



**“Ucom” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2020 1st Q**

	Technical and economic indicators	u/m	Amount
<b>1</b>	<b>Operating revenues, including:</b>	k AMD	<b>4,254,155</b>
1.1	revenues from mobile communication and associated activity	k AMD	4,254,155
1.1.1	from voice services	k AMD	1,567,025
1.1.2	from VAS (excluding revenue from data), including:	k AMD	57,903
	from short and multimedia messages (SMS and MMS)	k AMD	49,352
	other	k AMD	8,551
1.1.3	from data services, including:	k AMD	1,340,896
	broadband Internet access services through USB modems (other than by phone)	k AMD	945,285
	mobile communication network services (through handsets)	k AMD	395,611
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	14,784
1.1.5	from international roaming revenue (own subscribers)	k AMD	82,366
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	44,004
1.1.7	revenue from interconnection, including:	k AMD	306,245
	from voice services	k AMD	292,038
	from short and multimedia messages (SMS and MMS)	k AMD	14,207
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	766,590
1.1.10	other revenues	k AMD	74,342
<b>2</b>	<b>Operating expenses, including:</b>	k AMD	<b>(2,670,687)</b>
2.1	interconnection expenses	k AMD	(658,805)
2.2	line rental expenses	k AMD	(2,666)
2.3	advertising and marketing expenses	k AMD	(76,791)
2.4	dealer commissions	k AMD	(69,116)
2.5	payroll expenses	k AMD	(838,985)
2.6	mobile network exploitation and maintenance expenses	k AMD	(264,930)
2.7	other expenses	k AMD	(759,395)
<b>3</b>	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	k AMD	<b>1,583,468</b>
<b>4</b>	<b>Depreciation of fixed assets and amortization of intangible assets</b>	k AMD	<b>(1,822,999)</b>
<b>5</b>	<b>Other operating income</b>	k AMD	<b>(93,087)</b>
<b>6</b>	<b>Non-operating income</b>	k AMD	<b>(1,753,717)</b>
6.1	Financial income	k AMD	1,227
6.2	Financial expenses	k AMD	(631,959)
6.3	Gain/loss from exchange rate differences	k AMD	(1,122,986)
6.4	Other Non-Operating revenues/expenses	k AMD	-
<b>7</b>	<b>Profit before taxation</b>	k AMD	<b>(2,086,336)</b>
<b>8</b>	<b>Capital expenses</b>	k AMD	<b>(466,887)</b>
<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>		<b>606,269</b>
9.1.1	prepaid subscribers	subscriber	300,575
9.1.2	postpaid subscribers	subscriber	149,922
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	155,772

9.1.4	Subscribers using data services (by phone)	subscriber	370,468
<b>9.2</b>	<b>Average revenue per active user (ARPU)</b>		
9.2.1	prepaid subscribers	AMD	892
9.2.2	postpaid subscribers	AMD	3,561
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,220
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	105
9.3.2	postpaid subscribers	minute	317
9.3.3	Broadband Internet subscribers (other than by phone)	MB	28,863
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	8.5
9.4.2	postpaid subscribers	AMD	11.2
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	18,407
9.5.2	postpaid subscribers	subscriber	7,873
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	9,300
9.5.4	Subscribers using other data services	subscriber	N/A
<b>9.6</b>	<b>Churn</b>		
9.6.1	prepaid subscribers	subscriber	(34,100)
9.6.2	postpaid subscribers	subscriber	(5,272)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(10,990)
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.