



“Ucom” LLC Report on the Main Economic and Technical Indicators of Mobile Services for 2016 3rd Q

| | Technical and economic indicators | u/m | Amount |
|----------|---|------------|--------------------|
| 1 | Operating revenues, including: | k AMD | 4,653,746 |
| 1.1 | revenues from mobile communication and associated activity | k AMD | 4,653,746 |
| 1.1.1 | from voice services | k AMD | 1,885,482 |
| 1.1.2 | from VAS (excluding revenue from data), including: | k AMD | 67,112 |
| | from short and multimedia messages (SMS and MMS) | k AMD | 67,112 |
| | other | k AMD | - |
| 1.1.3 | from data services, including: | k AMD | 1,430,751 |
| | broadband Internet access services through USB modems (other than by phone) | k AMD | 1,042,820 |
| | mobile communication network services (through handsets) | k AMD | 387,932 |
| | other | k AMD | - |
| 1.1.4 | from short and multimedia messages (SMS and MMS) | k AMD | 29,553 |
| 1.1.5 | from international roaming revenue (own subscribers) | k AMD | 117,826 |
| 1.1.6 | from international roaming revenue (subscribers from abroad) | k AMD | 104,938 |
| 1.1.7 | revenue from interconnection, including: | k AMD | 544,549 |
| | from voice services | k AMD | 534,916 |
| | from short and multimedia messages (SMS and MMS) | k AMD | 9,632 |
| 1.1.8 | revenues from line rental services | k AMD | - |
| 1.1.9 | from sales of equipment and accessories | k AMD | 456,054 |
| 1.1.10 | other revenues | k AMD | 17,482 |
| 2 | Operating expenses, including: | k AMD | (3,682,145) |
| 2.1 | interconnection expenses | k AMD | (836,777) |
| 2.2 | line rental expenses | k AMD | (33,551) |
| 2.3 | advertising and marketing expenses | k AMD | (195,027) |
| 2.4 | dealer commissions | k AMD | (114,508) |
| 2.5 | payroll expenses | k AMD | (632,475) |
| 2.6 | mobile network exploitation and maintenance expenses | k AMD | (403,961) |
| 2.7 | other expenses | k AMD | (1,465,846) |
| 3 | Operating Income Before Depreciation Amortization (OIBDA) | k AMD | 971,602 |
| 4 | Depreciation of fixed assets and amortization of intangible assets | k AMD | (778,714) |
| 5 | Other operating income | k AMD | (62,827) |
| 6 | Non-operating income | k AMD | (87,921) |
| 6.1 | Financial income | k AMD | 451 |
| 6.2 | Financial expenses | k AMD | (82,111) |
| 6.3 | Gain/loss from exchange rate differences | k AMD | 14,692 |
| 6.4 | Other Non-Operating revenues/expenses | k AMD | (20,953) |
| 7 | Profit before taxation | k AMD | 42,140 |
| 8 | Capital expenses | k AMD | (6,174,827) |



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| 9 | Mobile connection indicators | | |
| 9.1 | Number of active subscribers (at the end of the reporting period) | | |
| 9.1.1 | prepaid subscribers | subscriber | 343,854 |
| 9.1.2 | postpaid subscribers | subscriber | 139,513 |
| 9.1.3 | Broadband Internet subscribers (other than by phone) | subscriber | 124,659 |
| 9.1.4 | Subscribers using data services (by phone) | subscriber | 266,434 |
| 9.2 | Average revenue per active user (ARPU) | | |
| 9.2.1 | prepaid subscribers | AMD | 1,220 |
| 9.2.2 | postpaid subscribers | AMD | 4,125 |
| 9.2.3 | Broadband Internet subscribers (other than by phone) | AMD | 2,795 |
| 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 | 131 |
| 9.3.2 | postpaid subscribers | minute | 492 |
| 9.3.3 | Broadband Internet subscribers (other than by phone) | MB | 16,445 |
| 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 | 9.3 |
| 9.4.2 | postpaid subscribers | AMD | 11.8 |
| 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 | 34,673 |
| 9.5.2 | postpaid subscribers | subscriber | 10,436 |
| 9.5.3 | Broadband Internet subscribers (other than by phone) | subscriber | 15,473 |
| 9.5.4 | Subscribers using other data services | subscriber | N/A |
| 9.6 | Churn | | |
| 9.6.1 | prepaid subscribers | subscriber | (39,614) |
| 9.6.2 | postpaid subscribers | subscriber | (9,211) |
| 9.6.3 | Broadband Internet subscribers (other than by phone) | subscriber | (12,131) |
| 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.