



**“Ucom” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for
2023 4th Q**

| | Technical and economic indicators | u/m | Amount |
|------------|---|------------|--------------------|
| 1 | Operating revenues, including: | k AMD | 5,301,917 |
| 1.1 | revenues from mobile communication and associated activity | k AMD | 5,301,917 |
| 1.1.1 | from voice services | k AMD | 2,356,195 |
| 1.1.2 | from VAS (excluding revenue from data), including: | k AMD | 147,970 |
| | from short and multimedia messages (SMS and MMS) | k AMD | 143,983 |
| | other | k AMD | 3,987 |
| 1.1.3 | from data services, including: | k AMD | 887,888 |
| | broadband Internet access services through USB modems (other than by phone) | k AMD | 596,916 |
| | mobile communication network services (through handsets) | k AMD | 290,972 |
| | other | k AMD | - |
| 1.1.4 | from short and multimedia messages (SMS and MMS) | k AMD | 11,833 |
| 1.1.5 | from international roaming revenue (own subscribers) | k AMD | 160,719 |
| 1.1.6 | from international roaming revenue (subscribers from abroad) | k AMD | 112,652 |
| 1.1.7 | revenue from interconnection, including: | k AMD | 436,459 |
| | from voice services | k AMD | 413,608 |
| | from short and multimedia messages (SMS and MMS) | k AMD | 22,850 |
| 1.1.8 | revenues from line rental services | k AMD | - |
| 1.1.9 | from sales of equipment and accessories | k AMD | 1,083,175 |
| 1.1.10 | other revenues | k AMD | 105,027 |
| 2 | Operating expenses, including: | k AMD | (3,463,870) |
| 2.1 | interconnection expenses | k AMD | (629,799) |
| 2.2 | line rental expenses | k AMD | (2,977) |
| 2.3 | advertising and marketing expenses | k AMD | (47,106) |
| 2.4 | dealer commissions | k AMD | (138,942) |
| 2.5 | payroll expenses | k AMD | (845,296) |
| 2.6 | mobile network exploitation and maintenance expenses | k AMD | (277,520) |
| 2.7 | other expenses | k AMD | (1,522,229) |
| 3 | Operating Income Before Depreciation Amortization (OIBDA) | k AMD | 1,838,047 |
| 4 | Depreciation of fixed assets and amortization of intangible assets | k AMD | (1,754,218) |
| 5 | Other operating income | k AMD | 17,763 |
| 6 | Non-operating income | k AMD | (1,512,477) |
| 6.1 | Financial income | k AMD | 152 |
| 6.2 | Financial expenses | k AMD | (754,471) |
| 6.3 | Gain/loss from exchange rate differences | k AMD | (758,158) |
| 6.4 | Other Non-Operating revenues/expenses | k AMD | - |
| 7 | Profit before taxation | k AMD | (1,410,885) |
| 8 | Capital expenses | k AMD | (1,092,248) |
| 9 | Mobile connection indicators | | |
| 9.1 | Number of active subscribers (at the end of the reporting period) | | 713,151 |
| 9.1.1 | prepaid subscribers | subscriber | 367,980 |
| 9.1.2 | postpaid subscribers | subscriber | 229,876 |
| 9.1.3 | Broadband Internet subscribers (other than by phone) | subscriber | 115,295 |
| 9.1.4 | Subscribers using data services (by phone) | subscriber | 487,827 |
| 9.2 | Average revenue per active user (ARPU) | | |
| 9.2.1 | prepaid subscribers | AMD | 1,363 |
| 9.2.2 | postpaid subscribers | AMD | 2,812 |
| 9.2.3 | Broadband Internet subscribers (other than by phone) | AMD | 1,846 |
| 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 | 125 |
| 9.3.2 | postpaid subscribers | minute | 268 |
| 9.3.3 | Broadband Internet subscribers (other than by phone) | MB | 25,150 |
| 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 | 10.9 |
| 9.4.2 | postpaid subscribers | AMD | 10.5 |
| 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 | 50,425 |
| 9.5.2 | postpaid subscribers | subscriber | 17,167 |
| 9.5.3 | Broadband Internet subscribers (other than by phone) | subscriber | 10,256 |
| 9.5.4 | Subscribers using other data services | subscriber | N/A |
| 9.6 | Churn | | |
| 9.6.1 | prepaid subscribers | subscriber | (55,639) |
| 9.6.2 | postpaid subscribers | subscriber | (6,310) |
| 9.6.3 | Broadband Internet subscribers (other than by phone) | subscriber | (8,150) |
| 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.