



“Ucom” LLC Report on the Main Economic and Technical Indicators of Mobile Services for 2016 4th Q

| | Technical and economic indicators | u/m | Amount |
|----------|---|------------|--------------------|
| 1 | Operating revenues, including: | k AMD | 4,449,896 |
| 1.1 | revenues from mobile communication and associated activity | k AMD | 4,449,896 |
| 1.1.1 | from voice services | k AMD | 1,745,810 |
| 1.1.2 | from VAS (excluding revenue from data), including: | k AMD | 72,703 |
| | from short and multimedia messages (SMS and MMS) | k AMD | 72,703 |
| | other | k AMD | - |
| 1.1.3 | from data services, including: | k AMD | 1,442,781 |
| | broadband Internet access services through USB modems (other than by phone) | k AMD | 1,049,435 |
| | mobile communication network services (through handsets) | k AMD | 393,346 |
| | other | k AMD | - |
| 1.1.4 | from short and multimedia messages (SMS and MMS) | k AMD | 27,555 |
| 1.1.5 | from international roaming revenue (own subscribers) | k AMD | 83,124 |
| 1.1.6 | from international roaming revenue (subscribers from abroad) | k AMD | 68,418 |
| 1.1.7 | revenue from interconnection, including: | k AMD | 459,107 |
| | from voice services | k AMD | 449,570 |
| | from short and multimedia messages (SMS and MMS) | k AMD | 9,537 |
| 1.1.8 | revenues from line rental services | k AMD | - |
| 1.1.9 | from sales of equipment and accessories | k AMD | 502,456 |
| 1.1.10 | other revenues | k AMD | 47,943 |
| 2 | Operating expenses, including: | k AMD | (3,889,835) |
| 2.1 | interconnection expenses | k AMD | (745,477) |
| 2.2 | line rental expenses | k AMD | (7,829) |
| 2.3 | advertising and marketing expenses | k AMD | (280,413) |
| 2.4 | dealer commissions | k AMD | (97,283) |
| 2.5 | payroll expenses | k AMD | (777,521) |
| 2.6 | mobile network exploitation and maintenance expenses | k AMD | (330,468) |
| 2.7 | other expenses | k AMD | (1,650,843) |
| 3 | Operating Income Before Depreciation Amortization (OIBDA) | k AMD | 560,061 |
| 4 | Depreciation of fixed assets and amortization of intangible assets | k AMD | (1,181,198) |
| 5 | Other operating income | k AMD | (10,066) |
| 6 | Non-operating income | k AMD | (1,504,050) |
| 6.1 | Financial income | k AMD | 139 |
| 6.2 | Financial expenses | k AMD | (641,812) |
| 6.3 | Gain/loss from exchange rate differences | k AMD | (572,296) |
| 6.4 | Other Non-Operating revenues/expenses | k AMD | (290,081) |
| 7 | Profit before taxation | k AMD | (2,135,253) |
| 8 | Capital expenses | k AMD | (4,992,709) |



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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 | 327,973 |
| 9.1.2 | postpaid subscribers | subscriber | 133,265 |
| 9.1.3 | Broadband Internet subscribers (other than by phone) | subscriber | 127,648 |
| 9.1.4 | Subscribers using data services (by phone) | subscriber | 255,466 |
| 9.2 | Average revenue per active user (ARPU) | | |
| 9.2.1 | prepaid subscribers | AMD | 1,100 |
| 9.2.2 | postpaid subscribers | AMD | 4,130 |
| 9.2.3 | Broadband Internet subscribers (other than by phone) | AMD | 2,789 |
| 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 | 128 |
| 9.3.2 | postpaid subscribers | minute | 290 |
| 9.3.3 | Broadband Internet subscribers (other than by phone) | MB | 11,605 |
| 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 | 8.6 |
| 9.4.2 | postpaid subscribers | AMD | 14.2 |
| 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 | 24,448 |
| 9.5.2 | postpaid subscribers | subscriber | 10,185 |
| 9.5.3 | Broadband Internet subscribers (other than by phone) | subscriber | 15,933 |
| 9.5.4 | Subscribers using other data services | subscriber | N/A |
| 9.6 | Churn | | |
| 9.6.1 | prepaid subscribers | subscriber | (48,535) |
| 9.6.2 | postpaid subscribers | subscriber | (8,227) |
| 9.6.3 | Broadband Internet subscribers (other than by phone) | subscriber | (12,944) |
| 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.