



**“Ucom” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2021 3rd Q**

|            | Technical and economic indicators   | u/m        | Amount             |
|------------|---|------------|--------------------|
| <b>1</b>   | <b>Operating revenues, including:</b>                                       | k AMD      | <b>4,619,622</b>   |
| 1.1        | revenues from mobile communication and associated activity                  | k AMD      | 4,619,622          |
| 1.1.1      | from voice services   | k AMD      | 1,752,449          |
| 1.1.2      | from VAS (excluding revenue from data), including:                          | k AMD      | 90,695             |
|            | from short and multimedia messages (SMS and MMS)                            | k AMD      | 84,245             |
|            | other   | k AMD      | 6,448              |
| 1.1.3      | from data services, including:  | k AMD      | 1,143,965          |
|            | broadband Internet access services through USB modems (other than by phone) | k AMD      | 743,191            |
|            | mobile communication network services (through handsets)                    | k AMD      | 400,774            |
|            | other   | k AMD      | -                  |
| 1.1.4      | from short and multimedia messages (SMS and MMS)                            | k AMD      | 13,985             |
| 1.1.5      | from international roaming revenue (own subscribers)                        | k AMD      | 105,652            |
| 1.1.6      | from international roaming revenue (subscribers from abroad)                | k AMD      | 95,673             |
| 1.1.7      | revenue from interconnection, including:                                    | k AMD      | 423,550            |
|            | from voice services   | k AMD      | 404,555            |
|            | from short and multimedia messages (SMS and MMS)                            | k AMD      | 18,996             |
| 1.1.8      | revenues from line rental services  | k AMD      | -                  |
| 1.1.9      | from sales of equipment and accessories                                     | k AMD      | 896,856            |
| 1.1.10     | other revenues  | k AMD      | 96,798             |
| <b>2</b>   | <b>Operating expenses, including:</b>                                       | k AMD      | <b>(2,562,224)</b> |
| 2.1        | interconnection expenses  | k AMD      | (694,774)          |
| 2.2        | line rental expenses  | k AMD      | (2,986)            |
| 2.3        | advertising and marketing expenses  | k AMD      | (101,145)          |
| 2.4        | dealer commissions  | k AMD      | (94,709)           |
| 2.5        | payroll expenses  | k AMD      | (537,141)          |
| 2.6        | mobile network exploitation and maintenance expenses                        | k AMD      | (262,366)          |
| 2.7        | other expenses  | k AMD      | (869,101)          |
| <b>3</b>   | <b>Operating Income Before Depreciation Amortization (OIBDA)</b>            | k AMD      | <b>2,057,399</b>   |
| <b>4</b>   | <b>Depreciation of fixed assets and amortization of intangible assets</b>   | k AMD      | <b>(2,430,333)</b> |
| <b>5</b>   | <b>Other operating income</b>   | k AMD      | <b>39,256</b>      |
| <b>6</b>   | <b>Non-operating income</b>   | k AMD      | <b>170,675</b>     |
| 6.1        | Financial income  | k AMD      | 4,731              |
| 6.2        | Financial expenses  | k AMD      | (772,923)          |
| 6.3        | Gain/loss from exchange rate differences                                    | k AMD      | 938,867            |
| 6.4        | Other Non-Operating revenues/expenses                                       | k AMD      | -                  |
| <b>7</b>   | <b>Profit before taxation</b>   | k AMD      | <b>(163,003)</b>   |
| <b>8</b>   | <b>Capital expenses</b>   | k AMD      | <b>(249,370)</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>602,823</b>     |
| 9.1.1      | prepaid subscribers   | subscriber | 308,679            |
| 9.1.2      | postpaid subscribers  | subscriber | 150,039            |
| 9.1.3      | Broadband Internet subscribers (other than by phone)                        | subscriber | 144,105            |
| 9.1.4      | Subscribers using data services (by phone)                                  | subscriber | 423,755            |
| <b>9.2</b> | <b>Average revenue per active user (ARPU)</b>                               |            |                    |
| 9.2.1      | prepaid subscribers   | AMD        | 1,223              |
| 9.2.2      | postpaid subscribers  | AMD        | 3,764              |
| 9.2.3      | Broadband Internet subscribers (other than by phone)                        | AMD        | 1,820              |
| 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     | 126      |
| 9.3.2      | postpaid subscribers  | minute     | 344      |
| 9.3.3      | Broadband Internet subscribers (other than by phone)  | MB         | 23,520   |
| 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        | 9.7      |
| 9.4.2      | postpaid subscribers  | AMD        | 11.0     |
| 9.4.3      | Broadband Internet subscribers (other than by phone)  | AMD        | 0.1      |
| 9.4.4      | Subscribers using other data services   | AMD        | N/A      |
| <b>9.5</b> | <b>New activations</b>  |            |          |
| 9.5.1      | prepaid subscribers   | subscriber | 41,248   |
| 9.5.2      | postpaid subscribers  | subscriber | 10,336   |
| 9.5.3      | Broadband Internet subscribers (other than by phone)  | subscriber | 5,476    |
| 9.5.4      | Subscribers using other data services   | subscriber | N/A      |
| <b>9.6</b> | <b>Churn</b>  |            |          |
| 9.6.1      | prepaid subscribers   | subscriber | (26,378) |
| 9.6.2      | postpaid subscribers  | subscriber | (5,247)  |
| 9.6.3      | Broadband Internet subscribers (other than by phone)  | subscriber | (7,322)  |
| 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.