



Annex  
Approved by  
Decision 274A issued by the  
RA Public Services Regulation Commission  
as of 1 June, 2011

**“Viva Armenia” CJSC Report on the Main Economic and Technical Indicators of Mobile Services for Q4, 2024**

	Main technical and economic indicators	Measurement units	
1	<b>Operating revenues, including:</b>	thousand AMD	
1.1	Revenues from mobile communication and associated activity	thousand AMD	<b>14,335,337</b>
1.1.1	Revenues from voice services	thousand AMD	2,807,951
1.1.2	Revenue from VAS (excluding revenue from data transfer), including:	thousand AMD	1,261,302
	SMS and MMS	thousand AMD	1,019,431
	Other	thousand AMD	241,871
1.1.3	Data transfer services, including:	thousand AMD	7,395,311
	Broadband Internet access services (other than by phone) (through USB modems)	thousand AMD	173,281
	Mobile communication network services (through handsets)	thousand AMD	7,222,029
	Other	thousand AMD	
1.1.4	Revenue from SMS and MMS	thousand AMD	179,773
1.1.5	International roaming revenue (own subscribers)	thousand AMD	196,323
1.1.6	International roaming revenue (guest subscribers)	thousand AMD	152,872
1.1.7	Revenue from interconnection including:	thousand AMD	1,147,768
	Voice services	thousand AMD	1,116,347
	SMS and MMS	thousand AMD	31,421
1.1.8	Revenues from line rental services	thousand AMD	-
1.1.9	Sales of handsets and accessories	thousand AMD	149,587
1.1.10	Other revenues	thousand AMD	1,044,451
2	<b>Operating Expenses (OPEX), including:</b>	thousand AMD	<b>5,813,608</b>
2.1	Interconnection expenses	thousand AMD	789,792
2.2	Line rental expenses	thousand AMD	148,546
2.3	Advertising and Marketing expenses	thousand AMD	74,254
2.4	Dealer commissions	thousand AMD	468,113
2.5	Payroll expenses	thousand AMD	2,516,596
2.6	Mobile network exploitation and maintenance expenses	thousand AMD	1,492,875
2.7	Other OPEX	thousand AMD	323,432
3	<b>Operating Income Before Depreciation Amortization (OIBDA)</b>	thousand AMD	<b>8,521,729</b>



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4	<b>Depreciation of fixed assets and amortization of intangible assets</b>	thousand AMD	<b>1,780,863</b>
5	<b>Other operating income</b>	thousand AMD	
6	<b>Non-operating income</b>	thousand AMD	<b>(78,791)</b>
6.1	Financial income	thousand AMD	<b>465,900</b>
6.2	Financial expenses	thousand AMD	<b>(443,344)</b>
6.3	Gain/loss from exchange rate differences	thousand AMD	<b>189,856</b>
6.4	Other Non-Operating revenues/expenses	thousand AMD	<b>(291,203)</b>
7	<b>Profit before taxation</b>	thousand AMD	<b>6,662,075</b>
8	<b>CAPEX</b>	thousand AMD	<b>3,488,408</b>
9	<b>Mobile connection indicators</b>		
9.1	Number of active subscribers (at the end of the reporting period)		<b>2,344,193</b>
9.1.1	Prepaid subscribers	subs	2,057,058
9.1.2	Postpaid subscribers	subs	287,135
9.1.3	Broadband Internet subscribers (other than by phone)	subs	68,548
9.1.4	Subscribers using data services (by phone)	subs	1,828,702
9.2	Average revenue per active user (ARPU-3M)	AMD	<b>1,856</b>
9.2.1	Prepaid subscribers	AMD	1,442
9.2.2	Postpaid subscribers	AMD	3,363
9.2.3	Broadband Internet subscribers (other than by phone)	AMD	852
9.2.4	Subscribers using other data services	AMD	83,562
9.3	Average traffic per user (including interconnection and incoming roaming) (MoU, Mb OU)	minutes	<b>620</b>
9.3.1	Prepaid subscribers	minutes	614
9.3.2	Postpaid subscribers	minutes	661
9.3.3	Broadband Internet subscribers (other than by phone)	Mb	5,537
9.3.4	Subscribers using other data services	Mb	-
9.4	Unit price (including interconnection and incoming roaming) (APPM, APP Mb)	AMD	<b>0.92</b>
9.4.1	Prepaid subscribers	AMD	0.59
9.4.2	Postpaid subscribers	AMD	1.13
9.4.3	Broadband Internet subscribers (other than by phone)	AMD	0.15



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9.4.4	Subscribers using other data services	AMD	-
9.5	New Activations		<b>140,811</b>
9.5.1	Prepaid subscribers	subs	118,574
9.5.2	Postpaid subscribers	subs	22,237
9.5.3	Broadband Internet subscribers (other than by phone)	subs	4,981
9.5.4	Subscribers using other data services	subs	-
9.6	Churn		<b>173,302</b>
9.6.1	Prepaid subscribers	subs	160,472
9.6.2	Postpaid subscribers	subs	12,830
9.6.3	Broadband Internet subscribers (other than by phone)	subs	4,884
9.6.4	Subscribers using other data services	subs	-

\*Capitalization by IFRS15, IFRS16 is not considered

\*\*Updated as of 16/05/25