



“Orange Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for 2015 2nd Q

	Technical and economic indicators	u/m	Amount
1	Operating revenues, including:	k AMD	5,168,190
1.1	revenues from mobile communication and associated activity	k AMD	5,168,190
1.1.1	from voice services	k AMD	2,204,831
1.1.2	from VAS (excluding revenue from data), including:	k AMD	63,173
	from short and multimedia messages (SMS and MMS)	k AMD	63,173
	other	k AMD	-
1.1.3	from data services, including:	k AMD	1,641,337
	broadband Internet access services through USB modems (other than by phone)	k AMD	1,282,887
	mobile communication network services (through handsets)	k AMD	358,450
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	46,314
1.1.5	from international roaming revenue (own subscribers)	k AMD	106,193
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	81,018
1.1.7	revenue from interconnection, including:	k AMD	681,600
	from voice services	k AMD	673,995
	from short and multimedia messages (SMS and MMS)	k AMD	7,605
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	251,054
1.1.10	other revenues	k AMD	92,670
2	Operating expenses, including:	k AMD	(5,453,291)
2.1	interconnection expenses	k AMD	(858,352)
2.2	line rental expenses	k AMD	(117,664)
2.3	advertising and marketing expenses	k AMD	(459,737)
2.4	dealer commissions	k AMD	(306,822)
2.5	payroll expenses	k AMD	(714,117)
2.6	mobile network exploitation and maintenance expenses	k AMD	(471,072)
2.7	other expenses	k AMD	(2,525,527)
3	Operating Income Before Depreciation Amortization (OIBDA)	k AMD	(285,101)
4	Depreciation of fixed assets and amortization of intangible assets	k AMD	(1,304,675)
5	Other operating income	k AMD	370,200
6	Non-operating income	k AMD	(328,653)
6.1	Financial income	k AMD	6,659
6.2	Financial expenses	k AMD	(41,245)
6.3	Gain/loss from exchange rate differences	k AMD	(28,842)
6.4	Other Non-Operating revenues/expenses	k AMD	(265,225)
7	Profit before taxation	k AMD	(1,548,229)
8	Capital expenses	k AMD	1,168,411



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	Technical and economic indicators	u/m	Amount
9	Mobile connection indicators		-
9.1	Number of active subscribers (at the end of the reporting period)		-
9.1.1	prepaid subscribers	subscriber	351,448
9.1.2	postpaid subscribers	subscriber	158,145
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	129,593
9.1.4	Subscribers using data services (by phone)	subscriber	269,103
9.2	Average revenue per active user (ARPU)		-
9.2.1	prepaid subscribers	AMD	1,366
9.2.2	postpaid subscribers	AMD	4,336
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	3,329
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	129
9.3.2	postpaid subscribers	minute	331
9.3.3	Broadband Internet subscribers (other than by phone)	MB	14,411
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	
9.4.2	postpaid subscribers	AMD	13.0
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.2
9.4.4	Subscribers using other data services	AMD	N/A
9.5	New activations		-
9.5.1	prepaid subscribers	subscriber	48,279
9.5.2	postpaid subscribers	subscriber	14,491
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	14,289
9.5.4	Subscribers using other data services	subscriber	N/A
9.6	Churn		-
9.6.1	prepaid subscribers	subscriber	(40,968)
9.6.2	postpaid subscribers	subscriber	(10,078)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(12,987)
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.