



“Ucom” LLC Report on the Main Economic and Technical Indicators of Mobile Services for 2018 1st Q

	Technical and economic indicators	u/m	Amount
1	Operating revenues, including:	k AMD	4,834,767
1.1	revenues from mobile communication and associated activity	k AMD	4,834,767
1.1.1	from voice services	k AMD	1,474,168
1.1.2	from VAS (excluding revenue from data), including:	k AMD	50,973
	from short and multimedia messages (SMS and MMS)	k AMD	39,472
	other	k AMD	11,502
1.1.3	from data services, including:	k AMD	1,574,420
	broadband Internet access services through USB modems (other than by phone)	k AMD	1,074,286
	mobile communication network services (through handsets)	k AMD	500,134
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	19,409
1.1.5	from international roaming revenue (own subscribers)	k AMD	76,827
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	119,031
1.1.7	revenue from interconnection, including:	k AMD	500,383
	from voice services	k AMD	487,559
	from short and multimedia messages (SMS and MMS)	k AMD	12,824
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	918,858
1.1.10	other revenues	k AMD	100,698
2	Operating expenses, including:	k AMD	(3,693,873)
2.1	interconnection expenses	k AMD	(990,142)
2.2	line rental expenses	k AMD	(2,830)
2.3	advertising and marketing expenses	k AMD	(167,921)
2.4	dealer commissions	k AMD	(109,177)
2.5	payroll expenses	k AMD	(763,997)
2.6	mobile network exploitation and maintenance expenses	k AMD	(274,945)
2.7	other expenses	k AMD	(1,384,862)
3	Operating Income Before Depreciation Amortization (OIBDA)	k AMD	1,140,893
4	Depreciation of fixed assets and amortization of intangible assets	k AMD	(1,556,080)
5	Other operating income	k AMD	(122,447)
6	Non-operating income	k AMD	(784,578)
6.1	Financial income	k AMD	616
6.2	Financial expenses	k AMD	(595,253)
6.3	Gain/loss from exchange rate differences	k AMD	(189,941)
6.4	Other Non-Operating revenues/expenses	k AMD	-
7	Profit before taxation	k AMD	(1,322,210)
8	Capital expenses	k AMD	(1,499,629)



Appendix

Approved by Public

Services Regulatory Commission of RA

Decision N 274A as of 1 June, 2011

9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		
9.1.1	prepaid subscribers	subscriber	312,201
9.1.2	postpaid subscribers	subscriber	127,774
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	136,447
9.1.4	Subscribers using data services (by phone)	subscriber	298,366
9.2	Average revenue per active user (ARPU)		
9.2.1	prepaid subscribers	AMD	1,139
9.2.2	postpaid subscribers	AMD	4,053
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,652
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	123
9.3.2	postpaid subscribers	minute	312
9.3.3	Broadband Internet subscribers (other than by phone)	MB	23,404
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	9.2
9.4.2	postpaid subscribers	AMD	13.0
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	25,972
9.5.2	postpaid subscribers	subscriber	8,896
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	13,842
9.5.4	Subscribers using other data services	subscriber	N/A
9.6	Churn		
9.6.1	prepaid subscribers	subscriber	(29,324)
9.6.2	postpaid subscribers	subscriber	(6,313)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(10,366)
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.