



“Ucom” LLC Report on the Main Economic and Technical Indicators of Mobile Services for 2016 2nd Q

	Technical and economic indicators	u/m	Amount
1	Operating revenues, including:	k AMD	4,537,098
1.1	revenues from mobile communication and associated activity	k AMD	4,537,098
1.1.1	from voice services	k AMD	1,914,073
1.1.2	from VAS (excluding revenue from data), including:	k AMD	70,234
	from short and multimedia messages (SMS and MMS)	k AMD	70,234
	other	k AMD	-
1.1.3	from data services, including:	k AMD	1,406,020
	broadband Internet access services through USB modems (other than by phone)	k AMD	1,027,333
	mobile communication network services (through handsets)	k AMD	378,687
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	31,469
1.1.5	from international roaming revenue (own subscribers)	k AMD	84,625
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	74,317
1.1.7	revenue from interconnection, including:	k AMD	507,758
	from voice services	k AMD	498,274
	from short and multimedia messages (SMS and MMS)	k AMD	9,484
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	432,688
1.1.10	other revenues	k AMD	15,914
2	Operating expenses, including:	k AMD	(3,462,065)
2.1	interconnection expenses	k AMD	(746,158)
2.2	line rental expenses	k AMD	(33,688)
2.3	advertising and marketing expenses	k AMD	(246,678)
2.4	dealer commissions	k AMD	(112,065)
2.5	payroll expenses	k AMD	(521,704)
2.6	mobile network exploitation and maintenance expenses	k AMD	(332,730)
2.7	other expenses	k AMD	(1,469,043)
3	Operating Income Before Depreciation Amortization (OIBDA)	k AMD	1,075,033
4	Depreciation of fixed assets and amortization of intangible assets	k AMD	(748,476)
5	Other operating income	k AMD	(154,398)
6	Non-operating income	k AMD	(244,492)
6.1	Financial income	k AMD	1,171
6.2	Financial expenses	k AMD	(491,353)
6.3	Gain/loss from exchange rate differences	k AMD	264,114
6.4	Other Non-Operating revenues/expenses	k AMD	(18,425)
7	Profit before taxation	k AMD	(72,332)
8	Capital expenses	k AMD	(2,253,423)



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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	341,011
9.1.2	postpaid subscribers	subscriber	145,661
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	120,823
9.1.4	Subscribers using data services (by phone)	subscriber	264,973
9.2	Average revenue per active user (ARPU)		
9.2.1	prepaid subscribers	AMD	1,115
9.2.2	postpaid subscribers	AMD	4,098
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,842
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	132
9.3.2	postpaid subscribers	minute	287
9.3.3	Broadband Internet subscribers (other than by phone)	MB	16,999
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	8.5
9.4.2	postpaid subscribers	AMD	14.3
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	25,121
9.5.2	postpaid subscribers	subscriber	11,017
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	11,099
9.5.4	Subscribers using other data services	subscriber	N/A
9.6	Churn		-
9.6.1	prepaid subscribers	subscriber	(41,010)
9.6.2	postpaid subscribers	subscriber	(10,545)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(15,938)
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.