



**“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.