



**“Ucom” LLC Report on the Main Economic and Technical Indicators of Mobile Services for 2017 4th Q**

	<b>Technical and economic indicators</b>	<b>u/m</b>	<b>Amount</b>
<b>1</b>	<b>Operating revenues, including:</b>	k AMD	<b>4,613,415</b>
1.1	revenues from mobile communication and associated activity	k AMD	4,613,415
1.1.1	from voice services	k AMD	1,608,950
1.1.2	from VAS (excluding revenue from data), including:	k AMD	49,164
	from short and multimedia messages (SMS and MMS)	k AMD	49,164
	other	k AMD	-
1.1.3	from data services, including:	k AMD	1,451,056
	broadband Internet access services through USB modems (other than by phone)	k AMD	1,034,253
	mobile communication network services (through handsets)	k AMD	416,803
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	22,763
1.1.5	from international roaming revenue (own subscribers)	k AMD	85,473
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	69,565
1.1.7	revenue from interconnection, including:	k AMD	448,116
	from voice services	k AMD	436,110
	from short and multimedia messages (SMS and MMS)	k AMD	12,006
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	824,509
1.1.10	other revenues	k AMD	53,818
<b>2</b>	<b>Operating expenses, including:</b>	k AMD	<b>(3,818,137)</b>
2.1	interconnection expenses	k AMD	(974,232)
2.2	line rental expenses	k AMD	(2,827)
2.3	advertising and marketing expenses	k AMD	(209,372)
2.4	dealer commissions	k AMD	(101,939)
2.5	payroll expenses	k AMD	(910,991)
2.6	mobile network exploitation and maintenance expenses	k AMD	(274,755)
2.7	other expenses	k AMD	(1,344,022)
<b>3</b>	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	k AMD	<b>795,278</b>
<b>4</b>	<b>Depreciation of fixed assets and amortization of intangible assets</b>	k AMD	<b>(2,248,790)</b>
<b>5</b>	<b>Other operating income</b>	k AMD	<b>62,588</b>
<b>6</b>	<b>Non-operating income</b>	k AMD	<b>(864,821)</b>
6.1	Financial income	k AMD	207
6.2	Financial expenses	k AMD	(627,229)
6.3	Gain/loss from exchange rate differences	k AMD	(389,657)
6.4	Other Non-Operating revenues/expenses	k AMD	151,858
<b>7</b>	<b>Profit before taxation</b>	k AMD	<b>(2,255,745)</b>
<b>8</b>	<b>Capital expenses</b>	k AMD	<b>(2,252,419)</b>



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<b>9</b>	<b>Mobile connection indicators</b>		-
<b>9.1</b>	<b>Number of active subscribers (at the end of the reporting period)</b>		
9.1.1	prepaid subscribers	subscriber	307,142
9.1.2	postpaid subscribers	subscriber	127,727
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	131,054
9.1.4	Subscribers using data services (by phone)	subscriber	283,280
<b>9.2</b>	<b>Average revenue per active user (ARPU)</b>		
9.2.1	prepaid subscribers	AMD	1,131
9.2.2	postpaid subscribers	AMD	4,105
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,649
9.2.4	Subscribers using other data services	AMD	N/A
<b>9.3</b>	<b>Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)</b>		
9.3.1	prepaid subscribers	minute	130
9.3.2	postpaid subscribers	minute	299
9.3.3	Broadband Internet subscribers (other than by phone)	MB	20,632
9.3.4	Subscribers using other data services	MB	N/A
<b>9.4</b>	<b>Unit price (including interconnection and incoming roaming) (APPM)</b>		
9.4.1	prepaid subscribers	AMD	8.7
9.4.2	postpaid subscribers	AMD	13.7
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.1
9.4.4	Subscribers using other data services	AMD	N/A
<b>9.5</b>	<b>New activations</b>		
9.5.1	prepaid subscribers	subscriber	25,905
9.5.2	postpaid subscribers	subscriber	11,319
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	13,886
9.5.4	Subscribers using other data services	subscriber	N/A
<b>9.6</b>	<b>Churn</b>		
9.6.1	prepaid subscribers	subscriber	(46,558)
9.6.2	postpaid subscribers	subscriber	(7,532)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(13,533)
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.