



“Orange Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2015 1st Q

	Technical and economic indicators	u/m	Amount
1	Operating revenues, including:	k AMD	4,927,354
1.1	revenues from mobile communication and associated activity	k AMD	4,927,354
1.1.1	from voice services	k AMD	2,104,063
1.1.2	from VAS (excluding revenue from data), including:	k AMD	73,288
	from short and multimedia messages (SMS and MMS)	k AMD	71,811
	other	k AMD	1,477
1.1.3	from data services, including:	k AMD	1,701,723
	broadband Internet access services through USB modems (other than by phone)	k AMD	1,362,225
	mobile communication network services (through handsets)	k AMD	339,498
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	50,444
1.1.5	from international roaming revenue (own subscribers)	k AMD	86,181
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	60,085
1.1.7	revenue from interconnection, including:	k AMD	650,278
	from voice services	k AMD	642,746
	from short and multimedia messages (SMS and MMS)	k AMD	7,532
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	154,541
1.1.10	other revenues	k AMD	46,751
2	Operating expenses, including:	k AMD	(5,173,412)
2.1	interconnection expenses	k AMD	(806,269)
2.2	line rental expenses	k AMD	(117,039)
2.3	advertising and marketing expenses	k AMD	(414,229)
2.4	dealer commissions	k AMD	(256,103)
2.5	payroll expenses	k AMD	(722,326)
2.6	mobile network exploitation and maintenance expenses	k AMD	(467,256)
2.7	other expenses	k AMD	(2,390,190)
3	Operating Income Before Depreciation Amortization (OIBDA)	k AMD	(246,058)
4	Depreciation of fixed assets and amortization of intangible assets	k AMD	(1,195,539)
5	Other operating income	k AMD	270,892
6	Non-operating income	k AMD	782,848
6.1	Financial income	k AMD	5,703
6.2	Financial expenses	k AMD	(28,493)
6.3	Gain/loss from exchange rate differences	k AMD	142,503
6.4	Other Non-Operating revenues/expenses	k AMD	663,135
7	Profit before taxation	k AMD	(387,857)
8	Capital expenses	k AMD	513,461



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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	340,008
9.1.2	postpaid subscribers	subscriber	157,725
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	128,549
9.1.4	Subscribers using data services (by phone)	subscriber	260,904
9.2	Average revenue per active user (ARPU)		-
9.2.1	prepaid subscribers	AMD	1,296
9.2.2	postpaid subscribers	AMD	4,255
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	3,499
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	129
9.3.2	postpaid subscribers	minute	314
9.3.3	Broadband Internet subscribers (other than by phone)	MB	15,849
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	
9.4.2	postpaid subscribers	AMD	14.0
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	33,004
9.5.2	postpaid subscribers	subscriber	19,117
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	13,267
9.5.4	Subscribers using other data services	subscriber	N/A
9.6	Churn		-
9.6.1	prepaid subscribers	subscriber	(45,758)
9.6.2	postpaid subscribers	subscriber	(8,137)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(14,240)
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.