



**“Orange Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2013 4th Q**

	<b>Technical and economic indicators</b>	<b>u/m</b>	<b>Amount</b>
<b>1</b>	<b>Operating revenues, including:</b>	k AMD	<b>5,896,618</b>
1.1	revenues from mobile communication and associated activity	k AMD	5,896,618
1.1.1	from voice services	k AMD	2,487,304
1.1.2	from VAS (excluding revenue from data), including:	k AMD	94,006
	from short and multimedia messages (SMS and MMS)	k AMD	92,243
	other	k AMD	1,763
1.1.3	from data services, including:	k AMD	1,729,201
	broadband Internet access services through USB modems (other than by phone)	k AMD	1,460,180
	mobile communication network services (through handsets)	k AMD	269,021
	other	k AMD	n/a
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	85,250
1.1.5	from international roaming revenue (own subscribers)	k AMD	129,418
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	119,887
1.1.7	revenue from interconnection, including:	k AMD	823,539
	from voice services	k AMD	812,592
	from short and multimedia messages (SMS and MMS)	k AMD	10,947
1.1.8	revenues from line rental services	k AMD	n/a
1.1.9	from sales of equipment and accessories	k AMD	376,307
1.1.10	other revenues	k AMD	51,706
<b>2</b>	<b>Operating expenses, including:</b>	k AMD	<b>(6,416,205)</b>
2.1	interconnection expenses	k AMD	(1,011,423)
2.2	line rental expenses	k AMD	(166,710)
2.3	advertising and marketing expenses	k AMD	(485,690)
2.4	dealer commissions	k AMD	(532,973)
2.5	payroll expenses	k AMD	(1,126,835)
2.6	mobile network exploitation and maintenance expenses	k AMD	(470,177)
2.7	other expenses	k AMD	(2,622,397)
<b>3</b>	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	k AMD	<b>(519,587)</b>
<b>4</b>	<b>Depreciation of fixed assets and amortization of intangible assets</b>	k AMD	<b>(1,205,037)</b>
<b>5</b>	<b>Other operating income</b>	k AMD	<b>339,168</b>
<b>6</b>	<b>Non-operating income</b>	k AMD	<b>(437,124)</b>
6.1	Financial income	k AMD	2,553
6.2	Financial expenses	k AMD	(107,526)
6.3	Gain/loss from exchange rate differences	k AMD	(41,848)
6.4	Other Non-Operating revenues/expenses	k AMD	(290,303)
<b>7</b>	<b>Profit before taxation</b>	k AMD	<b>(1,822,580)</b>
<b>8</b>	<b>Capital expenses</b>	k AMD	<b>3,011,904</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	375,183
9.1.2	postpaid subscribers	subscriber	142,156
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	106,646
9.1.4	Subscribers using data services (by phone)	subscriber	254,566
<b>9.2</b>	<b>Average revenue per active user (ARPU)</b>		
9.2.1	prepaid subscribers	AMD	1,697
9.2.2	postpaid subscribers	AMD	4,621
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	4,904
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	173
9.3.2	postpaid subscribers	minute	374
9.3.3	Broadband Internet subscribers (other than by phone)	MB	13,213
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	10.0
9.4.2	postpaid subscribers	AMD	12.0
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	50,530
9.5.2	postpaid subscribers	subscriber	15,407
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	25,041
9.5.4	Subscribers using other data services	subscriber	n/a
<b>9.6</b>	<b>Churn</b>		
9.6.1	prepaid subscribers	subscriber	(61,692)
9.6.2	postpaid subscribers	subscriber	(9,835)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(12,124)
9.6.4	Subscribers using other data services	subscriber	n/a

- 1) The information for each quarter is provided before the 30th of the second month following that quarter.
- 2) Amounts are shown without VAT.
- 3) The indicators included in the table are calculated based on the international Accounting Standards operating in the Republic of Armenia.