



**“Orange Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2014 3rd Q**

	Technical and economic indicators	u/m	Amount
<b>1</b>	<b>Operating revenues, including:</b>	k AMD	<b>5,997,100</b>
1.1	revenues from mobile communication and associated activity	k AMD	5,997,100
1.1.1	from voice services	k AMD	2,428,956
1.1.2	from VAS (excluding revenue from data), including:	k AMD	76,242
	from short and multimedia messages (SMS and MMS)	k AMD	74,416
	other	k AMD	1,826
1.1.3	from data services, including:	k AMD	1,703,453
	broadband Internet access services through USB modems (other than by phone)	k AMD	1,344,349
	mobile communication network services (through handsets)	k AMD	359,104
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	65,236
1.1.5	from international roaming revenue (own subscribers)	k AMD	169,396
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	92,940
1.1.7	revenue from interconnection, including:	k AMD	902,942
	from voice services	k AMD	892,520
	from short and multimedia messages (SMS and MMS)	k AMD	10,422
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	432,472
1.1.10	other revenues	k AMD	125,463
<b>2</b>	<b>Operating expenses, including:</b>	k AMD	<b>(5,786,513)</b>
2.1	interconnection expenses	k AMD	(1,054,424)
2.2	line rental expenses	k AMD	(117,268)
2.3	advertising and marketing expenses	k AMD	(432,793)
2.4	dealer commissions	k AMD	(376,772)
2.5	payroll expenses	k AMD	(659,369)
2.6	mobile network exploitation and maintenance expenses	k AMD	(440,900)
2.7	other expenses	k AMD	(2,704,987)
<b>3</b>	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	k AMD	<b>210,587</b>
<b>4</b>	<b>Depreciation of fixed assets and amortization of intangible assets</b>	k AMD	<b>(1,177,301)</b>
<b>5</b>	<b>Other operating income</b>	k AMD	<b>281,977</b>
<b>6</b>	<b>Non-operating income</b>	k AMD	<b>328,329</b>
6.1	Financial income	k AMD	5,336
6.2	Financial expenses	k AMD	(19,572)
6.3	Gain/loss from exchange rate differences	k AMD	68,118
6.4	Other Non-Operating revenues/expenses	k AMD	274,447
<b>7</b>	<b>Profit before taxation</b>	k AMD	<b>(356,408)</b>
<b>8</b>	<b>Capital expenses</b>	k AMD	<b>833,042</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	360,637
9.1.2	postpaid subscribers	subscriber	147,556
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	116,281
9.1.4	Subscribers using data services (by phone)	subscriber	256,911
<b>9.2</b>	<b>Average revenue per active user (ARPU)</b>		-
9.2.1	prepaid subscribers	AMD	1,711
9.2.2	postpaid subscribers	AMD	4,832
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	4,067
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	143
9.3.2	postpaid subscribers	minute	354
9.3.3	Broadband Internet subscribers (other than by phone)	MB	14,556
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	12.0
9.4.2	postpaid subscribers	AMD	14.0
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	50,537
9.5.2	postpaid subscribers	subscriber	16,637
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	20,430
9.5.4	Subscribers using other data services	subscriber	N/A
<b>9.6</b>	<b>Churn</b>		-
9.6.1	prepaid subscribers	subscriber	(58,897)
9.6.2	postpaid subscribers	subscriber	(11,210)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(13,545)
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.