

Attachment No 1 to ESPI 1/2023 of P4 Sp. z o.o. (“Issuer” or “Play”) - selected consolidated financial and operational information for 2022

Selected consolidated financial and operational information of Play

Category		Q1'21	Q2'21	Q3'21	Q4'21	FY'21	Q1'22	Q2'22	Q3'22	Q4'22	FY'22
Active mobile subscribers ex-M2M and technical SIMs	▼ (000)	11 924	12 019	12 087	12 129	12 129	12 474	12 694	12 762	12 763	12 763
of which postpaid	▼ (000)	8 392	8 428	8 469	8 522	8 522	8 566	8 788	8 894	8 984	8 984
of which prepaid	▼ (000)	3 533	3 591	3 618	3 606	3 606	3 908	3 906	3 869	3 779	3 779
Reported mobile subscribers (excl. M2M)	▼ (000)	15 228	15 317	15 495	15 685	15 685	16 090	16 519	16 794	17 467	17 467
<i>(Pro forma) Active mobile subscribers ex-M2M and technical SIMs</i>	▼ (000)	12 012	12 124	12 203	12 257	12 257	12 614	12 694	12 762	12 763	12 763
Fixed subscribers (incl. Home products from Play)	▼ (000)	162	198	235	267	267	293	1 916	1 970	2 018	2 018
<i>(Pro forma) Fixed subscribers (incl. Home products from Play)</i>	▼ (000)	1 693	1 734	1 784	1 837	1 837	1 875	1 916	1 970	2 018	2 018
Active sites	#	8 907	9 095	9 325	9 767	9 767	9 866	10 031	10 255	10 571	10 571
Total Revenue	mPLN	1 808	1 828	1 833	1 833	7 302	1 773	2 300	2 423	2 438	8 935
Mobile services billed to subscribers	mPLN	991	1 013	1 052	1 019	4 075	1 045	1 087	1 117	1 118	4 368
Interconnection & other services *	mPLN	418	422	347	373	1 560	328	341	347	361	1 377
Fixed	mPLN	8	10	12	15	44	17	454	459	469	1 400
Equipment revenues	mPLN	391	383	422	426	1 622	383	418	500	489	1 790
Mobile ARPU billed to subscribers	PLN	27,7	28,2	29,1	28,1	28,2	28,3	28,8	29,2	29,2	29,2
EBITDAaL	mPLN	1 133	564	757	679	3 133	838	1 011	979	945	3 774
<i>EBITDAaL margin</i>	%	62,6%	30,9%	41,3%	37,1%	42,9%	47,3%	43,9%	40,4%	38,8%	42,2%
CAPEX **	mPLN	195	97	244	310	846	183	303	359	398	1 243
OCF (EBITDAaL less CAPEX)	mPLN	938	467	513	369	2 287	655	708	621	548	2 531

* wholesale, M2M and B2B services such as 3S

** excluding CAPEX related to assets held for sale

Revenues

Consolidated revenues of Play in 2022 increased y-o-y by 22.4% to PLN 8.9 billion. On a pro forma like-for-like basis (i.e., including the acquisitions of companies UPC Polska and Redge Technologies) the increase was ca 3.6%. Due to regulatory decrease in mobile termination rates in Poland as of January 1, 2022, the revenue from interconnection services decrease by 11.7%. Excluding this reduction in regulated mobile termination rates, pro forma like-for-like revenue growth would have been 6.7%. In the fourth quarter of 2022, on a pro forma like-for-like basis, issuer’s revenue from mobile services billed to subscribers rose 7.2% and Fixed revenues increased by 4.6%. The main factors underlying this performance were as follows:

- The active mobile subscriber base (Play + UPC) grew only slightly in the fourth quarter (by 1 thousand) but with a positive shift between postpaid and prepaid customers (the number of postpaid subscribers increased by 90 thousand and the number of prepaid subscribers decreased by 89 thousand). The trend in prepaid segment is gradually returning to a more normal situation after a year when marked was driven by significant volumes of new cards purchased by Ukrainian citizens arriving to Poland.
- The increase in Mobile ARPU billed to subscribers increased by 4.1% in Q4’22, spurred by marketing campaigns organized in late 2022 encouraging subscribers to upgrade packages.
- In the Fixed segment, the subscriber base also continued to steadily grow, with 48 thousand net adds in the fourth quarter.

EBITDAaL

Consolidated EBITDAaL of Play increased by more than 20% year on year reaching PLN 3.8 billion (1.4% on a pro forma like-for-like basis). The operating leverage effect related to the like-for-like PLN 150 million increase in services revenues was partly offset by (i) higher costs related to expansion of mobile network, (ii) the inflationary context reflected in higher energy prices, and (iii) higher network maintenance costs.

Capital expenditure

Consolidated Capex increased by 46.9% on a reported basis and by 1.6% like-for-like. The Issuer continued its fast pace of rolling out its own network in 2022, and at the year-end had 10,571 base stations, representing an additional 804 sites over the year. This gave it a population coverage of 99.7% for 2G/3G and 99.5% and 96.0% respectively for 4G LTE and 4G LTE Ultra. Play's own-network 2G/3G/4G coverage is additionally completed by roaming services provided under a roaming agreement with Orange (which was extended on June 7, 2021 until 2025).

At December 31, 2022, UPC Polska (a subsidiary of the Issuer) own network covered 3.78 million homes, representing an additional 79 thousand homes year on year. This addressable market is rounded out by POPC networks (networks that receive public subsidies in averagely and non-densely populated areas), which enabled UPC Polska to pass 1.38 million additional homes as of end-2022. Through the spin-off of its subsidiary, UPC Polska, Play has transferred part of UPC's the network to a dedicated infrastructure entity. This dedicated entity will make its network available to other operators (including Play and UPC) based on the wholesale price model.