



“Ucom” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2020 2nd Q

	Technical and economic indicators	u/m	Amount
1	Operating revenues, including:	k AMD	3,799,114
1.1	revenues from mobile communication and associated activity	k AMD	3,799,114
1.1.1	from voice services	k AMD	1,560,216
1.1.2	from VAS (excluding revenue from data), including:	k AMD	55,776
	from short and multimedia messages (SMS and MMS)	k AMD	48,151
	other	k AMD	7,626
1.1.3	from data services, including:	k AMD	1,247,512
	broadband Internet access services through USB modems (other than by phone)	k AMD	913,580
	mobile communication network services (through handsets)	k AMD	333,932
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	11,656
1.1.5	from international roaming revenue (own subscribers)	k AMD	13,643
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	33,352
1.1.7	revenue from interconnection, including:	k AMD	299,826
	from voice services	k AMD	288,287
	from short and multimedia messages (SMS and MMS)	k AMD	11,539
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	543,728
1.1.10	other revenues	k AMD	33,405
2	Operating expenses, including:	k AMD	(2,173,914)
2.1	interconnection expenses	k AMD	(649,117)
2.2	line rental expenses	k AMD	(2,922)
2.3	advertising and marketing expenses	k AMD	(20,728)
2.4	dealer commissions	k AMD	(50,676)
2.5	payroll expenses	k AMD	(644,782)
2.6	mobile network exploitation and maintenance expenses	k AMD	(251,197)
2.7	other expenses	k AMD	(554,492)
3	Operating Income Before Depreciation Amortization (OIBDA)	k AMD	1,625,200
4	Depreciation of fixed assets and amortization of intangible assets	k AMD	(1,760,343)
5	Other operating income	k AMD	(124,746)
6	Non-operating income	k AMD	272,917
6.1	Financial income	k AMD	149
6.2	Financial expenses	k AMD	(648,191)
6.3	Gain/loss from exchange rate differences	k AMD	920,959
6.4	Other Non-Operating revenues/expenses	k AMD	-
7	Profit before taxation	k AMD	13,029
8	Capital expenses	k AMD	(300,920)
9	Mobile connection indicators		-
9.1	Number of active subscribers (at the end of the reporting period)		578,816
9.1.1	prepaid subscribers	subscriber	275,808
9.1.2	postpaid subscribers	subscriber	148,859
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	154,149

9.1.4	Subscribers using data services (by phone)	subscriber	347,004
9.2	Average revenue per active user (ARPU)		
9.2.1	prepaid subscribers	AMD	867
9.2.2	postpaid subscribers	AMD	3,414
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,150
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	116
9.3.2	postpaid subscribers	minute	345
9.3.3	Broadband Internet subscribers (other than by phone)	MB	29,248
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	7.4
9.4.2	postpaid subscribers	AMD	9.9
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	9,075
9.5.2	postpaid subscribers	subscriber	4,157
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	7,198
9.5.4	Subscribers using other data services	subscriber	N/A
9.6	Churn		
9.6.1	prepaid subscribers	subscriber	(34,421)
9.6.2	postpaid subscribers	subscriber	(4,940)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(8,781)
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.