

Orange Polska

2013 pro forma

Warsaw,

April 11th, 2014



cautionary statement

- all figures in this presentation are based on IFRS as adopted by the European Union
- figures included in the new reporting layout are unaudited

2013 pro forma

- this document contains Orange Polska pro forma results for 2013. It was prepared to ease the analysis of 2014 results, by adjusting 2013 to comparable basis with 2014.
- 2013 pro forma reflects deconsolidation of subsidiaries:
 - disposal of Wirtualna Polska (Feb. 13, 2014). It is included in Group's P&L for half of 1Q 2014
 - disposal of ORE in 2013, included in Group's P&L till the end of July 2013
- 2013 pro forma also includes two reclassifications
 - costs related to ICT (mainly equipment) from 'other external purchases' to 'commercial expenses'
 - costs related to infrastructure projects for the Polish regions from 'network and IT' to 'other external purchases'

2013 reported vs. pro forma

amounts in PLN millions	2013 as reported					2013 pro forma				
	1Q	2Q	3Q	4Q	FY	1Q	2Q	3Q	4Q	FY
total revenues	3,267	3,303	3,196	3,157	12,923	3,252	3,261	3,161	3,112	12,786
labour expenses	(545)	(516)	(453)	(432)	(1,946)	(538)	(502)	(442)	(420)	(1,902)
external purchases	(1,596)	(1,649)	(1,501)	(1,694)	(6,440)	(1,593)	(1,635)	(1,484)	(1,674)	(6,386)
- interconnection costs	(314)	(358)	(284)	(295)	(1,251)	(314)	(357)	(284)	(295)	(1,250)
- network and IT	(188)	(209)	(208)	(241)	(846)	(187)	(208)	(208)	(231)	(834)
- commercial expenses	(642)	(620)	(562)	(752)	(2,576)	(696)	(659)	(603)	(768)	(2,726)
- content costs	(37)	(43)	(34)	(35)	(149)	(36)	(42)	(33)	(34)	(145)
- other external purchases	(415)	(419)	(413)	(371)	(1,618)	(360)	(369)	(356)	(346)	(1,431)
other operating incomes & expenses	(85)	(144)	(92)	(166)	(487)	(85)	(144)	(91)	(166)	(486)
employment termination expenses	(18)	(1)		(167)	(186)	(18)	(1)	0	(167)	(186)
gain/loss on disposals of assets	10	11	15	4	40	10	11	15	4	40
reported EBITDA	1,033	1,004	1,165	702	3,904	1,028	990	1,159	689	3,866
depreciation & amortisation	(791)	(783)	(775)	(758)	(3,107)	(789)	(778)	(770)	(756)	(3,093)
impairment of fixed assets	(1)	(3)	0	(5)	(9)	(1)	(3)	0	(5)	(9)
EBIT	241	218	390	(61)	788	238	209	389	(72)	764
financial result	(134)	(108)	(118)	(118)	(478)	(134)	(108)	(118)	(118)	(478)
income tax	(26)	(34)	(33)	77	(16)	(25)	(32)	(33)	79	(11)
consolidated net income after tax	81	76	239	(102)	294	79	69	238	(111)	275



2013 pro forma is available in an excel file on www.orange-ir.pl