



“Orange Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2015 3rd Q

	Technical and economic indicators	u/m	Amount
1	Operating revenues, including:	k AMD	5,349,866
1.1	revenues from mobile communication and associated activity	k AMD	5,349,866
1.1.1	from voice services	k AMD	2,260,693
1.1.2	from VAS (excluding revenue from data), including:	k AMD	58,225
	from short and multimedia messages (SMS and MMS)	k AMD	58,225
	other	k AMD	-
1.1.3	from data services, including:	k AMD	1,638,555
	broadband Internet access services through USB modems (other than by phone)	k AMD	1,249,459
	mobile communication network services (through handsets)	k AMD	389,097
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	45,433
1.1.5	from international roaming revenue (own subscribers)	k AMD	142,007
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	106,279
1.1.7	revenue from interconnection, including:	k AMD	709,737
	from voice services	k AMD	701,978
	from short and multimedia messages (SMS and MMS)	k AMD	7,758
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	349,655
1.1.10	other revenues	k AMD	39,282
2	Operating expenses, including:	k AMD	(5,266,480)
2.1	interconnection expenses	k AMD	(941,054)
2.2	line rental expenses	k AMD	(94,509)
2.3	advertising and marketing expenses	k AMD	(407,657)
2.4	dealer commissions	k AMD	(313,409)
2.5	payroll expenses	k AMD	(624,465)
2.6	mobile network exploitation and maintenance expenses	k AMD	(458,378)
2.7	other expenses	k AMD	(2,427,008)
3	Operating Income Before Depreciation Amortization (OIBDA)	k AMD	83,386
4	Depreciation of fixed assets and amortization of intangible assets	k AMD	(1,287,488)
5	Other operating income	k AMD	314,623
6	Non-operating income	k AMD	(92,247)
6.1	Financial income	k AMD	6,263
6.2	Financial expenses	k AMD	(26,971)
6.3	Gain/loss from exchange rate differences	k AMD	(6,343)
6.4	Other Non-Operating revenues/expenses	k AMD	(65,196)
7	Profit before taxation	k AMD	(981,726)
8	Capital expenses	k AMD	716,082



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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	366,822
9.1.2	postpaid subscribers	subscriber	154,006
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	130,745
9.1.4	Subscribers using data services (by phone)	subscriber	284,669
9.2	Average revenue per active user (ARPU)		
9.2.1	prepaid subscribers	AMD	1,386
9.2.2	postpaid subscribers	AMD	4,458
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	3,220
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	319
9.3.3	Broadband Internet subscribers (other than by phone)	MB	17,485
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	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	57,826
9.5.2	postpaid subscribers	subscriber	11,592
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	15,276
9.5.4	Subscribers using other data services	subscriber	N/A
9.6	Churn		
9.6.1	prepaid subscribers	subscriber	(48,911)
9.6.2	postpaid subscribers	subscriber	(10,125)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(15,358)
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.