribers	minute	345	233
9.3.3	Broadband Internet subscribers (other than by phone)	MB	16,490	
9.3.4	Subscribers using other data services	MB	n/a	
<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	13.0	20.0
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.3	
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	56,781	
9.5.2	postpaid subscribers	subscriber	16,138	
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	12,679	
9.5.4	Subscribers using other data services	subscriber	n/a	
<b>9.6</b>	<b>Churn</b>			
9.6.1	prepaid subscribers	subscriber	(54,232)	
9.6.2	postpaid subscribers	subscriber	(9,182)	
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(12,355)	
9.6.4	Subscribers using other data services	subscriber	n/a	

\* including incoming calls