



**“Ucom” LLC Report on the Main Economic and Technical Indicators of Mobile Services for 2017 1st Q**

	<b>Technical and economic indicators</b>	<b>u/m</b>	<b>Amount</b>
<b>1</b>	<b>Operating revenues, including:</b>	k AMD	<b>4,141,719</b>
1.1	revenues from mobile communication and associated activity	k AMD	4,141,719
1.1.1	from voice services	k AMD	1,596,933
1.1.2	from VAS (excluding revenue from data), including:	k AMD	59,086
	from short and multimedia messages (SMS and MMS)	k AMD	59,086
	other	k AMD	-
1.1.3	from data services, including:	k AMD	1,396,708
	broadband Internet access services through USB modems (other than by phone)	k AMD	1,029,543
	mobile communication network services (through handsets)	k AMD	367,165
	other	k AMD	-
1.1.4	from short and multimedia messages (SMS and MMS)	k AMD	24,677
1.1.5	from international roaming revenue (own subscribers)	k AMD	66,011
1.1.6	from international roaming revenue (subscribers from abroad)	k AMD	54,386
1.1.7	revenue from interconnection, including:	k AMD	404,105
	from voice services	k AMD	394,636
	from short and multimedia messages (SMS and MMS)	k AMD	9,469
1.1.8	revenues from line rental services	k AMD	-
1.1.9	from sales of equipment and accessories	k AMD	524,455
1.1.10	other revenues	k AMD	15,358
<b>2</b>	<b>Operating expenses, including:</b>	k AMD	<b>(2,890,800)</b>
2.1	interconnection expenses	k AMD	(700,809)
2.2	line rental expenses	k AMD	(3,009)
2.3	advertising and marketing expenses	k AMD	(200,229)
2.4	dealer commissions	k AMD	(87,353)
2.5	payroll expenses	k AMD	(646,589)
2.6	mobile network exploitation and maintenance expenses	k AMD	(337,769)
2.7	other expenses	k AMD	(915,043)
<b>3</b>	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	k AMD	<b>1,250,919</b>
<b>4</b>	<b>Depreciation of fixed assets and amortization of intangible assets</b>	k AMD	<b>(1,963,432)</b>
<b>5</b>	<b>Other operating income</b>	k AMD	<b>(95,798)</b>
<b>6</b>	<b>Non-operating income</b>	k AMD	<b>(508,226)</b>
6.1	Financial income	k AMD	95
6.2	Financial expenses	k AMD	(543,575)
6.3	Gain/loss from exchange rate differences	k AMD	35,378
6.4	Other Non-Operating revenues/expenses	k AMD	(125)
<b>7</b>	<b>Profit before taxation</b>	k AMD	<b>(1,316,538)</b>
<b>8</b>	<b>Capital expenses</b>	k AMD	<b>(1,514,238)</b>



**“Ucom” LLC Report on the Main Economic and Technical Indicators of Mobile Services for 2017 1st Q**

	Technical and economic indicators	u/m	Amount
<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	321,555
9.1.2	postpaid subscribers	subscriber	129,075
9.1.3	Broadband Internet subscribers (other than by phone)	subscriber	124,664
9.1.4	Subscribers using data services (by phone)	subscriber	271,973
<b>9.2</b>	<b>Average revenue per active user (ARPU)</b>		
9.2.1	prepaid subscribers	AMD	1,024
9.2.2	postpaid subscribers	AMD	3,924
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	2,746
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	120
9.3.2	postpaid subscribers	minute	276
9.3.3	Broadband Internet subscribers (other than by phone)	MB	19,313
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	8.5
9.4.2	postpaid subscribers	AMD	14.2
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	23,254
9.5.2	postpaid subscribers	subscriber	10,811
9.5.3	Broadband Internet subscribers (other than by phone)	subscriber	13,573
9.5.4	Subscribers using other data services	subscriber	N/A
<b>9.6</b>	<b>Churn</b>		
9.6.1	prepaid subscribers	subscriber	(36,698)
9.6.2	postpaid subscribers	subscriber	(8,144)
9.6.3	Broadband Internet subscribers (other than by phone)	subscriber	(16,557)
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.