



**“Ucom” LLC Report on the Main Economic and Technical Indicators of Mobile Services for 2019 4th Q**

|            | Technical and economic indicators   | u/m        | Amount             |
|------------|---|------------|--------------------|
| <b>1</b>   | <b>Operating revenues, including:</b>                                       | k AMD      | <b>4,840,386</b>   |
| 1.1        | revenues from mobile communication and associated activity                  | k AMD      | 4,840,386          |
| 1.1.1      | from voice services   | k AMD      | 1,553,582          |
| 1.1.2      | from VAS (excluding revenue from data), including:                          | k AMD      | 21,719             |
|            | from short and multimedia messages (SMS and MMS)                            | k AMD      | 13,948             |
|            | other   | k AMD      | 7,770              |
| 1.1.3      | from data services, including:  | k AMD      | 1,232,913          |
|            | broadband Internet access services through USB modems (other than by phone) | k AMD      | 812,757            |
|            | mobile communication network services (through handsets)                    | k AMD      | 420,155            |
|            | other   | k AMD      | -                  |
| 1.1.4      | from short and multimedia messages (SMS and MMS)                            | k AMD      | 17,086             |
| 1.1.5      | from international roaming revenue (own subscribers)                        | k AMD      | 110,002            |
| 1.1.6      | from international roaming revenue (subscribers from abroad)                | k AMD      | 66,405             |
| 1.1.7      | revenue from interconnection, including:                                    | k AMD      | 401,647            |
|            | from voice services   | k AMD      | 384,570            |
|            | from short and multimedia messages (SMS and MMS)                            | k AMD      | 17,077             |
| 1.1.8      | revenues from line rental services  | k AMD      | -                  |
| 1.1.9      | from sales of equipment and accessories                                     | k AMD      | 1,308,674          |
| 1.1.10     | other revenues  | k AMD      | 128,358            |
| <b>2</b>   | <b>Operating expenses, including:</b>                                       | k AMD      | <b>(2,318,122)</b> |
| 2.1        | interconnection expenses  | k AMD      | (878,181)          |
| 2.2        | line rental expenses  | k AMD      | (2,497)            |
| 2.3        | advertising and marketing expenses  | k AMD      | (211,679)          |
| 2.4        | dealer commissions  | k AMD      | (59,163)           |
| 2.5        | payroll expenses  | k AMD      | (737,680)          |
| 2.6        | mobile network exploitation and maintenance expenses                        | k AMD      | (243,462)          |
| 2.7        | other expenses  | k AMD      | (185,461)          |
| <b>3</b>   | <b>Operating Income Before Depreciation Amortization (OIBDA)</b>            | k AMD      | <b>2,522,265</b>   |
| <b>4</b>   | <b>Depreciation of fixed assets and amortization of intangible assets</b>   | k AMD      | <b>(2,849,428)</b> |
| <b>5</b>   | <b>Other operating income</b>   | k AMD      | <b>(508,265)</b>   |
| <b>6</b>   | <b>Non-operating income</b>   | k AMD      | <b>(1,344,221)</b> |
| 6.1        | Financial income  | k AMD      | 10,443             |
| 6.2        | Financial expenses  | k AMD      | (993,545)          |
| 6.3        | Gain/loss from exchange rate differences                                    | k AMD      | (361,119)          |
| 6.4        | Other Non-Operating revenues/expenses                                       | k AMD      | -                  |
| <b>7</b>   | <b>Profit before taxation</b>   | k AMD      | <b>(2,179,649)</b> |
| <b>8</b>   | <b>Capital expenses</b>   | k AMD      | <b>(1,183,590)</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>    |            |                    |
| 9.1.1      | prepaid subscribers   | subscriber | 316,077            |
| 9.1.2      | postpaid subscribers  | subscriber | 147,510            |
| 9.1.3      | Broadband Internet subscribers (other than by phone)                        | subscriber | 157,462            |
| 9.1.4      | Subscribers using data services (by phone)                                  | subscriber | 373,414            |
| <b>9.2</b> | <b>Average revenue per active user (ARPU)</b>                               |            |                    |
| 9.2.1      | prepaid subscribers   | AMD        | 990                |
| 9.2.2      | postpaid subscribers  | AMD        | 3,790              |
| 9.2.3      | Broadband Internet subscribers (other than by phone)                        | AMD        | 2,262              |
| 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     | 111      |
| 9.3.2      | postpaid subscribers  | minute     | 343      |
| 9.3.3      | Broadband Internet subscribers (other than by phone)  | MB         | 24,299   |
| 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        | 8.9      |
| 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 | 28,965   |
| 9.5.2      | postpaid subscribers  | subscriber | 9,829    |
| 9.5.3      | Broadband Internet subscribers (other than by phone)  | subscriber | 9,842    |
| 9.5.4      | Subscribers using other data services   | subscriber | N/A      |
| <b>9.6</b> | <b>Churn</b>  |            |          |
| 9.6.1      | prepaid subscribers   | subscriber | (45,190) |
| 9.6.2      | postpaid subscribers  | subscriber | (5,832)  |
| 9.6.3      | Broadband Internet subscribers (other than by phone)  | subscriber | (9,185)  |
| 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.