

Attachment No 1 to ESPI 7/2022 of P4 Sp. z o.o. ("Issuer" or "Play") - selected financial information for the third quarter of 2022

In PLN millions	9M 2022	9M 2021	% change	% organic change	Q3 2022	Q3 2021	% change	% organic change
<b>Revenues</b>	<b>6,497</b>	<b>5,470</b>	<b>+18.8%</b>	<b>+2.5%</b>	<b>2,423</b>	<b>1,833</b>	<b>+32.2%</b>	<b>+6.6%</b>
- Service revenues	5,196	4,273	+21.6%	+1.1%	1,923	1,412	+36.2%	+4.0%
o/w mobile billed to subscribers	3,249	3,056	+6.3%	+6.6%	1,117	1,052	+6.1%	+6.7%
o/w interconnection & other services <sup>1</sup>	1,016	1,187	-14.4%	-14.9%	347	347	-0.1%	-2.4%
o/w Fixed	930	30	NM	+3.6%	459	12	NM	+2.9%
- Equipment revenues	1,301	1,196	+8.7%	+8.4%	500	422	+18.6%	+18.0%

(1) Mainly interconnection, wholesale and B2B services revenue

## Revenues

Play revenues totaled PLN 2.42 billion for Q3 2022, up 32.2% year-on-year (up 18.8% year-on-year for 9M 2022 to PLN 6.50 billion) mainly reflecting consolidation, from April 1, 2022, of UPC Polska Sp. z o.o., which more than offset the impact of the two consecutive reductions in regulated mobile termination rates on July 1, 2021, and January 1, 2022. On an organic pro forma basis, in the third quarter, Issuer's Mobile revenues billed to subscribers climbed by 6.7% and Fixed revenues and total revenues grew 2.9% and 6.6% respectively. The main factors underlying this performance in Q3 2022 are as follows:

- **Play's mobile active subscriber base increased by 68,000 during the quarter (81,000 in Q2 2022, pro forma with UPC).** The growth of the postpaid active subscriber base was stronger than the previous quarter (105,000 compared to 82,000 in Q2 2022), while the prepaid active subscriber base declined by 38,000.
- **In the Fixed segment,** the subscriber base rose by 54,000 units in the third quarter, broadly in line with the growth of the previous quarters (pro forma with UPC).
- **Mobile ARPU billed to subscribers continued to improve, up by 0.5% (by 1.6% pro forma with UPC) in Q3 2022.** The revenue drag from other services revenues (mainly from interconnections and Play's B2B subsidiary, 3S) decreased significantly in the third quarter (2.4% compared to 19.0% in Q2), as the impact of the termination rate cut on July 1, 2021, eased.

In PLN millions	9M 2022	9M 2021	% change	% organic change*
<b>EBITDAaL</b>	<b>2,828</b>	<b>2,454</b>	<b>+15.3%</b>	<b>-1.2%</b>
<i>as a % of revenues</i>	<i>43.5%</i>	<i>44.9%</i>	<i>-133bps</i>	<i>-150bps</i>
<b>Profit from ordinary activities</b>	<b>2,055</b>	<b>1,862</b>	<b>+10.4%</b>	<b>-3.5%</b>
<b>Capex (excluding payments for frequencies)</b>	<b>845</b>	<b>536</b>	<b>+57.6%</b>	<b>+7.0%</b>
<b>OCF (EBITDAaL minus capex)</b>	<b>1,983</b>	<b>1,918</b>	<b>+3.4%</b>	<b>-4.3%</b>

Note: Iliad Group additionally reports "Poland" segment, which includes the consolidated results at the level of parent company of P4  
\*) Pro forma with UPC based on consolidated reporting of Iliad Group

## EBITDAaL

Play EBITDAaL increased by 15.3% year-on-year in the first nine months of 2022 but declined by 1.2% on a pro forma basis essentially due to an unfavourable basis of comparison. The main drivers of the modest marginal decline are: (i) a non-recurring net gain of PLN 444 million booked in Q1 2021 on the sale of 517 sites at the closing of the deal (on March 31, 2021) with Cellnex, and (ii) inflationary impacts on energy costs and to a lesser extent on payroll.

## Profit from ordinary activities

Profit from ordinary activities increased by 10.4% year-on-year in the first nine months of 2022 but decreased by 3.5% on a pro forma basis, with the small decline in EBITDAaL adding to the higher depreciation and amortization expense reflecting higher network investments.

