



“Ucom” LLC Report on the Main Economic and Technical Indicators of Mobile Services for 2018 4th Q

	Technical and economic indicators	u/m	Amount
1	Operating revenues, including:	k AMD	4,913,703
1.1	revenues from mobile communication and associated activity	k AMD	4,913,703
1.1.1	from voice services	k AMD	1,561,492
1.1.2	from VAS (excluding revenue from data), including:	k AMD	44,029
	from short and multimedia messages (SMS and MMS)	k AMD	33,021
	other	k AMD	11,008
1.1.3	from data services, including:	k AMD	1,553,345
	broadband Internet access services through USB modems (other than by phone)	k AMD	1,088,589
	mobile communication network services (through handsets)	k AMD	464,756
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	18,496
1.1.5	from international roaming revenue (own subscribers)	k AMD	93,429
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	82,621
1.1.7	revenue from interconnection, including:	k AMD	502,013
	from voice services	k AMD	487,301
	from short and multimedia messages (SMS and MMS)	k AMD	14,712
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	992,778
1.1.10	other revenues	k AMD	65,499
2	Operating expenses, including:	k AMD	(4,053,192)
2.1	interconnection expenses	k AMD	(1,032,642)
2.2	line rental expenses	k AMD	(2,180)
2.3	advertising and marketing expenses	k AMD	(255,249)
2.4	dealer commissions	k AMD	(96,189)
2.5	payroll expenses	k AMD	(873,405)
2.6	mobile network exploitation and maintenance expenses	k AMD	(275,574)
2.7	other expenses	k AMD	(1,517,952)
3	Operating Income Before Depreciation Amortization (OIBDA)	k AMD	860,511
4	Depreciation of fixed assets and amortization of intangible assets	k AMD	(1,344,928)
5	Other operating income	k AMD	(102,288)
6	Non-operating income	k AMD	(709,519)
6.1	Financial income	k AMD	1,542
6.2	Financial expenses	k AMD	(645,731)
6.3	Gain/loss from exchange rate differences	k AMD	(65,330)
6.4	Other Non-Operating revenues/expenses	k AMD	-
7	Profit before taxation	k AMD	(1,296,224)
8	Capital expenses	k AMD	(2,075,704)
9	Mobile connection indicators		
9.1	Number of active subscribers (at the end of the reporting period)		
9.1.1	prepaid subscribers	subscriber	314,408
9.1.2	postpaid subscribers	subscriber	134,373
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	141,748
9.1.4	Subscribers using data services (by phone)	subscriber	323,808
9.2	Average revenue per active user (ARPU)		
9.2.1	prepaid subscribers	AMD	1,097
9.2.2	postpaid subscribers	AMD	4,087
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,649
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	119
9.3.2	postpaid subscribers	minute	331
9.3.3	Broadband Internet subscribers (other than by phone)	MB	23,628
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	9.3
9.4.2	postpaid subscribers	AMD	12.4
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	31,407
9.5.2	postpaid subscribers	subscriber	11,591
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	14,333
9.5.4	Subscribers using other data services	subscriber	N/A
9.6	Churn		
9.6.1	prepaid subscribers	subscriber	(43,327)
9.6.2	postpaid subscribers	subscriber	(6,795)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(9,636)
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.