



“Ucom” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2021 1st Q

| | Technical and economic indicators | u/m | Amount |
|------------|---|------------|--------------------|
| 1 | Operating revenues, including: | k AMD | 4,169,756 |
| 1.1 | revenues from mobile communication and associated activity | k AMD | 4,169,756 |
| 1.1.1 | from voice services | k AMD | 1,542,996 |
| 1.1.2 | from VAS (excluding revenue from data), including: | k AMD | 85,212 |
| | from short and multimedia messages (SMS and MMS) | k AMD | 78,524 |
| | other | k AMD | 6,685 |
| 1.1.3 | from data services, including: | k AMD | 1,185,875 |
| | broadband Internet access services through USB modems (other than by phone) | k AMD | 814,609 |
| | mobile communication network services (through handsets) | k AMD | 371,266 |
| | other | k AMD | - |
| 1.1.4 | from short and multimedia messages (SMS and MMS) | k AMD | 13,260 |
| 1.1.5 | from international roaming revenue (own subscribers) | k AMD | 45,234 |
| 1.1.6 | from international roaming revenue (subscribers from abroad) | k AMD | 72,302 |
| 1.1.7 | revenue from interconnection, including: | k AMD | 376,211 |
| | from voice services | k AMD | 359,031 |
| | from short and multimedia messages (SMS and MMS) | k AMD | 17,179 |
| 1.1.8 | revenues from line rental services | k AMD | - |
| 1.1.9 | from sales of equipment and accessories | k AMD | 745,447 |
| 1.1.10 | other revenues | k AMD | 103,219 |
| 2 | Operating expenses, including: | k AMD | (2,448,947) |
| 2.1 | interconnection expenses | k AMD | (586,124) |
| 2.2 | line rental expenses | k AMD | (2,982) |
| 2.3 | advertising and marketing expenses | k AMD | (30,347) |
| 2.4 | dealer commissions | k AMD | (76,532) |
| 2.5 | payroll expenses | k AMD | (714,566) |
| 2.6 | mobile network exploitation and maintenance expenses | k AMD | (258,267) |
| 2.7 | other expenses | k AMD | (780,128) |
| 3 | Operating Income Before Depreciation Amortization (OIBDA) | k AMD | 1,720,809 |
| 4 | Depreciation of fixed assets and amortization of intangible assets | k AMD | (1,746,465) |
| 5 | Other operating income | k AMD | (19,828) |
| 6 | Non-operating income | k AMD | (871,062) |
| 6.1 | Financial income | k AMD | 1,390 |
| 6.2 | Financial expenses | k AMD | (781,033) |
| 6.3 | Gain/loss from exchange rate differences | k AMD | (91,419) |
| 6.4 | Other Non-Operating revenues/expenses | k AMD | - |
| 7 | Profit before taxation | k AMD | (916,545) |
| 8 | Capital expenses | k AMD | (23,621) |
| 9 | Mobile connection indicators | | |
| 9.1 | Number of active subscribers (at the end of the reporting period) | | 581,763 |
| 9.1.1 | prepaid subscribers | subscriber | 289,073 |
| 9.1.2 | postpaid subscribers | subscriber | 142,043 |
| 9.1.3 | Broadband Internet subscribers (other than by phone) | subscriber | 150,647 |
| 9.1.4 | Subscribers using data services (by phone) | subscriber | 374,971 |
| 9.2 | Average revenue per active user (ARPU) | | |
| 9.2.1 | prepaid subscribers | AMD | 984 |
| 9.2.2 | postpaid subscribers | AMD | 3,651 |
| 9.2.3 | Broadband Internet subscribers (other than by phone) | AMD | 1,899 |
| 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 | 114 |
| 9.3.2 | postpaid subscribers | minute | 320 |
| 9.3.3 | Broadband Internet subscribers (other than by phone) | MB | 26,942 |
| 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 | 8.7 |
| 9.4.2 | postpaid subscribers | AMD | 11.4 |
| 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 | 18,531 |
| 9.5.2 | postpaid subscribers | subscriber | 5,208 |
| 9.5.3 | Broadband Internet subscribers (other than by phone) | subscriber | 5,977 |
| 9.5.4 | Subscribers using other data services | subscriber | N/A |
| 9.6 | Churn | | |
| 9.6.1 | prepaid subscribers | subscriber | (28,684) |
| 9.6.2 | postpaid subscribers | subscriber | (5,361) |
| 9.6.3 | Broadband Internet subscribers (other than by phone) | subscriber | (8,533) |
| 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.