## Capital expenditure

Capital expenditure increased on an organic pro forma basis by 7.0% in the first nine months of 2022 to PLN 845 million.

In mobile, Play added 488 active mobile sites in 2022 (a total of 10,255 active sites across the country) leading to a coverage of 99.7% of the Polish population for 2G/3G and 99.5% for 4G LTE.

In Q3 2022, Play continued to upgrade the network to the 5G standard, operating on the current 2,100 MHz frequency resources in the dynamic frequency sharing model (the so-called 5G Legacy). At the end of September, 3,904 base stations in all 16 provinces supported the 5G Legacy standard leading to a population coverage above 47%.

On September 30, 2022, UPC Poland's network exceeded 3.7 million homes, with over 14,000 homes added in Q3.

## Selected financial and operational information

Category		Q1'21	Q2'21	Q3'21	Q4'21	Q1'22	Q2'22	Q3'22
<b>Active mobile subscribers ex-M2M and technical SIMs</b>	(000)	<b>11,924</b>	<b>12,019</b>	<b>12,087</b>	<b>12,129</b>	<b>12,474</b>	<b>12,694</b>	<b>12,762</b>
of which postpaid	(000)	8,392	8,428	8,469	8,522	8,566	8,788	8,894
of which prepaid	(000)	3,533	3,591	3,618	3,606	3,908	3,906	3,869
<b>Reported mobile subscribers (excl. M2M)</b>	(000)	<b>15,228</b>	<b>15,317</b>	<b>15,495</b>	<b>15,685</b>	<b>16,090</b>	<b>16,519</b>	<b>16,794</b>
<i>(Pro forma) Active mobile subscribers ex-M2M and technical SIMs</i>	(000)	<i>12,012</i>	<i>12,124</i>	<i>12,203</i>	<i>12,257</i>	<i>12,614</i>	<i>12,694</i>	<i>12,762</i>
<b>Fixed subscribers (incl. Home products from Play)</b>	(000)	<b>162</b>	<b>198</b>	<b>235</b>	<b>267</b>	<b>293</b>	<b>1,916</b>	<b>1,970</b>
<i>(Pro forma) Fixed subscribers (incl. Home products from Play)</i>	(000)	<i>1,693</i>	<i>1,734</i>	<i>1,784</i>	<i>1,836</i>	<i>1,875</i>	<i>1,916</i>	<i>1,970</i>
<b>Active sites</b>	#	<b>8,907</b>	<b>9,095</b>	<b>9,325</b>	<b>9,767</b>	<b>9,866</b>	<b>10,031</b>	<b>10,255</b>
<b>Total Revenue</b>	mPLN	<b>1,808</b>	<b>1,828</b>	<b>1,833</b>	<b>1,833</b>	<b>1,773</b>	<b>2,300</b>	<b>2,423</b>
Mobile services billed to subscribers	mPLN	991	1,013	1,052	1,019	1,045	1,087	1,117
Interconnection & other services *	mPLN	418	422	347	373	328	341	347
Fixed	mPLN	8	10	12	15	17	454	459
Equipment revenues	mPLN	391	383	422	426	383	418	500
<b>Mobile ARPU billed to subscribers</b>	PLN	<b>27.7</b>	<b>28.2</b>	<b>29.1</b>	<b>28.1</b>	<b>28.3</b>	<b>28.8</b>	<b>29.2</b>
<b>EBITDAaL</b>	mPLN	<b>1,133</b>	<b>564</b>	<b>757</b>	<b>679</b>	<b>838</b>	<b>1,011</b>	<b>979</b>
<i>EBITDAaL margin</i>	%	<i>62.6%</i>	<i>30.9%</i>	<i>41.3%</i>	<i>37.1%</i>	<i>47.3%</i>	<i>43.9%</i>	<i>40.4%</i>
<b>CAPEX **</b>	mPLN	<b>195</b>	<b>97</b>	<b>244</b>	<b>310</b>	<b>183</b>	<b>303</b>	<b>359</b>
<b>OCF (EBITDAaL less CAPEX)</b>	mPLN	<b>938</b>	<b>467</b>	<b>513</b>	<b>369</b>	<b>655</b>	<b>708</b>	<b>621</b>

\* wholesale, M2M and B2B services such as 3S

\*\* excluding CAPEX related to assets held for sale