



“Ucom” LLC Report on the Main Economic and Technical Indicators of Mobile Services for 2019 3rd Q

	Technical and economic indicators	u/m	Amount
1	Operating revenues, including:	k AMD	5,287,545
1.1	revenues from mobile communication and associated activity	k AMD	5,287,545
1.1.1	from voice services	k AMD	1,687,458
1.1.2	from VAS (excluding revenue from data), including:	k AMD	58,411
	from short and multimedia messages (SMS and MMS)	k AMD	48,985
	other	k AMD	9,425
1.1.3	from data services, including:	k AMD	1,496,465
	broadband Internet access services through USB modems (other than by phone)	k AMD	1,035,161
	mobile communication network services (through handsets)	k AMD	461,304
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	16,842
1.1.5	from international roaming revenue (own subscribers)	k AMD	179,874
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	113,299
1.1.7	revenue from interconnection, including:	k AMD	421,423
	from voice services	k AMD	405,142
	from short and multimedia messages (SMS and MMS)	k AMD	16,281
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	1,166,451
1.1.10	other revenues	k AMD	147,321
2	Operating expenses, including:	k AMD	(3,860,897)
2.1	interconnection expenses	k AMD	(909,116)
2.2	line rental expenses	k AMD	(2,431)
2.3	advertising and marketing expenses	k AMD	(150,348)
2.4	dealer commissions	k AMD	(110,023)
2.5	payroll expenses	k AMD	(760,848)
2.6	mobile network exploitation and maintenance expenses	k AMD	(250,415)
2.7	other expenses	k AMD	(1,677,715)
3	Operating Income Before Depreciation Amortization (OIBDA)	k AMD	1,426,648
4	Depreciation of fixed assets and amortization of intangible assets	k AMD	(1,823,035)
5	Other operating income	k AMD	78,323
6	Non-operating income	k AMD	(438,969)
6.1	Financial income	k AMD	271
6.2	Financial expenses	k AMD	(762,283)
6.3	Gain/loss from exchange rate differences	k AMD	323,044
6.4	Other Non-Operating revenues/expenses	k AMD	-
7	Profit before taxation	k AMD	(757,032)
8	Capital expenses	k AMD	(1,268,481)
9	Mobile connection indicators		-
9.1	Number of active subscribers (at the end of the reporting period)		
9.1.1	prepaid subscribers	subscriber	332,230
9.1.2	postpaid subscribers	subscriber	143,578
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	156,805
9.1.4	Subscribers using data services (by phone)	subscriber	386,485
9.2	Average revenue per active user (ARPU)		
9.2.1	prepaid subscribers	AMD	1,106
9.2.2	postpaid subscribers	AMD	4,088
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,212
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	116
9.3.2	postpaid subscribers	minute	344
9.3.3	Broadband Internet subscribers (other than by phone)	MB	22,247
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	9.6
9.4.2	postpaid subscribers	AMD	11.9
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	46,635
9.5.2	postpaid subscribers	subscriber	9,936
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	9,501
9.5.4	Subscribers using other data services	subscriber	N/A
9.6	Churn		
9.6.1	prepaid subscribers	subscriber	(31,402)
9.6.2	postpaid subscribers	subscriber	(5,808)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(11,539)
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.