Appendix

Approved by Public

Services Regulatory Commission of RA

Decision N 274A as of 1 June, 2011

"Ucom" CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2026 3 rd Q

	Technical and economic indicators	u/m	Amount
1	**Operating revenues, including:**	k AMD	**6,227,497**
1.1	revenues from mobile communication and associated activity	k AMD	6,227,497
1.1.1	from voice services	k AMD	3,296,631
1.1.2	from VAS (excluding revenue from data), including:	k AMD	306,417
	from short and multimedia messages (SMS and MMS)	k AMD	303,704
	other	k AMD	2,717
1.1.3	from data services, including:	k AMD	692,479
	broadband Internet access services through USB modems (other than by phone)	k AMD	452,511
	mobile communication network services (through handsets)	k AMD	239,969
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	13,025
1.1.5	from international roaming revenue (own subscribers)	k AMD	215,537
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	291,510
1.1.7	revenue from interconnection, including:	k AMD	347,352
	from voice services	k AMD	321,036
	from short and multimedia messages (SMS and MMS)	k AMD	26,316
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	942,663
1.1.10	other revenues	k AMD	121,883
2	**Operating expenses, including:**	k AMD	**(3,459,087)**
2.1	interconnection expenses	k AMD	(491,334)
2.2	line rental expenses	k AMD	(48,720)
2.3	advertising and marketing expenses	k AMD	(88,871)
2.4	dealer commissions	k AMD	(95,976)
2.5	payroll expenses	k AMD	(1,047,260)
2.6	mobile network exploitation and maintenance expenses	k AMD	(348,340)
2.7	other expenses	k AMD	(1,338,587)
3	**Operating Income Before Depreciation Amortization (OIBDA)**	k AMD	**2,768,410**
4	**Depreciation of fixed assets and amortization of intangible assets**	k AMD	**(1,463,898)**
5	**Other operating income**	k AMD	**88,841**
6	**Non-operating income**	k AMD	**(625,231)**
6.1	Financial income	k AMD	592
6.2	Financial expenses	k AMD	(864,764)
6.3	Gain/loss from exchange rate differences	k AMD	238,941
6.4	Other Non-Operating revenues/expenses	k AMD	-
7	**Profit before taxation**	k AMD	**768,122**
8	**Capital expenses**	k AMD	**(2,457,229)**
9	**Mobile connection indicators**		
9.1	**Number of active subscribers (at the end of the reporting period)**		**839,842**
9.1.1	prepaid subscribers	subscriber	427,846
9.1.2	postpaid subscribers	subscriber	329,513

9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	82,483
9.1.4	Subscribers using data services (by phone)	subscriber	686,299
9.2	**Average revenue per active user (ARPU)**		2,117
9.2.1	prepaid subscribers	AMD	1,688
9.2.2	postpaid subscribers	AMD	2,423
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	1,900
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	209
9.3.2	postpaid subscribers	minute	308
9.3.3	Broadband Internet subscribers (other than by phone)	MB	33,030
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	8.1
9.4.2	postpaid subscribers	AMD	7.9
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	90,299
9.5.2	postpaid subscribers	subscriber	23,162
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	8,819
9.5.4	Subscribers using other data services	subscriber	N/A
9.6	**Churn**		
9.6.1	prepaid subscribers	subscriber	(48,559)
9.6.2	postpaid subscribers	subscriber	(11,591)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(7,973)
9.6.4	Subscribers using other data services	subscriber	N/A

1) The information for each quarter is provided before the 15th 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.