



“Ucom” LLC Report on the Main Economic and Technical Indicators of Mobile Services for 2017 2nd Q

	Technical and economic indicators	u/m	Amount
1	Operating revenues, including:	k AMD	4,423,633
1.1	revenues from mobile communication and associated activity	k AMD	4,423,633
1.1.1	from voice services	k AMD	1,635,115
1.1.2	from VAS (excluding revenue from data), including:	k AMD	59,693
	from short and multimedia messages (SMS and MMS)	k AMD	59,693
	other	k AMD	-
1.1.3	from data services, including:	k AMD	1,434,031
	broadband Internet access services through USB modems (other than by phone)	k AMD	1,031,806
	mobile communication network services (through handsets)	k AMD	402,225
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	24,698
1.1.5	from international roaming revenue (own subscribers)	k AMD	72,730
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	68,646
1.1.7	revenue from interconnection, including:	k AMD	445,313
	from voice services	k AMD	434,861
	from short and multimedia messages (SMS and MMS)	k AMD	10,452
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	668,943
1.1.10	other revenues	k AMD	14,464
2	Operating expenses, including:	k AMD	(3,050,978)
2.1	interconnection expenses	k AMD	(793,477)
2.2	line rental expenses	k AMD	(3,032)
2.3	advertising and marketing expenses	k AMD	(203,494)
2.4	dealer commissions	k AMD	(71,192)
2.5	payroll expenses	k AMD	(651,045)
2.6	mobile network exploitation and maintenance expenses	k AMD	(303,577)
2.7	other expenses	k AMD	(1,025,159)
3	Operating Income Before Depreciation Amortization (OIBDA)	k AMD	1,372,655
4	Depreciation of fixed assets and amortization of intangible assets	k AMD	(2,269,863)
5	Other operating income	k AMD	(27,204)
6	Non-operating income	k AMD	(415,414)
6.1	Financial income	k AMD	98
6.2	Financial expenses	k AMD	(581,130)
6.3	Gain/loss from exchange rate differences	k AMD	166,208
6.4	Other Non-Operating revenues/expenses	k AMD	(590)
7	Profit before taxation	k AMD	(1,339,826)
8	Capital expenses	k AMD	(2,424,972)



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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	315,331
9.1.2	postpaid subscribers	subscriber	126,393
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	129,112
9.1.4	Subscribers using data services (by phone)	subscriber	205,298
9.2	Average revenue per active user (ARPU)		
9.2.1	prepaid subscribers	AMD	1,124
9.2.2	postpaid subscribers	AMD	4,119
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,724
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	293
9.3.3	Broadband Internet subscribers (other than by phone)	MB	18,826
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	8.7
9.4.2	postpaid subscribers	AMD	14.0
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.1
9.4.4	Subscribers using other data services	AMD	N/A
9.5	New activations		
9.5.1	prepaid subscribers	subscriber	23,255
9.5.2	postpaid subscribers	subscriber	11,123
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	14,680
9.5.4	Subscribers using other data services	subscriber	N/A
9.6	Churn		
9.6.1	prepaid subscribers	subscriber	(34,834)
9.6.2	postpaid subscribers	subscriber	(8,450)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(11,636)
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.