



**“Ucom” LLC Report on the Main Economic and Technical Indicators of Mobile Services for 2018 1st 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>4,454,392</b>
1.1	revenues from mobile communication and associated activity	k AMD	4,454,392
1.1.1	from voice services	k AMD	1,473,032
1.1.2	from VAS (excluding revenue from data), including:	k AMD	49,833
	from short and multimedia messages (SMS and MMS)	k AMD	37,592
	other	k AMD	12,241
1.1.3	from data services, including:	k AMD	1,440,559
	broadband Internet access services through USB modems (other than by phone)	k AMD	1,040,205
	mobile communication network services (through handsets)	k AMD	400,355
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	20,280
1.1.5	from international roaming revenue (own subscribers)	k AMD	80,229
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	73,752
1.1.7	revenue from interconnection, including:	k AMD	377,134
	from voice services	k AMD	365,473
	from short and multimedia messages (SMS and MMS)	k AMD	11,661
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	763,526
1.1.10	other revenues	k AMD	176,046
<b>2</b>	<b>Operating expenses, including:</b>	k AMD	<b>(3,344,990)</b>
2.1	interconnection expenses	k AMD	(945,531)
2.2	line rental expenses	k AMD	(2,821)
2.3	advertising and marketing expenses	k AMD	(159,545)
2.4	dealer commissions	k AMD	(93,350)
2.5	payroll expenses	k AMD	(677,170)
2.6	mobile network exploitation and maintenance expenses	k AMD	(288,368)
2.7	other expenses	k AMD	(1,178,206)
<b>3</b>	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	k AMD	<b>1,109,402</b>
<b>4</b>	<b>Depreciation of fixed assets and amortization of intangible assets</b>	k AMD	<b>(1,776,814)</b>
<b>5</b>	<b>Other operating income</b>	k AMD	<b>26,942</b>
<b>6</b>	<b>Non-operating income</b>	k AMD	<b>(298,279)</b>
6.1	Financial income	k AMD	194
6.2	Financial expenses	k AMD	(537,721)
6.3	Gain/loss from exchange rate differences	k AMD	242,176
6.4	Other Non-Operating revenues/expenses	k AMD	(2,927)
<b>7</b>	<b>Profit before taxation</b>	k AMD	<b>(938,749)</b>
<b>8</b>	<b>Capital expenses</b>	k AMD	<b>(2,038,576)</b>



**Appendix**

*Approved by Public*

*Services Regulatory Commission of RA*

*Decision N 274A as of 1 June, 2011*

<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	313,815
9.1.2	postpaid subscribers	subscriber	126,929
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	132,971
9.1.4	Subscribers using data services (by phone)	subscriber	287,814
<b>9.2</b>	<b>Average revenue per active user (ARPU)</b>		
9.2.1	prepaid subscribers	AMD	1,040
9.2.2	postpaid subscribers	AMD	3,822
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,946
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	126
9.3.2	postpaid subscribers	minute	284
9.3.3	Broadband Internet subscribers (other than by phone)	MB	22,563
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	8.3
9.4.2	postpaid subscribers	AMD	13.5
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	35,145
9.5.2	postpaid subscribers	subscriber	10,707
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	13,915
9.5.4	Subscribers using other data services	subscriber	N/A
<b>9.6</b>	<b>Churn</b>		
9.6.1	prepaid subscribers	subscriber	(32,739)
9.6.2	postpaid subscribers	subscriber	(7,238)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(11,998)
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.