



**“Orange Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2013 3rd Q**

	Technical and economic indicators	u/m	Amount	(*)
<b>1</b>	<b>Operating revenues, including:</b>	k AMD	<b>6,119,883</b>	
1.1	revenues from mobile communication and associated activity	k AMD	6,119,883	
1.1.1	from voice services	k AMD	2,546,380	
1.1.2	from VAS (excluding revenue from data), including:	k AMD	81,317	
	from short and multimedia messages (SMS and MMS)	k AMD	79,570	
	other	k AMD	1,747	
1.1.3	from data services, including:	k AMD	1,756,730	
	broadband Internet access services through USB modems (other than by phone)	k AMD	1,483,154	
	mobile communication network services (through handsets)	k AMD	273,576	
	other	k AMD	-	
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	91,326	
1.1.5	from international roaming revenue (own subscribers)	k AMD	197,184	
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	133,818	
1.1.7	revenue from interconnection, including:	k AMD	906,293	
	from voice services	k AMD	896,074	
	from short and multimedia messages (SMS and MMS)	k AMD	10,219	
1.1.8	revenues from line rental services	k AMD	-	
1.1.9	from sales of equipment and accessories	k AMD	379,996	
1.1.10	other revenues	k AMD	26,839	
<b>2</b>	<b>Operating expenses, including:</b>	k AMD	<b>(5,961,342)</b>	
2.1	interconnection expenses	k AMD	(1,142,305)	
2.2	line rental expenses	k AMD	(131,715)	
2.3	advertising and marketing expenses	k AMD	(376,968)	
2.4	dealer commissions	k AMD	(619,556)	
2.5	payroll expenses	k AMD	(724,765)	
2.6	mobile network exploitation and maintenance expenses	k AMD	(388,664)	
2.7	other expenses	k AMD	(2,577,369)	
<b>3</b>	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	k AMD	<b>158,541</b>	
<b>4</b>	<b>Depreciation of fixed assets and amortization of intangible assets</b>	k AMD	<b>(938,437)</b>	
<b>5</b>	<b>Other operating income</b>	k AMD	<b>269,535</b>	
<b>6</b>	<b>Non-operating income</b>	k AMD	<b>(190,711)</b>	
6.1	Financial income	k AMD	6,936	
6.2	Financial expenses	k AMD	(118,646)	
6.3	Gain/loss from exchange rate differences	k AMD	(25,862)	
6.4	Other Non-Operating revenues/expenses	k AMD	(53,139)	
<b>7</b>	<b>Profit before taxation</b>	k AMD	<b>(701,072)</b>	
<b>8</b>	<b>Capital expenses</b>	k AMD	<b>1,475,402</b>	



**“Orange Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2013 3rd Q**

	Technical and economic indicators	u/m	Amount	(*)
<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	385,470	
9.1.2	postpaid subscribers	subscriber	137,459	
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	93,729	
9.1.4	Subscribers using data services (by phone)	subscriber	223,617	
<b>9.2</b>	<b>Average revenue per active user (ARPU)</b>			
9.2.1	prepaid subscribers	AMD	1,939	
9.2.2	postpaid subscribers	AMD	4,753	
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	5,351	
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	184	319
9.3.2	postpaid subscribers	minute	330	217
9.3.3	Broadband Internet subscribers (other than by phone)	MB	8,389	
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	11.0	6.0
9.4.2	postpaid subscribers	AMD	14.0	22.0
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	66,037	
9.5.2	postpaid subscribers	subscriber	20,186	
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	16,564	
9.5.4	Subscribers using other data services	subscriber	n/a	
<b>9.6</b>	<b>Churn</b>			
9.6.1	prepaid subscribers	subscriber	(58,949)	
9.6.2	postpaid subscribers	subscriber	(9,359)	
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(13,762)	
9.6.4	Subscribers using other data services	subscriber	n/a	

\* including incoming calls