



“Orange Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2014 4th Q

	Technical and economic indicators	u/m	Amount
1	Operating revenues, including:	k AMD	5,641,493
1.1	revenues from mobile communication and associated activity	k AMD	5,641,493
1.1.1	from voice services	k AMD	2,311,312
1.1.2	from VAS (excluding revenue from data), including:	k AMD	74,781
	from short and multimedia messages (SMS and MMS)	k AMD	72,715
	other	k AMD	2,066
1.1.3	from data services, including:	k AMD	1,728,335
	broadband Internet access services through USB modems (other than by phone)	k AMD	1,365,943
	mobile communication network services (through handsets)	k AMD	362,392
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	57,728
1.1.5	from international roaming revenue (own subscribers)	k AMD	103,319
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	(21,384)
1.1.7	revenue from interconnection, including:	k AMD	836,089
	from voice services	k AMD	826,887
	from short and multimedia messages (SMS and MMS)	k AMD	9,202
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	507,533
1.1.10	other revenues	k AMD	43,780
2	Operating expenses, including:	k AMD	(5,705,682)
2.1	interconnection expenses	k AMD	(933,998)
2.2	line rental expenses	k AMD	(89,707)
2.3	advertising and marketing expenses	k AMD	(469,304)
2.4	dealer commissions	k AMD	(373,477)
2.5	payroll expenses	k AMD	(553,301)
2.6	mobile network exploitation and maintenance expenses	k AMD	(458,722)
2.7	other expenses	k AMD	(2,827,173)
3	Operating Income Before Depreciation Amortization (OIBDA)	k AMD	(64,189)
4	Depreciation of fixed assets and amortization of intangible assets	k AMD	(1,104,156)
5	Other operating income	k AMD	119,788
6	Non-operating income	k AMD	(860,849)
6.1	Financial income	k AMD	3,143
6.2	Financial expenses	k AMD	(21,676)
6.3	Gain/loss from exchange rate differences	k AMD	(125,951)
6.4	Other Non-Operating revenues/expenses	k AMD	(716,365)
7	Profit before taxation	k AMD	(1,909,406)
8	Capital expenses	k AMD	2,112,578



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	Technical and economic indicators	u/m	Amount
9	Mobile connection indicators		-
9.1	Number of active subscribers (at the end of the reporting period)		-
9.1.1	prepaid subscribers	subscriber	348,681
9.1.2	postpaid subscribers	subscriber	152,911
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	130,725
9.1.4	Subscribers using data services (by phone)	subscriber	255,381
9.2	Average revenue per active user (ARPU)		-
9.2.1	prepaid subscribers	AMD	1,535
9.2.2	postpaid subscribers	AMD	4,681
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	3,744
9.2.4	Subscribers using other data services	AMD	N/A
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)		-
9.3.1	prepaid subscribers	minute	136
9.3.2	postpaid subscribers	minute	349
9.3.3	Broadband Internet subscribers (other than by phone)	MB	15,181
9.3.4	Subscribers using other data services	MB	N/A
9.4	Unit price (including interconnection and incoming roaming) (APPM)		-
9.4.1	prepaid subscribers	AMD	11.0
9.4.2	postpaid subscribers	AMD	13.0
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.2
9.4.4	Subscribers using other data services	AMD	N/A
9.5	New activations		-
9.5.1	prepaid subscribers	subscriber	42,890
9.5.2	postpaid subscribers	subscriber	16,713
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	27,423
9.5.4	Subscribers using other data services	subscriber	N/A
9.6	Churn		-
9.6.1	prepaid subscribers	subscriber	(63,387)
9.6.2	postpaid subscribers	subscriber	(16,223)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(16,143)
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.